

DO YOU KNOW

THAT MANY PEOPLE who have carried a Policy of Insurance in some Life Insurance Company, and having dropped it, do not know they may still have equities in same? Or it may be you have a Life Insurance Policy you are not quite familiar with and would like to know more about it.

We Have Found

Many such cases in the past, and several right here in this section. You would be glad to find some of the dollars you put into a lapsed insurance policy which you thought were lapsed and gone.

ANYONE having a Policy of Life Insurance, NO MATTER in what Company, whether lapsed or in force, who would like to know more about it, may have the benefit of reliable, expert advice without cost to them or obligation in any way, by consulting D. D. COULSON, District Manager, Newberg, Ore. E. C. GOODWIN, Special Representative

Scientist Who Couldn't Light a Fire.

Lord Kelvin, like Lord Morley, once amused a Scottish audience with a display of ignorance. At a lecture in Edinburgh, with Lord Kelvin in the chair, the Duke of Argyll was taken suddenly ill. "When the aged peer was carried down to one of the ante-rooms," said a local paper, "one of the first things to be thought of was the lighting of a fire, and this task was tackled by the duke's host, Lord Kelvin. But instead of placing some paper in the grate and some wood on that in the orthodox manner, he amazed the on-lookers by desperate efforts to kindle a handful of sticks at a gas burner. Ordinary mortals may be pardoned for making some satisfaction in the fact that even so great a philosopher as Lord Kelvin did not know how to light a fire."

Oddest of Quaker Fishes.

A queer fish that does not swim in the "marginal sea," known to sailors as the "frogfish." It lives in that vast mass of floating seaweed called the Sargasso sea, in mid-Atlantic. In natural size are as modified and developed as to resemble arms and it uses them for clinging to the weed. Very gaudily colored, it changes its hue to match the aquatic vegetation by which it is surrounded, and when the latter decays and turns brown it assumes a corresponding shade. The fish lays its eggs in a jelly-like mass, absorbing a great quantity of water, becomes three times as big as the mother fish herself, assuming the form of a narrow raft three or four feet long and two to four inches wide.

"Whenever Mr. and Mrs. Twobble quarrel Mr. Twobble threatens to sue his lawyer."
"Well, does he ever go to his lawyer?"
"No."
"Why not?"
"I think it's because Mrs. Twobble sues him to."—Stratford Age-Herald

A CHANGE OF TACTICS.

How it Worked in the Case of a Discouraged Salesman.

The following method of gaining assurance is told in the American Magazine. It is the experience of a salesman who could not sell his goods because he allowed himself to be discouraged at initial attempts. It was wide application everywhere:

"I am a commercial traveler who conquered the habit of despondency. Every one who sells goods knows how fierce is the competition. When I took this job six years ago it seemed absolutely overwhelming. I didn't sell anything to speak of and made up my mind that I couldn't, though I kept on making the round of the groceries. There seemed to be a thousand salesmen just ahead of me. I grew very bitter at the thousand and everybody else. Whenever I entered a store it was with the firm conviction that I should not get an order. I looked dejected at the merchant and said gloomily:

"Anything in my line?" at the same time reaching for the doorknob. They didn't try to detain me.

"One day in conversation with an old drummer, a shrewd veteran of the road, I opened my heart with a savage complaint about the thousand salesmen, my advance guard. He pulled his chair a moment, his eyes twinkled and he slapped me on the shoulder.

"I know," he said. "I had 'em ahead of me once. They raised Cain with me until I chased 'em to the rear. Take my advice, boy, and get up to the head of the procession and let the other fellows do the worrying.

"I thought it over, and it dawned on me that it was a question of viewpoint. I had formed a habit of picturing myself at the tail of the line, though in reality we were going in a circle and my position was as good as any. Then I changed my tactics and formed a new habit—the habit of thinking of myself as the leader, the very first man in the territory. Just as an experi-

ment I went out the next day believing that I should get orders. I pulled my order book and pencil the moment I entered a store and began to name certain goods.

