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

RHEUMATISM Jack King Cures it. Ladies and Gents Examination free. 207 Dekum Bldg., Portland, Ore.

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If your **RADIATOR** heats or leaks, send it to us. **Armstrong Auto Radiator Co.,** 87 Burnside street, Portland, Oregon

"IF IT HURTS DON'T PAY." Guaranteed dental work. Crowns \$5.00. Plates \$15.00. Bridgework \$5.00 a tooth. Teeth extracted by gas. Latest modern methods. Dr. Harry Semler, Dentist, 2nd and Morrison, 2nd floor Alisky Bldg., Portland, Ore. Write or phone for appointment. Wedding Bouquets and Funeral Pieces. Lubliner Florists, 343 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 treatment 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 unintelligibly 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-Brock.

WHAT TO EAT A DELICIOUS breakfast fish is mackerel; with a nicely seasoned sauce it may be served for a luncheon dish. Soak the fish over night skin 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 husband 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 establish a fishing industry, is now stocking the south Pacific ocean with salmon.

Carol Dempster



Winsome Carol Dempster, the "movie" star, was born 18 years ago in Michigan. Her father, owner of a large fruit ranch in California, took her to that state when she was only three. At twelve she danced for a prominent motion picture producer and her pantomime ability attracted attention; when she was sixteen she was asked to return to take up screen work. Meanwhile she became a solo dancer. She has appeared in numerous popular productions.

THE RIGHT THING at the RIGHT TIME

By MARY MARSHALL DUFFEE

SOCIAL CALLS

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

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 etiquette 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 necessary for a busy man to make a call as a mark of courtesy after going to dinner at a friend's house I would have said emphatically, "Yes." Dinner calls had for a good many years been pointed out as really essential marks of respect. 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 statements. 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 communities married folk have few opportunities 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 children at home and no maid or a maid who takes it for granted that her evenings 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 entertainment for which it is paid. Moreover, 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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BLOCK HOGS IN DEMAND We are paying today for top quality produce. No commission charged. Free refrigeration: Feal 14c, Block hogs 13c, Live heavy hogs 20c, Live light hogs 15c, Live ducks 25c, Beef 8c.

We use eggs, potatoes, apples, turkeys, geese, butter, honey, hides and oils. **FRANK L. SMITH MEAT CO.** "Fighting the Beef Trust" Location, 107 Front Street Ship any hour, any day, Saturday and Sunday included.

HOTEL HOYT Located Sixth and Hoyt Strictly Fireproof and Modern. Near both depots and convenient car service to all parts of city.

Corned Beef Hash. Chop two parts of cooked potatoes and one part corned beef very fine, season with grated onion, pepper and salt, heat thoroughly, adding a little butter and a grated pepper shredded. Spread thickly on thin slices of buttered toast and slip a poached egg on each; sprinkle with pepper and salt and minced parsley.

Perfection Fruit Cake. Take the following ingredients: two cupfuls of brown sugar, one cupful of butter, one and one-fourth cupfuls of buttermilk, four cupfuls of flour, three eggs, one teaspoonful each of cinnamon, soda and nutmeg, one-half teaspoonful of cloves, one and one-half pounds of raisins, one pound of currants, one-fourth pound of citron, one-half cupful of good fruit juice, one-half cupful of New Orleans molasses. Wash and dry the raisins and currants and slice the citron very fine. Mix the fruit and flour well. Cream

SMILE THRU YIR TEERZ & YIR MOUTH WILL LOOK LIKE A RARE BOW WITH A POT OF GOLD ON THE BACK OF YIR NECK

Red Cross BALL BLUE used for baby's clothes, will keep them sweet and snowy-white until you cut. Try it and see for yourself. At grocers

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.

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Western Exchange—Cleckner was born in a rude log cabin built by his daughter, Mrs. Jennie Richards.—Boston Transcript.

Those who succeed best when they work for others are those who see that in doing so they are also working for themselves.

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STATE NEWS IN BRIEF.

Salem.—The Oregon public service commission in an order issued Saturday authorized a rate of \$1.50 a 1000 feet of saw logs from Reliance to Scofield 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 manufacturers 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 enjoin the sale of highway bonds voted in 1913, has been appealed to the supreme 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. Debernardi 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 reservation will be minus their tonsils and adenoids when the wholesale operations under way here are completed. During the past week 40 operations were performed at the two local hospitals, 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 apparently 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 residents 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 alterations 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 injured, probably fatally, and John Peppard sustained a broken ankle when a three-story building, under construction on the main street of Brookings, collapsed in a wind storm this morning. Both men were well-known citizens of Brookings. The fine new home of the Chetco garage, adjoining the wrecked building, was seriously damaged by the pressure against it of the falling building.

Marshfield.—One hundred and thirty thousand dollars of new work was inaugurated 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 building 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 appropriation 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 various other purposes. The estimated cost of construction work under the permits is approximately \$140,000.

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, because 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 when I wanted to say it; and I determined myself to learn 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 Houk 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 eight lessons, 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. I read an announcement stating that Dr. Frederick Houk 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 eight lessons, 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."

"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, 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 thing that struck me forcibly was that instead 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 evening 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 I met. I spoke, I 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 surprised 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 the accounting department. I was given the job of answering complaints, and I made good. From that I was given the job of making collections. When Mr. Buckley joined the Officers' Training Camp, I was made Treasurer. Between you and me, George, my salary is now \$7,500 a year and I expect it will be more from the first of the year."

"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-breaking 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 appointed 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 used "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.

Wallis Wallis, Wash. Jan. 1, 1923. American Newspaper Ass'n., Portland, Ore. Gentlemen: 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. L. MONTAGUE, 534 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 postage \$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 predicted that an enormous demand for the gas will arise. Just as oxygen is now used for welding and other purposes 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." Lew 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 reproof)—"Now, when I was young, girls never thought of doing the things they do today." Daughter—"Well, that's why they didn't do them."

Encouragement. "But, papa, why take my debts so tragically? I assure you that by hard work, strict economy and the utmost self-denial you will clear them off."

What Else? "Do you think women should propose?" asked the elderly lady. "I don't know," mused the young maid. "Have you tried anything else?"

Her Prenatal Task. Western Exchange—Cleckner was born in a rude log cabin built by his daughter, Mrs. Jennie Richards.—Boston Transcript.

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After Every Meal

WRIGLEY'S

Top off each meal with a bit of sweet in the form of WRIGLEY'S. It satisfies the sweet tooth and aids digestion. Pleasure and benefit combined.

Save the Wrappers

FOR THE CHILDREN

Ye Editor's Luck. Western Paper—Ye hard-up editor, going through the pockets of his last year's suit as a final resort, has received aid from an unexpected quarter.—Boston Transcript.

Creosoted Timbers Last. Creosoted timbers are valued in Africa because they diminish the injury due to moisture and the tropical sun, and the ravages due to white ants and borers.

Ages of Trees. 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.

Significance of Beards. Beards, in olden times, were the emblems of wisdom and piety.—Macaulay.