

PORTLAND MARKET

Please Mention This Paper When Answering These Advertisements.

At Heilig Theater, Portland, Oregon
Three Nights: Sun, Mon, Tues.
Four Matinees: Sun, Mon, Tues, Wed.
MATINEES—15c to 75c. NIGHTS—15c to \$1.25

HIPPOTRONE
Change Program Sunday, Thursday
Matinee Daily. Twice Nightly.
Popular Prices. Balloons Saturday Matinee

LAUNDRY BY PARCEL POST. Do up laundry and send to us. You can get the quality of our Palace Laundry Co. Portland, Ore.

Hotel Alder
285 Alder Street, Portland, Oregon.
Will rent you a room for \$1.00 per day, or a room with bath for \$1.50 to \$2.00 per day.

BAB'S RESTAURANT
A good place to Eat and Live Well.
Remarkable \$50 luncheon at noon.
Open 7 a. m. to 2 a. m., 225 Stark St.

THE L Cafeteria
Sixth street opposite The Oregonian and Alder street opposite Meir & Frank's. The Best Eating place in the City. The Finest Coffee and Pastry a Specialty.

Eggs We want your egg shipments. We pay cash. No discount, prompt remittance. We will pay the top market price the day your shipment arrives.
PAGE & SON, PORTLAND, ORE

Pre-War Prices
NEW PERKINS HOTEL
Washington and Fifth Sts., Portland, Oregon
Room with Bath \$1 up Room with Private Bath, \$1.50 up

Two Wonderful Stock Ranches Adjoining
1240 and 2740 acres with six sections more government land allotted. Cuts 400 tons hay; fine water; twenty million feet yellow pine timber; all deeded land; 100 acres under plow; 100 more ready for plow—all fenced; 200 acres alfalfa land; fine orchard; 2 houses, 3 barns, lots of outbuildings. Can be sold separately. \$1250 per acre.
COVER & GREGORY, No. 1 Grand Avenue North, Portland, Oregon

DO YOUR OWN PLASTERING WITH A HAMMER AND A SAW
PERFECTION WALL BOARD
Plaster Walls That Will Not Crack
ASK FOR SAMPLE AND INFORMATION.

SWOLLEN (Varicose) VEINS
Are painful and often dangerous. Our Hand-woven-to-fit Elastic Stockings, Belts and Bandages always give relief.
Fitters and Makers for Fifty-five Years
Satisfaction or Money Back.
Send for Book and Measure Blank Today.
WOODARD, CLARKE & CO.
Portland.
Woodard Building Alder at West Park

RUBBER STAMPS AND MARKING DEVICES.
"Everything for the Office"
WILKINSON
Fifth & Oak Streets PORTLAND, OREGON

FIREX A SUCCESS
Every auto, truck, tractor and home should be equipped with FIREX, the new \$2.50 Instantaneous Fire Extinguisher—harmless nothing but FIRE. Complete Extinguisher ready for use mailed to any address in Oregon or Washington on receipt of price. Needed everywhere, any climate, guaranteed. Agents wanted. Firex Company, Portland, Oregon.

DR. F. M. STUMP, M. D.
Physician & Surgeon
Specializing in Diseases of Kidneys and Bladder, etc., 522-533 Morgan Bldg., Portland.

CORONA
The Personal Writing Machine. Weight 6 lbs. Price \$50.00 case included.
Fold It Up Take With You; Typewriter Anywhere.
E. W. PEASE, 110 Sixth, Portland, Ore.
Write for folder "C"

HOTEL HOYT
Sixth and Hoyt Streets
Portland, Oregon
Convenient to Both Depots
Absolutely Fireproof
Rooms \$1.00 and up without Bath.
Rooms \$2.00 and up with Bath.
ELBERT S. ROBE, Mgr.

Live Wire Agents Wanted
In every locality to sell **KING MUD HOLE DEFIER**
For pulling automobiles out of the mud on your own power. It is a real success. Write. Price \$4.99. P. O. B. Factory.
KING MUD HOLE DEFIER, 420 Pittcock Bldg.

MELONS WEIGH 110 POUNDS
Grow to Mammoth Size in Egypt, According to United States Consular Report.
Washington.—One hundred and ten pound watermelons! They have 'em in Egypt. Consular reports say so, and consuls never err. But they keep 'em all at home. There is no export business.
The consul at Alexandria noted the melons in the market there, "all

MULTNOMAH HOTEL
"Where Home Comforts Abound"
PORTLAND, ORE.
The pleasure of your trip to Portland will depend upon the hotel you select. Cozy surroundings, moderate rates, and the welcome you find in your own home town, await you at the Multnomah.
Garage in Connection.

