



Commercial Club's

# HUSTLER



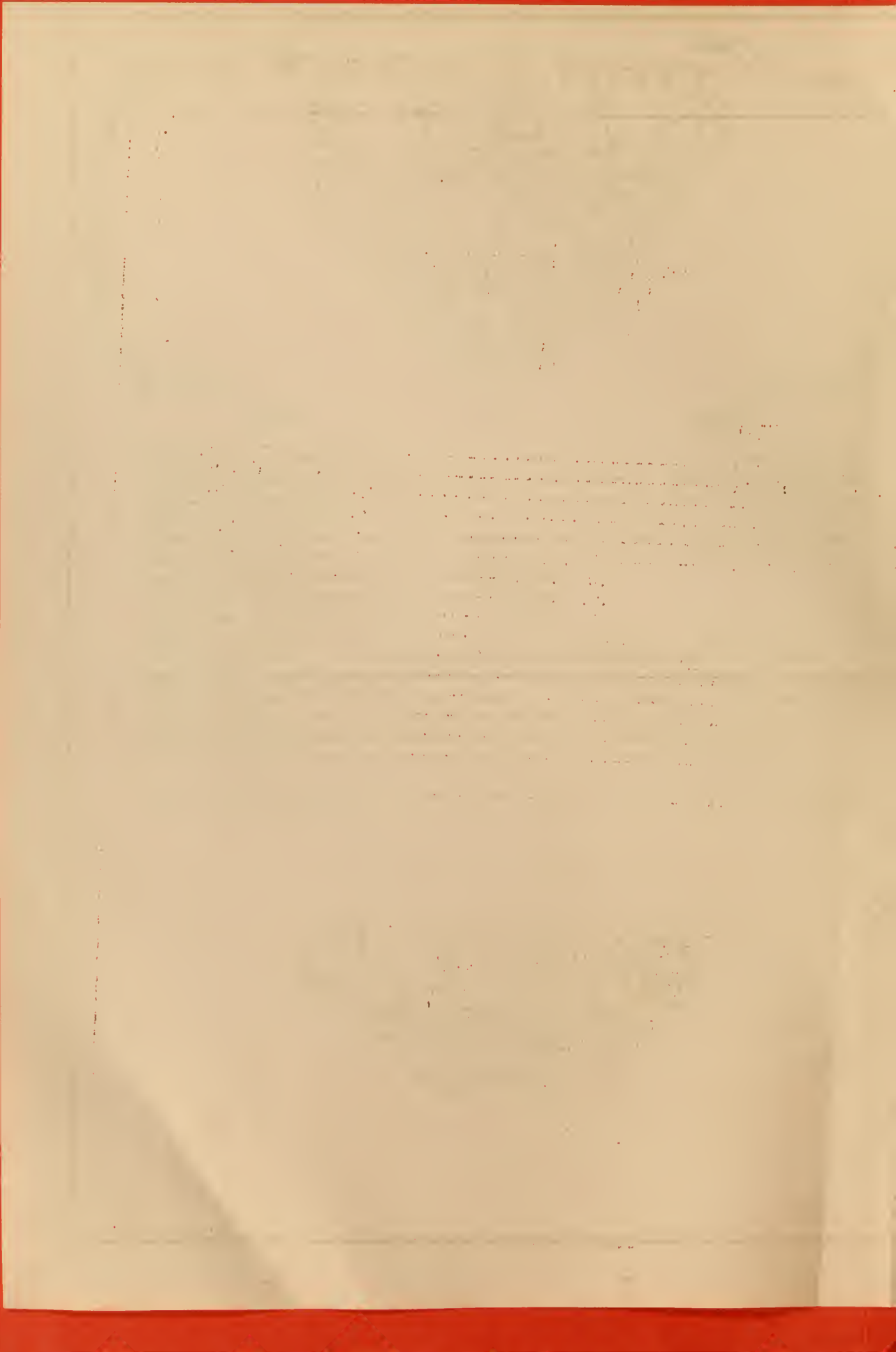


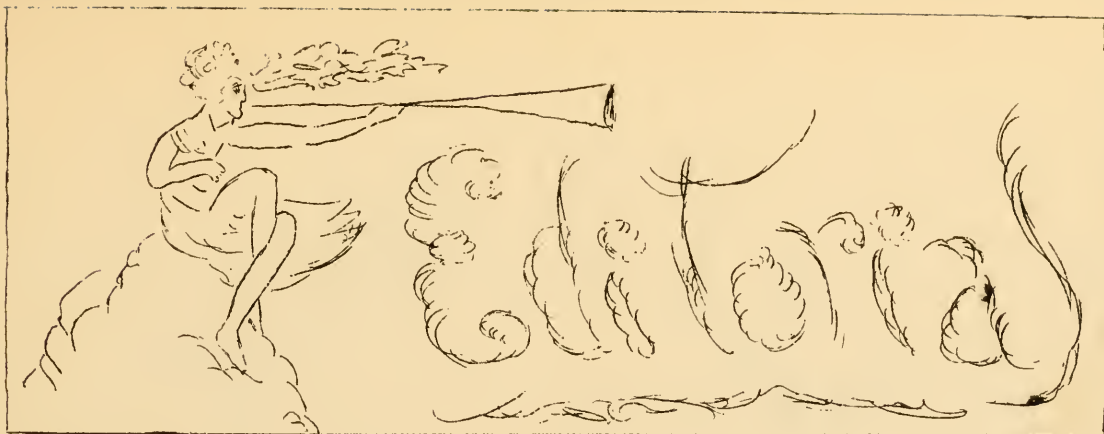
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### "Nothing Short of My Best is Acceptable"

"Nothing short of my best is acceptable," is the motto we should aim to keep through life. If we all would try to make use of this motto in our everyday tasks and duties, we would be helping ourselves reach the goal to success. The rather small but significant word "Success" is hard to gain, but it may be won by hard toil and perseverance.

In the commercial world the above motto means a great deal. If we use it to advantage in our daily problems, we will be paving our way to a successful business career. Our employer wants the best work we can give him, and we should do it to the best of our ability.

