

The Way of Life

by BRUCE BARTON

DULL MEN

I am getting old enough now so that some of the little acorns which I saw planted are beginning to show up as quite sizeable oaks.

For example, there was an office boy in the place where I worked after leaving college. He was not a bright office boy. We did not think that he would ever amount to very much. He did not think so himself. He just kept on keeping on.

Well, the other day I picked up a trade paper, and there was a big photograph of our ex-office boy, and the announcement that he had just been elected president of a rather important company.

As years go on, and the business of the country expands, his company will expand with it, for he will be a careful administrator. And some day his associates will give him a dinner and hail him as a great leader, and his picture will be hung in the Board Room.

Perhaps you have read Mr. Woodward's biography of General Grant. If so, you remember that he stood low in his classes at West Point, and was later discharged from the army. When the Civil War broke out he was such a failure that his letter offering his services to his

country was not even answered by the War Department.

The army was full of more brilliant men. Halleck, for instance, knew all about tactics. In any crisis he could tell just what Napoleon would have done. McClellan had a touch of genius. What did Grant have?

He had a superstition. When he started out on anything he hated to turn back. It applied even to small things. If, when he left the house in the mornings, he found he had forgotten something he never retraced his steps. Always he went forward. And when he came to command armies he did the same thing. Doggedly, ploddingly, but inexorably he pushed ahead.

When I was in college, the President said, "Henry Ward Beecher, when a student in Amherst College, stood at, or near, the foot of his class. Nearly a hundred years have passed, and Amherst College has produced no second Henry Ward Beecher, though many men have stood at, or near, the foot of their class."

Just being dull, or standing at the foot of the class, is no assurance of success, of course. On the other hand, it is nothing to be discouraged about—a fact of which I see more evidence almost every day.

acter and reputation that his friends did as he asked them. He bought the Winton car, drove it back to Oelwein and took his young wife for a ride, then proceeded to take the car apart. He took it down and put it together again eight times before he was satisfied that he knew all about automobiles. Then he got himself a job in an automobile factory.

His name was—and is—Walter P. Chrysler, and the tallest building in the world stands at Forty second Street and Lexington Avenue, New York, a monument to his success in designing and building automobiles.

Chrysler knew what he wanted and had the courage to go after it, and that is two-thirds of the secret of success.

SIMPLIFICATION

California announces that 112 state bureaus, commissions and departments have been consolidated into eleven. New York recently merged 180 different departments in 18. Maryland has reduced the number of state departments from 85 to 9.

One cause of high taxes is the multiplicity of government bureaus and the difficulty of fixing responsibility for the expenditure of public funds.

No nation has yet found out how to run a government efficiently and economically. We probably come nearer to it, as a whole, than any other great nation.

EXPANDS MARKET NEWS.

Sections of the state marketing large volumes of any particular crop at certain seasons may now receive special direct market reports each day through an arrangement with the county agent and the Oregon Extension service. A new automatic telegraph printer has been installed in the market news office on the campus which enables L. R. Breithaupt, extension specialist, to relay spot news to the counties as soon as it is received in the office over the leased government wire. Klamath county producers are using this service in their potato marketing this year.

A Scotchman found it necessary to notify his wife that he might be home late that evening, in which case he would phone her. This is what he told her:

"I'll ring ye at 6 o'clock. When ye hear the bell ye'll know it's me. Dinna answer it, and I'll get ma nickel back."

Has Tuberculosis



Physicians have diagnosed the ailment of Herbert Hoover, Jr., the President's oldest son, as tuberculosis of the lung, but believe they have discovered it in time for a cure.

That is quite natural, when you consider that everybody in America is here because he or his ancestors had more than the average of initiative, courage and enterprise common to the people of the land from which they came. The dull, unimaginative plodders were left behind. If there is anything in heredity, we have a decided edge upon all the peoples of the Old World.