NEW FLUFF RUGS AT HALF COST OF NEW CARPETS.
Have your old worn out carpets and woolen clothes made into artistic reversible FLUFF RUGS. Carpets and rugs required, steam cleaned. Rag rules all sizes. Buy from factory and save money. Write for prices.
Northwest Rug Co., 188 E. Eight St., Portland, Ore.

PORTLAND RUG CO.
Manufacturers of
FLUFF and RAG RUGS a Specialty
CARPET CLEANING, LAYING & SIZING
1672-1674 East 17th Street

DR. E. H. EAST
PHYSICIAN AND SURGEON
Specialties: Gout, Diseases of Women and Maternity
Office Morgan Building Portland, Ore.

CLIFFORD HOTEL
A Moderate Priced Hotel of Merit
East Morrison St., at East Sixth, the Principal East Side Hotel. 5 minutes from Shopping District. Four blocks from S. P. East Side Station.
W. C. Culbertson, Prop.

BROOKE DRUG CO. 67 NORTH THIRD
CUT RATE MAIL ORDER DRUGGISTS.
Glebe's Pile treatment, sold under guarantee, \$5.00, no pain no operation. Chybke's Tape worm Remover, \$10. Chybke's "Dermo" Lotion for skin eruptions, eczema, \$3.00. Letters answered.

C. GEE WOS'
ROOT AND HERB REMEDIES
Give Wonderful Results.
162 1/2 First Street Portland, Ore

weighing from ten to 110 pounds and varying in price from 30 cents to \$1.50.
He also noted that, while they were just "watahmellions," they had been given funny names, such as "battikh" and "nims" and "yaffawi," and that only two melons grow to the plant.
"Microscale" Latest Invention.
Stockholm.—Professors Peterson and Stromberg, respectively of Gothenberg and Stockholm universities, are said to have perfected an in-

INFORMATION DEPARTMENT

Commercial information furnished free of charge. Catalogues supplied and commercial inquiries cheerfully answered. Write your firm below! Do it now!

ACCORDIAN PLEATING
Knife and box pleating, hemstitching, 10c yd. Buttons covered. Eastern Novelty Mfg. Co., 85 1/2 Fifth street, Portland.

ART LEATHER GOODS
Leather Legging, Traveling Bags, Trunks, Portland Leather Co., 226 Washington.

BOILER WORKS—New-Repairing
East Side Boiler Works, East Water & Main.

BRAZING, WELDING & CUTTING
Northwest Welding & Supply Co., 38 1st St.

CLEANERS, TAILORS AND DYERS
Special attention given to mail orders. RICHARD TAILORS, 127 North Sixth St.

CREAMERY
Willamette Dairy, Buyers of Milk, Cream and Eggs. We pay cash, 483 Union Ave. N.

CHIROPRATIC PHYSICIAN
Dr. Augustus E. Clesse, 501 Dekum Bldg.

DR. FLOWERS & FLORAL DESIGNS
Clarke Bros., Florists, 287 Morrison St.

DANCING EVERY NOON & EVENING
Oriental Cafe, Chinese-American Kitchen.

ENGRAVED WEDDING INVITATIONS
Irwin-Hodson, Stationers, Portland, Ore.

FARM LOANS
Deveraux, Mortgage Co., 87 1/2 St.

FLOWERS FOR ANY OCCASION
Geo. Betz & Son, 697 Williams Ave.

FOUNDRY AND MACHINE WORKS
Commercial Iron Works, 7th & Madison.

GARAGES AND AUTO REPAIRING
Multnomah Hotel Garage, 24 and Ankeny.

GUARANTEED REBUILT MACHINES
Oregon Typewriter Co., 84-A 6th St.

HARD WOOD FLOORING
Elsman Hardwood Floor Co., 883 E. Wash.

Leaf Hardwood Floor Co., 231 E. 6th St. N. Floors electric sanding.

East Side Hardwood Floor Co., Inc., 410 E. Burnside.

Hemstitching, Buttons Covered, Pleating
B. E. Schuch, 242 Alder St.

HORSES BOUGHT AND SOLD
Montgomery Stables, 330 Front St.

JOY THE TAILOR. Suits cleaned, \$1.25. We pay return postage.
104 Fourth Street, Portland, Ore.

