



**LOOK AT THE AVERAGE**

One of my friends, who now occupies a high position, started life as a salesman for the National Cash Register company. He thought that if he could sell cash registers to Marshall Field it would be a big feather in his cap, and the example of this leading store would have influence with smaller merchants all over the country. So he called at Field's and made his talk, but received no encouragement. The next year he called again... and the next... and the next... The tenth year he came away with an order for \$150,000. In telling me about it, he remarked: "I said to myself, that's \$15,000 worth of business for each of the ten years. Not a bad average at all." In 1929, when stock prices were crashing and even the richest men were feeling poor, a New York banker met a capitalist whose fortune, on paper, had shrunk many million dollars. He was in a blue funk. The banker said: "You ought to have learned better than this. Don't you remember back in 1920 how worried you were, and how you sent for me to reassure you? Even at present prices you must be worth ten times what you were then. If so, your average is mighty good. What are you kicking about?"

A young man and young woman were married. After the ceremony the bride's father, a veteran business man who had fought hard for his fortune, took them in his study. "I want to say just one thing to you," he remarked. "You must not expect that all your years will be good. You'll go along for a while without seeming to get ahead, but at the end of every year you'll own a little more furniture and have a few more dollars in the bank. Then there will come a year some time when you'll have a stroke of luck and make a lot of progress. You must expect to average the good with the bad." It seems to me that much of the worry and fretting in life grow out of the fact that people do not take a long enough look. Every human life, at some point, has been handicapped and doomed to disappointment. At forty, Henry Ford had never saved a cent. At forty-five, Lincoln was a disappointed politician. For twenty-five years Charles Darwin worked day after day without the slightest recognition. Then, for each of them, there came a few great years that amply made up for all the rest. The law of compensation works for those who keep their industry and faith. Those who quit under discouragement are selling out at the bottom. For a majority of courageous lives, taking all the years together, the average is good.

enabled the President to talk as freely to Secretaries Mellon and Stimson when they were in Paris and London as if they had been in Washington. "The difference between telephoning and cabling in a case like this," one of the President's close friends explained to me, "is that even when a cable message is put in secret code there is a record of it, somewhere, and diplomacy makes it impossible to express beliefs and opinions freely or to tell the actual complete facts in all cases, since there is always the chance that the record will some day be unearthed and made public. But over the telephone everybody could say exactly what they thought and there were no long waits for an answer." "If we had had telephone facilities in 1914 as we have now," one statesman said recently discussing this episode, "the European war could have been averted."

**Gelatin Blanc Mange**  
1 tablespoon granulated gelatin  
2 tablespoons sugar  
1 cup scalded milk  
Few grains salt  
Soak gelatin in water 5 minutes. Combine with sugar and hot milk, stir until dissolved and set in pan containing cold water until cooled and then put in refrigerator to set.

**Junket**  
¼ rennet tablet  
1 teaspoon cold water  
1 cup milk  
1 teaspoon sugar  
Put in rennet in cup containing cold water. Put the milk in small double boiler and let it become luke warm. Add sugar to milk and stir until dissolved and then add the dissolved rennet. Pour into serving glass or cup and let stand until it begins to thicken and then put in refrigerator to chill. A little flavoring extract may be added for older children or a drop of vegetable coloring matter to give attractive pastel tone.

**Watercress and Cucumber Salad**  
Chop the watercress. Add an equal quantity of cucumbers cut in cubes. Sprinkle with chopped olives and pour over the whole some mayonnaise, not too thick. Serve with hot toasted crackers.

**LODGE TO ENTER FLOAT.**  
San Souci Rebekah lodge of Heppner voted at its meeting last Friday night to enter a float, or otherwise assist, in staging the parade the last day of Rodeo, Sept. 5. In honor of her faithful service to the lodge for the preceding six months, Mrs. Daisy Shively was presented a rose glass bridge set.

**CHANCE OF LIFETIME.**  
Reliable man wanted to call on farmers in Morrow county. Wounded opportunity. Make \$8 to \$20 daily. No experience or capital needed. Write today. Furst & Thomas, 430 Third St., Dept. F., Oakland, Calif.