"Sugar!" I cried, looking the grocer expectantly in the eye, as much as to say that I could see the empty barrel behind his counter. And the barrel was empty! It worked so well in the first store that I tried more vigorously in the next, and the merchant came down freely. It was almost unnecessary the way I guessed the items he needed. I went out on the sidewalk and laughed aloud. And I actually sold more goods that day than I had sold before in three weeks.

"Well, the firm raised my salary instead of firing me, as they had planned to do, and I still insist that I am the first man over the route. I tell you, right habits of thought are worth money—sometimes a fortune."

Spirit of the Home.

I never realized before how rare indeed is the real home—the temple reared to house a family life, with its altar dedicated to parenthood. I saw that it is not enough to have furniture "good," to have colors "safe," not enough to show a pretty, well-appointed house to the world. A real home must be a setting for a living, loving, sorrowing and conquering man and woman. It is not enough to study textures, plans and building materials. It is just the old story of the letter and the spirit. The creative spirit can make any home beautiful, but the most perfect home is a dead shell unless it houses loving, growing life.—Madly Newell Blair in Countrywide Magazine.

The Footmen's Gallery.

There was in one part of the theater where in bygone days smoking was permitted the footmen's gallery, where servants in attendance on men visiting the theater were admitted free. But the occupants of the footmen's gallery were so noisy, and they so frequently blazed out of existence plays that their masters approved of that the privilege was withdrawn, and the gallery became the "shilling gallery," which has kept up to a great extent the traditional privilege of outspoken criticism originally exercised by footmen.—London Chronicle.

Rich as Croesus.

The boys were bragging about their parents.
"I bet my father is richer than your father," said one. "He has to pay his and lots of money for taxes every year."

"That's nothing," retorted the other. "My father is so rich that he can afford to hire a lawyer to fix things so he don't have to pay any taxes."—St. Louis Post-Dispatch.

A Suspicious Document.

"All this here business about women is tough on us chaps."

How so?

"The last lady I worked for gimme a reference written in shorthand. What did she say about me, I wonder?"—Louisville Courier-Journal.

Cutting Stovepipes.

Use a can opener to cut stovepipe if you have no large pair of shears. The can opener answers the purpose admirably.—Popular Science Monthly.

Inevitable.

"I saw stars in that railroad collision."
"Naturally, when the cars were telescoped."—Baltimore American.

KEEP IN HARNESS.

Why It Is Dangerous to Retire From Active Work.

In Farm and Fireside Dr. David H. Spahr gives some advice to workers who are planning to retire from their callings and enjoy a peaceful old age.

"The abrupt change from an active member of the producing class to an idle member of the consuming class," he says, "is too much for a man who is facing the setting sun. And just here is the excuse and reason for this article. I want to sound a note of warning to those contemplating such a move—'Safety first'."

"For a man in declining life whose arteries are already beginning to harden from indulging in rich and stimulating food the change should be made gradually, allowing his system to accustom itself gradually to the changed conditions. A lessened amount of rich and stimulating food should be indulged in. Regular hours must be maintained, regular exercises that will bring into play and actively all the different muscles of the body in order to insure the elimination of the waste products of the body.

"A sedentary life, inactive and purposeless, with nothing to live for, no object in view but to live and eat and wait and waste away, with a lessened income and greater expense, with more and greater demand upon the purse strings—how great the temptation to become restless, nervous and irritable."

Tires Must Be Matched.

The Scientific American calls attention to a common cause of car vibration, the same being the variation in diameter of different makes of tires. Though these are theoretically 24 by 4 inches, in practice they vary as much as half an inch and sometimes even more. Some of the results of the use of odd tires are oil leaking from the rear axle case and the brake drum of the wheel with the smaller tire, difficulties in steering and tires wearing unevenly. The moral of course, is that tires of the same type and make should be used on wheels of the same axle.

