

Why He Succeeded

From hard work on a farm to the study of medicine in Gincinnati, where he was graduated, was the course which Dr. R. V. Pierce took.

In his younger days he practiced med-

In his younger days he practiced medicine over a large district. It was then the new oil fields near Titusville, P.a. Finally be determined to put up some of his prescriptions in resuly-to-use form in order to reach a larger number of families.

He thus moved to Buffalo, N. Y., and established the World's Dispensary, where he put up Dr. Pierce's Golden

where he put up Dr. Pierce's Golden Medical Discovery for the blood as well as the Favorite Prescription for women, care-fully preparing them from roots, barks, and herbs and placed them with druggists ev

During many years Dr. Pierce's Discovery, for the blood, has been sold in larger quantities by druggists all over the United States than any other medicine. It is a tonic in its effects on the stomach and discovery and the stomach and discovery and the stomach. and digestive apparatus; an alterative in its action on the blood, liver and skin. It ins action on the blood, liver and skin. It increases the appetits, stimulates the digestion, enriches the blood, and makes both men and women feel as they did when they were young and care free.

Ask your nearest druggist for Doctor Pierce's Discovery, in tablet or liquid form, or send 10c for trial pkg. of tablets to Dr. Pierce's Clinic, in Buffalo, N. Y.

All Human

The old saying is that no man is a hero to his valet. And a wealth of wisdom is crowded in that adage. The great and the near great have their weaknesses and their frailties just as the rost of us poor mortals do. Heroworship is always from a distance; an intimate acquaintance with the idolized one may make you like him better, but it will inevitably erase much of the glamor of the relationship. Dallas News.

Oriental Truth Tests

Hindus have queer methods of finding whether a person is truthful. He is made to declare a certain thing is so while one of his fingers is dipped in water from the sacred Ganges river, where no Hindu would dare lie.

Vanity

A man should fear when he enjoys only the good he does publicly. Is it not publicity rather than charity which he loves? Is not vanity rather than benevolence, that gives such charities?-Henry Ward Beecher.

Psychical Drawings

Eight sketches showing how Glastonbury abboy, now a ruin, once looked and purporting to have been drawn under psychic domination are the work of a Londoner, who never before made an architectural drawing.

On Speaking III.

If anyone speak of thee, consider whether he hath truth on his side; and if so, reform thyself, that his censures may not affect thee,-Epictetus.

Joke on Tightwad.

An unusul joke recently was played on a noted London tightwad. Hospitals and charity associations received cards saying that if collectors were sent to his home he would give them large donations. The tightwad is still seeking the sender of the cards.

Important

Tourist (to the guide at lover's leap)-Aye, it's a good leap, and risky, Tell me, was 'e leapin' to 'er or away from 'er?-London Weekly Telegraph.

One restaurant serves an omelet with a different name every day in the week, and they all taste the same. That's salesmanship. - Toledo Blade.

Modesty Out of Place.

Modest bearing is commendable in human beings, but it's no recommendation for a fruit tree. - Boston Transcript.

Contentment is Wealth

That is true plenty, not to have, but not to want, riches.-Chrysostom.

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P. N. U.

GETTING A LESSON IN **CO-OPERATION**

By CLIFFORD HOWARD

(6) to Short Story Pub, Co.) E WALKED in briskly, asked how I was, shook my hand, said he was Mr. Sprinkle—Hi Sprinkle—drew up a chair, put his hat on my deek, and told me I had been recommended to him as a gentleman who would undoubtedly be interested in an important little

enterprise he had under way.

I wanted to tell him I was extreme ly busy and would prefer to have him postpone the intervelw to another day; but he drowned the first part of my remarks in an uproarious blowing of his nose and scattered the rest of them by looking at me out of his handkerchlef and saying: "You will pardon me, brother, but you certainly have an uncommonly large nose and I'm glad to see it, sir; I'm glad

He beamed upon me with the ut most good nature, and before I could answer back he slapped me affectionately on the knee and added in a confidential whisper, "It's a sign you've got a mathematical mind, a mechanical mind-exactly the sort of a man I am looking for; and I got a proposition to make to you: What do you know about shampooing?"
"Not the first thing!" I retorted.

"That's all right, brother," he responded soothingly; "no harm meant You're not as baid as I am. You'd as soon think of running a lawn mower over the Sahara as giving me a shampoo. And to tell the plain truth, I'm not much of a believer in sham pooling, anyhow. You don't find the savages smearing their scalps with soup and eggs, and I'd like anybody to show me a bald-headed Hottentot or Cherokee Indian. But all the same, there are several million men in this land of Hall Columbia who believe thy've got to have their noddles shampooed once in so often. You never pass a barber shop that you don't see some specimen of civilization sitting up in a chair with a head on him like a corn-starch pudding. Now, what I maintain is this: If a man wants to be shampooed, let him be shampooed. It keeps the barbers busy and keeps money in circulation. But have you ever stopped to figure out how much time is wasted in shampooling a man's head? You haven't Well, I'm going to tell you some thing about it in a minute; but, first of all, brother, let me ask you: What's your income at the present speak-

"You will pardon me," said I; "but I can't see that that's any of your business."

