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NORTONIA HOTEL You Will Feel Right at Home Here
SAFE AND CENTRAL—REASONABLE RATES
Excellent Cafe Special Weekly Rates All Trains
11th and Stark, Portland, Ore.

HIPPODROME PORTLAND, OREGON
VAUDEVILLE PHOTO-PLAYS
Complete Change Saturday. Adults, Matinee, 20c.
Evenings, 30c. Continuous to 11 p. m. Children
10 cents all times.

MEDUSA will make Siles, Granaries, Basements, etc., Water-
proof, Rotproof, Ratproof and Fireproof.
Medusa Waterproofed White Portland Cement is
the best for Stucco Plaster on outside for Bungalows—Does not stain and dirt can be hosed off.
Write for Literature. Sold by A. McMillan & Co.,
340-350 East Ankeny Street, Corner Second, Portland.

BAB'S RESTAURANT A good place to Eat and Live Well.
Remarkable 40c luncheon at noon.
Open 7 a. m. to 2 a. m., 244 Yamhill St.

PORTLAND HIDE & WOOL CO. We Pay Highest Prices for
HIDES, FELTS, WOOL, MOHAIR,
CASCARA BARK.
Write for Prices and Shipping Tags.
Address Department B

The STRADIVARA The Phonograph Known for Tone
Agents wanted. Order direct from factory, 330 East
Morrison St., Portland, Oregon.
STRADIVARA PHONOGRAPH CO.

Page & Son Write us for prices and market conditions on
Veal, Hogs, Poultry, Fruits, Potatoes, Onions, etc.
Portland, Oregon
Forty Years in the Same Location.

KIMBALL Pianos and Phonographs sold on installment
plans.
MCGORMICK MUSIC CO.
Oregon Distributors
429-431 Washington Street, Portland, Oregon

ARE YOU GOING TO **Europe** This Summer?
Join the Arrow Head
Tours. Personally con-
ducted. Write for full
information.
LIDELL & CLARKE,
105 Third Street, Portland, Oregon
Direct from Factory to Car Owner

MULTNOMAH BATTERIES
Guaranteed for one year.
Send no money. We ship by Express C. O. D.
\$18.00—Ford, Chevrolet 490, etc.
\$22.50—Hudson, Oldsmobile, etc.
\$25.00—Dodge, Franklin, etc.

GOULD BATTERY & SERVICE CO.
State Distributors of Gould Batteries
Corner 10th and Flanders Sts.
Portland, Oregon.

RHEUMATISM
Jack King Cures It. Ladies and Gents Exam-
ined Free. 207 Dekum Bldg., Portland, Ore.

RAINIER HOTEL
Rates \$1.00 up. 125 N. 5th St. Portland, Ore.
Very Centrally Located. Convenient to all
Depots, and one block from main Postoffice

PATENT ATTORNEY MECHANICAL ENGINEER
Protect that Idea with a United
States Patent. Others have made fortunes
out of Patents. Why not you? Thomas
Bilyeu, 232 Stevens Bldg., Portland, Ore.

**IF YOUR RADIATOR heats or
leaks, send it to us.**
Armstrong Auto Radiator Co.,
27 Burnside street, Portland, Oregon

"IF IT HURTS DON'T PAY."
Guaranteed dental work. Crowns \$5.00,
Plates \$15.00, Bridge work \$5.00 a tooth.
Teeth extracted by gas. Latest modern
methods. Dr. Harry Semler, Dentist, 2nd
and Morrison, 2nd floor Alisky Bldg., Port-
land, Or. Write or phone for appointment.
Wedding Bouquets and Funeral Pieces.
Lubliner Florists, 248 Morrison St.

New \$2,000.00
NELSON TRACTORS
\$350.00
315 Belmont Street, Portland, Ore.

PILES
SEND today for this
FREE book telling
about my guaranteed
non-surgical treat-
ment for Piles.
It tells how I have cured
cases of forty years
standing.
DR. CHAS. J. DEAN
2ND AND MORRISON PORTLAND, OREGON
MENTION THIS PAPER WHEN WRITING

MOTHER'S COOK BOOK
The Christian doctrine that we should
love each other is not merely a command
laid upon us by a God utterly and un-
intelligibly superior to us all; it is also
the counsel of our own hearts, and that
is why we know that it is divine.—Arthur
Clutton-Brook.

