

The Daily Astorian.
 ASTORIA, OREGON:
 TUESDAY, JULY 12, 1887
 WHAT MAY BE ACCOMPLISHED BY ENERGY AND PERSEVERANCE.

Col. H. W. PINEKEY, in *Dixie*, a newspaper published at Atlanta, Georgia, relates the following incidents, which came under the writer's own observation, where success trod closely on the heels of perseverance and industry:

A man may make a living and also make money, in hundreds of different ways in this country, and it is a mighty good thing that this is so, else over-production would be the rule, not the exception. I know a man who is getting rich out of baby swings. It's a simple, cheap thing to make, and he started in a simple and cheap way to make them, his entire outfit of tools comprising two saws, two saw benches, a draw shave, two hand planes, a brace and some bits, a rough work bench. He didn't stand around with hands in his pockets waiting for somebody with capital to come along and boost him. Not much. He thought these swings would sell, so he made one and peddled round until he found a purchaser. Then he made another and sold that, and thus he kept on until finally people began to think his swings were a good thing to have in the family, and they began to inquire for them. He started eight years ago, and alone did all the work of making and selling them. Things with him are different to-day. He has a shop two stories in height, and machinery for sawing, planing and boring, mortising, turning and sandpapering the material entering into the construction of these swings. In that shop forty men find constant employment, and, as I said before, the owner is getting rich out of it. Counting the wives and children of the workmen in that shop, there is a population of nearly or quite one hundred and fifty making a living out of one man's idea that a baby swing would sell. A baby swing is not a very big thing, but it is in this case big enough to keep quite a little village busy and comfortable.

A step ladder is a mighty handy thing to have around the house. Five years ago three men, by the closest kind of scraping, twisting and borrowing, managed to get together five hundred dollars. They bought some lumber, rigged up a circular, or buzz, rip saw, and started in to make step ladders. For two years it was a struggle of the hardest kind; sales had to be made by personal canvasses, prices obtained permitted no margin of profit, and the outlook was of such a discouraging nature that their friends and neighbors pitied them first, then prophesied dead failure, and finally laughed at their folly in sticking by a losing game. There came a change, however. A prominent house-furnishing goods firm one day wrote them for prices on five thousand ladders. The size of this possible order very nearly took them off their feet. They had sense enough, however, to understand that this big house would not give them the order unless prices were made away down, so they sat down and figured the thing over, and having decided that matter, awaited the result, which turned in their favor and they got the order. They went to work; each one took his coat off and pitched in; they worked sixteen hours a day until that order was filled, and it was filled on time, and each ladder was honestly made. The only expense they realized was for lumber, screws and paint. They had done all the work themselves. This was the turning point in their business career. Within a month from the delivery of these five thousand ladders they had contracted with the same house for a monthly supply of two thousand five hundred. They were on their feet now, and began to push things. They are turning out to-day, with fifteen men, ten

thousand step ladders each month, and have been doing this for more than a year. A step ladder is a little thing, but these men are making money out of them.

About fifteen years ago, in one of the big planing mills of Chicago, a strip of board catching, in some unaccountable manner, on a buzz saw, was hurled with violence against the leg of one of the workmen, breaking it and badly mangling the flesh. The injury resulted in incapacitating the man for performing the labor required of him in the mill, and he was compelled to seek other means of livelihood. A man of fine mechanical attainments, his endeavors very naturally sought outlet in that direction, so he built, after his own ideas, a scroll or fret saw, foot power, and rigged up a seat on it, as he was unable to stand for any length of time, and began sawing out and putting together articles for household ornament and utility. He regarded this as simply a temporary means of making a living. After a time he added to his scroll saw a light boring attachment and then a little turning lathe. Then he bought a cheap set of carver's tools. You see he was always looking out to save labor and to combine originality in the articles he turned out. Time ran along, and almost before he knew it he was getting more orders than he could, alone, fill, so he hired a man to dress and prepare his materials, lay out the patterns, and put the articles together. Still his orders increased, and he hired another and still another man. To-day he has thirty men in his employment, and he does no physical labor himself. Making money? Yes, right along, but it was a very little thing that gave him his start.

Now, the point I wish to make is this: Capital, in large amounts, is not necessary in the founding of industrial enterprises. A good deal of pluck and energy, and unconquerable perseverance, are better than money, because, having these, money becomes the result, not the means, of success. Money is valuable, not as the means by which an end may be accomplished, but rather because it is the result of an accomplished end. It has power, immense power, but without energy behind it, it is powerless. Perseverance and energy can make money, but money cannot make perseverance and energy. What I would like to see is more small industrial establishments. I would rather see a dozen shops employing three men each, than one shop employing three dozen men. There is more money in the three dozen, because there is greater possibility for their expansion and growth. Don't wait for the establishment of big enterprises with heavy capital, but start little ones in a modest way, and then let them grow, as the majority of them surely will.