POPULATION

The village of Whitehall, Owen County, Indiana, a town so small that it hasn't a newspaper, comes into the news again for the first time in ten years. Whitehall is almost the exact center of population of the United States.

The United States is getting settled. In 1790 the center of population was 32 miles east of Baltimore. In 1800, it was 18 miles west of Baltimore. In the course of the next hundred years the population center moved westward at the rate of about 4.83 miles a year.

From the center of population there are just as many people to the north as there are to the south, as many to the West as to the East, as many in any direction as in the opposite direction.

CHRYSLER

A Kansas boy who had a job and \$700 in the bank in Oelwein, Iowa, went to an automobile show in Chicago twenty years ago. He wanted to see what the insides of one of those new-fangled machines looked like, how it worked. He could not find out all he wanted to know, so he asked the price of one of the cars. It was \$5000.

"I'll buy it," he said. He telegraphed back to Oelwein, to his bank to send on his \$700, to several friends to indorse his note for \$4,300. It was a tribute to his character and reputation that his friends did as he asked them.



SILVER

With the decline in the use of silver for money, all over the world, the price of the metal is lower than at any other time in history, measured by the gold standard. The silver dollar, once cherished in the West and South above all forms of currency, has almost passed out of circulation.

Senator Oddie of Nevada, the principal silver-producing state, now proposes the coinage of a silver dollar which would have no special intrinsic value but be a "token" like the half-dollar, quarter-dollar and dime, all of which are worth less as metal than their stamped value.

One good reason for restoring the silver dollar to circulation is the fact that it costs the Government about two cents a year to replace each dollar bill with a new one as the old ones wear out.

COMPETITION

Thomas A. Campbell, Montana farmer who has been showing the Russian Government how to apply American Agricultural methods, has returned and says that Russia will be a strong competitor in the world's agricultural markets in a few years, but merely because of her size. In other respects we have little to fear from Russia or any other European nation. While they are trying to introduce American manufacturing methods, the people as a whole move too slowly to accomplish as much in a given time as we do.

U.B. Frifty



Make Uncle Sam your Errand Boy

WHEN your time is limited, and every daylight hour must be used on the farm, just drop your banking transactions in an envelope and address it to us.

Your letter will receive the same careful attention that you would if you came in person.

Banking by mail saves you time for important work—you'll like it!

FARMERS & STOCKGROWERS NATIONAL BANK

There is No Substitute for Safety

Housekeeping Has Become Homemaking

MODERN, up-to-date Electrical Appliances are almost human in their operation. They make EVERY household "job" a joy—quickly, cleanly, conveniently.

Today's housekeeper is no longer home-bound. She has become a home-maker, with countless leisure hours added to her calendar by electrical servants. These are instantly punctual, delightfully dependable and increasingly economical as commanded to service with the un-failing energy of the

Pacific Power and Light Company

"Always at your Service"

CANNED FOODS EVENT

MACMARR STORES

New 1930 Packed CANNED GOODS

All of the canned goods featured here at these very low prices are all new pack and guaranteed to be of the very finest quality. We would like to call to your attention that MacMarrs are the first in the city to offer new packed merchandise at new adjusted prices. The reason for this is that MacMarrs buy for cash as well as do they sell for cash. In so doing it is possible for us to get into the field ahead of all others demanding QUALITY, PRICE and SERVICE which has again placed MacMarrs ahead in the race for new merchandise.

Hundreds of Car Loads

It would surprise you to know the vast purchasing power of MacMarrs two thousand stores—hundreds and hundreds of car loads of canned goods are rolling into the field to make this big organizational sale a success. The prices that are quoted to you on this high quality merchandise will make you think that it would naturally take a good many hundred car loads of this merchandise to serve such a sale.

MACMARR STORES

OUR BIG FALL CANNED FOODS EVENT is in progress, bigger values than ever, better prices than ever, a big variety of canned foods, delicious, high quality products from the world's finest producing centers—meets your eyes in every one of our completely stocked stores. Come in, buy your canned foods now.