MFGS. OF VULCANIZED ROOF PAINT
New roofs and repairing done. Young and Woods, 1103 E. Caruthers St.

MECHANICAL—24 and Pine Sts.
Otto Schumann Granite & Marble Works

NATUROPATHIC PHYSICIAN
Nervous and chronic diseases a specialty. Dr. J. W. Baldorf, 304-10 Dekum Bldg.

NURSERIES
Russellville Nursery, R. F. D. 1.

East Side Nursery, 51 Union Ave. N.

NURSERY STOCK
Villa Nurseries, R. No. 1, Portland.

PRODUCE BOUGHT
Peerless Produce Co., 175 Front St.

OREGON FILM EXCHANGE CO.
J. H. Lehmann, Prop. 1934 East Stark

AGENTS AND SALESMEN WANTED
Make your own goods, big profits, big demand, easy made, cost only GUARANTEED FORMULA Carbon Remover used in autos or any gas engine. Formula and complete directions, twelve two-cent stamps. E. F. Fisher, 370 E. Morrison, Portland.

ALASKA PLUMBING & HEATING CO.
Plumbing Fixtures and Supplies. Pipe Fitters, lowest prices. 363 E. Morrison

ARTIFICIAL LIMBS
Oregon Artificial Limb Co., Inc. Write for Catalog. 201 2nd St., Portland.

AUTO TOPS AND CURTAINS
4th St. Repair & Top Shop. General overhauling, upholstery, new tops and curtains. 4th and Lincoln Sts.

DRUGLESS PHYSICIAN
Nervous and chronic diseases a specialty. If others have failed give me a trial. Dr. Ada N. Scott, 135 13th Street.

CLEANING AND DYEING
For reliable Cleaning and Dyeing service send parcels to us. We pay return postage. Information and prices given upon request.

EMERSON'S CITY DYE WORKS
Established 1890 Portland

EMBROIDERING AND PLEATING
Accordian side and box pleating, Hemstitching, Buttons Covered, Braiding, etc. E. Stephens, 219-20-21 Pittcock Block.

HEMSTITCHING AND PLEATING
Accordian and Box Pleating, Buttons and Pleating Shop, 509 Royal Bldg.

LARGEST HOMESSELLER ON PACIFIC
Over 900 Portland Homes for Sale. See Frank L. McGuire, Abington Bldg.

A BUSINESS EDUCATION FREE
Decker's BUSINESS COLLEGE
A Position for Each Graduate
Write us today. ALISKY BUILDING

DOORS AND WINDOWS
We can sell you Doors, Windows, Roofing, Paint, Glass and Builders' Hardware, direct at wholesale prices. Write for prices before buying. Heacock Sash & Door Co., 212 First St., Portland.

HORSES AND MULES BOUGHT
We have a consignment of three carloads of the best horses that have been shipped to this market in many a day. Come and give us the once over. We have the goods and guarantee all stock as represented. Crown Stables, Inc., 255 Front St., Portland. Phil Suetter, Pres.

U. S. STABLES, 365 Union Ave. Draft horses bought and sold.

Horses, wagons and buggies for sale. 302 Front St.

LEARN MULTIGRAPHING
The Calian School only recognized school on the coast. Experienced operators always in demand. 405 Artisans Bldg.

FARMS FOR SALE
For Sale by Owner. Beautiful Willamette Valley farm, 140 acres. Half mile west of St. Paul, Oregon, on the main road to Tom's Ferry and the main road to Newberg. For further information address owner, Jane Connor, 207 Tudor Arms Apartments, Portland, Oregon.

MACHINERY
Send us your inquiries for anything in Iron or Woodworking Machinery, Logging, Sawmills, Contractors' Equipment, Locomotives, Boilers, Engines, Crushers, Rail, Cable, Belting, etc. Burke Machinery Co., 628 Railway Exchange Bldg., Portland, Ore.

MEAT AND PRODUCE BOUGHT
New Coolers installed assuring protection to shippers of dressed hogs, butter, eggs, etc. Try us. Brown & Co., 310 Hoyt.

MOTORCYCLES AND PARTS
All makes. Easy terms.
EAST SIDE MOTORCYCLE CO.
416 GRAND AVENUE

PAINTS AND WALL PAPER
Write us for prices. Pioneer Paint Co., 186 First St., Portland.

PAINLESS DENTISTRY
Expert dentist. Staining or nearly 1/2. Out of high rent district. N. E. Cor. 2nd & Burnside.