Terrible Pains.
DR. FLINT'S HEART REMEDY banishes sickheadache, and will prevent the return of this most terrible of pains, if taken when the warning symptoms give notice of the recurrence of an attack. At druggists \$1.50. Descriptive treatise with each bottle; or address J. J. Mack & Co., S. F.

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 Fresh Lime, Cement and Plaster Paris, at J. H. D. Gray's.

NEW TO-DAY.

Young Men's Christian Association Oriental Entertainments.
 To be given at Liberty Hall by
WADE-EL-WARD.
 (Native of Jerusalem, Palestine.)
 This distinguished Oriental Scholar and Lecturer, on the Life of Jesus, aged 22, about 5 ft. 10 inches in height, about 150 lbs. in weight, reddish brown hair and mustache; drowned from his boat near Sand Island, while fishing, about June 27.
 Thursday, July 14th—"A deauky ride from Dan to Beersheba."
 Friday, July 15th—"A pilgrimage to Mecca with the Mohammedans."
 Saturday, July 16th—"One hundred minutes with the people of Jerusalem."
 The description will be given in costume and with Tableaux, assisted by twenty persons.
 Eight o'clock.
 Course Tickets, One Dollar.
 Single Admission, Fifty Cents.
 Everybody is going! So you will be there.

\$25 Reward.
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 AUG. DANIELSON,
 Secretary Scandinavian Benevolent Association.

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 MEYER, WILSON & CO.
 Astoria, July 9, 1887.

A NEW ENTERPRISE
 By an Old Citizen,
The Astoria Pioneer
 (DAILY AND WEEKLY PUBLICATIONS.)
 Will appear August 1st, 1887, under the Supervision, Management and Editorial Control of The Pioneer, Publisher and Founder of "The Astorian."
 HON. D. C. IRELAND.

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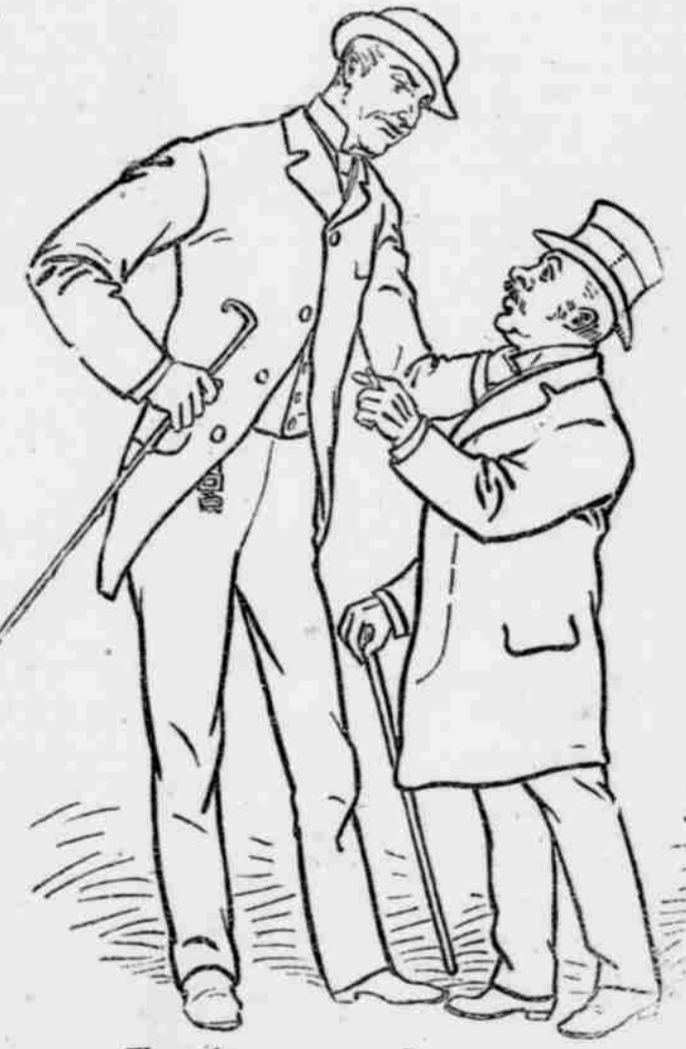
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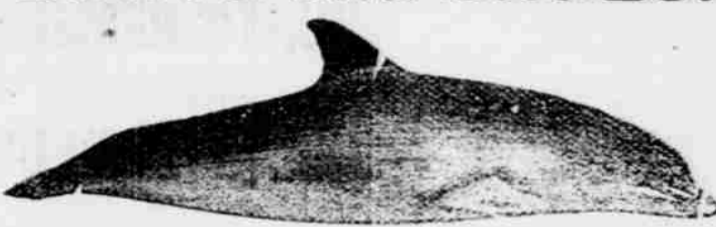
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