"Just as you feel about it, brother." acquiesced Mr. Sprinkle. know your own feelings best. I only wanted a figure for comparison, so I could show you by the multiplication table how much more you are going to make out of this shampooing busi-

"Rut I tell you I don't know the first thing about it, and, what's more to the point, Mr. Sprinkle, I don't want to know anything about it. I'm

a mechanical engineer; not a barber."
"Very true, sir," responded my "but that's no reason you shouldn't share with me in the control of the barber shop business of this country. A man doesn't have to be a clown to own a circus. And, figured out that it takes a full half hour at the lowest estimate to shampoo a man and put him in condition to go out on the street. Let's say there're a hundred thousand men shampooed in the United States every day. That's 'way below actual figures. but we'll take that just to get an idea. of the time consumed. A hundred thousand men at half an hour each is fifty thousand hours. Fifty thousand bours is twenty-one hundred days, in round numbers; and twenty-one hundred days is five years and nine months. That shows you the time that's being consumed in the United States cleaning men's heads -nearly six years every day. And do you know why? Because the ton-sorial artist is the only workman on the face of the civilized earth who confinues to do business in the same primitive style as his Egyptian ancostors all by hand. No earthly reason for it, except that it has never occurred to anybody to modernize the harber shop with labor-saving ma-chinery; that is, it never occurred to anybody until yours sincerely, HI Sprinkle, happened to be passing. You begin now to catch the drift of my remarks? Well, sir, to come to the point at once, picture to yourself a neat and inexpensive device, which, with the mere turning of an electric switch-or by foot power, if you please—a man may be thoroughly and comfortably shampooed in the space of three minutes. Yes, sir; lathered, egged, rubbed, squirted, dried, perfumed, and brushed and combed, without ever a hand touching his head! Sounds remarkable at first hearing; but it's no more remarkable than feeding a chunk of wood to a machine and having it come out a box of matches before you can spit. If it did nothing more than save time, every barber shop in the land would have to have one, for no man is going to patronize a shop where it takes thirty minutes as against three to have his hair washed and brushed;

but it's bound, also, to reduce the cost

of shampooing, for it's a labor-saving

a drop in the price of shampoos means more shampoos, and more shampoos means more business, and more business means more money—more money for the barbers and more money for you and me. Now how does it strike you, brother?"

"All of a heap," said I: "and what's your purpose in coming to me? what's your proposition?" I inquired, stirred to sudden interest in the possibilities suggested by this animated Sprinkle.

Mr. Sprinkle grabbed me by the knee with his left hand and wiggled the first finger of his right hand within a foot of my nose. "Co-operation brother," said he; "co-operation, Nothing nowadays can be accomplished without a joining of forces. I contribute one part of the enterprise; you, the other; and it's share and share alike in the profits" "I see," said I: "You want me to

exploit the patent; look after the business end of it; raise the cash for manufacturing it and getting on to the market. Well, I don't know but what I should be able to make some such arrangement as that, if this remarkable machine you mention can actually do the work you claim for It and it isn't too complicated or too expensive. If what you say about it can be practically demonstrated, it would certainly seem as though there rught to be a mint of money in it

for the patentees."
"Not the slightest doubt about it, brother. If I can induce you to take hold of it with me and you will do your part as I have done mine, we'll revolutionize the tonsorial business of the civilized world, and incidentally move up several notches toward the millionaire class."

"Have you done any figuring on the

costs of making these machines?" "Yes, sir, in a rough sort of way, Oughtn't to cost more than three dollars, I should say, at the outside, after we get the necessary machinery for making the parts. We could sell 'em for ten dollars anlece, easy; a gross profit of over two hundred per cent; or, we needn't sell 'em at alljust rent them. According to the last census there were some hundred and fifty thousand barbers and hairdressers in the United States. Suppose we rented shampooers to only half of them-say seventy-five thousand machines. Two and a half or even four dollars a month would be dirt cheap, considering the returns the barbers will get from them, but suppose we estimate on only a dollar; there's a gross monthly income of seventy-five thousand dollars, or nine hundred thousand a year. Now, estimating the cost of producing these machines at three dollars, we have total cost of two hundred and twenty-five thousand dollars, leaving us a clear gross profit over cost of manufacture of six hundred and seventy-five thousand dollars. And that's just for the first year. There's no reason why these machines shouldn't last an indefinite time, for it's one of my hobbies to insist upon durability combined with simplicity; so that after the first year every penny of the nine hundred thousand dollars. outside of office and collection expenses, would be pure gravy. How

