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DR. CHAS. J. DEAN
2ND AND MORRISON PORTLAND, OREGON
SEND THIS PAPER WHEN WRITING

SWIFT HORSE OUTRUNS KANGAROO
Mistaken Impression as to Animal's Swiftness—Dogs Trained for the Chase.
Kangaroos in Australia are hunted for sport. For the hide, too, and for the somewhat unsavory delicacy of the tall, hobbled in a pot to make soup and a jelly.
A kangaroo takes instinctively to water, where, at bay in depth enough, he can drown a dog in short order. At bay in the bush, upright on one hind leg and the thick curve of his tail, his back against a tree, he is at a disadvantage. But he is not defenseless. The long hoof of his free hind-leg is his weapon. And with this—having by good fortune trapped an unwary antagonist to his breast with his sharp-clawed forelegs—he deals a terrible death.
In flight, however, a kangaroo is easy prey. A knowing dog catches him by the tail, overturns him with a cunning wrench, and takes his throat from a safe angle before he

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THE COMMON RUN

By DOUGLAS MALLOCH

I CANNOT hope to shake your hand, Friend Reader here and there, And yet I think we understand Each other pretty fair:

You're just the common kind like me, And I am just like you— We have our troubles two or three, And have our work to do.

We look on life's old-fashioned ways, Although we are not old, And think the truth of early days Good truth to which to hold:

There's nothing right on earth but right, And wrong is always wrong, And black is black and white is white, The same as all along.

We haven't read the latest proof There isn't any God— We, narrow-minded, keep aloof And stay on old sod.

We're ignorant of cults and creeds, And creeds that knock them flat; We judge of people by their deeds, And let it go at that.

We think that laughter beats a tear, That honesty's the test; We live the day, and thus the year, And try to do our best.

We've had some grief, a hurt or so, But had a lot of fun— I guess, if we could really know, We're just the common run.

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Something to Think About

By F. A. WALKER

YOUR WORST ENEMY

IF YOU will make a searching and an impartial investigation of the matter, you will discover that your worst enemy is right at your elbow, seeking at crucial moments of your life to oppose your good efforts and circumvent your cherished plans.

He is beside you in the morning when the gray light of dawn heralds the coming sun, bidding an opportunity to strike you in a vital spot; he puts his arm in yours as you hurry down to the breakfast table, seeking to win your confidence; he passes with you through the street doorway as you lie away to your daily vocation, and if something has gone amiss in the dining room, he snuggles up closely and begins to whisper in your always willing ear especially chosen words of sympathy, telling you how you are imposed upon by others, to whom you should resentfully reply.

By the time you reach your desk, your place behind the counter, your chair before the typewriter, your bench, or whatever estate you may occupy in the tower of toil, you are in a decidedly uncomfortable mood.

And you have only to look around you to become irritable, quarrelsome and obdurate at another nudge from your pestering enemy, who seems reasonably sure that before the day is over you will hurl out a volley of fiery vocabularies, scowl at the manager, which is becoming a habit, and return to your home at night with anger, disgusted with your intimates and with yourself as well.

Nothing seems right. You are sure that nobody can be trusted. You are suspicious of manifest kindness and unselfish intentions.

You are positive that those who proffer them are scheming for some terrible purpose, trying by friendly overtures in pleasant words and offers of assistance, to take some mean advantage of you.

And this is the madness that generally leads to your undoing—the madness that your worst enemy, if permitted to work upon your sensibilities without restraint, invariably produces.

If you will sit yourself down composedly, at the end of a trying day, and reflect seriously, you may wish but little difficulty guess who this enemy is. If guessing should be too irksome, in the mood you are, raise your eyes to the mirror across the room and you will see in the polished glass your own perturbed self—your worst enemy!

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Has Anyone Laughed At You Because —

You are self-confident? You're pretty tired aren't you of being called conceited? Of course there's a risk of being conceited here. Yet self-confidence pure and simple is a great thing to have—it means that you have courage, to put things through, that you don't "fall down" when you're up against it hard, that you aren't afraid to tackle a new situation and, too, that people about you can "catch" courage. People may think you are conceited, but you need not be.

Your Get-away Here is: To be sure you do not think you're the great "I Am" but that you are enough of a person to get your goal with the love of others rather than with their dislike.

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STATE NEWS IN BRIEF.

Toledo.—The new Lincoln hotel in this city opened for business last week.

Harry Matheson is the new manager, who took the property over the first of the month.

Lebanon.—J. R. Stoops, aged 79, and a civil war veteran, was found dead in the bath room at his home Friday morning. He went for a bath and as he did not return for a long time Mrs. Stoops went in to see what was delaying him.