PERSONAL
MARRY IF LONELY; for results, try me; best and most successful "HOME MAKER"; hundreds rich with marriage soon; strictly confidential; most reliable; years of experience; description free. "All City" Club, Mrs. Ball, Box 566, Oakland, California.

Mrs. Marks, 511 Morrison St. How to read people at sight. Tests.

PLANTS FOR SALE
Trebble the new strawberry. Choice inspected plants. Postpaid \$1.25 per hundred, \$7.50 per thousand. Marshalls \$6.50. Logan tips. Send for list. Lowest prices. Ward K. Richardson, 256 Hickory, Salem.

PLATING NICKEL AND SILVER
"Home" plated, \$5.00 pair. Spot lights \$1.50 each. Parts nickel plated. Baskets re-plated. California Plating Wks., Cor. 2nd and Salmon Sts.

PLUMBING & PLUMBING SUPPLIES
We can supply you with any kind of plumbing supplied at wholesale prices. We will gladly estimate cost of any job. Write for prices.
STARK-DAVIS CO., 188-190 4th St., Portland

TEACHERS OF TRUTH
Send 25 cents and self-addressed envelope to the Gages, 406 Fielder Bldg., regarding Health, Happiness and Success.

SANITARY BEAUTY PARLOR
We help the appearance of women. Twenty-two inch switch or transformation, value \$7.00, price \$2.45.
712 Dekum Bldg., Portland, Ore.

2 J MARVEL SOAP
And powdered soap at your grocer's. Ask for sample. MADE IN OREGON. 2 J Marvel Soap, 223-25 Russell St.

UMBRELLA REPAIRING
Recovering, repairing done promptly and mailed back. Samples on application. The Surety Shop, 369 1/2 Alder, Portland.

Something to Think About THE JOB AND THE MAN

By F. A. Walker

TELLING IS SELLING

IN THESE days of time-saving devices, money-saving inventions and effort-saving ideas the thinking man finds much to interest him when he hears another thinking man compress a big thought into the fewest possible words.

The literary man has a name for these examples of condensed wisdom. He calls them "epigrams."

"Epigram" is an interesting word. You can spend a useful fifteen minutes studying out in some good dictionary just what it meant in the original Greek and how it came to have an entirely different meaning in English.

One of the most condensed and meaningful phrases I have ever seen written or heard spoken was used by a great editorial writer who boiled down a whole sermon into three words when he said "Repetition is reputation."

That is sound, unassailable truth in the fewest possible words.

Alongside that condensation of wisdom I have filed away in my memory the three-word statement that I heard an advertising solicitor use the other day in convincing a prospective buyer of publicity that advertising would be the best possible investment that he could make.

These were the three words he used: "Telling is selling."

That comes pretty near reducing the statement of what advertising is to the fewest possible words and stating it in the simplest possible way.

To a greater or less degree every human being is an advertiser.

The man or woman who dresses well advertises prosperity.

The man or woman who uses the proper words in the proper places and shows a broad acquaintance with facts advertises education.

The man with the light step, quick movement, unceasing activity, advertises energy, probably ambition.

You say "I am a good judge of human nature." That is only another way of stating that you are an accurate reader of the personal advertising of individuals.

Every day we unconsciously "tell" ourselves—advertise ourselves—by our actions, by our habits, by our conversation. Everyday we unknowingly succeed in or fail in "selling" ourselves.

If "telling is selling" it is equally true that "Overtelling is underselling."

Nobody ever permanently gained anything by wandering from the truth. Boasting is only a polite name for lying.

Any buyer of men or merchandise would rather be surprised by finding his purchase better than he thought it was than to discover that it failed to come up to what he had a reasonable right to expect.

If you have occasion to talk about yourself tell just what you are.

If you find it necessary to sell yourself do not bargain for more than you can deliver.

"Telling is selling," but the telling must be the truth and the selling must be on the basis of turning over just what you have agreed to—of having the goods test 100 per cent of what they were represented to be.

(Copyright.)

THE GIRL ON THE JOB

How to Succeed—How to Get Ahead—How to Make Good

By JESSIE ROBERTS

THE RENT COLLECTOR

RENT collecting is a branch of the real estate work that appeals to many young women who are interested in housing problems, and several such have entered it from settlement work. The landlords find that women make better rent collectors than men, that they get closer to the tenants, and that they promote a better understanding between the parties to the renting business.

