

CONNORDALE TALKS. TEAM WORK

Team work is essential to success. When the 13 colonies were preparing to revolt from the autocratic power of England, Benjamin Franklin said to his associates in a conference held in Independence Hall in Philadelphia

"Assuredly we must all hang together, or we shall all hang separately."

History has shown the wisdom of his judgment. History repeats itself, in Peace as in War. Success in Commercial and Industrial campaigns is gained by the exercise of the same principles that govern the actions of the successful army, the victorious football or baseball team.

Team work has made of other communities, less favored by Nature than La Grande, large cities and prosperous towns. United efforts accomplish results that are denied to scattered individual attempts. The good of the community should be above personal gain of the individual.

Team work will succeed in the development campaign that La Grande is entering upon where all else would fail. The results that may be attained in this way are set forth in the letter reproduced herewith.

TO WHOM IT MAY CONCERN:—

I have today investigated the Connordale Addition to the City of La Grande, Oregon, offered by the La Grande Development Company, and take pleasure in certifying to prospective investors with this company that their claims in regard to this property are absolutely true and conservative in every respect. I went to La Grande at the request of a number of personal friends to investigate this proposition, and spent an entire day going over the city of La Grande and the Grande Ronde Valley which I consider to be the most productive and beautiful region I have ever seen. The city is surrounded by resources in the way of fruit lands, standing timber and grain lands that will support a city of 50,000 people, to say nothing of the railroad shops, saw-mills, and manufacturing plants that already furnish employment to 2000 skilled workmen and pay out \$175,000 per month in salaries and wages. The city is thriving and up-to-date and the Connordale Addition is the most desirable residence section of the town. I take pleasure in advising investment in this straight-forward and business-like offering.

MARTIN MALONE.

The writer of this letter was shown, not the property offered by the La Grande Development Company alone, in their Connordale Addition, but the entire city and valley. No effort was made to exclude the advantages or belittle the value of other property. On the contrary every effort was made to set forth the desirability of the city and valley as a whole.

The spirit of team work is not to be denied. That we practice what we preach will be apparent to every resident of this city and this region, and it can have but one result—SUCCESS.

LA GRANDE

Development Company

274 Stark Street, Portland, Ore.

Security Land and Trust Co.

E. S. Givens Investment Co.