does it strike you, brother?" "To be candid," said I, "your estimates strike me as a triffe loose and extravagant; but, allowing a liberal discount for enthusiasm and mis calculations and unexpected difficulties, it does look as though there ought to be money in it, I'll admit. But of course you will understand, Mr. Sprinkle, I can't be expected to pass judgment upon the matter until I have seen the machine in operation and have had an opportunity to study the situation in all its details. Just at this time I happen to be extremely busy, but suppose you bring your machine around here to my office, say, at half past seven tomorrow evening, and let me look it over and go into the matter more fully with you then. I simply haven't a moment to spare this morning. have already overstayed my time for a most important engagement. You will, therefore, really have to excuse me; but at the same time, Mr. Sprinkle, I want you to know that I am genuinely interested in your proposition and that from the little you have told me I don't see why shouldn't make a go of it if this invention of yours will do what you

Mr. Sprinkle grabbed me by the knee again as I was about to rise. "Just a moment, brother," he per-suaded. "I don't want you to misunderstand my position in this matter. As I said to you a moment or two ago, this is an age of co-opera tion. Before there can be capital. there must be business; before there can be business there must be science and invention, and before there car be invention there must be ideas. The man of ideas stands at the foundation of society. There can be no invention without a preceding idea Some men have ideas and some have inventive ability. Now, I belong to the former class and you to the latter. So I come to you and say, brother, let us combine our forces: I supply the idea of a shampooing machine, and you supply the invention, I think it, and you invent it. I need you; you need me. Together we pro-

He was still talking as I left the office and slammed the door behind

Poetess Had Little Schooling Johanna Ambrosius Volgt, the popu tar German poetess, was the daugh-

ter of a mechanic and her education was received at the village school which she left at the age of eleven. Her poems passed through fifty edidevice, as well as a time-saver; and | tions.

POULTRY PORTLAND · FACTS · FIDPODROME

HATCH GOOSE EGGS WITH INCUBATORS

Goose eggs can be hatched with in NORTONIA HOTEL cubators even to better advantage than with hens for various reasons. Where hens or geese are used, they are apt to break the eggs, and again let them chill. The first eggs from your geese will arrive while the cold weather still continues, and must be picked up early in the morning before they become chilled; geese invariably lay in the very early hours of the morning, or late at night, says a writer in the Rural New Yorker.

Keep egg: in a moderately warm location-around 50 degrees in cold weather. When you have sufficient number to put into the incubator it should be started. Goose eggs, like hens' eggs. hatch best when fresh, not more than ten days old. Place your incubator in a moist, but not too damp cellar, as goose eggs will require much more moisture to hatch them than is the case with hens' eggs. Run the ma-chine at as near 103 degrees as is possible from start to finish. Turn eggs twice daily after the beginning of the third day. Always turn goose eggs by hand; handle them with much care. Stop turning on the twentyfifth day. Goose eggs should be cooled half an hour each day in temperature not below 60 degrees; if the cellar seems below this temper-

ature, remove the eggs to proper point. After the third week, sprinkle warm water over the eggs once daily. When goslings begin to pip, if you notice shells are dry and hard, there isn't enough moisture, and unless this is supplied, they will stick in the shells. Keep the eggs quite moist while hatching, by adding a ple plate

of wet sand to the bottom of machine. Leave goslings in incubator until all are thoroughly dry, usually 36 hours. Remove then to a box in the kitchen by the stove, unless a brooder has albe overturned, nor into which they can get their feet. Keep them dry at all times. Feed sprouted outs, gravel, fine cracked corn, or any of the dry mixed chick feeds, but do not neglect always to keep water before them. Change this often; don't let it get dirty.

"plucked" once every six weeks after the laying has ceased. Remove only the breast feathers-do not take the down. A little experience will tell you

Poultry Undernourished Under Farm Conditions

Poultry, of all farm stock, is most likely to be undernourished under Just what a cow finds to eat on a practical farm conditions. Due to the paved highway is more than the aver proteins and vitamins. As compared step aside, it would seem. with other animals, the requirements of poultry for some of the vitamins are relatively so intense that their rations should be supplemented by feeds known to be rich in these factors. tamins known, being rich in all these

Young chicks are especially susceptible to a lack of vitamin in the ration and will develop the disease known as "leg weakness," including impaired appetite, an anemic condition of the comb and wattles, drooping wings, lettuce leaves, fresh alfalfa or clover dens." or sprouted oats. If green feed is not available, 3 to 5 per cent of cod liver oil in the mash may be used. In the maintenance of health and normal de-

velopment in the flock the importance digestive disturbances and other forms Giles. of vague ill health which can be prevented by supplying the necessary vitamins and adjusting the balance of the food.