**\$50 REWARD.**  
I will pay \$50 reward for the arrest and conviction of the party or parties stealing my horses from my place at the Tub Springs Morrow Co. They are branded MC on right shoulder. JAMES CARTY. 22-25p.

**Hints for the Home**  
by Nancy Hart

**Rice Pudding**  
1 cup milk  
1½ tablespoons rice uncooked  
1½ teaspoons sugar  
Few grains salt  
Wash rice and put in double boiler with scalded milk, sugar and salt. Cook over hot water 2½ hours, stirring occasionally. Serve warm or cold, with a little additional milk if desired.

**Bread Pudding**  
1 cup milk  
¼ cup dry bread crumbs  
1½ teaspoons sugar  
1 egg yolk (optional)  
Few grains salt  
Scald milk and combine with other ingredients and put into slightly buttered baking cup and bake in a pan containing 1 inch hot water in a slow oven for 1 hour, or cook in double boiler for 2 hours. If egg yolk is used mix with sugar before adding and cook the pudding only 50 minutes.

**An Understanding Hand**

Comes a time in every life when an understanding hand is needed. The heavy burden of details must be lifted. Delicacy, tenderness, and sympathy should be ever present—yet unobtrusive. And the long journey may be made over a smooth road.

**Phelps Funeral Home**  
Telephone 1332  
Heppner, Oregon

**OREGON'S CONTINUED PROGRESS IS DEPENDENT UPON ITS RAILROADS**



SHIP AND TRAVEL BY RAIL

**More than 2,000 Oregon Homes owned by Union Pacific Employees**

THERE is no factor that contributes more to the permanence of a community than home ownership. Two-thirds of the 3,413 Union Pacific families in Oregon own the homes they occupy, and Union Pacific employees thus add tremendously to the solid foundation upon which Oregon's progress is built.

Union Pacific employees prosper directly in proportion to the prosperity of the Railroad. If unregulated forms of transportation are allowed to undermine the Railroad's revenues, the Railroad personnel is affected, and the progress of the community is retarded.



**SILVER**

If I had loose capital to invest today I would buy silver. The metal is selling now at the lowest price in history, measured by the gold standard. In the money markets of the world last week it was under twenty-nine cents an ounce. The average price of silver for the past 50 years has been well above sixty cents an ounce, during and just after the war it touched \$1.30. Silver is certain to come back. The President of Mexico has issued a decree restoring silver to its old position as money. One of the causes of the unrest in India has been the demonetizing of silver, and economists think that silver will be restored to its old position there.

Anybody who buys silver now stands a good chance of doubling his money within three or four years, possibly sooner. And if he needs cash in the meantime silver is a commodity on which an extremely high percentage of its market value can always be borrowed.

**DAVIS**

Keep an eye on Norman H. Davis, the gentleman who has just been appointed the American member of the Finance Committee of the League of Nations. Mr. Davis has the confidence of financial leaders and of statesmen on both sides of the Atlantic to a degree approached by few other Americans. A native of Tennessee, Mr. Davis was one of President Wilson's chief financial advisers in the peace negotiations. Then he came back to America, first as Assistant Secretary of the Treasury, then as Under Secretary of State and for a time was acting head of the State Department. His new job is to guide the nations of Europe in financial matters.

**BAKER**

Another Democrat worth keeping an eye on is Newton D. Baker. Lots of Democrats would like to see him President, but I don't think he will be the party's nominee in

1932. He will be heard from in the campaign, however, and will figure large in any Democratic administration in his lifetime.

Mr. Baker is, I believe, the most effective and convincing orator in American public life today. His address last week before the Institute of Politics in Williamstown, Mass., was the clearest exposition of the present political-economic condition of the world that I have read.

**CHICAGO**

I met Anton Cremak, the mayor of Chicago, the other day. He doesn't talk or act like a professional politician, but like the business man which he is. He has all the newspapers of Chicago behind him in his efforts to "clean up" that troubled city, and that is something which no mayor has had in many years. And he is cleaning things up. Mayor Cremak is enthusiastic in his "boosting" of the World's Fair which is to be held in Chicago in 1933, commemorating the 100th anniversary of the founding of the city. Chicago itself is an exhibit which ought to draw millions of visitors. No city in history ever accomplished so much or developed so attractively in its first hundred years as Chicago has done. I know of no great city where the common people have half as good a time as they do in Chicago, or get so much out of the public parks, playgrounds and waterfront. I know of no other great city which has as proud a civic spirit among all of its people. Nobody can possibly know America until he knows Chicago.