Perhaps, we may not like the problems that are set before us now, because we are forced to do them; but in the future when we look back on our high school days, we will appreciate the work the teachers made us do. It is just this persistency in the commercial work at school that makes such prosperous business men and women.

The following verse, which was written by Charles Kingsley, will illustrate the motto more fully:

"Thank God every morning when you get up that you have something to do that day which must be done whether you like it or not. Be-

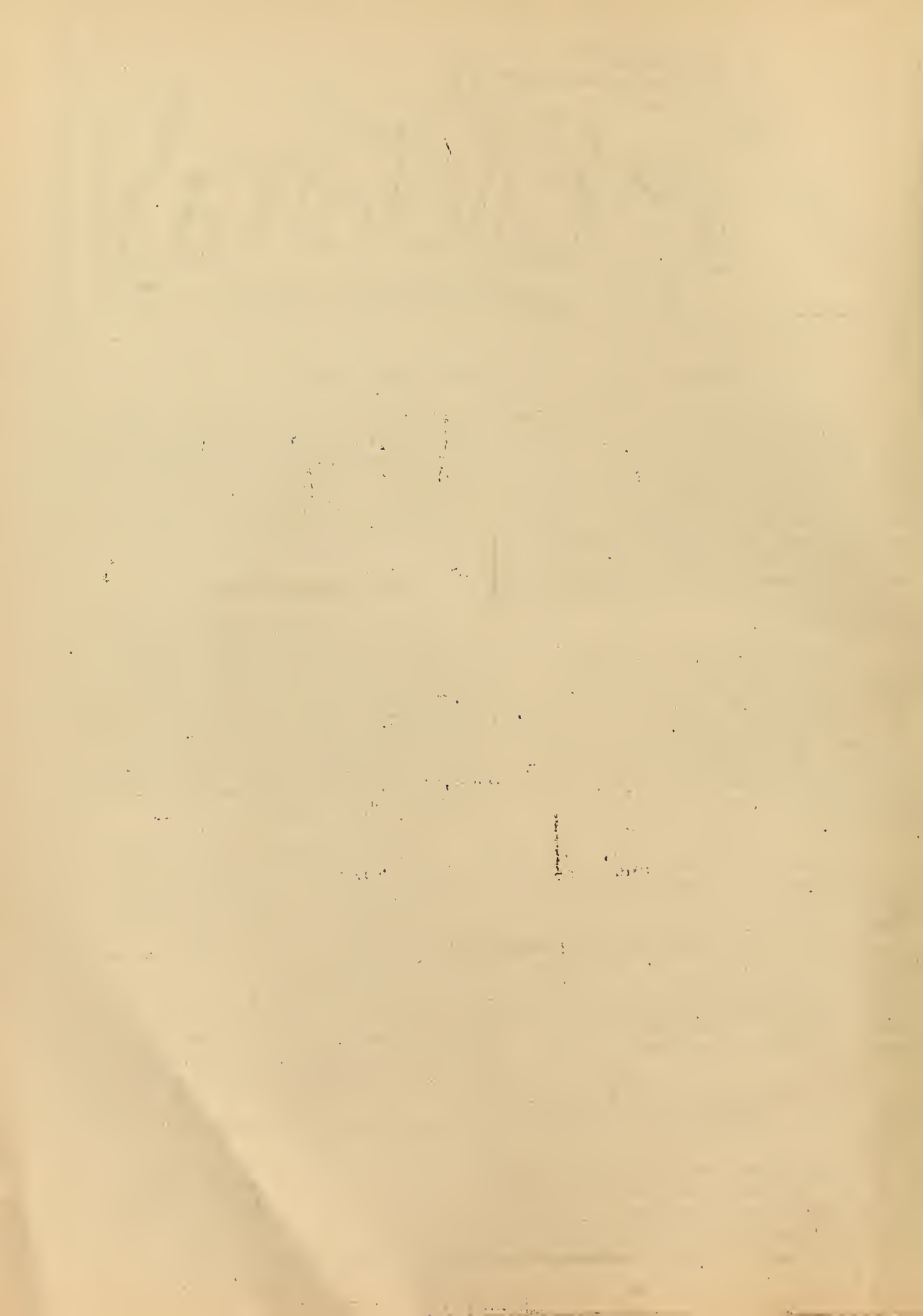
ing, forced to work, and forced to do your best, will breed in you temperance and self-control, diligence and strength of will, cheerfulness, and content, and a hundred virtues which the idle will never know."

### Our Thanksgiving

We celebrate Thanksgiving in honor of the Pilgrims who were thankful to God for their prosperous year in the new world. If they could be thankful for their prosperity with all the odds that were against them, we should be doubly thankful now. Just think of the many inventions that have improved the world.

With the invention of the typewriter and of shorthand and bookkeeping, it has simplified the manner of keeping a systematic record of a business, and also enables a young girl to make her livelihood in the world instead of staying at home as she did before. We high school students that are taking commercial subjects, should be thankful that we are learning something that will always help us in later life especially in the business world.

Della Crocco  
Asst. Editor



BUSINESS



NEWS

Date	Description	Amount
1890	Jan 1	100.00
1890	Feb 1	200.00
1890	Mar 1	300.00
1890	Apr 1	400.00
1890	May 1	500.00
1890	Jun 1	600.00
1890	Jul 1	700.00
1890	Aug 1	800.00
1890	Sep 1	900.00
1890	Oct 1	1000.00
1890	Nov 1	1100.00
1890	Dec 1	1200.00
1891	Jan 1	1300.00
1891	Feb 1	1400.00
1891	Mar 1	1500.00
1891	Apr 1	1600.00
1891	May 1	1700.00



## Questions and Answers

Question: Who is our new Secretary of Commerce?

Answer: The new Secretary of Commerce is a business man. Robert Patterson Lamont takes his place in the Hoover cabinet and assumes the principal role in the United States Department of Commerce with the fundamentals of everyday business. Like that of his predecessor who appointed him, Colonel Lamont's training and early experience was that of an engineer.

