

GROWING UP WITH WARREN HARDING

Persuading Marion to Advertise

By Jack Warwick

Boyhood Playmate, School Chum and First Newspaper Associate of the Republican Presidential Nominee

VIII

No dictionary gives a definition of the word "personality" that satisfies me. The word is much used and perhaps often abused. What is personality? I can't tell, but whatever it is, Warren G. Harding has it, or had it the last time I saw him. He had it back there in the cow pasture, when he got on the right side of the cow and persuaded her that he was interested in her welfare—and how was she feeling, anyway? He got results.

Today Marion, Ohio, is the best commercial advertising town of its size in the country. This is a daring statement, but a look at the Daily Star will be all the verification any reasonable human being could want. That is the work of Warren G. Harding—W. G., as we always called him in the old days, as he is known in the office today. The big chief in other newspaper offices is referred to as "the old man," but W. G. was never given that title. He was one of us, and he insisted that we worked "with him," not "for him."

As an advertising solicitor or persuader, W. G. always got on the right side of the cow. He convinced her that she ought to "give down." Not because the kitten was starving to death for want of nourishment, but because it meant health and happiness to the cow. Today, in the absence of the persuader, the cow is still "giving down," for her general

well being. And the kitten is large and fat and sleek.

The Tramp Printer With a Valet.

Returning to the lean days, the days of adventure, I must mention a wandering printer who was overlooked in the preceding chapter—Shorty Johnson. He was younger than the others and came later. I am of the opinion that he is still alive, notwithstanding the past two years he neglected his duty of periodically sending me a personal message to the effect that he had not as yet choked to death on leafsteak. I hope he has not choked to death on the price.

Shorty was a recurring ray of light in the old days. He liked W. G., and could never leave the Star office out of his itinerary. His one unvarying salutation on each return took the form of an interrogation, as follows: "How are you fixed?" That is what Shorty will say to St. Peter when he reaches the gate, and he will be excused on the ground of force of habit.

I cannot leave this subject without yet another reference to a character whose name has slipped my memory. He is the man who, when with us always slept in room 4 of the Flite block "suite." After he had plugged along far into the night, this old fellow, who was a Civil war veteran, would make up his bed of old newspapers and lie down to pleasant dreams, always quoting as

his goodnight word to us: "Wake me up when Kirby dies."

A few years later, following the arrival of the linotypes, this grand little old fellow appeared at the new Star office attired in fashionable clothes and accompanied by a valet. He had fallen heir to considerable money. To gratify the yearning of his heart, he was making the last round of the old circuit, and dropped in to see W. G.

Warren G. Harding seemed to thoroughly understand these irresponsible, carefree wanderers. To him the hidden treasures of their souls were revealed and he saw them not as tramp printers but as men capable of human emotions.

W. G.'s Unchanging Newspaper Policy.

We started the Star off with a policy that has never been changed. It was to boom Marion and Marion men against all outsiders. Every enterprise was given all the attention the traffic would bear.

In the early days this might not have been much, but as the paper grew in size and circulation more space was devoted to the boom business. We exploited railroads that never got beyond the blueprint, and we saw smoke rolling out of the chimneys of factories before the excavations were made for the foundations.

If a Marion man wanted a state office or a congressional nomination, he was the Republican or Democrat, his cause was the Star's cause against all comers. Our railroads were not all built, the factories did not all come to town nor did our Marion men all get office, but the Star never felt ashamed of its work.

The new counter across the combination business and editorial room soon justified itself. Though never crowded by day, it was at times rushed to its capacity by night, being long enough only for two to sleep on comfortably.

Editor and Publisher Harding was still doing all the outside work—reporting, soliciting ads and making use of his personality in advancing the good will of the paper. As for me, I took a turn now and then at writing so-called editorials and paragraphs, and going out after an occasional "big story." My stuff always got over because it made copy.

A Rare Combination.

Something like this ought to be said here, if anywhere. We did not labor under false pretenses in the old Star office, W. G. and I. We did not take ourselves too seriously. We never slapped me on the back and I never praised him for anything he did. We didn't "slop over." Always we hammered back and forth at each other in splendid good humor, and there is nothing to regret. Our relations did not change when he became employer. Everything remained the same as when we were business partners. The Star was his baby now, but it was still mine to chuck under the chin. Sometimes I made it say "grog" and smile.

W. G. was making the paper go, and I contributed my mite in the way of helping him. He was the responsible head, and as such he, and nobody else, is entitled to credit. But for his indomitable will, his unshrinking courage and his talent

FALLS CITY AND DALLAS GET RISES

Telephone Rates Increased by Orders of Public Service Commission

SHERWOOD IS HIGHER

Toll System Is Allowed Between Dallas Lines and Independence

Increased rates for telephone service are allowed the Dallas Telephone company and the Sherwood Telephone company in two orders handed down yesterday by the public service commission. The new rates become effective August 16.