**TELEPHONE**

The radio telephone system across the Atlantic is working so well that the American Telephone & Telegraph company announces that it will soon begin telephone service across the Pacific. That will be another preventer of war. Without the trans-Atlantic telephone President Hoover's program of international cooperation to relieve Germany's economic distress could not have been carried out. It

**U.B. Phifty**

A DOLLAR WILL START A BANK ACCOUNT

The balance of power is a bank balance.

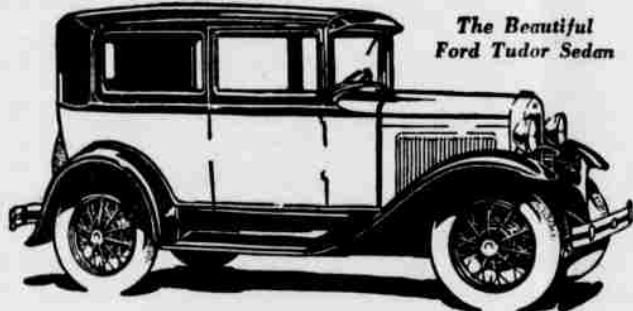
Place, properties and prestige are wasted on folk who haven't also inherited the qualities which won them.

That's why thrones are passing from the picture and so many who once sat in the lap of luxury are cocking eyes at park benches.

A knowledge of finance is as important to young folks as any part of their education. May their first lesson be in the bank book.

**Farmers and Stockgrowers National Bank**  
There is No Substitute for Safety

**THE GREATEST VALUE EVER BUILT INTO A FORD CAR**



**\$490**

(F. O. B. Detroit, plus freight and delivery. Bumpers and spare tire extra at low cost.)

WHEN you buy a Ford car today, you buy what is unquestionably the greatest value in the history of the Ford Motor Company. Never before has so much beauty, comfort, safety and performance been offered at such a low price. The low price of the Ford is something to think about because it means an immediate saving of many dollars — always an important consideration. But far more significant than price alone is what you get for that price. When high quality is combined with low price, you may justly take pride in having found a most satisfactory purchase. See the Ford — ride in it — learn something about the value that is built into every part. The more you know about it, the more certain you will be that it is the car for you. It is literally true that when you "get the facts you will get a Ford."



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**THIS IS Open House WEEK**

**Aug. 14th to 18th Inclusive**

This is OPEN HOUSE WEEK at all of our stores. A big week brimful of HOSPITALITY, friendly service and EXTRA VALUES. The latch string is out to you during this great event. We invite you to be our guest, share in these greater values, inspect our stores, see how clean, spotless and sanitary they are kept. Come in now—today! Bring your friends too. Let them share with you THESE GREATER VALUES.

<b>SUGAR</b> Pure Cane, Granulated 18 Lbs. 98c	<b>MACARONI</b> Good Quality Bulk 5 lbs. 25c
<b>MILK</b> MacMarr, Tall Tins 12 Cans 79c	<b>RICE</b> Choice Blue Rose 5 lbs. 33c
<b>FLOUR</b> Fame Brand, Family Patent 49-lb. BAG 89c	<b>PEAS-BEANS</b> No. 2 Cans Standard 6 cans 65c
	<b>CRACKERS</b> 2 lb. Salted Tru Bakes Box 29c
	<b>PAR SOAP</b> Large Package 39c
	<b>Sperry OATS</b> Reg. Cooking, No. 10 Bags Each 39c

**MacMarr Coffee SPECIAL OFFER**

We want more MacMarr Coffee users. We are willing to disregard our profits to get them. We know Mac Marr Coffee is of the highest quality obtainable and that a trial will convince you. Take advantage of this offer Saturday and Monday Only.

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A really fine toilet soap.

**3 Bars . . . . 19c**

**DEL MAIZ CORN**  
The finest of fine corn.

**3 No 2 Cans 45c**

**PINEAPPLE**  
Large cans, matched broken slices.

**3 Cans . . . . 50c**

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