

Dale Carnegie

5-Minute Biographies

AUTHOR of 'HOW TO WIN FRIENDS
and INFLUENCE PEOPLE'



HOLDING ONE JOB AND TRYING ANOTHER

In a New York hotel, I interviewed a man who had a job that

would not support him, and he told me what he did about it. The job the man had was peddling pencil-sharpeners from office to office in the business district of Chicago. He was married and had three children.

He was so poor that he bought a half-soling outfit and half-soled the shoes of the family. He worked even harder at his pencil-sharpener selling, but it wasn't enough.

So he decided to do something on the side while he was still canvassing. He had never been trained for special work. He had once been a policeman in the railroads in Salt Lake City, but he couldn't get a side line like that in Chicago. He had once been a cavalry officer, but he couldn't get a job at that, either. He seemed beaten, but he wasn't. Not his kind.

He tried to think of something he could do at night, after his street-tramping. As he was coming back on a street car from his sharpening-selling, he read a short story, and said to himself, "I can write as well as that."

And that very night he began. It was a wild, impossible story about a beautiful girl who lived on Mars. He finished half of it and sent it to the All-Story Magazine. The editor replied that if he would finish it, and if the last part was as good as the first part he would buy it.

He dashed into it in earnest, then, and lo and behold! a check for \$400 came back. He was a millionaire!

But he still held his door-to-door canvassing job. Nights he pushed his pencil. One night he started a story about a semi-wild man who lived in Africa. He needed a name for his character. He wrote three on a piece of paper, and selected one, Tarzan. The name of the peddler of pencil-sharpeners is Edgar Rice Burroughs.

He was astonished how his stories caught on. Never in his wildest dreams had he ever visualized such success. He moved to California and bought himself an estate with a private golf course. The success of his books was world-wide. In former Czechoslovakia, his books were used in the public schools. Since he started that midnight story of Tarzan, more than 24 million cop-

'Drat Those Insects!'



ies of his books have been sold. He told me that the turning point in his life had come when he had determined to hold one job while he tried out another. That one idea took him from poverty to the millionaire class. The idea is perfectly sound, and it may be something that you yourself can apply. If you are not making as much as you need, then hold the job you have and work up one on the side. It will probably not be easy, but it can be done.

prevent piling-up surpluses was necessary in view of a prospective carryover of around 500 million bushels on July 1, 1942.

Acreage figures for each county, based on the lowered national and state allotment, have been worked out by the State AAA Committee. The county committee is proceeding with preparation of individual farm allotments for Clackamas county.

Curry, 1; Deschutes, 5; Douglas, 4; Gilliam, 0; Grant, 0; Harney, 0; Hood River, 2; Jackson, 10; Jefferson, 0; Josephine, 2; Klamath, 10; Lake, 2; Linn, 5; Lincoln, 0; Malheur, 4; Marion, 11; Morrow, 0; Polk, 0; Sherman, 0; Tillamook, 2; Umatilla, 3; Union, 3; Walla Walla, 1; Wasco, 6; Washington, 3; Wheeler, 0; Yamhill, 3; Multnomah, 33; Lane, 16.

County News

Clackamas County wheat growers can expect a reduction in their 1942 wheat acreage allotments, in accordance with the national and state allotments announced by the department of agriculture recently. G. R. Cumberland, chairman of the county AAA committee, said yesterday.

The national allotment of 55 million acres for 1942 is the same as the 1939 allotment, and is 7 million acres smaller than the 1941 allotment. The state allotment is 756,281 acres. The allotment is based on adequate supplies of wheat for domestic consumption, exports and reserves. Reduction in wheat acreage to

STATE NEWS

Six counties reported 58 percent of the fatal accidents occurring in Oregon during the first six months of this year, figures compiled at the state traffic safety division disclosed today. These counties were Multnomah, 33; Lane, 16; Marion, 11; and Clackamas, 10; Jackson and Clatsop with ten each.

There was a total of 156 persons killed during the first six months, a decrease of slightly more than four percent from the total for the first six months of last year when 162 persons lost their lives in traffic accidents in this state.

Lane county's death list of 166 percent over the toll for last year when six persons were killed during the first half of the year. This increase was the heaviest reported in any of the more thickly populated counties in the state. Clatsop, with ten deaths this year against four last year, had an increase of 150 per cent.

Following are the counties and the number of persons killed during the first half of the year: Baker, 1; Clackamas, 6; Clatsop, 10; Columbia, 5; Coos, 1; Crook, 4;

News of 4-H CLUBS

Clackamas county 4-H club members and leaders will hold their annual picnic at the Clackamas county fair-grounds Sunday afternoon, July 20. The picnic is sponsored by the 4-H local leaders' league and will be a pot-luck affair with lunch served between 12:30 and 1:00 p. m. Baseball, lots to eat, and games will be feature attractions of the afternoon for 4-H club members.

Ice cream will be served by the local leaders' league, and a large group of club people are expected from all over the county. Approximately 250 attended this annual picnic last year.

SDA Revokes License Of Cream Grader

Draastic action which officials of the state department of agriculture feel should serve as a warning throughout the state was taken this month when the department revoked the license as a cream grader in Oregon of Earl H. Atkinson of Alsea. The action followed a hearing

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conducted in Salem and at which Atkinson admitted he had not graded cream received at his station at Alsea.

Under state law, all cream received for commercial use must be graded as soon as it is received at any plant, creamery or receiving station. The law requires also that a price differential based upon grade be paid to the producer.

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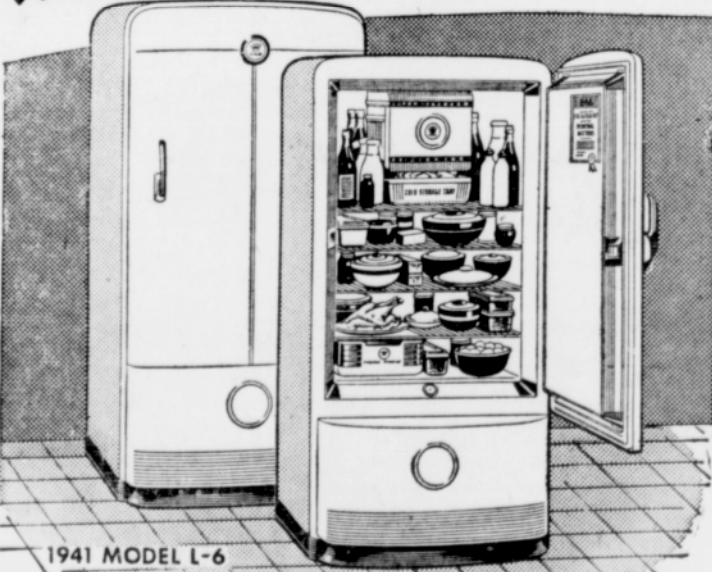
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