

A TIP . . . from Andrew Carnegie

ASKED to explain his phenomenal success, Andrew Carnegie blandly attributed it to his ability to get men to work for him who knew more than he did.

And that's a formula for success. Nobody who is really successful does all the work himself. He employs other people's minds and efforts.

Do you do the same in the intricate business of running your home and taking care of your family? You can, quite easily.

You can employ specialists in diet; you can serve the master dishes of famous chefs; you can have the advice of style authorities in selecting your clothes, of whole electrical laboratories in buying household appliances, by reading the advertisements.

All the newest knowledge—knowledge millions of dollars and years of effort have won—is contained in the advertisements.

If you will use the advertisements in this newspaper as Andrew Carnegie used men who knew more than he did, every dollar you spend will be spent wisely, economically, and will return full measure of satisfaction. That's the way to be a success in the greatest business in the world—making a home.

It pays to read the advertisements.

Industrial Term

Carrel is a name applied to practically all forms of industrial combinations in Europe. Production carrels aim primarily at joint regulation in control of production. Their main purpose is to prevent overproduction. The selling carrel is one in which a single sales agency handles all or part of the output of the individual member plants. Pricing is generally included in its activities.

Rudeness Analyzed

Schopenhauer, probably the best in the lot of the philosophers, says that rudeness is an indication of faulty intellect. This weakness of the intellect tries to find its concealment in much bluster and talk, usually loud, and also in a childish rudeness. In modern slang "He wants to let people know he is there." Exchange.

Cheer up! After you're all through shoveling coal into that darn furnace this winter, you can get out this spring and dig a garden.

PASTOR ATTACKS THE "SQUEALER"

(Continued from Page One)

Treachery of Judas apart from the facts relative to the person whom he betrayed, his crime seems exceedingly black and sinful because of the person he betrayed. But treachery is treachery wherever it displays itself, whether among thieves, among common people in a circle of associations, among church people, government and business circles, or any form of society. Treachery is a branch of all dishonesty, of all honor, of all faithfulness. The "squealer" can never be trusted by anyone.

"Our Lord is still being betrayed with kisses, the fly of the tongue and the idle word that may betray and ruin a man's or a woman's influence forever, and may cut short the influence of the name of God," he asserted.

Boy Scout Service
Several other very interesting church services were held in La

Grande yesterday, including a Boy Scout service at the Central church of Christ, and a sermon on "Lincoln, the Man of God," at the First M. E. church. The scout service was in honor of the Scout anniversary week, now being observed, and the Lincoln service honored the birthday anniversary of the wartime president, which takes place this week.

WILLAMETTE FIVE INVADES COUNTY FOR TWO GAMES

(Continued from Page One)

time getting the tip-off from Cardinal, due to the visitor's superior height, but in spite of this probability, local people are expecting the Mountaineers to give the visiting college five a hard struggle.

Loss But One Game
Willamette, besides defeating Oregon twice, won from Linfield 34 to 21 and 56 to 7, and scored a 35 to 22 victory over the College of Puget Sound. The only game lost this year was in the Multnomah

Children's Colds
Checked without "dosing." Rub on **VICKS VAPORUB**
OVER 17 MILLION JARS USED YEARLY

6
??????

WISDOM
Wisdom demands that you secure the services of expert morticians who know the science and ethics of their profession and who have demonstrated their capacity and ability.
We Understand
Snodgrass & Zimmerman
Phone Main 62

CLASSIFIED ADS

The Market Place of Union and Willowa Counties

NEW TODAY

FOR SALE—Used lumber and dry wood, W. Hendrickson, 1903 N. avenue. 2-10-6 tp.

FOR RENT—Furn. apt. Lights and water furn. 2108 Adams. 2-10-31.

FOR RENT—Modern furn. apt. Phone 612-W. 2104 Greenwood. 2-10-21.

FOR SALE—Silver Winged Chrysler for coupe. Chrysler 62 sedan. Each of these cars carry a new car guarantee. Chrysler garage. 2-10-11.

FOR RENT—Furnished apt. Adults only. 101 Greenwood. 2-10-31.

LOST—Pair dark-rimmed glasses. Phone 229 H. 2-10-11 tp.

IF YOU WANT cherry trees or other nursery stock see Karl J. Stackland, Grove, Ore. 2-10-11.

JAZZ DANCE at Eagles hall Tues. evening. 2-10-11.

FOR SALE

FOR SALE—Phone. Ph. 218-J. 2-8-4 f.