Colonel Lamont's appointment was the last announced by the President-Elect. This may be interpreted to indicate the obligation President Hoover felt he owed to business, and the President's desire to be so sure in his selection that it was his major concern in those teeming days of pre-inaugural preparation.

Colonel Lamont was born in Detroit on December 1, 1867. He focuses upon today's problems a youthful mind, seasoned by training and experience. His energy is an inspiration to his associates: his forward-looking a constant challenge.

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Question: Is a college education essential for a successful career in the business world?

Answer: "The average college man enters business late. The most formative period of his life, from 13 to 22 or 23, is spent in a place where he acquires lazy habits of thinking. A university cannot produce in men the drive that business gives them. They are not required to work rapidly and accurately, and life is easy and soft for them. There is no training in detailed work. The backbone of business today in the rapid absorption of details, and there is nothing in college that trains a man to this ability

trains a man to this ability." Floyd L. Carlisle, New York Banker

\*\*\*\*\*

Question: Where is beauty to be found in the practical world of business?

Answer: "Beauty does not lie in the face," Jean Francois Miller once said. "It lies in the harmony between man and his industry."

Miller's paintings are great because they are beautiful, and they are beautiful because they are unfailingly portraying the people he paints as being in harmony with their industry.

Happiness, too, lies in man's harmony with his industry. Happiness is just another word for harmony with our industry when our work gives us an opportunity to express ourselves--to do the things we like to do in the ways we like to do them.--Robert R. Updegraff, Business Week,

October 12, 1929

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Question: What does the Wall Street crash mean?

Answer: It means that normal business expansion will be somewhat retarded for a while

That business will have to go back to work

That money will be temporarily easier

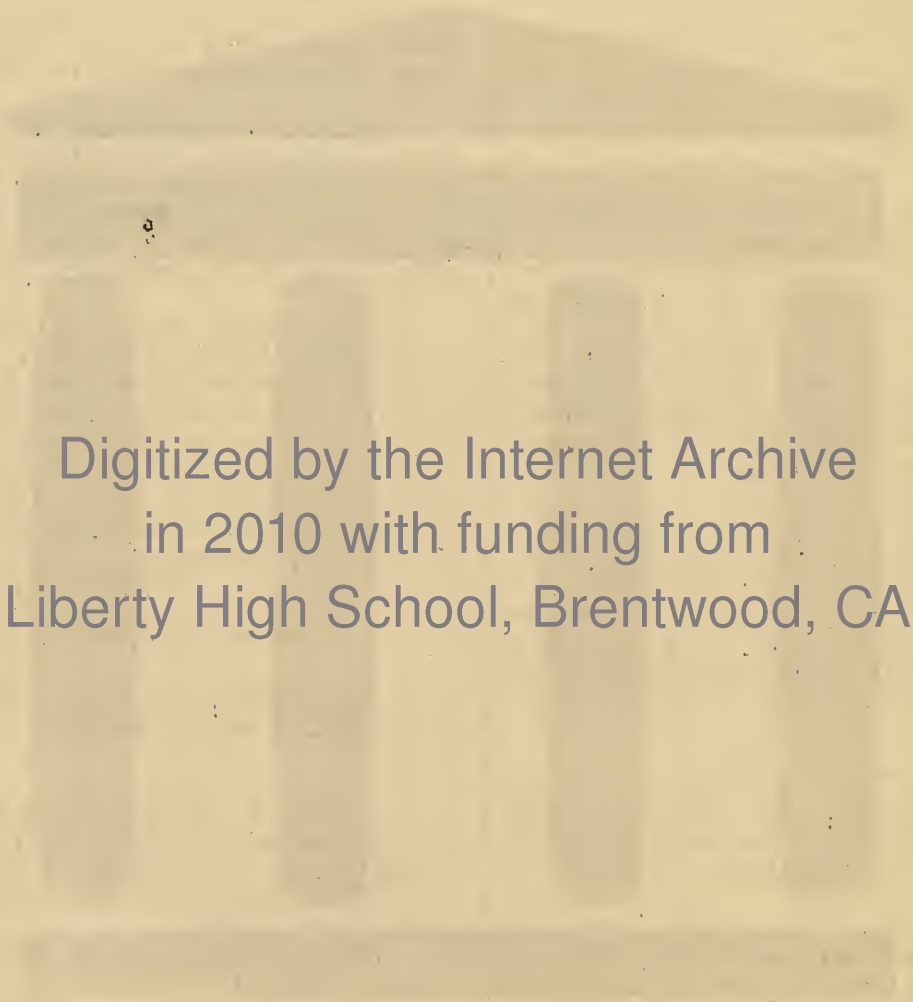
That there is no such thing as orderly deflation

That banks and investment trusts cannot control the market

That in the end business realities rule stock prices

That the public doesn't and won't believe it

People are forever hoping to escape the fundamental necessity of making a living by work.



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# GENERAL NEWS

## Our Principal Attends Important Conference

Mr. Nash, chairman of the Central Valley Regional Council's Committee of Aeronautics and member of the State Committee of Aeronautics, attended a meeting of the State Chamber of Commerce in Los Angeles on October 31, for the purpose of giving his report on the development of aeronautics in the Central Valley Regional District.

In order to present the subject from a practical side, Mr. Nash in company with Mr. Albert H. Waite, airport specialist from the Department of Commerce, Washington, D. C., and Mr. V. Moir, Fieldman for the State Chamber of Commerce, visited the airports and landing-fields already established at Lodi, Stockton, Modesto, Oakdale, Newman, Tracy, Westley, Angel's Camp, and the proposed airports for Sonora, Columbia, Jamestown, Mokelumne Hill, Jackson, Byron, BRENTWOOD, Oakley, Knightsen, and Antioch. A great amount of local enthusiasm was displayed by the citizens in these various sections and the representatives of aviation were very well received.

Mr. Nash states that aviation is a field of endeavor which is with us to stay. "In 10 years time a group of communities that have not a landing-field will be

sadly out of the picture. Though Europe was in the lead a short while ago, we now are ahead. By the end of this year we will have more mileage than any European Country due to the courageous pioneers of the air who have given a great impetus to our remarkable development of aviation."

