

Dale Carnegie

Author of "How to Win Friends and Influence People."



CHARACTER

When Charles E. Garstang, an architect, living at 5321 La Cresta Court, Los Angeles, California, was starting out he was most anxious to land a job designing and superintending the construction of a house for a prominent doctor. This doctor was so important, and had so much influence in the community, that if Mr. Garstang could secure that order he would be made. But the doctor was "difficult." He had ideas of his own.

Mr. Garstang secured an introduction to the doctor, and was finally allowed to call. It was a big moment for Mr. Garstang.

His most important prospect! His whole career might turn on this interview.

He gave the doctor his ideas. The doctor listened attentively, but gave no indication of what he was thinking.

At last the doctor told him to call him up in two or three days. Mr. Garstang's heart went down. The way out! The old "some other time" dismissal.

Later Mr. Garstang heard that the doctor had called in an older and much better established architect. But one whose reputation was a bit on the shady side. The other architect was a con-

vincing talker. He could make an Egyptian mummy think he needed a suit of clothes!

Then after a few days, Mr. Garstang's telephone rang. The doctor wanted to see him.

Mr. Garstang hurried there as fast as he could. Good news!

But it wasn't good news after all. The doctor said he hadn't arrived at a decision, just wanted a little more information. He mentioned the name of Mr. Garstang's rival. Not once, but three or four times. He paved the way for Mr. Garstang to reflect on his competitor. Mr. Garstang could have torn the hide off his competitor, but instead he merely said that he knew him, making no comment one way or the other. At last, the mysterious conference was over and Mr. Garstang left.

A week passed. Not a word; not a jingle on the telephone.

Finally a call came. "Come and see me," said the doctor.

When he arrived the doctor was more affable than he previously had been. At last he said, "I'm giving the contract to you. And I'm paying you exactly one-quarter more than your competitor asked!"

Naturally, Mr. Garstang asked the reason.

"When the contract was hanging in the balance, I gave you opportunity after opportunity to run your competitor down. I had heard things about him. I suspected you had, too. But you said nothing whatever against him. That isn't the only reason why I am giving you the contract; but that did make me admire you. You have character and that is one of the reasons I have decided in your favor."

LIGHT

The number of farms served by electric light and power companies in the United States increased 98 per cent. during the 1932-38 period, or from 710,000 to more than 1,400,000 farms.

WAR

Italy's entrance into the war endangers not only an important market for U. S. farm products but the source of many farm specialties for which there has always been a good market here.

WHEAT

The U. S. Agriculture Department has forecast a winter wheat crop of 488,859,000 bushels on the basis of June 1 conditions, and estimated spring wheat production of 239,000,000 bushels.

TWO SIDES To Every Question

By LYTLE HULL

FIFTH COLUMN

There are many obstacles to be overcome before the machinery of preparedness can function smoothly. The Government has a better knowledge than we have of the rough spots which must be filled down, and we would do well to allow it to do the filling. If it fails, we can then raise our voices in protest, but to do so now only stalls the machinery.

There are three very obvious essentials to the success of the armament program, any one of which could develop into a bottleneck. They are: industrial coordination, labor cooperation, and government mastery of subversive—or so-called Fifth Column—activities.

Some of the obstacles to coordination, of which industry and business complain, will doubtless be removed as the preparedness program progresses and exposes more clearly the stumbling blocks. Labor is fundamentally American. It grumbles and grouches but in the final analysis it does its job in a big way and its record for patriotism stands as high as that of any other element of our citizenry.

The last factor mentioned—Government mastery of subversive activities—is the most sensitive, and probably the most difficult to handle of any of our problems. The subversive type of treachery reasons along definite and changeless lines, and cannot be appealed to through patriotism, as its allegiance is to other lands and other creeds. These various anti-American activities have now become mentally crystallized under the name "Fifth Column."

The Fifth Column breaks down into various classifications, but those most interesting to Americans at the moment are the organizations—secret or otherwise—which support Nazism and Communism, and whose activities would prove dangerous to the welfare of the nation in event of war or other disturbed conditions.

