

PORTLAND MARKET

Please Mention This Paper When Answering These Advertisements.

Opheum
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

Hippodrome
VAUDEVILLE—METRO PHOTO PLAYS
Change Program Sunday, Thursday
Matinee Daily. Twice Nightly.
Popular Prices. Balloons Saturday Matinee

LAUNDRY
BY PARCEL POST. Do up
laundry and send to you. You get the quality our
Portland trade gets. We pay return postage.
Palace Laundry Co. Portland, Ore.

Hotel Alder
DO YOU KNOW THAT THE ALDER HOTEL
325 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 60c luncheon at noon.
Open 7 a. m. to 2 a. m., 325 Stark St.

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 St., Portland, Oregon
Room with Bath \$1 up Room with
Privilege, 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, 2 barns, lots of outbuildings. Can be sold
separately, \$12.50 per acre.
COVER & GREGORY, No. 1 Grand Avenue North, Portland, Oregon

DO YOUR OWN PLASTERING WITH A HAMMER AND A SAW
USE
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.
Filters and Makers for Fifty-five Years
Satisfaction or Money Back.
Send for Book and Measure Blank Today.
WOODARD, CLARKE & CO.
Portland.
Woodlark Building Alder at West Park

MULTNOMAH HOTEL
"Where Home
Comforts Abound"
PORTLAND, ORE.
The pleasure of your trip to Port-
land 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.

**RUBBER STAMPS AND MARKING
DEVICES.**
"Every-
thing for
the Office"
W. W. Pease
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 Ex-
tinguisher—burns 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., 322-323 Morgan Bldg., Portland.

CORONA
The Personal Writing
Machine. Weight 6 lbs.
Price \$50.00 case included
Fold It Up Take with You; Typewrite Anywhere.
E. W. PEASE, 110 1/2 Stark, 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 \$4.00
F. O. B. Factory.
KING MUD HOLE DEFIER, 420 Pittcock Bldg.

MELONS WEIGH 110 POUNDS
Grow to Mammoth Size in Egypt, Ac-
cording 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

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

INFORMATION DEPARTMENT

Commercial information furnished free
of charge. Catalogues supplied and com-
mercial inquiries cheerfully answered.
Write us firm below! Do it now!

ACCORDIAN PLEATING
Knife and box pleating, hemstitching,
16c yd. Buttons covered. Eastern Novelty
Mfg. Co., 36 1/2 Fifth Street, Portland.

AGRICULTURAL IMPLEMENTS
New and Second hand Farm machinery and Im-
plements. P. E. Eshenbade, Portland.

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

BOILER WORKS—New—Repairing
East Side Boiler Wks., East Water & Main
Brazing, Welding & Cutting
Northwest Welding & Supply Co., 31 1st St.

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

CREAMERY
Willamette Dairy, Buyers of Milk, Cream
and Eggs. We pay cash, 422 Union Av. N.
Oregon Creamery for Eggs, Cream 130 1/2

CHIROPRACTIC PHYSICIAN
Dr. Augustus J. 321 Dekum Bldg.

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

DANCING EVERY NOON & EVENING
Oriental Cafe, Chinese-American Kitchen
Former Broadway and Wash. PORTLAND
DEFORMITY APPLIANCES
K. E. Karlson & Co., 452 Burnside St.

DRUGS PHYSICIAN
For rheumatism, chronic disease.
Dr. Chas. J. 323 Fleisher Bldg.

Duckback Waterproofing Preservative
Guaranteed for auto tops. Spring lubri-
cant and gasket compound. 206 Pine St.

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

FARM LOANS
Devereaux Mortgage Co., 37 5th St.

FLOWERS FOR ANY OCCASION
Geo. Betz & Son, 497 Williams Ave.

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

GARAGES AND AUTO REPAIRING
Multnomah Hotel Garage, 3d and Ankeny.
Commercial Garage, E. 11th and Burnside.

GUARANTEED REBUILD MACHINES
FOR RHEUMATISM, CHRONIC DISEASE,
FOUNDRY AND MACHINERY WORKS
Commercial Iron Works, 7th & Madison.

HARD WOOD FLOORING
Eliaman Hardwood Floor Co., 389 E. Wash.
Oak-Leaf Hardwood Floor Co., 231 E.
76th St. N. Floors electric sanded.

Hemstitching, Buttons Covered, Pleating
B. P. Sanborn, 242 Alder St.

HORSES BOUGHT AND SOLD
Montgomery Stables, 359 Front St.

JOY THE TAILOR, Suits cleaned, \$1.25
We return Fast.
104 Fourth St., Portland, Ore.

MFGS. OF VULCANIZED ROOF PAINT
New roofs and repairing done. Young
and Sons, 100 1/2 1st St.

MONUMENTS—E. 3d and Pine Sts.
Otto Schumann Granite & Marble Works

NATUROPATHIC PHYSICIAN
Nervous and chronic diseases a special-
ty. Dr. W. B. Balfour, 204-10 Dekum Bldg.