Salem.—The Pacific highway, between Canemah and Oregon City, which has been closed since the high water a few weeks ago, was reopened to traffic Saturday. This was announced at the state highway department.

Toledo.—Peter Frederick of this city has announced that in the near future construction work will start on a two-story concrete building block 60 by 100, which he is having built on one of the best-located corners in this town.

Seapooze.—Herman N. and Horace N. Miller, Scapooze twins, were among the five men recently selected at the Oregon Agricultural college for student engineering positions at the Schenectady plant of the General Electric company.

Roseburg.—Unanimous indorsement of the North Umpqua road project was given Saturday by the Douglas County Taxpayers' league at a public meeting held in this city. The action of the county court in appropriating \$17,500 to match a like fund was approved in a unanimous vote taken by acclamation.

Salem.—Sixty students from the Oregon Agricultural college passed Saturday in Salem studying marketing conditions. They were escorted through the several fruit packing plants of the city and later were guests at a luncheon held in the chamber of commerce. Mayor Gleay welcomed the students on behalf of the city.

Eugene.—A statement of the expenditure of road bond money in Lane county, made Friday by P. M. Morse, county engineer, shows that \$765,300 of the \$2,000,000 issued has been appropriated on 15 of the 27 projects which the bond money is to cover. The total amount voted for the 15 projects is \$1,314,500, according to the report of the engineer.

Hillsboro.—Washington county bankers want Frank C. Bramwell retained as state superintendent of banks. At their Tuesday night meeting at Beaverton a resolution was passed expressing full confidence in his integrity and ability to handle the affairs of the office and petitioning the state banking board to disallow the request that he be removed.

Hillsboro.—Notwithstanding there have been two freezing periods throughout the winter, fall grain in this section is in excellent condition. The grain on higher ground, which often suffers the most in dry freezes has stood the winter well and even though it thaws every day and freezes every night the wet condition of the earth is giving good protection.

Salem.—All Salem waiters, waitresses, cooks and other persons handling food not in their original packages, will be required to submit to a physical examination twice annually in case an ordinance to be presented to the city council Monday night becomes a law. The cost of the examinations will be paid by the city. Officials said the ordinance is badly needed.

Eugene.—Six men and one woman were arrested by deputy sheriffs at a dance pavilion on the highway between Eugene and Coburg at an early hour Sunday morning, charged with being drunk and disorderly at a public dance, and all were brought to Eugene, followed by more than half of the dancers in the pavilion, most of whom the officers declared had been drinking.

Heppner.—The annual meeting of the Morrow county farm bureau was held here Sunday with more than 100 farmers and their wives present. Paul V. Maris, director of farm extension work for Oregon Agricultural college, made an address on farm topics at the morning session and C. C. Calkins, agricultural agent for Morrow county, made a report of the work accomplished in the county during the past year jointly by the farm bureau and county agent's office.

Sheridan.—In an open letter announcing the annual election of officers of the Yamhill county federation of community clubs at McMinnville Tuesday night, February 6, L. L. Thornton of Dayton, secretary, declared that inequality in taxation and favoritism shown corporations is driving thousands of farmers from the soil. This abandonment has amounted to a stampede in Washington, he wrote, saying 10,000 of 66,000 farmers of that state will leave the soil this year.

The Secret of Being a Convincing Talker

How I Learned It in One Evening.

By GEORGE RAYMOND

"Have you heard the news about Frank Jordan?" The question quickly brought me to the little group which had gathered in the center of the office. Jordan and I had started with the Great Eastern Machinery Company, within a month of each other, four years ago. A year ago, Jordan was taken into the accounting division and I was sent out as salesman. Neither of us was blessed with an unusual amount of brilliancy, but we "got by" in our new jobs well enough to hold them.

Imagine my amazement, then, when I heard: Jordan's just been made Treasurer of the Company!" I could hardly believe my ears. But there was the "Notice to Employees" on the bulletin board, telling about Jordan's good fortune.

Now I knew that Jordan was a capable fellow, quiet, and unassuming; but I never would have picked him for any such sudden rise. I knew, too, that the Treasurer of the Great Eastern had to be a big man, and I wondered how in the world Jordan landed the place.

The first chance I got, I walked into Jordan's new office and after congratulating him warmly, I asked him to let me "in" on the details of how he jumped ahead so quickly. His story is so intensely interesting that I am going to repeat it as closely as I remember.

"I'll tell you just how it happened, George, because you may pick up a pointer or two that will help you.

"You remember how scared I used to be whenever I had to talk to the chief? You remember how you used to tell me that every time I opened my mouth I put my foot into it, meaning of course that every time I spoke I got into trouble? You remember when Ralph Sinton left to take charge of the Western office and I was asked to present him with the loving cup the boys gave him, how flustered I was and how I couldn't say a word because there were people around? You remember how confused I used to be every time I met new people? I couldn't say what I wanted to say and how I couldn't say a word because that if there was any possible chance to learn how to talk I was going to do it.