In considering these two Isms, it must be remembered that while in name they represent ideals, in reality they represent foreign governments. Nazism literally translated means national socialism. Communism means common ownership of property. Under our constitution a citizen—or even an alien, unfortunately—has the right to get up on a soap box and advocate the peaceful adoption of any form of government which he desires for this country—socialism, communism, or nudism, for that matter, if he inclines toward nature's laws—but no citizen or alien has the legal right to advocate conquest of this country by another nation—whether that conquest be accomplished by force or through idealistic infiltration.

Startling disclosures in Holland, Belgium and elsewhere, have clearly demonstrated that the Fifth Column is a paid agency of an outside government, and that its duty is to lay the foundation for the forcible conquest of the country in which it operates.

Already the initial steps toward subduing these danger elements in our country are being taken. The President has requested Congress to transfer alien and immigration control from the Department of Labor to the Department of Justice. Other bills are now before the Congress—particularly one introduced by Representative Dies—which will stop the hitherto continuous flow of subversive elements into this country. Another vital measure has been introduced by Representative Snyder, to put a night and day watch on "every foot" of our southern border, to prevent illegal alien entry.

Many millions of our citizens are of German or Russian descent. Many were born in Germany or Russia but have wholeheartedly espoused the cause of Americanism. If we, the people, personally attempt to regulate subversive elements, many of these Americans will suffer insult and injustices as they did during the World War.

It is the duty of the Government to destroy the groups and organizations which are dangerous, and it seems fairly safe to believe that the Federal Bureau of Investigation under J. Edgar Hoover, will prove a match for the very large number of spies and other treasonable characters with which our country is said to be infested—provided that bureau is allowed full latitude and sufficient funds to operate extensively.

Let us keep an eye open, and report to the proper authorities—as we always should—upon activities which in our mature judgment seem definitely suspicious; but don't let us muddy the waters with insane hysteria. Don't let us start that old World War business of whispering to our neighbor that we saw Bill Jones signalling to a submarine, every time the poor cuss lights his cigarette.

MULBERRY

Rev. Richard Pardue filled his regular appointment at Bessie's Chapel Baptist church last Saturday night. Rev. Reece, of Jonesville, delivered an interesting sermon Sunday night. Both sermons were greatly enjoyed by all who were present.

Mr. Preston Mounce, two sons, Paul and John, and Mr. Swaim, of Friendship community, spent Sunday with Mr. Mounce's daughter, Mrs. Gaither Wall.

Mr. and Mrs. Willie Draughan and son, Russell, of Benham, spent Sunday with Mr. and Mrs. A. C. Wall and family.

Mr. and Mrs. Hoyt Thompson and family spent Sunday with Mr. Thompson's sister, Mrs. Speed Spainhour, of Jonesville.

Mr. and Mrs. W. V. Holder had as their Sunday guests Mr. and Mrs. Clive Williamson and family, of Salem Fork community, and Mr. and Mrs. Rufus Shinalt, of Dobson community.

Miss Mabel Dobbins, of Union Cross, spent the week-end with Miss Gladys Collins.

Mr. and Mrs. Kearnie Mounce,

of Little Richmond, spent the week-end with Mrs. Mounce's parents, Mr. and Mrs. A. C. Wall. Mr. and Mrs. Paul Isaac and children, of Mt. Airy, spent Sunday with Mr. Isaac's parents, Mr. and Mrs. L. W. Isaac.

Mr. Rossie Dezem returned home Sunday from the hospital, his many friends are glad to note.

The Monitor (Civil War iron-clad) founded in a rough sea and sank Dec. 31, 1862. The Merrimac, its enemy, was blown up by order of its commander, May 11, 1862.

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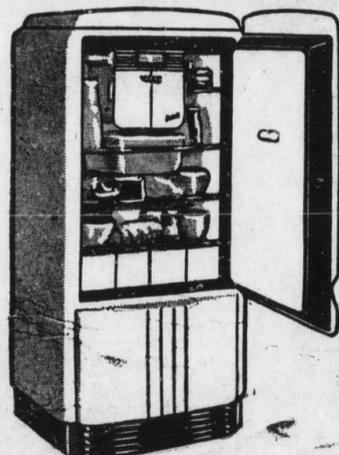
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