NURSERIES
Russellville Nursery, E. F. D. I.
East Side Nursery, 51 Union Ave. N.

NURSERY STOCK
Vina Nurseries, K. No. 1, Portland.

PRODUCE BOUGHT
Peerless Produce Co., 175 Front St.

OREGON PLUFF RUG CO.
J. H. Lehmann, Prop. 1924 East Stark
SCHOOL OF WELDING
Officially recognized by state and federal
board as the place to learn welding all
metals. Commercial School of Welding,
611 East Grant, Cor. 11th, Portland.

PYORRHEA DENTISTS
Smith Long Stevenson 310 Park & Lane Bldg.

TIRE REPAIRING AND RETREADING
Used and new tires bought and sold.
A & B Tire Shop, 389 Hawthorne Ave.

TYPEREPAIRS—NEW OR REBUILT
Rebuilt Typewriters, 200 1/2 1st Street.

SCHOOL OF MASSAGE
A. B. Calder, Pres., 711 Sweetland Bldg.

SILOS AND WATER TANKS
National Tank & Pipe Co., Portland.

TINSMITH
Willamette Sheet Metal Wks. Auto Work
Specialty. 106 N. 3rd St.

WANTED—AGENTS
In your locality for Cla Cleeffe face
products. Newest out. 326-7 Fleisher Bldg.

Walter System of Suggestive Therapy
Dr. T. W. Ayers, 715 Dekum Bldg.

WHOLESALE AND RETAIL TYPENARY
Portland Typewrite Mfg. Co., 41 First St.

WANTED—FIR PITCH
We buy Fir Pitch in any quantity.
Highest market price. Payment on del-
ivery. Write for schedule of prices on
pitch and equipment. Northwestern Tur-
pentine Co., 243 East Ninth St., Portland.

Vitality Restored in All Sexes
by implantation of goat glands. Rheuma-
tism, lassitude, high blood pressure,
shortness of breath positively relieved.
Treatment does not confine patient to
bed. Absolutely no fake. Write for in-
formation. P. O. Box 4055, Portland, Ore.
Many Portland testimonials.

**Chronic Diseases Successfully Treated in
Your Own Home**
Catarrh, Constipation, Gout, Female Disorders,
Piles, etc. Write for Information.
DR. N. C. HAMPTON,
Physician & Surgeon
712 Dekum Bldg., Portland, Ore.

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

Two of the most homelike
hotels in Portland, located in
the heart of the shopping and
theater district. All Oregon
Electric trains stop at the
Seward Hotel, the House of
Cheer. Excellent dining room
in connection. The Hotel Cor-
nelius, the House of Welcome,
is only two short blocks from
the Seward. Our brown buses
meet all trains. Rates \$1.50
and up.
W. C. Culbertson, Prop.

Remove Infected Fowls.
When chickens become infected
with gape worms the most satisfac-
tory treatment is to remove the chick-
ens to new quarters.

Easiest Way to Start.
The buying of hatching eggs or day-
old chicks is usually the easiest and
the cheapest way to start.

Will Inquire More Eggs.
Plenty of clean grain, a mash with
beef scrap, and abundant green food,
will insure more eggs.

AGENTS AND SALESMEN WANTED.
Make your own goods, big profits, big
demand, easily made, cost small, GUAR-
ANTEED FORMULA Carbon Remover
used in autos or any gas engine. For-
mula and complete directions, twelve two-
cent stamps. E. F. Fisher, 370 E. Mor-
rison, Portland.

ALASKA PLUMBING & HEATING CO.
Plumbing Fixtures and Supplies. Pipe
Fittings, lowest prices. 342 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, upholstering, new tops and
curtains. 4th and Lincoln Sts.

DRUGLESS PHYSICIAN
Nervous and chronic diseases a special-
ty. If others have failed give me a trial.
Dr. Ada N. Scott, 128 13th Street.

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

KNITTING CITY DYE WORKS
Established 1890 Portland
EMBROIDERING AND PLEATING
Accordian side and box Pleating, Hem-
stitching, Buttons Covered, Braiding, etc.
K. Stephens, 219-20 21 Pittcock Block.

HEMSTITCHING AND PLEATING
Accordian and Box Pleating, Button
and Pleating Shop, 409 Royal Bldg.

LARGEST HOMESSELLER ON PACIFIC
Over 300 Portland Homes for Sale. See
Frank L. McGuire, Abington Bldg.

A BUSINESS EDUCATION FREE
A Position for Each Graduate
Write us today. ALASKY BUILDING

DOORS AND WINDOWS
We can sell you Doors, Windows, Roof-
ing, Paint, Glass and Builders' Hardware,
Wholesale and Retail. Write for prices,
prices before buying. Heacock Sash &
Door Co., 212 First St., Portland.