Rent collecting is not a mere turning up at the first of the month with the demand for the rent. It is to the interest of the landlord that the houses he owns be properly run and kept up, that undesirable tenants be ejected, and that the right kind get right treatment. Women are good at getting results in these directions. It is usually the woman of the apartment who pays the rent; it is she who has complaints to make or alterations to demand. And she speaks more freely to another woman, and the other woman understands better the usual problems of housekeeping. It works well both ways.

A rent collector is in a position to know more than most persons about vacant apartments, various types of renters, possibilities of development, bargains. There are really fine business opportunities in this line, and women should study them.

After all, it is women who live in the home and who manage the home. When it comes to homes, women make the better agents and better rent collectors, and women are entering the new field with enthusiasm.

HELP IS OFFERED, and is freely given, to nervous, delicate women, by Dr. Pierce's Favorite Prescription. Remember no alcohol—ingredients on label—in Tablet or Liquid form.

There is but one thing that holds old age back, and that is health. Sickness and weakness bring old age, wrinkles and hollow eyes early in life. Dr. Pierce's Favorite Prescription is a building-up medicine for women. It makes them healthy and strong when they suffer from women's troubles. It keeps them looking young by keeping them well.

How to Keep Rubber Soft.
A prominent tire manufacturer says that an excellent way to prevent hardening of inner tubes when they are stored for the winter is to place them in hot water once a month or every six weeks. They should be immersed for just a couple of minutes, and should then be carefully dried and partly inflated before being hung up again. This treatment serves to keep the rubber pliable and soft.

Many Miles of Piping.
If the water and gas mains which underlie the streets of New York city were placed end to end they would form a continuous pipe line sufficiently long to reach from the Atlantic to the Pacific coast.

The Cuticura Toilet Trio
Having cleared your skin keep it clear by making Cuticura your every-day toilet preparations. The soap to cleanse and purify, the Ointment to soothe and heal, the Talcum to powder and perfume. No toilet table is complete without them. 25c everywhere.—Adv.

Indian Cradle Boards.
There are nine different kinds of cradle boards used by the various tribes of North American Indians. The Eskimos did not use such a board. The baby was wrapped in the hood of the mother's fur coat. In the most southern tribes the baby was merely bound to the mother's back by a strip of cloth long enough to hold it.

Garfield Tea, by purifying the blood, eradicates rheumatism, dyspepsia and many chronic ailments. Adv.

Think Before You Speak
It is a good thing to say what you think, and to be truthful, but never forget to think what you say and to be thoughtful. A thing may be true, yet should not be said if it helps nobody and hurts somebody.

But it Pays "Anyhow."
"De man dat 'tends strictly to his own business," said Uncle Eben, "sometimes don't git no credit 'cep' for bein' unsociable."

Childish Tasks Important.
"Men are but children of a larger growth." In the home the child should have certain regular tasks to perform and should be taught that he has to attend to them conscientiously. The care of pets, plants, flowers and of younger children, the responsibility of performing certain household duties develops strength of character.—Exchange.

Constipation, indigestion, sick-headache and bilious conditions are overcome by a course of Garfield Tea. Drink before retiring. Adv.

Croquet, Too!
Jeer as the light-minded and frivolous may at the decenterous and unwholesome game of chess, the finger of suspicion has never been pointed at an international chess tournament, and it has never been hinted that any of the players were seduced by the lures of the professional gamblers.—Springfield Union.

Do It Now.
Motto for Pessimist—Never put off till tomorrow what you can rue today.—Boston Transcript.

Lose by Impatience.
Every cloud has its silver lining, but some folks are so impatient they just can't wait for that side to turn out.

MURINE Rests, Retresses, Soothes, Heals—Keep your Eyes Strong and Healthy. If they Tired, Smart, Itch, or Burn, if Sore, Irritated, Inflamed or Granulated, use Murine often. Safe for Infant or Adult. At all Druggists. Write for Free Eye Book. Murine Eye Remedy Company, Chicago, U. S. A.

Cuticura Soap The Velvet Touch For the Skin
Soap 25c, Ointment 25 and 50c, Talcum 25c.

Are You Satisfied? BEHNKE-WALKER BUSINESS COLLEGE is the biggest, most perfectly equipped Business Training School in the Northwest. Fit yourself for a higher position with more money. Permanent positions assured our Graduates. Write for catalog—Fourth and Yamhill, Portland.

P. N. U. No. 13, 1921