

### What Is It That Makes GOOD VALUES?

Trash is not good value at any price. Quality alone does not make it, for the market teems with merchandise of high grade, whose prices are made unfairly high by excessive selling cost or makers' greed for profit. Such wares are not good value. Honest quality and a low price must join to make good value.

### WE ARE NOT ON THE GET-RICH-QUICK LIST.

We are Not Giving Anything Away. But we are proud of the prices we can quote, and remember, Quality is the only true test.

### We are Not Imitators, But Originators

### DID YOU EVER HEAR

about the man that had something to offer the world, and took out other than his best as a sample, to show and prove the quality of his product. Not very often, for that man and his business soon disappears.

### We Sell Samples

which are the best efforts of any manufacturer and we buy them at such a discount that we can sell them to you at the regular wholesale prices and still make our profit.

**THAT'S WHAT MAKES OTHER MERCHANTS KNOCK OUR STORE.**

### Who Is Selling For Less? The Prices Below Can Tell You

# We Have Always Been In the Lead

Men's Mule Skin Outing Shoe, solid leather... **\$1.45**

Men's Goodyear welt gun metal, velour calf and vicci kid shoes and oxfords; they will cost you \$3.50 in any store, why not save **\$1.98** the difference; our price

Men's gun metal button and lace shoes, all Goodyear welts, English toe; sell at all stores for \$4.00; our price **\$2.45**

Men's Solid Leather Heavy Work Shoes **\$2.25**

## Men's Suits and Will Continue Leading!

Cash Talks to the Manufacturer.

You no doubt have played the game "Button, Button, Who's Got the Button," and the child's hands can hide the button as well as you. So it is with us, while we are not the largest concern we may have as large a pocketbook. Fifty thousand dollars offered to the clothing manufacturer will buy as much for one as for another. We have clothing at prices combined with quality, a good reason why we do the clothing business in every town in which we are located.

SUITS WORTH \$10.00 FOR... \$ 5.95  
SUITS WORTH \$12.50 FOR... \$ 8.65  
SUITS WORTH \$18.00 FOR... \$10.00

### Ladies' Sample Underwear

A large line of Sample Underwear at net wholesale to you. Our Discount Is Our Profit.

Sleeveless Vests... 5c, 10c, 12 1-2c, 20c  
Ladies' Union Suits... 35c, 40c and 45c  
Muslin Drawers, fine quality... 45c  
Misses' Muslin Gowns... 35c and 49c

### Men's Underwear

Why Pay Other Concerns More?

Chalmers Porosknit Union Suits... 69c  
Balbriggan Union Suits... 45c  
Balbriggan Shirts or Drawers... 19c  
Porosknit Und'rwr, good quality... 25c

Ladies' lawn and gingham dresses, worth \$2 **65c**

### Ladies' Dresses

Bedford cord, fancy gingham, dimities, voiles, etc; dresses that are worth from \$3.50 to \$5.00; we have nearly all sizes **\$1.35**

### LADIES' DRESSES.

You will need a nice neatly made dress when you see what we are offering; we have them in all different materials and nearly all sizes; they are sold in any store at \$2.50 and \$3.00; get one **98c** while they last, at.....

### Ladies' Comfort Juliets

Made with a soft kid upper and has the rubber heel; Sizes 2 1-2 to 8. **98c**

We Set the Pace

# THE HUB

Others Can't Keep Up

## LA GRANDE, OREGON

### Cow - Boy Boots

Riding Boots, made of solid leather, high heel, reinforced shanks, leather lined. **\$4.98**

### THE VER YBEST SHOES ON THE MARKET, IN ALL THE LATEST STYLES AND LEATHERS.

The man that buys a pair of genuine \$5. shoes for the sum of **\$3.85** will be a booster for the sample shoe store of La Grande, THE HUB, the store that SAVES YOU MONEY—No pretense.

### LADIES' FOOTWEAR

Ladies' Patent Leather Pumps; Ladies' black Suede Button Oxfords; Ladies' High Gun-Metal Button Shoes; Ladies' Canvas and Nubuck Button Shoes, Good-year welts **\$1.95**

100 PAIRS OF LADIES' TAN AND BLACK PUMPS and OXFORDS, nearly all sizes

**49c**

LADIES' SAMPLE PUMPS and OXFORDS, one lot of about one hundred and fifty pairs

**\$1.00**

Children's Rough Buckskin Sandals **49c**

### 18 STORES

### Selling Drummers' Samples

LOCATED AT LEWISTON, IDAHO  
MOSCOW, IDAHO  
ILO, IDAHO  
TROY, IDAHO  
SPOKANE, WASH.  
CCOLFAX, WASH.  
LOCATED AT WALLA WALLA, WASH.  
ELLENSBURG, WASH.  
NORTH YAKIMA, WASH.  
EVERETT, WASH.  
POMEROY, WASH.  
PULLMAN, WASH.  
LOCATED AT PENDLETON, ORE.  
ALBANY, ORE.  
BAKER, ORE.  
EUGENE, ORE.  
ENTERPRISE, ORE.  
LA GRANDE, ORE.

## Everything In Our Store For Less

Men's Blue Chambray Shirts, military collar... 37 1-2c  
Men's Blue Chambray Work Shirts... 25c and 37 1-2c  
Men's Khaki Army Shirts... 45c  
Men's Jumbo Ventilated Shirts... 95c  
Men's Dress Shirts, military collar... 49c  
Men's Dress Pants... 98c, \$1.65, \$1.95, \$2.95  
Boys' Blue Bib Overalls... 35c and 39c  
Men's Stripe Overalls... 39c  
Men's Blue Bib Overalls, OUR SPECIAL... 45c  
Men's Extra Heavy Blue Bib Overalls... 85c  
Men's Dress Hats, worth \$2.00, for... 98c  
Men's Leather Face Canvas Gloves... 12 1-2c  
Men's Extra Heavy Canvas Gloves... 10c, 3 for 25c  
Men's Canvas Gloves, knit wrist... 5c  
Men's Seamless Work Sox... 5c  
Men's Bandana Handkerchiefs... 3 for 10c  
Men's Extra Large Size Bandana Handk'fs... 4 for 25c

### WHY PAY MORE?

Children's Dresses... 25c, 49c, 69c  
Children's Hose... 10c, 12 1-2c, 15c  
Boys' Shirts... 25c, 29c, 35c  
Boys' Outing Shoes... \$1.25, \$1.45  
Boys' Dress Shoes... \$1.00, 1.39, 1.65, 1.95, \$2.15  
Boys' Caps... 15c, 25c, 35c  
Boys' Hats... 49c, 98c, \$1.25, \$1.45  
Boys' Suits... \$1.95, \$2.95, \$3.65, \$4.95  
Boys' Bother Gauntlet Gloves... 45c  
Boys' Underwear, garments... 20c  
Ladies' Best Yet Black Hose... 10c  
Ladies' House Dresses... 65c  
Ladies' Black Silk Lisle Hose... 25c  
Ladies' Petticoats... 49c  
Cotton Blankets, large size... \$1.49, \$1.98  
Comforts... 98c, \$1.25, \$1.95

WE HAVE THE LARGEST STOCK OF SHOES IN EASTERN OREGON. We have on display in our store

**1400 PAIRS**

C. GOTZIAN & CO.  
and  
FOOT, SCHULTZ & CO.

**Sample Shoes**

IF YOU WANT TO SAVE MONEY ON FOOTWEAR, INVESTIGATE.