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Medusa Waterproof White Portland Cement is the best for Stucco Plaster on outside for Bungalows—Does not stain and dirt can be hose off.
Write for Literature. Sold by A. McMillan & Co., 340-350 East Ankeny Street, Corner Second, Portland.

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A good place to Eat and Live Well.
Remainable 40 lunchers at noon.
Open 1 a. m. to 2 a. m., 354 Yamhill St.

PORTLAND HIDE & WOOL CO. HIDES, PELTS, WOOL, MOHAIR, CASCARA BARK
We Pay Highest Prices for Hides, Pelts, Wool, Mohair, Cascara Bark.
Write for Prices and Shipping Tags
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Page & Son Now is the time to market capons. We are pioneers and largest handlers of these in the Northwest. Write us.
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KIMBALL Pianos and Phonographs sold on installment plan.
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Join the Arrow Head Tours. Personally conducted. Write for full information.
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Guaranteed for one year.
Send no money. We ship by Express C. O. D.
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State Distributors of Gould Batteries
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Jack King Cures it. Ladies and Gents Examination free. 207 Dekum bldg., Portland, Ore.

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Rates \$1.00 and up. 123 N. 6th 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, 202 Stevens Bldg., Portland, Ore.

ARMSTRONG AUTO RADIATOR CO.
If your RADIATOR heats or leaks, send it to us.
67 Burnside street, Portland, Oregon

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

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

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

ON THE GREAT BERKELEY CAMPUS
Scene Presented at University of California Has Been Likened to Musical Comedy.

On the University of California campus the sun blazes on a white campanile, on the white faces of huge new buildings, on the mountainous, smooth brown hills that climb up behind the campus, and far out through the haze, on the blue of San Francisco bay. Instead of sober New England elms, are altitudinous, half tropical eucalyptus, with rustling, gray green leaves and aromatic scent that somehow reminds one of Australia or Kipling's India and saddle horses and slightly arrogant "colonials" in riding clothes.

The lawns are spotted with curious, low spreading, Japanese-looking trees, and under these trees students squat on the grass with their books—boys and girls from California orchard and vineyard country, Filipinos, Russians, Japs and Chinese. The campanile bells chime, and out of the white buildings they pour in droves—there have been

as many as 15,000 undergraduates at Berkeley—boys in corduroy trousers and class caps, girls in pink and sky-blue silk sweaters, in all sorts of costumes, from severe black and white collars to French heels and picture hats.

In the pause between recitations you will see a great covey of these airy, fairy coeds laughing at one end of a broad marble entrance, while a crowd of boys, with an earnestness and abandon impossible at 11 o'clock in the morning in the more self-conscious East, are roaring "close" harmony at the other. To anyone accustomed to the stern monasticism of Cambridge or Princeton, it is like a scene from a musical comedy—Arthur Ruhl in Harper's.

Think Sometimes of Others. Living for yourself alone, working for yourself alone, you will be foredoomed either to oblivion or to infamy.

SEE TRAGEDY IN IRISH SLAYING
Youth Who Slays Bandit Who Robbed Father Discovers Victim Is His Brother.

Belfast.—The history of civil strife in Ireland has brought forth no tragedy which, for its bitter irony, surpasses an incident reported from Galway.

A laborer sold a litter of pigs at the market in Portumna, receiving \$200. The same night his house was raided

by four masked men, who demanded \$200 or his life. Tremblingly he delivered the money and the raiders departed.

As the last man was leaving, the young son of the house seized an ax and struck one of the bandits, killing him, whereupon the others fled. Removing the mask, the members of the family discovered that the dead bandit was the laborer's second son.

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 corner of the room for some time 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 can remember.

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

For example, I learned why I had always lacked confidence in myself. I realized that I was really the simplest thing in the world to get up and talk. I learned how to bring the 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 funny 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 most effect. 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 questions, about how to ask the boss 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 comes the power of brevity. I learned how to speak 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 clients."

"Why I got the secret the very first evening and it was only a short time before I was able to carry 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 surprised me. I smoothed out disputes and 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. What a wonderful job that was! 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 said. 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. I 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.

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 one book and I am satisfied that the one book is worth the price asked for all I am.

Very truly yours,
CHAS. R. 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 postman \$3.50 on delivery, which completes the transaction and returns the course in full. Thereafter the course is mine absolutely.

Name _____
City _____
State _____
Write Plainly.

Too Much to Expect.
"I can't say I dislike Jones," said Snibblings, "no, I can't say I dislike him; but it ain't in reason, considering the kind of skunk he is and what he done to me, it ain't human for me to wish him any luck."—Richmond Times-Dispatch.