WHAT TO EAT
DELICIOUS breakfast fish is
mackerel; with a nicely seasoned
sauce it may be served for a luncheon
dish. Soak the fish over night in
side up, adding one tablespoonful of
vinegar to the water. In the morning
remove the fish, rinse well, remove the
backbone and cut the fish into fillets.
Parboil five minutes before cutting up,
drain and cook in a hot frying pan
with a little fat until a golden brown.
Arrange on a warm platter, garnish
with parsley and pour around the
fillets.

DENIED KISS; MAN SHOTS SELF
Michigan Husband Walks Across
Street and Attempts to Kill Self
With Shotgun.
Lansing, Mich.—Refused a kiss by
his wife when he returned home from
work, Claude Fritz, thirty-one years
old, walked across the street and shot
himself with a shotgun. He is in a
serious condition at a hospital.
Mrs. Fritz told police that her hus-

band returned home from work and
asked her for a kiss. She replied that
she was too busy, she said, and "blew"
him a kiss as he left the door. She
said her husband had been despondent
for several days.

New Zealand, in an attempt to es-
tablish a fishing industry, is now
stocking the south Pacific ocean with
salmon.

STATE NEWS IN BRIEF.

Salem.—The Oregon public service
commission in an order issued Satur-
day authorized a rate of \$1.50 a 1000
feet of saw logs from Reliance to
Seaford on the Tillamook branch of
the Southern Pacific railroad.

Portland.—Demands for lumber from
practically every normal source are
pouring into the offices of mills and
wholesalers at a rate that indicates
continued prosperity for the manu-
facturers for some time to come.

Lebanon.—Southern Pacific trains
out of Lebanon over the Woodburn-
Springfield line have been temporarily
halted, owing to the condition of one
of the big concrete piers in the center
of the South Santiam river under the
steel bridge of that company.

Dallas.—The suit of R. M. Walker
against the Polk county court to en-
join the sale of highway bonds voted
in 1919, has been appealed to the su-
preme court. Recently the case was
decided in favor of the county by
Judge Bagley of Hillsboro, who came
here to hear it.

Astoria.—Tuesday, February 13, will
be citizenship day in the local circuit
court. Twenty-two applications for
citizenship will come up for hearing.
Six are women. Under the old law the
admitting of a man to citizenship also
admitted his wife, but now women
must apply separately.

Roseburg.—High water during the
recent storm and flood is believed to
have uncovered a large sized vein of
coal at the G. Debernard place on the
North Umpqua river, opposite the state
salmon hatchery. The waters cut
away the bank at the end of the dam
and went around the obstruction.

Klamath Falls.—Seventy-five Indian
children from the Klamath Indian re-
servation will be minus their tonsils
and adenoids when the wholesale op-
erations under way here are completed.
During the past week 40 operations
were performed at the two local hos-
pitals, the youngsters coming in relays.

North Bend.—Four local young men
who were trying out a new power boat
Saturday were thrown into the cold
waters of the North bay and swam
ashore between the confluence of
North and Haynes inlets. One of
the party was unable to make the mud
flats, but two of the youths returned
and brought him in.

Brownsville.—Brownsville received a
practically new sensation this week
when the woolen mill in trying out
the new boiler got up a head of steam
and blew the whistle at the noon hour.
J. L. Bowman, owner of the property,
pulled the whistle cord. The mills,
which have been idle for many years,
will resume work, tentatively, in a
few weeks.

Sheridan.—Heavy rain and wind
storms swept the valley Saturday. No
damage was reported. The storms ap-
parently were off the ocean and came
through the mountain pass to the west
of Sheridan with terrific force. Rains
of the last week at Pacific City on the
Tillamook coast are said by old resi-
dents to have been the worst ever
experienced there.

Sheridan.—In order to combat slides
in the mountains north of Sheridan
that parted the water main and shut
off the supply last week, extensive al-
terations have been made by relaying
the line 300 feet. The heavy rains of
the last month soaking naturally
spongy earth, increased its pliancy and
the pressure of the water running
through the main on the mountain side
was too great for the ground to resist.

Brookings.—Perry Thomas was in-
jured, probably fatally, and John Pe-
pard sustained a broken ankle when a
three-story building, under construc-
tion on the main street of Brookings,
collapsed in a wind storm this morn-
ing. Both men were well-known citi-
zens of Brookings. The fine new home
of the Chetco garage, adjoining the
wrecked building, was seriously dam-
aged by the pressure against it of the
falling building.