"Mr. Nash, what is the value of aviation?" we asked him.

Smilingly he replied, "That's a huge question to be answered quickly. To sum it up concisely I should say that aviation is of value because it is of service--service to the various departments of industry, business, and government."

## PICTURE EXHIBITION

The paintings of great masters will be on exhibition at the Brentwood Grammar School December 2nd to 6th. The public is invited to attend from 2:30 p. m. Monday afternoon. The price of admission is 10¢.

The fine works of art on display will include reproductions from the French, Italian, Flemish, English, Dutch, Spanish, German, and American Schools.

Mrs. Pasmore, the art instructor at the Liberty Union

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High School, will be at the exhibition to explain the masterpieces.

Let's all attend this exhibition and benefit the public-school picture-fund.

### LIBRARY CLUB

On the 4th of December at the Library building at 2:50, the Ladies of the Library Association are going to have Mrs. Reid Robson, who is the Home Economics Consultant of the Hostess Cake People, give a lecture on Cake Desserts.

Housewives are especially invited to come, and bring paper and pencils so that they can take down the recipes that are given. Hostess Cakes will be served free of charge.

Mrs. Nash would like to have a large attendance at this meeting for she feels certain that a very profitable afternoon will be spent.

The Ladies of the Library Association are going to have a card-party on the 10th of December at the Masonic Hall. Bridge and Whist will be played. Admission will be 50¢, including refreshments.

### BOOK WEEK

From the 18th to the 22nd of November was National Book Week. On Wednesday, November 20th at the Brentwood Library, Mrs. Whitbeck, County Librarian, gave a very educational talk, urging the parents to buy books for their children, and gave points on the selection of books. She also had a selected amount of books on exhibit, including Kindergarten books and books for the primary grades.

Besides Mrs. Whitbeck's speech, the Brentwood Grammar School gave a play entitled "The Enchanted Book, which was given by the fifth and sixth grades.

### COMMERCIAL CLUB SONG (Tune of A Merry Heart)

Some think the Commercial Club is businesslike,  
And so do we,  
And so do we,  
But yet, we like to have some joyous fun,  
Some joyous fun,  
And surely there is no harm in that,  
T'is far from wrong,  
T'is far from wrong.

(Chorus)

Listen! Listen! Echoes sound afar.  
Listen! Listen! T'is the Commercial Club. Tra la la la---  
The Commercial Club Tra la la---

We study hard at high school to be successful,  
And like it too,  
And like it too,  
But yet, we love to go on business trips,  
And learn our trade,  
And learn our trade,  
We want to be successful men and women,  
With all our heart,  
With all our heart.

(Chorus)

Lucille Trembley

Mrs. Nash, president of the Library Association, urges that the Mothers, Wives, and Sweethearts, remember December 4th.



# COMMERCIAL



# CLUB NEWS



The Commercial Club is still stepping right along folks. We are just chuck full of plans and ambitions, and most of these you will see realized very shortly. We are aiming to make our paper a bigger and better one every day.

Our very latest plan is to take a trip to San Francisco, and visit several corporations and do many other very interesting things.

We have decided to have speakers at our regular monthly meetings. Our first speaker was Mr. Nash. His speech was as follows:

"I am very grateful to be extended the invitation to speak to you. I want to leave a few words with you, young people, on the lines of cooperation. A great many pupils of the school seem to think that a school is operated with instruments of torture to torment the youngsters who are not fond of going to school, and I come more and more to this conclusion that we will someday see that schools are very much worth while, that they are really necessary institutions, and not instruments for torturing young people.

"The knowledge we get while at school is all going to help us to make good prosperous citizens of the community, and to help us to succeed in the world.

These schools are going to serve you to get a foundation with which you will make a living when you step out of these doors. Now, whether you take advantage of the opportunities given you is another question.

"There are some who play around; some who must stick their fingers in the fire and who can not be reasoned with. They can not be made to see what is to their advantage, and what is not.

"While we are in school we want to take every advantage of what is given us. The teachers give us everything possible in the way of knowledge which they possess, and we want to do the very best we can in order to show our cooperative spirit.

"As to the matter of cooperation. We must all work together. The students must work among themselves, and the teachers must work among themselves. Teachers, students, and principals want to do the very best they can toward making this school an A-1 school--a school that really does something--accomplishes something.

Now I want to thank you people for inviting me to speak to you. I am honored for being your first speaker. It is up to you people to get all you can out of your school so that when the time comes for you to become good citizens of the country you will have shorter hours and bigger pay. Thank you very much."

NOTE: This was taken from shorthand notes of Eileen Hanson while Mr. Nash addressed the club.

## COMMERCIAL CLUB RALLY

The Commercial Club held a rally in the Auditorium on Monday, October 21, 1929. The rally was held to arouse spirit in the school so that the Club could get subscriptions for "The Hustler."

The program opened with a reading, "Cohen at the Telephone," by Lillian Larson. "Liberty," a school yell followed, lead by Sayde Cooper and Eileen Hanson. A short play, "In Our Office"

UNIVERSITY OF TORONTO

1915  
100

100





### WHY?

The still white fog of the early December morn began to raise, and the dirty streets exchanged their stillness for the day's general routine. Four hours later the wheels of the great Metropolitan city began to grind evenly and with steadiness once more.

In the office of one of the largest firms in the city, a young man sat at his desk contemplating. By the expression on his face one could easily judge that he was worrying. Why should a young man be worrying, who has a beautiful mansion for a home and who has millions of dollars and whose business is bringing in millions more? Yet, he was worrying. His thoughts went back to many years ago, about ten years back I should judge, when he was a boy about sixteen. Could he not forget the thing in ten years? No, it had haunted him ever since fame and fortune had been his.

The following is a few words of his life; it may help you to solve the problem.

Wait, before I tell you his story I want to picture to you another party.