******* Poultry Notes *******

The hen that cackles the loudest is not always the greatest layer.

A hen will eat from one to two pounds of oyster shells per year.

More eggs follow a ration that contains the minerals required by a hen than can follow simple grains.

It is generally considered proper, in fact, the best form, to refer to purebred poultry as being standard bred.

Because of plenty of room in the poultry house and less competition in getting feed, it seems to be more profitable to have too few hens than too many.

Washing solled or dirty eggs does not make them more salable. In fact, qualities by opening the pores so that Hallburton, evaporation is more rapid.

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Jap Musical Instrument

The koto is a Japanese zither-harp. It has a large number of strings, but Tasmanian is preserved in the Hobert the most general number is 13. These museum. are stretched over an oblong soundboard, each string having a moveable bridge, and the strings are tuned by moving this bridge back and forward. ready been provided for. Goslings are The instrument has a compass of nap. So one afternoon when mother easy to raise, and grow very rapidly, about two octaves, but in this it varies said to Robert: "Look at your sister, Water them in a vessel which cannot slightly, some being greater, others how good she is going to sleep." Rob-

Number of Bees in Swarm.

The estimates of the number of bees in a swarm range all the way from 10,000 to 100,000. However, it is admitted that a swarm of bees contain- stealing for the pure pleasure of stealing 75,000 or 100,000 is an exceeding ing. Cases of golf balls being carried ly large colony. The normal colony off by crows and gulls are by no means contains between 15,000 and 30,000 uncommon. The magpie's record as a workers, although swarms containing thief has been known from time imwhen they are "ripe." Do not take 40,000 or 50,000 are not uncommon in memorial and has been celebrated feathers that have blood in the quills. carefully attended apiaries. The both in song and story. The magple, drones may number from a few dozen like the Australian bower bird, seems to several hundred.

Bovine Obstanacy.

Just what a cow finds to eat on a nature of their digestive tract, their age motorist can figure out, but still rations must be composed largely of the cows persist in taking up the censeeds and seed by-products, feeds ill- ter of the road just for the sake of balanced with respect to minerals, hearing the horns blow for them to

Chiorine Not Milk Purifier.

It is generally known that chlorine as a purifier of water is an ideal Vitamins are manufactured by plants agent for killing germs in the water. only. Green plant tissues are with it is not the case with milk, however. It is likely that chlorine cannot penetrate the fat in milk, and is therefore limited in its action on the germs.

They Liked Leeks.

Owing to the fondness of the Celtic tribes for the leek their descendants, ruffled feathers and unsteady gait the Welsh, retain it as an emblem of Prevention of leg weakness is assured their nationality. The leek was an by giving the chicks ready access to important vegetable and the Anglogreen feed such as green cabbage or Saxons called their gardens "leac gar-

Character in Thought.

Every thought willingly contemplated, every word meaningly spoken vitamins is undoubtedly much every action freely done consolidates greater than is realized. Rations delitself in the character, and will proficient in vitamins will give rise to ject itself onward continually. — H.

Started Popular Phrase.

The term "simon pure" to distinguish the genuine from the false, was taken from the principal character of Mrs. Centilevre's comedy, "A Bold Stroke for a Wife,' who finally worsts a rival who had assumed his name.

Almanac's Long Life.

The celebrated Poor Robin's al manacs, which were discontinued in England in 1828, after over a century and a half of existence, first appeared in 1663. The author of the first numbers was Robert Herrick, the poet.

Ice Boxes Bare.

Surveys by the government for the possible sale of ice-making equipment abroad revealed that ice wagons and ice boxes are comparatively unknown in England. Some ice is retailed by fishmongers.

On Being a Bully.

A brave man is sometimes desperwashing an egg lessens its keeping ado; but a bully is always a coward-

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Lots of Room in World.

There is still quite a bit of room in the world. The whole population of the world might be dropped into Lake Ontario and each person would have no less than 60 square feet to himself in which to float or swim-or sink. Even then the surface would rise only half an inch. So says a Canadian professor of physics, and he has the figures to prove it.

Tasmanians Vanished Race.

Near Hobart, in 1876, the last of the Tasmanian aborigines died. These people were among the lowest types of humans ever found, much more backward even than the Australian aborigines. The skeleton of the last

"Had Her Dimmers On"

Robert and Rosemary, age five and three, have never liked an afternoon ert replied: "Aw' she's not really sleeping; she's just got her eyes

Birds That Steal.

A number of birds have the habit of to possess an esthetic sense which is gratifide by the acquisition of brightcolored or glittering objects.

Guard Against Fire.

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