

Dale Carnegie

5-Minute Biographies

AUTHOR OF 'HOW TO WIN FRIENDS
and INFLUENCE PEOPLE'



FOUR IDEA TESTS

William L. Murphy is the inventor of the Murphy door bed which folds away in a closet. It is used in America from the cod and bean eaters of Boston to the orange juice drinkers of the City of the Angels.

Murphy was once a ranch hand in California, got the idea for the bed, and put it over. Ever since he pulled off his boots at the ranch house and left for the city, he has made a living by ideas. He is an expert in ideas.

I asked him for four ways to determine the value of ideas. Here they are just as he gave them to me:

1. In the first place, only one idea in a thousand is any good. The successful man in business is the one who can sieve a good idea out of a barrel of bad ones. No one can hope to originate and see put into use more than two or three good ideas in a lifetime. If you can originate one good idea, and put it into use, you can call yourself successful.

For instance, Dr. Chevalier Jackson originated the idea of the bronchoscope; this is the instrument which extracts foreign articles from the lungs. It has saved thousands of lives and made him rich and famous. Florence Nightingale originated only one idea; it placed her among the immortals.

An idea is a steady growth. It rarely ever originates fullblown in your mind. It seeps in little by little. Sometimes it comes in a

flash; and is gone just as quickly. But if it returns and haunts you, then it probably is worth developing. James E. Casey got the idea of the Parcel Delivery Service at sixteen. It has taken him a lifetime to develop it.

One brain may conceive an idea, but it is developed and put into practice by the coordination of many minds. Bring in other minds to evaluate your idea. Sometimes the biggest and most important phase of an idea is completely overlooked by the originator of the idea.

Thomas A. Edison got off on the wrong foot about motion pictures. He had a "peephole" machine and did not think, for a long time, of throwing the pictures on a curtain where many persons could see them.

3. When you are developing an idea, think how many it will affect. The more lives an idea touches, the more valuable it becomes.

5. Start with the simplest possible framework. Reduce and reduce until you can put an idea into a telegram. The first draft that Albert Einstein wrote of his relativity idea covered only three pages of ordinary sized newspaper. Elbert Hubbard once said: "If your idea is cumbersome, it's doomed."

When next you have an idea you wish to commercialize, give it these four tests. If it stands up under them, then open the throttle, ring the bell and full steam ahead.

County News

A series of Community Meetings will be held throughout the county, beginning February 21, to discuss results and findings of the recent Agricultural Economic Outlook Conference held in Oregon City. Many facts concerning agricultural outlook for the coming few years and their relation to the present international situation were discussed and recommendations made.

The Agricultural Administration will sponsor these meetings and will include a discussion of the 1941 farm program and its relation to the Agricultural Conference. A motion picture entitled "The Plow that Broke the Plains," will be shown at each of the meetings. The schedule will include:

Oregon City Senior High School Auditorium, Friday, February 21 at 1:30 p. m.
Warner Grange Hall, near Canby, Monday, February 24, at 1:30 p. m.
Molalla High School Auditorium, Tuesday, February 25 at 1:30 p. m.
Damascus Grange Hall at Boring, Thursday, February 27, at 1:30 p. m.

These meetings are of vital interest to all agricultural families of Clackamas County. Everyone is encouraged to attend the one nearest their community.

Clackamas County agent, J. J. Inskeep of the Oregon Extension service announces that rural people of the county will have an opportunity whereby they can have new mattresses for their homes and at the same time be a good neighbor to our cotton farmers of the south.

Just as Oregon has certain surplus commodities to dispose of since the loss of their foreign markets, so the cotton farmer has millions of bales of cotton in their warehouses. Through the efforts of the U. S. Department of Agriculture and its agencies this surplus cotton is being made available for mattresses. For each family that is interested and can qualify under the eligibility regulations as listed in this article there are 50 pounds of cotton and 10 yards of ticking available for the construction of a high quality mattress.

The Extension Service, Agricultural Adjustment Administration, Surplus Marketing Administration, Farm Security Administration, and county court are cooperating to make this program possible.

Mattress making centers will be established. The home demonstration agent and home supervisor of the Farm Security Administration will train leaders and supervise the construction of these mattresses. The only cost to the families will be the effort to make them and a nominal fee for the twine, thread, and needles used in their construction.

Clackamas county is doubly interested in this national program because each year we send thousands of pounds of vetch and pea seed to the south for their soil building and soil conserving programs, states Inskeep.

Those who qualify under the eligibility plans of this program should contact the Extension Service, Agricultural Adjustment Administration, or Farm Security office for an application blank. These applications may be signed at these offices or at community meetings held by these agencies throughout the county.

All applications must be on file in these offices by April 1. It is estimated that 1,000 mattresses will be made in Clackamas county under this program.

A farm family whose net income is \$500 or less per year for a family of one to four persons may qualify. If there are more than four family members \$50 for each additional member may be added; five members, \$550, six members, \$600, etc.

To determine the net income subtract the cost of operation of the farm from the total income from all farm sources, sale of crops, livestock, etc. The cost of operation will include such items as labor hired outside of the family; feed purchased, taxes paid, water rights, threshing expenses.

A part-time farm family may qualify if at least half the income is from agriculture, and if their total net income from farm and non-farm sources is not over \$500 for a family of four members. An additional \$50 may be added to this income for each additional family member; \$550 for five members; \$600 for six members etc.