In a small vine-covered cottage on a hill near a small western town sat an elderly lady. By elderly I do not mean old, I merely mean about thirty-eight years of age. The day was hot, and therefore, she changed from the house to a chair in her garden. As she sat there, she was polishing a lamp or rather the glass chimney of a lamp. A short way above her head were electric wires which extended from the pole to her house. Why should she be polishing a lamp which by its looks was used a great deal, even though she had electric lights in her house?

Her well moulded chin quivered in the cup of her slender white hand, and tears glistened on her cheeks as she raised her head and looked down the broad, blue highway. Years ago when this had been but a muddy road, she had sat in the same chair and looked down the road in the same way. Though in her eyes today one could see a gleam of hope. Why? Hope for what?

As evening drew near she rose from her chair to go into the house. Her figure was outlined against the sunset. It was a beautiful figure; its lines were as perfect as Diana's,



and its gratefulness could easily be compared to that of a willow branch. Silas Marner's gold gleamed in the fire light, but its radiance could not compare to the glistening of her long golden hair, which in many places was now streaked with silver, as it gleamed in the setting sunlight.

A few minutes later, she was to be seen bent over a small wicker table, near a window in the bedroom. There was no light in the room, so it was dark. Suddenly, there was the flare of a match. There on the table stood the lamp which she had polished that afternoon now burning brightly, lighting up the room. Her deep blue eyes were brimed with tears. By an occasional wind they ran down her pale cheeks and fell on the beautifully embroidered table scarf and shone like diamonds in the lamp light. Her lips moved, uttering a silent prayer as she looked out the window into the darkness. The hum of the cars down the broad blue highway broke the silence of the room.

After a few minutes she left the room locking the door behind her. She left the lamp burning. Why?

### "WHEN THE FROST IS ON THE PUNKIN"

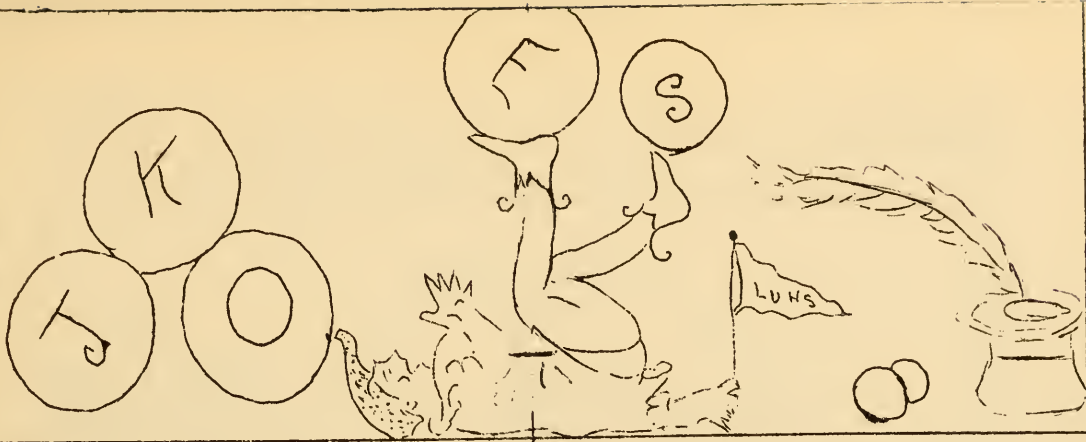
When the frost is on the punkin and the fodder's in the  
shock,  
And you hear the hooock and gobble of the struttin' tur-  
key cock,  
And the clackin' of the guineys, and the cluckin' of the  
hens,  
And the rooster's hallylooyer as he tiptoes on the fence;  
O, it's then the time a feller is a-feelin' at his best,  
With the risin' sun to greet him from a night of peaceful  
rest,  
As he leaves the house, bareheaded, and goes out to feed  
the stock,  
When the frost is on the punkin and the fodder's in the  
shock.

\*\*\*\*\*

Then your apples all is gethered, and the ones a feller  
keeps  
Is poured around the cellar-floor in red and yaller  
heaps;  
And your cider-makin's over, and your winnern-folks is  
through  
With theyr mince and apple-butter, and theyr scuse and  
sausage too! . . .  
I don't know how to tell it--but ef such a thing could  
be  
As the angels wantin' boardin', and they'd call around  
on me--  
I'd want to 'commodate 'em--all the whole-andurin'  
flock--  
When the frost is on the punkin and the fodder's in the  
sheek.

--James Whitcomb Riley





Sis: "Last night I made a terrible mistake. I drank a bottle of gold paint."  
 Glis: "That so?" How do you feel now?"  
 Sis: "Gilty"

First Customer: "So you've been abroad?--How do you like Venice?"  
 Second Customer: "I only stayed a few days--the whole place was flooded."

Tommy, after going to bed, became thirsty.  
 He called out: "Mamma, I want a drink."  
 Mother's voice answered back: "Tommy, you go to sleep." Tommy was silent for ten minutes.  
 Then: "Mamma, I want a drink."  
 "Tommy, go to sleep at once!"  
 "But, mamma, I want a drink."  
 "If you don't go to sleep this minute, I'll come and spank you."  
 More silence, this time for about two minutes. And then: "Mamma, when you come to spank me, will you bring me a drink?"

Wife (showing husband expensive fur coat)--"One really can't help but feel sorry for the poor thing that was skinned for this."  
 Husband--"I appreciate your sympathy."

"My plate is damp," complained a traveler who was dining in a New York hotel.  
 "Hush," whispered his wife, "that's your soup."

An elderly lady walked into a railway ticket office in Toronto, and asked for a ticket to New York.  
 "Do you wish to go by Buffalo?" asked the ticket agent.  
 "Certainly not!" she replied, "by train, if you please!"

"So she has taken another husband!"  
 "Not as she considers it. The others were samples."

Mr. Undersize--I wish I could have known you in my salad days.  
 Miss Pint--I don't. I never cared for shrimp salad.

The girl who inclined to be slim. To the mountains secluded will go it;  
 While the one with the beautiful limb, By the sea will continue to show it.

