THE MORNING ASTORIAN, ASTORIA, OREGON.

WEDNESDAY, OCTOBER 3, 1906.



hogs to market, where he bought him

one different from all the rest. It was a Davies with the answers all together in the back. You figured away, got |+ the President now declares for the lyn Union. Josh Billings style of spelling to help

the people out."

"MAN WANTED."

You may be smart, sharp, shrewd, cunning, long-headed, you may be a good schola, very clever, even brilliant. but are you sound? That is the question everybody who has any dealings with you will ask. Are you sbstantial, solid? Have you a level head? Everywhere we see mon who are very brilliant out of work, plenty of sharp men who wonder why they do not get responsible positions. But people are afraid of these one-sided, poorly balanced men. Nobody feels safe in their hands. People want to feel that a man in a responsible position, can keep a clear brain and level head no matter what comes that he cannot be shaken from his center, no matter how much influence is brought to bear upon him. They want to be sure that he is self-centered, that he is sound to the very core. Most people overestimate the value of education, of brilliance, sharpness, shrewdness, which they think can be substituted for a level head and sound judgment. The great prizes in life do not fall to the most long-headed, shrewdness is not considered so important as his sound judgment. Re-

liability is what is wanted, Can a man stand without being tripped; and if scheme for the government to take conhe is thrown can he land upon his feet? trol of the distilleries? There would be Can he be depended upon, relied upon a rush to take the civil service exam-



as Hollister's Rocky Mountain Tea is made. Tea or Tablets, 35 cents, For Capital \$100,000 sale by Frank Hart.