"The first thing I did was to buy a number of books on public speaking, but I determined that I was to be meant for those who wanted to become orators, whereas what I wanted to learn was not only how to speak in public but how to speak to individuals under various conditions in business and social life.

"A few weeks later, just as I was about to give up hope of ever learning how to talk interestingly, I read an announcement stating that Dr. Frederick Hook Law had just completed a new course in business talking and public speaking entitled 'Mastery of Speech.' I sent for them and in a few days they arrived. I glanced through the entire thing, reading the headings and a few paragraphs here and there, and in about an hour the whole secret of effective speaking was opened to me.

"For example, I learned why I had always lacked confidence, why talking had always seemed something to be dreaded, whereas it is really the simplest thing in the world to get up and talk. I learned how to secure complete attention to what I was saying and how to make everything I said interesting, forceful and convincing. I learned the art of listening, the value of silence, and the power of brevity. Instead of being lunny at the wrong time, I learned how and when to use humor with telling effect.

"But perhaps the most wonderful thing about the lessons were the actual examples of what things to say and when to say them to meet every condition. I found that there was a knack in making oral reports to my superiors. I found that there was a right way and a wrong way to present complaints, to give estimates, and to issue orders.

"I picked up some wonderful pointers about how to give my opinions, about how to answer complaints, about how to ask the bank for a loan, about how to ask for extensions. Another

Wallis Wallis, Wash. Jan. 1, 1923.
American Newspaper Ass'n., Portland, Ore.
I am enclosing check in payment of set of books sent.
I read one book and I am satisfied that the one book is worth the price asked for all I am.
Very truly yours,
CHAS. H. MONTAGUE,
524 Catherine St.

AMERICAN NEWSPAPER ASSOCIATION
Portland, Ore.
418-19-20 U. S. National Bank Bldg.

Write Plainly.

Mrs. Eva Ferrer

OREGON IS FAMOUS FOR ITS BEAUTIFUL WOMEN

Salem, Ore.—"Last year I became in an extremely run-down condition, my appetite failed me and I became very nervous. A friend advised me to try Dr. Pierce's Golden Medical Discovery as a tonic and I was very thankful to her for her good advice. One bottle of it made me feel like a new person; it strengthened and built me up into a perfect state of health, my appetite returned and all nervousness disappeared. I have no hesitancy in saying that Dr. Pierce's Golden Medical Discovery is the very best tonic I have ever taken and I am glad to have my testimonial published if it will be of benefit to others who have become run-down and weak."—Mrs. Eva Ferrer, 444 Water St.

Obtain the Discovery in tablets or liquid from your druggist or send 10c for trial pkg. to Dr. Pierce's Invalids' Hotel, Buffalo, N. Y.

Constantinople Ignores Mail.

In Constantinople it is impossible to communicate with anyone by mail. Instead, it is necessary to send a servant with the message or go one's self to make the communication in person.

Ancient "Apartment Houses."

Apartment-house life was enjoyed by the primitive Indian of New Mexico, one ruin in Chaco canyon having 800 rooms and in its day sheltering over 1,000 people.

Generosity Not Strongest Point.

Many men are capable of doing a wise thing, more a cunning thing, but very few a generous thing.—Alexander Pope.

Daily Thought.

There is no substitute for thoroughgoing, ardent, sincere earnestness.—Charles Dickens.

Cuticura Soothes Itching Scalp.

On retiring gently rub spots of dandruff and itching with Cuticura Ointment. Next morning shampoo with Cuticura Soap and hot water. Make them your every-day toilet preparations and have a clear skin and soft, white hands.—Adv.

After Every Meal WRIGLEY'S and give your stomach a lift. Provides "the bit of sweet" in beneficial form. Helps to cleanse the teeth and keep them healthy.

Burro Too Eager to "Park."

Last summer Billy had his first ride on a burro. After joggling along for a few minutes and irritated by frequent stops, he called out: "Mama, what makes this donkey want to park all the time?"

Cliff Dwellers Had Stone Idols.

Stone idols were used in the religious ceremonies of the prehistoric cliff-dwellers of Colorado, it has recently been discovered.

Rabbit Cannery May Solve Problem.

In Argentina a rabbit cannery has been established in the hope of riding some sections of the country of a pest in a profitable way.

Red Cross BALL BLUE

is needed in every department of house-keeping. Equally good for towels, table linen, sheets and pillow cases. Grocers

Rely on Cuticura To Clear Away Skin Troubles

Soap to cleanse, Ointment to soothe, Talcum to powder. See Sample of Cuticura, Bags, 2, Mailed, Mass.

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