FOR SALE—Good, dry, 16-in. wood, also posts. Ph. 19-11. 1-29-11 tp.

WANTED

WANTED—Position of housekeeper in motherless home or rooming house or hotel, by middle aged widow. Write AD 6-6 Observer. 2-7-3 tp.

MISCELLANEOUS

FENDER AND BODY REPAIRS—Bring your car in now and have it look like new for spring. Auto Body and Fender Works, P. O. Daniels, 209 Greenwood. 2-8-11.

SUMMER HOTEL—Inquire for modern first class apt. 2-4-1 mp.

BOOK YOUR ORDER for baby chick at Mossier's hatchery. Farm, 279. 2-4-1 m.

ROOFING WORK—Repair work or any kind of a new roof. Call Chas. Hildebrand, 629-W. 2-4-1 mp.

TYPEWRITERS—I have all makes of Portables, Underwood Standards, and several used machines guaranteed at bargain prices.

Observer Want Ad Rates

(Count five average words to the line)
Per line, 1st insertion . . . 10c
Per line, each added consecutive insertion . . . 7c
Minimum charge on one order . . . 25c

RATES BY MONTH
2 lines, per month . . . \$2.50
3 lines, per month . . . \$3.25
4 lines, per month . . . \$4.00
5 lines, per month . . . \$4.75
Each additional line over five charged at 25c per line per month.

CASH IN ADVANCE is required on all classified orders to insure rates. Higher rates charged on all credit insertions. Copy for all classified orders must be in this office by 10 A. M. DAY OF INSERTION. Stop orders on ad inserted until further notice must be received by the same hour or extra insertion will be charged.

Telephone orders solicited. Cash rates may be earned on phone orders by payment on or before date of last insertion.

PHONE MAIN 37
"An Observer Want Ad Will Do It"

Also at makes for rent. Expert repairing on short notice. E. C. Tuckey, Room 1, over Silverthorn-Wright. 1-17-11.

LA GRANDE MATTRESS & Upholstering & Rug Cleaning Works. Phone 424-W. Chas. Edwards, Prop. 12-1-11

MONEY TO LOAN—We are representatives for the Prudential Insurance Co., and can make farm or city loans at attractive rates of interest. Chas. H. Reynolds, Insurance, loans and bonds.

EASTERN OREGON School of Music, violin, piano, voice. Credits L. O. O. F. temple, 447-J. 2-24-1 m.

MONEY TO LOAN on improved city property, straight loans or installment plan. Lowest rates. United States Investment Co. Phone Main 33. 2-16-11

FOR RENT

FOR RENT—Five room modern furnished house, 1503 N. ave. 2-8-2 tp.

FOR RENT—4 room furnished house, close in. Call 399-M. Mrs. C. Wilson. 2-8-2 tp.

MOM'N POP GREAT GUNNS! By Cowan

FRECKLES AND HIS FRIENDS A PROBLEM! By Blosser

FREE 1930 License
With the purchase of a used car with an O.K. that counts
Larison Chevrolet Company
Used Car Lot Phone Main 508
407 Fir St.

Used Cars PERKINS MOTOR CO.
Main 500 4th and Adams

Professional Directory
This directory is especially handy for the newcomer or for the out-of-town reader who may want the name and address of some professional man. It has been carefully prepared and will prove to be a ready aid to any reader in obtaining prompt professional service.
Classified for Quick Reference

Physicians & Surgeons
A. L. RICHARDSON, M. D. Physician and Surgeon. Office over Glass Drugs. Office phone, Main 15; residence phone, 2-8-11.
LEWIS H. MOUVY, M. D. LEWA WILKES, M. D. Practice limited to diseases of the Eye, Ear, Nose and Throat. Telephone Main 14.
Osteopathic Physicians
J. L. INGLE, D. O. MARGARET INGLE, D. O. General practice and the "Post SYSTEM" for fallen arches. Telephone Main 104.
Main 55.
DR. J. E. WOODELL CHIROPRACTIC PHYSICIAN. Other methods applied, Diathermy, Ultra Violet Ray, Food Science, Sinusoidal and Galvanism, Post troubles corrected. 20 Sommer Bldg. Phone 497-W. Hrs. 9-5, 7-8. Res. 150-W.

STAGES LEAVE
From Corner of Elm and Jefferson
Wallowa Valley Coaches
Leave—La Grande for Joseph 8:45 a. m., 4:00 p. m.
Makes All Main Line Connections.
For information call MAIN 799.
Buy Round-Trip Tickets and Save Good for 60 Days.