I have never seen such interesting photographer's show windows as there are in Budapest. Partly this is because the photographers are good, but partly it must be in the Hungarians themselves—such vivid, interesting, unconventional faces. These people look as if they ought to do the acting and write the music and novels and plays and paint the pictures for all the rest of the world. If they haven't done so it must be because, along with their natural talent, they have this indolence and tendency to do and not push things through.—Arthur Rube in Collier's Weekly.

London's Big Bell.

"Big Ben," the bell in Westminster clock tower, London, is known the world over, but it is incorrectly named. Sir Benjamin Hall, the first comptroller of works, during whose tenure of office the clock was erected, had far less to do with it than Lord Grimthorpe, who designed it and was the moving spirit in its erection. In justice to him it should be known as "Old Grim."—London Mirror.

No Novelty to Her.

Miss Giggleson (single and romantic) "The shower of soot and ashes from Vesuvius must be an awe inspiring sight. Would you not like to witness it?" Mrs. Pottson Pans (married and practical)—"Oh, I don't know! I've seen my husband take down a stovepipe.—Judge.

Going Down.

Redd—He started out with a \$6,000 automobile.

Greene—And what car is he using now?

"A street car."—Yonkers Statesman.

Liked Variety.

Judge—No two of the witnesses tell the same story. Lawyer—I arranged it that way, your honor. I didn't want the trial to be too monotonous for you.—Boston Transcript.

Arrival and Departure of Passenger Trains.

Trains for Portland	Trains from Portland
6:27 A. M.	9:03 A. M.
9:10 A. M.	11:02 A. M.
1:17 P. M.	5:23 P. M.
4:05 P. M.	6:58 P. M.
2:25 P. M.	2:05 P. M.
*1:00 A. M.	*12:55 A. M.

*Saturday night only.

Newberg Lodge No. 104 A. F. & A. M. Regular meeting Second and Fourth Saturday evenings of each month. Visiting brothers always welcome. By order George Larkin, W. M. L. W. Getchell, Secretary.

SHILOH RELIEF CORPS NO. 28.—Meetings held the 2nd and 4th Thursday of each month at 2:30 P. M. in the I. O. O. F. Hall. Minnie B. Byers, Pres. Emma Langworthy, Sec.

WANTED AND FOR SALE

For Sale—Spring seed wheat, \$1 bushel. Herman Thun, Dundee. 15-16

1916 MAXWELL, THE WORLD'S CHAMPION NO-STOP AUTOMOBILE

After traveling 22,022.3 miles over the highways of Southern California without a stop of the motor, the record-breaking performance of the 1916 MAXWELL was brought to a successful end when it was officially stopped by the mayor of Los Angeles in the presence of 5,000 people.

The most convincing demonstration of constant running, dependability and economy the motor world has ever known.

20.69 miles to a gallon of gasoline; 371.68 miles to a gallon of oil.

From November 22 to January 5, this strictly stock MAXWELL was in continuous operation under the supervision of the American Automobile Association and the records made are official. Compare the previous non-stop record of 12,406 miles with the Maxwell's new world's record of 22,022.3 miles, and you will more fully appreciate the exceptional sturdiness of the wonderful car which can be purchased in Newberg.

Completely Equipped for \$745.00

CARS NOW ON DISPLAY AT

McCOY BROS. AUTO CO.

AGENTS

NEWBERG, OREGON

For Sale—Heating stove in good condition. 800 North St 17

Larkin-Prince have got some special bargains in gasoline engines.

Come and get our price on dynamite before you buy. Oregon Hdw. & Imp. Co. 2tf

Bulls for service—Jersey and Holstein. Cash in advance. Walter H. Wilson. 14-25 pd

Money furnished promptly all ways on real estate at 7 and 8 per cent. Atty. B.A. Kika, McMinnville.

Lost—On streets of Newberg, ladies' gold watch. Finder please leave at Graphic office. 1t pd

For Sale—Year-old Poland China bowl. Arney ranch at ferry landing. Geo. W. Lindsay. 13-15 pd.