REMEMBER THE DATES

From Friday, October 24, up to and including Friday, October 31

CORN Twin Peaks Brand Yellow Bantam 2 Cans 25c 6 Cans 72c Per Case \$2.69	Tomatoes Twin Peaks Brand, No. 2 Tins, Standard Pack. 2 TINS 25c 6 TINS 69c PER CASE \$2.49	MILK Darigold Brand—A western product. Wins its favor through its flavor. 11 Cans 95c Per Case \$3.89
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KRAUT Fine Shredded, extra quality. 2 Large 2 1/2 Tins 29c 6 Large Tins 84c	PUMPKIN Extra Quality, No. 2 Tins 2 TINS 25c 6 TINS 69c	CATSUP Extra Fine Quality Per Gallon 64c 2 Gallons \$1.24
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FLOUR The Wonderful MacMarr Quality. Per 49-lb. Sack \$1.39	PINEAPPLE Fancy Broken Slice 3 Large No. 2 1/2 Tins 69c 6 Large No. 2 1/2 Tins \$1.35	STRING BEANS A Truly Wonderful Quality at this Price. 2 No. 2 Tins 28c 6 No. 2 Tins 79c PER CASE \$2.89
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PEAS An Extra Quality No. 5 Sieve 2 No. 2 Tins 29c 6 No. 2 Tins 79c PER CASE \$2.95	COFFEE MacMarr, the most popular coffee in Heppner 3 Lbs. \$1.00	POTATOES Fancy Graded Netted Gems. 50 LBS. \$1.09 100 LBS. \$1.89
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Salad Dressing Full Pint, Packed by Nalley's PER PINT 25c	Sandwich Spread Fresh shipment, good quality 5 LBS. 49c 10 LBS. 95c	SUGAR Pure Cane, we sell no other kind. 100-LB. BAG \$5.29
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Oleomargarine A Product of Swift & Company 3 lbs. 44c

PUMPKIN Large tin, No. 2 1/2 size, Extra fancy new pack. 2 TINS 29c 6 TINS 84c 12 TINS \$1.59	CORN Cooked on the cob and sliced off free from hard particles. 2 TINS 35c 6 TINS 98c 12 TINS \$1.89	PEAS No. 2 sieve, small size, sweet as sugar, tender and delicious. 2 NO. 2 TINS 43c 6 NO. 2 TINS \$1.19 PER CASE \$4.59	ST. BEANS Extra Standard Cut Beans of superior quality. 2 NO. 2 TINS 35c 6 NO. 2 TINS 98c PER CASE \$3.79	SALMON Alaska Pink, A product of Libbys—delicious hot or cold. 4 TINS 49c 12 TINS \$1.45	SOAP Crystal White, the world's most popular laundry soap today. 10 BARS 39c 26 BARS \$1.00	ST. BEANS Asparagus style String Beans, the very finest string beans grown and packed. 2 NO. 2 TINS 45c 6 NO. 2 TINS \$1.29
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TO THE TRADE: "We want to say we have sampled every kind of canned article mentioned in this advertisement and can say without contradiction that we have absolutely never seen anything to surpass them in quality, even at a much higher price."—Manager.

CORN Famous MacMarr Del Maize Yellow. 2 No. 2 Tins 35c 6 No. 2 Tins 98c	Tomato's No. 2 1/2 Size Solid Pack Tomatoes. 2 Tins 35c 6 Tins 99c	PEAS No. 4 Sieve, very tender and sweet 2 Tins 35c 6 Tins 99c	CORN No. 1 Tins MacMarr Del Maize corn, ideal for small families. 2 Tins 25c 6 Tins 72c	Tomato's No. 2 1/2 Size Standard pack Tomatoes. 2 Tins 28c 6 Tins 79c Per Case \$2.95
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MacMARR STORES, HEPPNER