In both orders the commission points out that rates now effective are insufficient to produce an adequate return, considering the increased cost of operation. In the Dallas company order, besides the increased rates, the commission allows a toll rate of 10 cents for the first three minutes and 5 cents for each additional three minutes or fraction thereof for conversations between stations of the Dallas company and stations on the Independence and Monmouth lines.

The Dallas Telephone company has exchanges at Dallas and at Falls City with service also extended to farmers' lines. No complaints have been made about the service at Dallas but the Falls City service has been subjected to severe criticism from patrons, and the order requires corrective measures.

The Sherwood Telephone company maintains an exchange at Sherwood, Yamhill county and reaches the surrounding community. The following monthly rates for wall sets, with 25 cents additional for desk sets, are established by the commission for the Dallas Telephone company:

Dallas
Unlimited business service: one-party line, \$3.50; two-party line, \$2.25; ten-party suburban line, \$2.75; extension without bell, 70 cents; extension with bell, 75 cents; extension bell only, 15 cents.
Unlimited residence service: one-party line, \$2; two-party line, \$1.75; four-party line, \$1.50; ten-party suburban line, \$1.50; extension without bell, 65 cents; extension with bell, 50 cents; extension bell only, 15 cents.

Falls City
Unlimited business service: one-party line, \$2.75; two-party line, \$2.25; ten-party suburban line, \$2.75; extension without bell, 70 cents; extension with bell, 75 cents; extension bell only, 15 cents.
Unlimited residence service: one-party line, \$2; two-party line, \$1.75; four-party line, \$1.50; ten-party suburban line, \$1.50; extension without bell, 65 cents; extension with bell, 50 cents; extension bell only, 15 cents.
Rural service: for farmer line switching, per subscriber, 50 cents; minimum charge per line, \$3 per month; rent magneto wall telephone (to utility for use of instrument), 25 cents.

Sherwood Rates
Below are the new rates fixed for wall sets on the Sherwood system, 75 cents to be added in each case for desk sets:

Unlimited business service: one-party line, \$2.75; two-party line, \$2.25; ten-party suburban line, \$2.75; extension without bell, 70 cents; extension with bell, 75 cents; extension bell only, 15 cents.
Unlimited residence service: one-party line, \$2; two-party line, \$1.75; four-party line, \$1.50; ten-party suburban line, \$1.50; extension without bell, 65 cents; extension with bell, 50 cents; extension bell only, 15 cents.
Rural service: for farmer line switching, per subscriber, 50 cents; minimum charge per line, \$3 per month; rent magneto wall telephone (to utility for use of instrument), 25 cents.

for getting on the producing side of the cow the Star would have perched in the early days of its reconstruction.

I have known better editors and better business men than Warren G. Harding, but he was a rare combination of the two.

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Tomorrow Jack Warwick will tell of Harding's 24-hour work days.

SILVERTON PERSONALS.

SILVERTON, Or., Aug. 9.—(Special to The Statesman.)—Trinity church had an all-day picnic at Selah springs Sunday. A very large crowd attended.

Miss Jean Adams was a north-bound passenger Thursday afternoon.

Miss Esther Denzel went to Portland Thursday to see about entering the Good Samaritan hospital for training.

Earl Helegson went to Portland for a few days' visit.

Mrs. Clara Baltimore is back from her trip to the coast.

Miss Lillian Sparks of Portland spent the week-end at the Alvin Davis home.

Mr. and Mrs. S. H. Meyer and family spent Sunday at Hubbard with Mrs. Meyer's brother.

Mr. and Mrs. Arthur Olson of Portland were week-end guests at the E. Olson home.

Mr. and Mrs. Martin Tinelestad and daughter Helen, were over from their farm near Salem Sunday to spend the day with friends.

Dr. Carl Wilson leaves the first of the week for Riddle, Or., where he will spend two weeks with his parents. Mr. Wilson's office will be closed until August 25.

Mr. and Mrs. John Olson and family are at Newport.

U. W. Hyett and R. M. Harding are at Belknap Springs.

Mr. and Mrs. Floyd Ingram have moved to Tillamook.

Mr. and Mrs. Tschantz have rented the Floyd Ingram residence on Mill street.

The Sunday school of the Chris-

tian church held a lawn party Monday evening at the home of Rev. Mr. Bennett.

J. B. Byberg has installed an electric lighting plant on his farm on the corner of Paradise and Waldo Hills roads.

Mr. and Mrs. Soule Shepherd are spending a few days at the coast.

Much Road Improvement Is Seen at Silverton

SILVERTON, Or., Aug. 9.—(Special to The Statesman.)—The roads in and about Silverton are undergoing extensive repairs. West Main street, on Liberty hill and East Oak street, on the east hill are both plowed up. As these are the main streets over the hills, it is necessary to make detours over roads which are far from good. Scanty road is again passable.

AT THE LIBRARY

New Books

"Putnam's Investment Handbook" a stimulus and a guide to financial independence by A. W. Atwood.