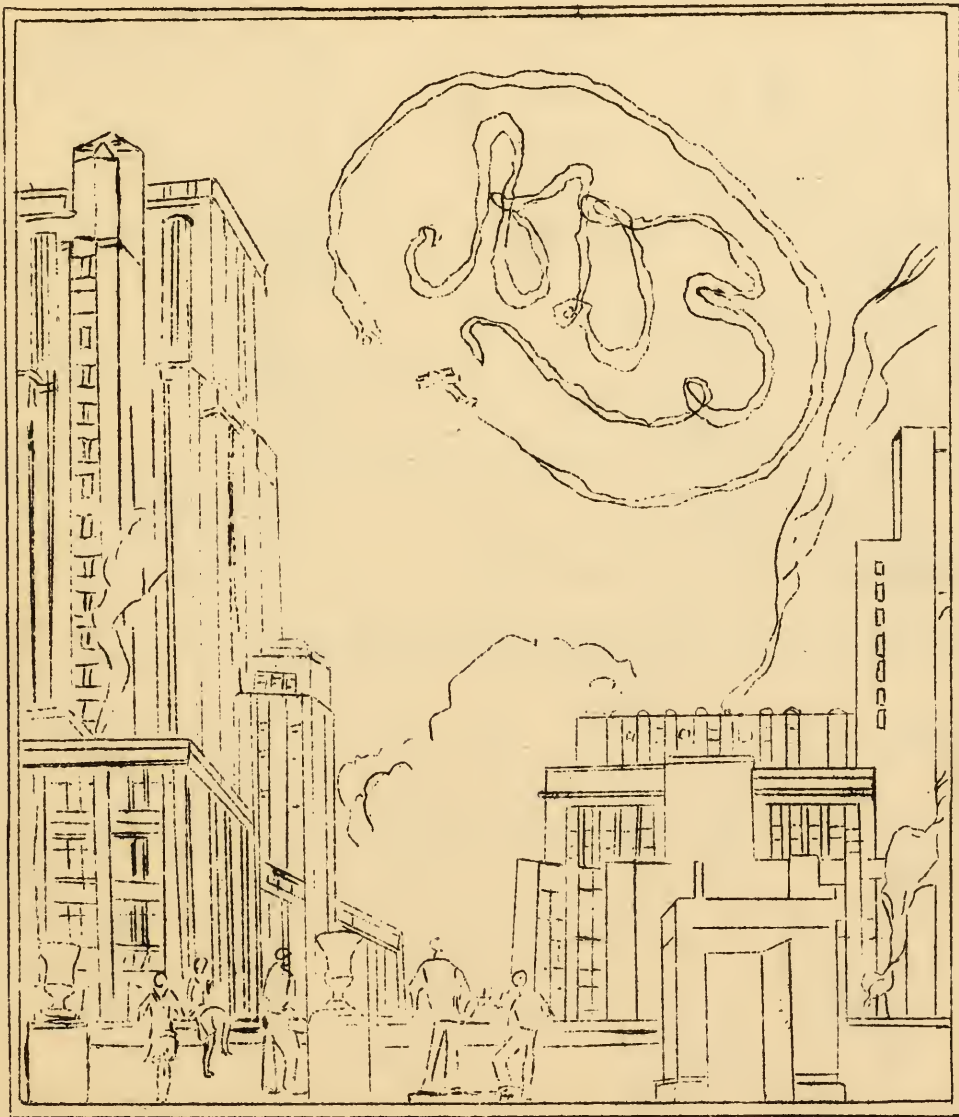
During a hold-up in Chicago according to Sally Harrison, young stenographer was grazed by a bullet. Thinking she was dying she dictated a farewell note, "Write to Johnnie," she whispered, "give him my true love and best regards. Carbon copies to Harold, Fred, and William."

"Are you wearin' spectacles old man?"

"Yes, through cross-word puzzles I've contracted an optical defect. One eye travels vertically and the other horizontally!"



# The Worth of Advertising



The Staff's Ambitions are Launched in  
the Hustler for the Benefit of OUR  
Advertisers and OUR Patronizers.

Art Editor



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# Shoe Service Shop



Dr. Scholl's Appliances  
Laces Polishes  
Repairs  
F Busby

Brentwood

California

# Brentwood News

A  
Good  
Paper  
in A  
Good  
Town



AN  
ASSET  
IN  
ANY  
HOME

Brentwood

SAN HILL - Proprietor

# Stanley's Place

Pioneer  
Tiy our



Ice Cream  
Smokes

The MAN

Cool Drinks

Who can help

Brentwood

California

Brentwood

SIMPSONS Prop

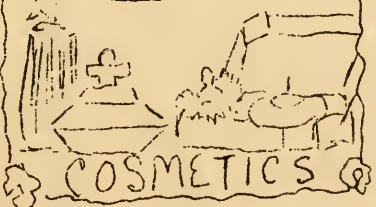
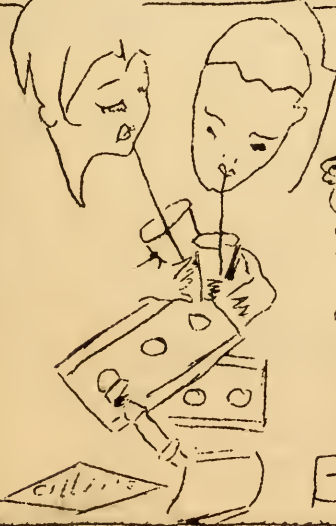
# Brentwood Pharmacy