HORSES AND MULES BOUGHT
We have a consignment of three car-
loads 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., 285
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 MULTICRAPHING
The Callan School, only recognized
school on the coast. Experienced op-
erators always in demand. 405 Artisans Bldg.

FARMS FOR SALE
For Sale by Owner. Beautiful Willam-
ette 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,
Sawmill, Contractors' Equipment, Loco-
motives, Boilers, Engines, Crushers, Rail,
Cable, Belting, etc. Burke Machinery, 525
525 Railway Exchange Bldg., Portland, Ore.

MEAT AND PRODUCE BOUGHT
New Coolers installed assuring protec-
tion 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.
44-46 GRAND AVE.

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

PAINLESS DENTISTRY
Expert dentistry. Saving of
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
MARRIAGE" bureau. I will marry you
soon; strictly confidential; most reliable;
years of experience; description free.
"The Successful Club," Mrs. Ball, Box
566, Oakland, California.

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

PLANTS FOR SALE
Trebles the new strawberry. Choice in-
spected plants. Postpaid \$1.25 per hun-
dred, \$7.50 per thousand per Marshall's \$5.50.
Logan tips. Send for list. Lowest prices.
Ward K. Richardson, 256 Hickory, Salem.

PLATING NICKEL AND SILVER
Headlights restored, \$1.00 pair. Spot
lights \$1.50 each. Particulars, Ed-
ward J. Finlayson, California Plating Wks.,
Cor. 2nd and Salmon Sts.

PLUMBING & PLUMBING SUPPLIES
We can supply you with any kind of
plumbing supplies at wholesale prices.
We will gladly estimate cost of any job.
Write for prices.
STARK-DAVIS CO.
123-125 4th St., Portland

TEACHERS OF TRUTH
Send 25 cents and self-addressed envel-
ope to the Gages, 406 Fleisher Bldg., re-
garding Health, Happiness and Success.

SANITARY BEAUTY PARLOR
We help the appearance of women.
Twenty-two inch switch or transforma-
tion, value \$7.00, price \$2.45.
400 to 412 Dekum Bldg.

2 J MARVEL SOAP
And Powdered Soap at your grocer's Ask
for sample. MADE IN OREGON. 2 J
Marvel Soap, 225-25 Russell St.

UMBRELLA REPAIRING
Recovering, repairing done promptly and
mailed back. Samples on application.
The Surety Shop, 260 1/2 Alder, Portland.

**When in Portland
Stop at
The Portland Hotel**
In the Heart of the City
Richard W. Child,
Manager

DR. DEAN
"The Eye Specialist"
2nd and Morrison Sts. PORTLAND, ORE.

Remove Infected Fowls.
When chickens become infected
with gape worms the most satisfac-
tory treatment is to remove the chick-
ens to new quarters.

Easiest Way to Start.
The buying of hatching eggs or day-
old chicks is usually the easiest and
the cheapest way to start.

Will Inquire More Eggs.
Plenty of clean grain, a mash with
beef scrap, and abundant green food,
will insure more eggs.

**Something to
Think About
THE JOB AND THE MAN**
By F. A. Walker

TELLING IS SELLING

IN THESE days of time-saving de-
vices, 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 min-
utes studying out in some good dic-
tionary 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 reputa-
tion." That is sound, unassailable
truth in the fewest possible words.

Alongside that condensation of wis-
dom I have fled 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, adver-
tises energy, probably ambition.

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

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

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 your-
self 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 hav-
ing 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 interest-
ed in housing problems, and several
such have entered it from settlement
work. The landlords find that women
make better rent collectors than men,
and that they promote a better under-
standing between the parties to the
renting business.

Rent collecting is not a mere turn-
ing 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.

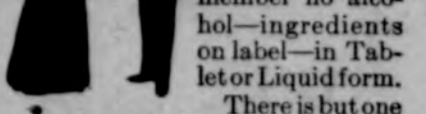
A rent collector is in a position to
know more than most persons about
vacant apartments, various types of
renters, possibilities of development,
bargains. There are really fine busi-
ness opportunities in this line, and
women should study them.

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 col-
lectors, and women are entering the
new field with enthusiasm.

(Copyright.)

The mouth of the river Nile is 155
miles wide between the extreme
points on the Mediterranean coast.

HELP IS OFFERED, and is
freely given, to
nervous, delicate
women, by Dr.
Pierce's Favorite
Prescription. Re-
member no alco-
hol—ingredients
on label—in Tab-
let 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 hard-
ening 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 in-
flated before being hung up again.
This treatment serves to keep the rub-
ber 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 sufficient-
ly 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 per-
fume. 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
Esquimos 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 no-
body 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' unsocial."

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 at-
tend to them conscientiously. The care
of pets, plants, flowers and of young
children, the responsibility of perform-
ing certain household duties develops
strength of character.—Exchange.

**Constipation, indigestion, sick-head-
ache and bilious conditions are over-
come by a course of Garfield Tea.**
Drink before retiring. Adv.

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