Lone Fir Dairy—For sweet and sour milk, buttermilk, skim milk and cream. Delivery made of mornings. tf

A good ranch near Newberg for sale or rent, with or without personal property. Ask at the Graphic office. 14-15

A good modern bungalow in Portland to exchange for a good house in Newberg. Enquire at Graphic office. 14-15

Gasoline 14 cents in 50 gallon quantities at the Oregon Hardware & Implement Co. Bring your empty barrel. 43 tf

Wanted—A good, gentle, sound horse to work single; about 8 years old, weight about 1150. Inquire McDonald's Blacksmith shop. 18 pd

Lost—Between Frank Cummin's store and Winchester's barber shop, bunch of keys. Finder leave at Graphic office and receive reward. 1t

For Sale—Poultry and berry ranch. Also ten acre bearing prune orchard. Prices reasonable and easy terms. Will be glad to show you. J. L. Hawthorth, Springbrook. 1t.

If you've got grubbing to do, ask Larkin-Prince about DuPont powder and get their prices.

For Sale—Holstein fresh cow, 5 years old. A. V. Hendrickson, 2 miles northwest of Newberg. 1t pd

Well Worth Your Notice. Say you fellow! why pay rent when you can buy a fine home for less than the improvements cost, or a store room for what the brick and material are worth. Address C. F. Moore, Whittier, California.

Carpet Weaving. Rag carpet and rug weaving by Joseph Stephens. On Dayton road, opposite David Martin place. 1t.

Food Combinations. How to put foods together to make meals digest easily is the subject of the leading article in the December number of the Hygienic Magazine, written by Dr. R. R. Daniels. Procure a copy of the magazine at your news dealer's or send 10 cents to the Hygienic Publishing Co., Majestic Bldg., Denver, Colo.

Words of Appreciation. I wish to thank the unknown friend, who so kindly sent money by letter to me, asking that it be used by the Associated Charities in caring for those in our midst who need assistance. Contributions of this kind are greatly appreciated. Mrs. J. A. Jones, Chairman Ways and Means Com.

Notice of Final Hearing. In the county court for Yamhill County, State of Oregon. In the matter of the estate of Clara Heston deceased. Notice is hereby that the undersigned as executor of the estate of Clara Heston deceased has filed her final account of the administration of said estate in the above entitled court and that the court has appointed Tuesday, the 13th day of February, 1916, at 10 o'clock, in the time and the county court room for Yamhill County at McMinnville, Oregon, as the place for hearing any objections, there may be to the said final account and the settlement of the same. Dated January 12, 1916. Ross L. Cummings, Executor of the Estate of Clara Heston, deceased. Beeson & Strahan, Platt Building, Portland, Or. Attorneys for Estate. First issue, 1-13, 1916. Last " 2-13, "

This Investment Pays Health Dividends

—And it's handy at your Grocer's.

The average man or woman seldom considers health value seriously until doctor bills have to be paid.

If asked the cause of most physical ills, the majority of doctors would likely say, "wrong living," which includes wrong eating—food that is lacking in certain elements essential to health.

The famous pure food—

Grape-Nuts

is made of whole wheat and malted barley, and supplies all the rich nutriment of the grains, scientifically processed to retain their mineral values—phosphate of potash, etc.—so necessary in the balanced upkeep of every part of the body.

Grape-Nuts is ready to eat direct from the package; is easy to digest; has delicious flavour, and with cream or good milk is a well-balanced food.

Health from right living is the finest possible dividend, and to those who have it all things are possible.

"There's a Reason" for Grape-Nuts

Sold by Grocers everywhere.

A REMINDER

This is to remind you that our sale will draw to a close the last of this month. So come and supply your wants, while prices are greatly reduced.

Entire stock of Ladies Coats and Suits to be Closed Out for Less than the Cost of the Materials.

D. M. NAYBERGER

McMINNVILLE,

OREGON