Marshfield.—One hundred and thirty
thousand dollars of new work was in-
augurated here last night in building
operations during 1923 when the Odd-
fellows issued orders for a new temple
to cost \$50,000 and the school board
for construction of a new grade build-
ing of 15 rooms to cost \$80,000. Many
improvements in the building line are
under consideration here and the home
building campaign is likely to start
as soon as the city bill is approved in
congress.

Salem.—During October, November
and December 92 permits were issued
by the state engineer for the appro-
priation of water from the various
streams throughout the state. The
permits cover the irrigation of 2767
acres of land, development of 827
horsepower and the use of water for
mining, municipal, domestic and va-
rious other purposes. The estimated
cost of construction work under the
permits is approximately \$140,000.

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that in doing so they are also working
for themselves.**

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With Cuticura
Soap and Talcum**
See. Ointment, Talcum, 25c. everywhere. For sale in
all drug stores. Cuticura Laboratories, Dept. 2, Malden, Mass.

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BUSINESS COLLEGE
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with more money. Permanent positions
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caulay.**

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Try it and see for yourself. *At grocers*

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borers.

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The Tortworth chestnut, in England,
figures upon a charter dated 1135, and
so is probably well on toward its tenth
century, and there is an oak at Tilford,
near Farnham, which was there in
the year 1250.

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THE SECRET OF BEING A CONVINCING TALKER

How I Learned It in One Evening.
By GEORGE RAYMOND

thing that struck me forcibly was that in
stead of antagonizing people when I didn't
agree with them, I learned how to bring them
around to my way of thinking in the most
pleasant sort of way. Then, of course, along
with those lessons there were chapters on
speaking before large audiences, how to find
material for talking and speaking, how to talk
to friends, how to talk to servants, and how
to talk to children.

"Why I got the secret the very first even-
ing and it was only a short time before I was
able to apply all of the principles and found
that my words were beginning to have an
almost magical effect upon everybody to whom
I spoke. It seemed that I got things done
instantly, where formerly, as you know, what I
said went in one ear and out the other." I
began to acquire an executive ability that sur-
passed me. I smoothed out difficulties like
a true diplomat. In my talks with the chief
I spoke clearly, simply, convincingly. Then
came my first promotion since I entered my
present job. I was made Treasurer.

"And I want to tell you sincerely, that I
attribute my success solely to the fact that I
learned how to talk to people."

"When Jordan finished, I asked him for the
address of the publishers of Dr. Law's course
and he gave it to me. I sent for it and found
it to be exactly as he had stated. After studying
the eight simple lessons I began to sell to
people who had previously refused to listen to
me at all. After four months of record-break-
ing sales during the dull season of the
year, I received a wire from the chief asking
me to return to the home office. We had quite
a long talk in which I explained how I was
able to break sales records—and I was ap-
pointed Sales Manager at almost twice my
former salary. I know that there was nothing
in me that had changed except that I had
acquired the ability to talk where formerly
I simply said "words without reason." I can
never thank Jordan enough for telling me about
Dr. Law's Course in Business Talking and
Public Speaking. Jordan and I are both
spending all our spare time making public
speeches and Jordan is being talked about now
as Mayor of our little town."

Walla Walla, Wash.
Jan. 1, 1923.
American Newspaper Ass'n.,
Portland, Ore.
Gentlemen:
I am enclosing check in payment of set
of books sent.
I read your book and I am satisfied that
the one book is worth the price asked
for all. I am truly yours,
CHAS. R. MONTAGUE,
524 Catherine St.
AMERICAN NEWSPAPER ASSOCIATION
of Portland, Ore.
418-19-20 U. S. National Bank Bldg.

Gentlemen:
Please mail me Dr. Law's course, "Mastery
of Speech." I will pay the postman \$3.50 on
delivery, which completes the transaction and
pays for the course in full. Thereafter the
course is mine absolutely.

Name _____
City _____
State _____
Write Plainly.

Oxygen Gas Future Predicted.
When the process of making oxygen
from air becomes cheaper, it is pre-
dicted that an enormous demand for
the gas will arise. Just as oxygen is
now used for welding and other pur-
poses in which great heat is desired,
not gradually, but very speedily, so
it will be required for smelting and a
hundred other purposes.