The Rexall Store

DRUGGIST

Refreshing

24 HR film Service

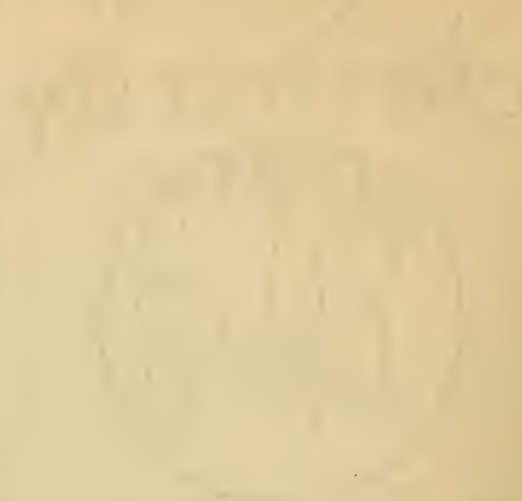


COSMETICS  
Buy AT HOME



Get  
Your  
STATIONARY

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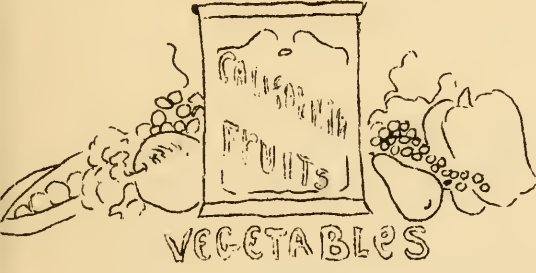
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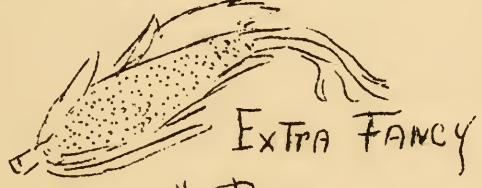


Buy your Guthrie  
 BRENTWOOD, CALIF.



GROWERS - SHIPPERS - DISTRIBUTORS  
 MAIN OFFICE: SAN FRANCISCO  
 "Golden Diablo Valley"

Seed Corn for Sale



EXTRA FANCY  
 "Golden PANTAM" &  
 EARLY ALEMEDA DWARF  
 See me at ONCE  
 AS Gilhart Brentwood

# BRENTWOOD Bakery

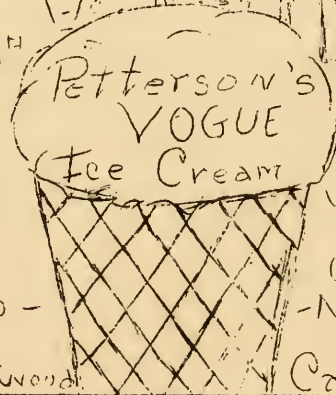
Big, Rich Loaves of Bread, baked to a delicious brown every day.  
 ALL Kinds of Pastry a Specialty  
 Try some of OUR Pastry  
 You will be delightfully suprised

PATRONIZE DIABLO VALLEY People  
 Brentwood Winstler Bros. Prop.

# OTTO'S BARBERSHOP

1st CLASS Barber Work  
 Located in Bakery Building  
 Brentwood Otto Smith Prop.

# ATTENTION



The Best in Town -  
 BRENTWOOD, CALIFORNIA  
 PLACE Your Order NOW -

# APEX Super - Screen - Grid Radio

DYNAMIC ELECTRO



DYNAMIC SPEAKER

Complete \$125.50

C.C. OLNEY

Oakley

# COTTAGE INN

REAL Just your cooked COME

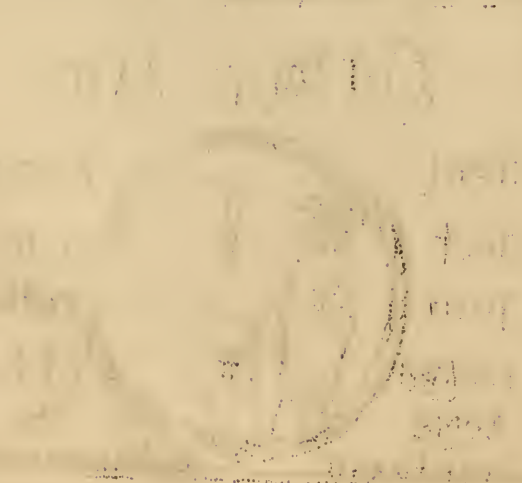
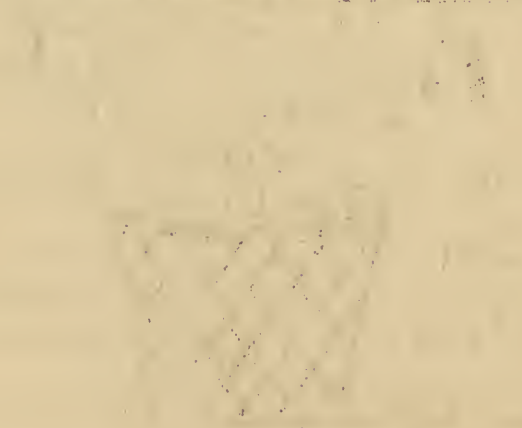
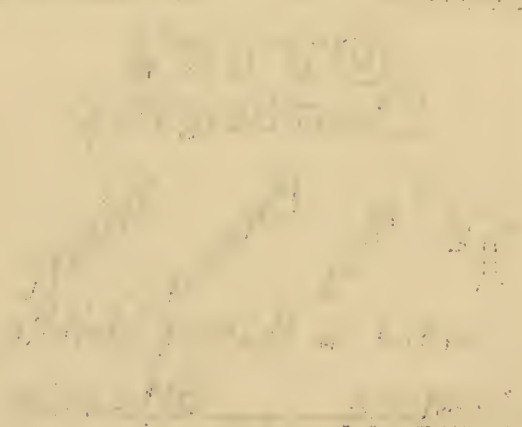