The total net income from farm sources plus the total income from other sources is the gross income of the part-time farmer. An additional \$100 may be subtracted from this gross amount to determine the net income that will meet eligibility requirements for this program.

A non-farm family living in a rural area under a population of 2,500 (1940 census) may qualify, if their gross income is \$500 or less per family of one to four members, over four members add \$50 for each additional family member.

Each eligible family may receive material to make one full size double bed mattress for each two persons in the family, but the total is not to exceed three mattresses to a family. If the family has already received one mattress under the cotton-mattress program or the Works Projects Administration this is included in determining the total number which it may receive. A family of three may receive only one mattress; a family of five only two.

ABOVE THE HULLABALLO Debunking the Debunkers

Smearer, debunker, destroyer, iconoclast, vandal, wrecker, deviator, extirpator—they all mean more or less the same thing and they all have an unpleasant odor. The sneering invective of today's Smear Boys aims at the same destructive principles as do the impudent whimsies of those half-baked, self-styled historians who insult the intelligence of educated readers with their obvious efforts to tear down the idols and ideals which serve as an incentive to young Americans to live decent and upright lives.



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Heater and Defroster
1936 PONTIAC 4-door Deluxe
Heater

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1930 FORD tudor \$100.00
1929 Ford tudor \$50.00
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GEORGE E. KOCH

ORIENT GARAGE
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The abuse of America, and of all things and persons American, does not ring very musically in the ears of most of us, for most of us are proud of our country and of its great achievements and of its outstanding men and women. And so it isn't particularly pleasant to pick up a book by some American who discovers a century and a half later that our revolutionary armies were composed of "sprinters" and "milers" who won the War of Independence by so exhausting the always pursuing British that the poor fellows had to return to England for a rest cure. We wonder where he obtained his information. These athletes weren't recognized at the time—in fact the chroniclers of that day gave our forefathers a pretty fair rating.

When we read the works of the so-called "Debunkers," we take no particular pride in the knowledge that the Debunkers always seem to be American citizens and that America always seems to be the object of their debunking. Rather we feel a little shame when we realize that English and French and German and Spanish writers are inclined to eulogize their national heroes—never to drag them through the mud of far-fetched mutilations of fact.

When one of our Debunkers discovers after a hundred and fifty years that George Washington was a man of unenviable character and of unattractive habits, we wonder meekly where this genius unearthed knowledge which was not possessed even by that great man's family or friends or political opponents. Remarkable fellows these Debunkers, with a phenomenal faculty for unearthing that which never was.

When we are told by some pseudo-historian that the greatness of Abraham Lincoln was a myth and that the hero whom we have been brought up to admire so greatly was just a second rate political bouncer—we begin to wonder what state, in the process of evolution, we more ordinary folks have reached if our greatest men are just too much hokum. How have we managed to feed ourselves all these years? How have we learned to read and write and wear clothes and play bridge whist? How can a nation whose

best human products are so mediocre, hope to stand up against a chap like Handsome Adolf Hitler?

The answer is simple. It isn't the American people who are out of step; it isn't that our national heroes can be justly removed from their pedestals. The great men of American history were just as magnificent as you were told in your school books—"debunking" to the contrary notwithstanding.

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SPORTS

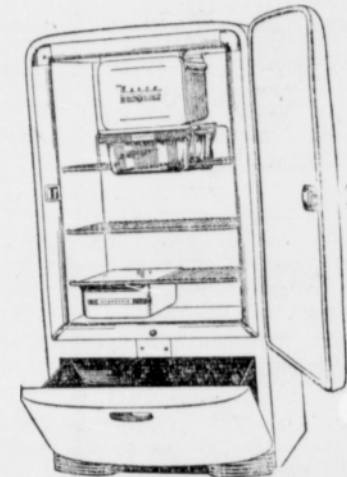
A group of our local Sandy Sportsmen are planning on attending a meeting, Sunday of the Troutdale Gun club. This meeting is being held in regards to the fish and game situation.

The Sandy Sportsmen appointed the following men on committees for the coming year: Trap Committee—R. S. Smith, Guy Robertson and Bob La Gourgue.

Fish Committee—H. B. Reed, Melvin Hanneberg, and Lyle Seaman.

Game Committee—Fred Proctor, Lenard Forsythe, and Jim Folsom.

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Recleaned Grey Oats Recleaned White Oats
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GRESHAM, OREGON

Store Phone 234

Feed Dept. 4441

BARKER'S BUGLE

Smiles — and — Values

HOWDY FOLKS:

Many hands make light work—also a good jack pot.

Mistress: "When you wait on the table tonight, please don't spill anything in front of all my guests."

New Maid: "Don't worry, Ma'am. I don't talk much."

Diner: "Two eggs please. Don't fry them a second after the white is cooked. Don't turn them over. Just a small pinch of salt on each. No pepper—Well, what are you waiting for?"

Waiter: "The hen's name is Betty. Is that all right, sir?"

With a grinding of brakes, the officer pulled up his car and shouted to a little boy playing in the field: "I say, sonny, have you seen an airplane come down anywhere near here?"

"No, sir," replied the boy, trying to hide his sling shot. "I've been only shooting at a bottle."

LOOK OVER THE

10c Table

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ANY TIME for a DIME

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