"Cost Keeping and Construction Accounting" adapted to any work consisting of numerous items, departments or divisions on which detailed unit costs are desired, by George Edward Ross.

"Elizabeth Cary Agassiz," a biography of the wife of Louis Agassiz who was herself president of Radcliffe College, by Lucy Patton.

"The Desert," further studies in natural appearances, a description of Arizona by John Van Dyke.

"Health Through Will Power," suggestions and possibilities for curative effects through will power, written by James J. Walsh who is a physician and psychologist.

"A Beginner's Star-book" an easy guide to the stars and to the astronomical uses of the opera glass, and the field glass and the telescope by Kelvin McGready.

"Garments for Girls," lessons on the making of ordinary garments using a drafting system by Celestine Schmidt.

"Regiment of Women," a novel by Clemence Dane.

"Celia Brouman," by Romain Rolland, author of "Jean Christophe."

"Land They Loved," novel by G. D. Cummins.

"The Shawnee's Warning," story of the Oregon trail for children by Lange.

"The Young Russian Corporal," the story of the youngest veteran of the war by Paul Iorgolevitch.

"Polly and Dolly" by Mary Frances Blaisdell.

Grow Your Hair FREE RECIPE

After being almost totally bald a New York business man grew hair—and now has a prolific growth at age of 66—for which he will send the genuine recipe free on request to any man or woman who wishes to overcome dandruff or gain new hair growth. Or testing box of the preparation, *Rebelle*, will be mailed with recipe if you send 10 cts. stamps or silver. His address is John H. Brittain, 27-301, Station E, New York, N. Y.



Dress Goods, Silks, Mens and Womens Furnishings

Coats and Suits, Millinery etc.

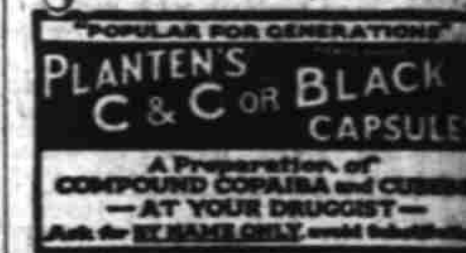
Our Prices Always The Lowest

GALE & CO.

Commercial and Court Formerly Chicago Store

FEWER TOURISTS IN JAPAN.

TOKIO, July 24.—Foreign visitors to Japan are decreasing in numbers, the Japan Tourist bureau has announced. Officials say most of the foreign residents of China, the South Seas and other parts of the Orient, who formerly toured Japan in the summers, are going to their home lands this year. Feeling aggravated by the Shantung question has caused a marked decrease in the number of Chinese visitors, it is thought.



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PLANTAIN'S C & C OR BLACK CAPSULES
A Preparation of COMPOUND CAPSAICIN and CURCUMIN
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Ask for the NAME ONLY, would not substitute

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A Wonderful Medicine

The scientific blending of reliable vegetable remedies of benefit to persons who suffer from—

Nervousness
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Slow Recovery from Influenza and Kindred Ailments

Sleeplessness
Loss of Appetite
Digestive Troubles

Are you run down? Are you irritable? Are you overworked? Then try this approved remedy and satisfy yourself of its beneficial ingredients.

Briacea is sold in original 16-oz. bottles only. Refuse all substitutes.

Sole Manufacturers
BRIACEA DRUG COMPANY
Kansas City, Mo.

ASK YOUR DRUGGIST

"It sure will Tickle You" says the Good Judge



To find how long the full rich taste of the Real Tobacco Chew lasts.

That's why it really saves you money to use this class of tobacco instead of the ordinary kinds.

Any man who uses the Real Tobacco Chew will tell you that.

Put up in two styles

RIGHT CUT is a short-cut tobacco
W-B CUT is a long fine-cut tobacco

Wayman Brothers Company, 1107 Broadway, New York City.

Ladies' READY TO WEAR

Of the very latest up to date styles and the best of quality and workmanship has been arriving in large quantities so that you can now pick out your fall needs in the line of

Coats, Suits, Skirts, Dresses and Millinery

By coming early will enable you to get your pick of the best. You Know Our Prices Are The Lowest.

Coats	\$18.50 to \$87.50
Suits	\$24.75 to \$62.50
Skirts	\$4.98 to \$25.00
Dresses	\$16.50 to \$45.00
Ladies' Hats	\$4.98, \$5.90, \$6.90, \$7.90, \$8.90

J.C. Penney Co.

A Nation-wide Institution

297 STORES

MR. E. CONOMY,

Has Cut Our Prices



20% on all Men's Suits!

GROCERY'S SPECIALS

No. 8 Cottolene.....\$2.59	ONE PAIL of Pure
No. 4 Cottolene.....\$1.25	Lard 4-lbs. 4 oz. \$1.10

These specials in addition to the super values I am giving throughout the entire store

BASEMENT OF ECONOMY

Offers of Hundreds of Bargains

Mr. E. Conomy

THE PEOPLE'S CASH STORE

Shop Where The Crowds Buy