Pins in Abundance.
There are approximately 10,000,000,000 pins produced in this country every year, or about 100 pins per person.

Something to Think About
By F. A. WALKER
LOVE OF SOLITUDE

THE truly great, the large-souled men and women who delight in going afield in the mystic realm of thought, you will find are ardent lovers of solitude.

They are never lonely wherever they may be, for they have found the way to happiness by getting acquainted with themselves, whose companionship they prefer to any other.

Washington chose solitude when he prayed for strength and guidance in the forests; Lincoln knew nothing of loneliness when he lay upon the floor of his log cabin before the glow of a hearth fire studying by its faint light and pondering the subject matter of his lessons; the late John Wanamaker solved his most difficult business problems in privacy.

The men and women of exclusion, illuminate the world by dazzling achievements, born to them in their quiet hours of isolation. Their works flare up like magic torches to light the paths of the faltering and disheartened.

The greatest writers do their best work in solitude, often in the nighttime, when voices are hushed and silence is supreme.

And so do painters and presidents, kings and capitalists, students and inventors.

There is nothing more inspiring to thinking minds than quietude; nothing so grandly sublime and impressive as a canopy of stars in a still night when one is far away from the noisy haunts of men with one's own thoughts.

Only in solitude can man find himself. It was in solitude on the seashore that Demosthenes found himself, whence he came and stirred the people of his time with such oratory as had never been heard.

Real nobility of the soul dwells only in the men and women who care nothing for social gatherings and frivolities. Such men and women prefer to be alone with their musings, where they find their greatest pleasure in study, meditation and exploration, from which the human family ultimately derive benefit.

The best in science, in art and in literature comes from the people who choose seclusion in preference to the glamour of bright lights and the folly of merry-making among turbulent crowds, barely able to find their way about, add up a column of figures, or to tell offhand the number of square feet in a square mile.

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GETHSEMANE
By DOUGLAS MALLOCH

I DO NOT think of Christ as God, Some deity beyond the sky;
I think of Christ as one who trod This earth, and had to live, to die,
And die to live—I think of Him Finding His way through paths as dim
As these of mine, as full of wrong— With just His faith to keep Him strong.

I do not think of Christ as one Removed, a deity apart,
But one a-weary when the sun Brought rest at last to limb and heart,
I picture Him a man of toil, A brother of the common soil,
A brother of the sea and road, A plain religion, simple code.

I think of Christ as One who went The very way that I must go,
Who met and mastered each event And learned our common lot to know.

I think of Christ as one who stood With mortal men in brotherhood.
This thought has brought me to my knees— We both have known Gethsemanes.

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Has Anyone Laughed At You Because —
By ETHEL R. PEYSER

You don't smoke? If you are a man haven't they said: "Are you afraid of being feminine?" If you are a woman, haven't they said, "You are a prude?" Suppose they have! Smoking is but a habit. It has nothing to do with your character. It does test your character, though, to be gayed. Let them laugh; the longer you stick to your belief the stronger you are. Of course you'll come out all right if you don't look down on others who hold different opinions.

SO
Your Get-a-way Here Is:
You save money, you have a right to smoke or not to smoke, and you can prove by your conduct that you are as sociable without as with the weed.

(© by McClure Newspaper Syndicate.)

Ex-Captain Sentenced.
New York.—Federal Justice Winslow Monday sentenced George S. Miles, formerly captain of the transport Van Buren, to 18 months in the Atlanta federal prison. Cruel and unjustifiable punishment and illegal confinement of H. H. Baxter, a pantryman on the high seas, were the charges against him.

Three Cougars Killed.
Astoria, Or.—Word was received from the Nehalem valley Monday that three large cougars were killed there Sunday by James Niemi, John Gronnel and Robert Polk. The deep snow in the hills had driven the animals down to the lower levels in search of food.

Lacks "Woman's Weapon."
A girl guide, Kathleen Dawe, who lives at Maze, Belfast, Ireland, is said to have never wept, as a baby she was never known to cry.

DEBT PACT TO TAKE EFFECT
British Settlement Before End of Month Is Expected.

Washington, D. C.—The agreement between the American and British governments under which Great Britain will have 62 years for the payment of its \$4,600,000,000 war debt to this country will become effective before the end of this month. This was made certain Monday with the action of the house ways and means committee in instructing Chairman Fordney to move in the house to accept the senate changes to the amendment to the debt funding act, giving congressional approval of the agreement. The committee vote was unanimous and the house vote is expected to be practically so.

Direct action by the house will make a conference with the senate unnecessary and will save considerable time. Immediately after the house vote the bill will be made ready for President Harding, who is expected to sign it in a few days.