Cuticura Comforts Baby's Skin
When red, rough and itching with hot
baths of Cuticura Soap and touches of
Cuticura Ointment. Also make use
now and then of that exquisitely scented
dusting powder, Cuticura Talcum,
one of the indispensable Cuticura
Toilet Trio.—Adv.

Authors Who Got Rich.
The first British writer to make a
large fortune was Sir Walter Scott,
who earned about a million. Dickens
received \$12,500 for "Pickwick," and
George Eliot \$35,000 for "Romola."
Lewis Wallace received \$400,000 for
two novels.

**Tobacco planting in Canada has
made remarkable progress during the
last few years, some 20,000 acres being
planted last year.**

Natural Reason.
Mother (in reproach)—"Now, when I
was young, girls never thought of do-
ing the things they do today." Daugh-
ter—"Well, that's why they didn't do
them."

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THE RIGHT THING AT THE RIGHT TIME

By MARY MARSHALL DUFFEE

The old order changeth, yielding place
to new.—Tennyson.

AFTER all it is usage that makes
our code of manners.

No matter what may seem to be the
most courteous thing to do, and no
matter what the authorities on eti-
quette may write and preach, if well-
bred people don't actually do those
things then they are not essential to
good manners. A year ago if any one
had asked me whether it was neces-
sary for a busy man to make a call as
a mark of courtesy after going to din-
ner at a friend's house I would have
said emphatically, "Yes." Dinner calls
had for a good many years been point-
ed out as really essential marks of re-
spect. The idea was that if you could
find time to enjoy a good dinner at a
friend's house you could likewise find
time to pay a call.

But there are so many people who
never do pay dinner calls that it is
not fair to make these sweeping state-
ments. In what we know as "formal"
society this is still the rule, but really
the majority of even well-bred folk do
not have time to conform to these
strict standards. In many communi-
ties married folk have few opportu-
nities for going out together in the
evening. A congenial set of such folk
will occasionally meet for a dinner
party or evening of entertainment at
each other's houses. If there are chil-
dren at home and no maid or a maid
who takes it for granted that her ev-
enings are her own, this means that
some one must be got to "hold the
fort" while the mother and father are
away. With such people, though the
women of the circle managed to call
occasionally in the afternoon, there is
a sort of tacit agreement that party
calls will not be expected from the
men because the only time they can
pay these is in the evening, and when
they do go out in the evening they
like to have some more substantial
diversion than paying calls.

So also it happens that in large
cities where distances are great the
busy business man takes a dislike to
going to a friend's house when that
friend may not be at home to receive
his call. It means sometimes an hour's
trip with a chance of only leaving a
card at the end. And, of course, no
one properly telephones ahead to warn
a hostess of a call.

The newcomer, however, always
makes a better impression if he does
pay the party call and it should be
within ten days of the courtesy enter-
tainment for which it is paid. More-
over, he should pay it whether or not
he has attended. If he has received an
actual stated invitation for a definite
entertainment then the call is
due, but if the invitation has been
verbal and only indefinite then he
need not consider it as requiring a
call.

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PLEATING SPECIAL
Cut, seam, hem and machine
pleat skirts ready for hand. 85 cents
Hemstitching, 5 cents per yard.
EASTERN NOVELTY MFG. CO.
85 1/2 Fifth St. Portland, Ore.

ATTENTION LADIES!
Learn beauty culture, join class; evening
school; we know how. School 16
years old. Full course, \$40. Phone Edwy,
6902, 400 Dekum Bldg.

BRAZING, WELDING & CUTTING
Northwest Welding & Supply Co. 83 1/2 1st St
CLEANING AND DYEING
For reliable Cleaning and
Dyeing service send parcels to us. We pay return postage.
Information and prices given
upon request.
ENK'S CITY DYE WORKS
Established 1890 Portland
CUT FLOWERS & FLORAL DESIGNS
Clarke Bros., Florists, 287 Morrison St.
FLAUNDRY AND MACHINE WORKS
Commercial Iron Works, 7th & Madison.
FOOT CORRECTIONIST
Featherweight Arch Supports made to
order. J. E. Tryzelaar, 618 Pittock Block,
Portland, Ore.

MOLIER BARBER COLLEGE
Teaches trade in 8 weeks. Some pay while learn-
ing. Positions secured. Write for catalogue,
234 Burnside street, Portland, Ore.
MCNUMENTS—E. 32 and Pine Sts.,
Otto Schumann Granite & Marble Works.