Food Like Mother AT HOME IN

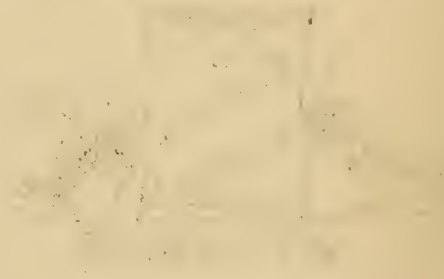
Brentwood

Mrs. F.H. LAWRENCE

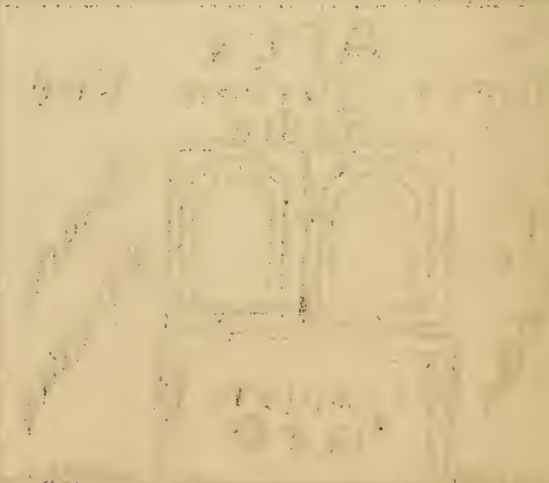
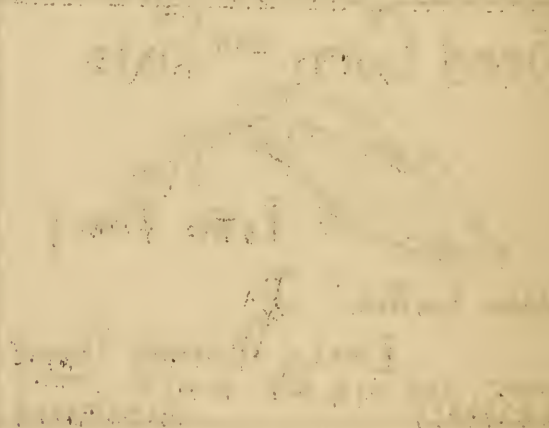
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# H. P. GARIN CO.

## Something Being Grown - Packed and Shipped Every Day in the Year

The desire for fresh fruits and vegetables every day in the year may have existed in the boyhood hearts of our grandfathers. But the fulfillment of the desire is a development of this generation.

Long distance marketing, in great volume, of perishables grown far from the points of consumption has not had as many birthdays as the successful motor car. It is much younger than the carbon filament in Edison's electric lamp.

Not many people appreciate the rapidity of this development or realize how much must be accomplished in the next few years to keep pace with the record of the past ten. New days with new problems require new measures, and never was this more true than in the fresh fruit and vegetable industry today.

Large scale production has become a scientific profession in field as well as factory. Large scale buying of perishables is directed by men of unusual ability. And volume selling wears the four stars of the well-trained general who knows past victories are only history now and that the future demands more money, more manpower and better organization.

No longer can the individual grower compete alone for market preference. There must be weight and strength, volume and regularity behind his offers. He must affiliate with other growers and sales specialists. He must recognize the bargaining power of large tonnage. Great markets are not to be served with a few bushels or a few cars. Large buyers demand steady supplies of fresh foods in large quantities at all seasons - products grown with care, honestly packed and graded, and drawn from all the best districts in the land.

The bargaining power of the great Garin tonnage is already recognized in the markets of the world. Here is strength for growers who value strong connections. Here is a forward-looking organization that is working effectively in the present and building soundly for the future.

All our Packing Houses are now improved and fully equipped with Electric Conveyors and all modern machinery which enables us to carefully grade and Pack all Fruits and Vegetables in an Attractive Packages under our



1875

Wm. H. ...

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# Brentwood Garage Inc.

## Ford Dealers

The car that stands with the -



Best of Cars

General Repairing

Electrical Work

Tire, Tubes and Accessories

Brentwood

E. H. Lawrence Prop.

# Punchon & Griesby

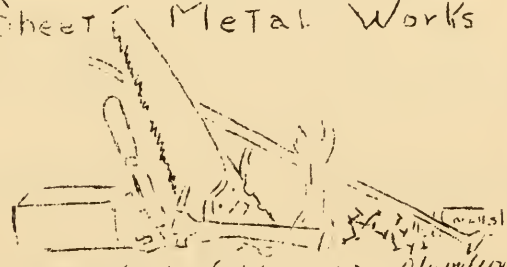


Sporting

Goods

Hardware & Implements

## Brentwood Plumbing Sheet Metal Works



Let me full fill your plumbing

Brentwood D. Sires Goodwill Douglas

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We sell insurance "over the counter." You can come to us and buy insurance just as you can go to the butcher and buy a beefsteak.

We sell every kind of insurance and render a service equal to every insurance problem.

# D. D. WATSON

The Hartford Agency

Brentwood

Phone 32

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Handwritten text in the lower section of the page, including a large heading and several lines of script. The text is extremely faint and illegible.



PAY  TAKE  
THE  
QUALITY Grocer


Brentwood Prop. J & O

DIABLO Cafe

Temp in for lunch:  
we have a lunch THAT  
YOU  
WILL CALL AGAIN.

Brentwood M. Sawyer Prop.

come To U.S.  
Duff's Cash Store  
Hardware Groceries  
The Best of Best  
K. ØHTSEN W. Duff Prop.

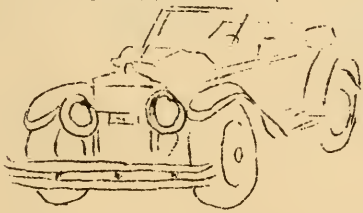


R. HAMILTON  
Garage & Machine Shop  
Red Crown  
come To me for  
Your repairs  
K. ØHTSEN R. Hamilton Prop.



O K  
GARAGE

Repairs for QUALTY CARS



DURANT-Hudson  
Essex

Brentwood R.C. Griffith Prop.

H.C. KRUMBLAND

United here is high class cheer  
IN food THAT'S CLEAN AND SOUND

Hardware Dry Goods  
GROCERIES



KRYON H.C. Krumbland Prop.

Knighten Club

Fresh Bread Delivered Daily  
Soft Drinks ICE CREAM

WE AIM TO  
SATISFY

THE VALET  
Cleaning & Pressing  
Exclusive Laundry Agents  
ORDERS TAKEN FOR SUITS  
WE CALL AND DELIVER

Brentwood Prop. Lindorf & Wallum



# W. W. MORGANS

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cheapest and the best -  
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Sincerely wish our Faculty,  
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THANKSGIVING GREETINGS