Several republican members of the committee were not wholly satisfied with either of the senate amendments, but they voted to accept them because they thought it would be unwise to throw the bill into conference and thus make it subject to uncertainties which surrounded all important legislation in the closing days of congress.

Chief objection was to the Robinson amendment requiring congressional approval of the settlements with the other debtor nations, the argument being advanced that this might operate to slow up negotiations with those nations, because congress will not be in session again until next December. The Harris amendment requiring the appointment of three democrats to the commission also was not entirely satisfactory to some of the majority.

CITIZENSHIP BAN ON HIGH HINDUS

Washington, D. C.—A high caste Hindu is not a "free white person," within the meaning of the naturalization law, and therefore under the recent decision of the court excluding Japanese is not entitled to citizenship, the supreme court held Monday in an appeal brought by the United States against Bhagat Singh Thind.

The court ruled that the words "white person" must be given the meaning they have in common usage and are not to be applied through a scientific study determining whether the persons affected descended from white stock.

A certificate of citizenship was issued to Thind, a high caste native of India, born in Punjab, by the United States district court for Oregon. He had entered the United States prior to the passage of the exclusion act of 1917. The government took the case to the ninth circuit court of appeals, which asked the supreme court for instructions as to whether a high caste Hindu of full Indian blood was a free white person within the meaning of the naturalization statutes.

Having decided that a Japanese is not a "free white person" the supreme court was asked by the government to determine whether a Hindu is a "free white person" eligible to naturalization and citizenship. While the supreme court decision last November in the Ozawa case definitely fixed the rule to be applied in determining eligibility to naturalization, limiting the right to those who are "free white persons" within the meaning of the revised statutes, it remains for the court in each specific case involving a definite nationality to apply the rule and determine whether persons of that particular race are "white persons."

Prince in Auto Mishap.
London.—Prince George, youngest son of King George and Queen Mary, had a narrow escape from injury in an automobile collision Saturday between London and Plymouth, it became known here. The prince was traveling in a car owned by Lady Mountbatten, who was driving, when the car collided with another machine at a dangerous cross roads. None of the occupants was injured, but the other vehicle was badly damaged.

Company's Laundry Kept Busy.
One big ocean steamship company runs its own laundry, which handles 6,500,000 articles a year.

Shave With Cuticura Soap The New Way Without a Mug

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

P. N. U. No. 8, 1923

After Every Meal WRIGLEY'S
The Great American Sweetmeat

provides pleasant action for your teeth, also penetrating the crevices and cleansing them.

Then, too, it aids digestion.

Use WRIGLEY'S after every meal—see how much better you will feel.

The Flavor Lasts

A Lady of Distinction.
Is recognized by the delicate fascinating influence of the perfume she uses. A bath with Cuticura Soap and hot water to thoroughly cleanse the pores, followed by a dusting with Cuticura Talcum Powder usually means a clear, sweet, healthy skin.—Adv.

Ermine "Royal Fur."
The beauty of ermine caused it to be worn by royalty and it was made a punishable offense for any persons except those of royal birth to wear it. This restriction has long been removed, but the fur still enjoys royal favor.

Purifying of Silver.
Crude silver is purified by contact with mercury, followed by distilling off the mercury, by which means the refined silver is left behind.

Yes, Indeed!
Mrs. Hughes.—"Isn't it strange that Henry will never permit Edith to open his watch?" Mr. Hughes—"Hump! There must be another girl in the case."

L. D. Porter

If You Have A Cough Take this Advice

Salem, Ore.—"Some years ago I was a farmer in Kansas. Thru exposure, serving as a soldier during the Civil War my health had become impaired. I was bothered with a chronic cough and catarrhal condition; I felt like an old man, although I was only forty. I heard of Dr. Pierce's Golden Medical Discovery. It helped me so much that I continued taking it (I think about six bottles in all) and felt new pure blood coursing thru my body. The 'Golden Medical Discovery' drove out the catarrh and also the cause of my cough. There are some things we can forget, but when a person has received as much help as I did, it is impossible to forget it. I feel younger and more vigorous at 78 than I did at 40."—L. D. Porter, 451 South 15th St.

As soon as you commence to take this "Discovery" you begin to feel its bracing, appetizing effect. Buy it of your druggist, in tablets or liquid. Write Dr. Pierce, President Invalids' Hotel in Buffalo, N. Y., if you desire free medical advice.

Relics of Ancient Egypt.
In the tombs of the first dynasty at Abydos ivories of the finest workmanship have been found. Carved lions, a dancer's wand ending in a ram's head and an ivory comb on which, over the name of King Zet, is a winged ship.