



Experience



Big Four \$850
Light Six \$985

Prices Effective April 1st, 1917

Light Fours

Touring . . . \$699
Roadster . . . \$650
Country Club . \$799

Big Fours

Touring . . . \$850
Roadster . . . \$815
Coupe . . . \$1215
Sedan . . . \$1450

Light Sixes

Touring . . . \$985
Roadster . . . \$950
Coupe . . . \$1350
Sedan . . . \$1595

Willys Six

Touring . \$1425

Willys-Knights

Four Touring \$1505
Four Coupe . \$1510
Four Sedan . \$1610
Four Limousine \$1810
Eight Touring \$1910

Advanced in price Big Four and Light Six models, May 1st 1917—deferred until that date account too late to correct advertisements appearing in magazines circulating throughout the month of April.

All prices f. o. b. Toledo Subject to change without notice "Made in U. S. A."

Back of this season's new Overland Big Fours and Light Sixes are a direct line of nine preceding models from which they were developed.

They directly continue the line of models that made the Overland name stand in the public mind for integrity of value.

Overland policy has steadfastly sustained that integrity of value in the car throughout its entire service in the hands of owners.

Over three hundred thousand of these cars are now in use and the helpful suggestions of their owners and of the more than four thousand dealer and factory-branch organizations that sold and served them, are largely responsible for the balanced greatness of this season's Big Fours and Light Sixes.

Their new beauty, their perfected easy riding qualities, their proven sturdiness and mechanical excellence, their admitted tire, fuel and oil economy make them worthy of the confidence we enjoy, that they will still further enhance Overland prestige.

They embody the wisdom of the unmatched Overland experience in building cars of this type.

They are dominant values, cars of proven dependability and sterling worth.

As long as we have them for delivery before May 1st, the prices are \$850 for the Big Four, \$985 for the Light Six—thereafter \$895 and \$1025.

GALLOWAY-REES CO. Dealers



The Willys-Overland Company, Toledo, Ohio
Manufacturers of Willys-Knight and Overland Automobiles and Light Commercial Cars.

FAMILY CARES.

This Information May Be of Value to Many a Mother in La Grande. When there is added to the many cares inseparable from the rearing of children that affliction of weakness of the kidneys and auxiliary organs, the mother's lot is far from a happy one. This condition has often been corrected by the use of Doan's Kidney Pills. When relief comes the mother's burden will be lighter and her home happier.

Mrs. J. H. Fisk, 1707 Adams avenue, La Grande, says: "I can certainly speak a good word for Doan's Kidney Pills, for I know they are a medicine of merit. I have given them to one of my children on several occasions for bed-wetting and kidney disorders and they have always proven very beneficial. Price 50c at all dealers. Don't simply ask for a kidney remedy—get Doan's Kidney Pills—the same that Mrs. Fisk recommends. Foster-Milburn Co., Props., Buffalo, N. Y.—Adv.

George McMullen's Speech At Stockmen's Convention

George McMullen, of Kansas City, gave the following speech at the Stockmen's convention:

The Marketing of the Range Steer. Mr. President and Ladies and Gentlemen of the Convention, I am again before you this year at the request of your honorable secretary. So please blame him and not me. He has given me as a subject for my remarks, "The Marketing of the Range Steer."

I presume in speaking upon this subject to a body of men as vitally interested in it as you are. It might be expected of me to set forth a plan out of which would come the best possible results. If I were able to bring forth such a plan I at once would be proclaimed the greatest living cattleman and my commission firm would get all of the business. I would have solved a question that is near to the heart of every cattleman here.

It is the hope of good results in the marketing of your cattle that helps you to bear the worry and hardships incident to the handling of the steer from the time he is a calf until he is a mature marketable animal. One idea of what we mean by a range steer is steer out in the open with no fence to circumscribe, no boundaries but his own free will. This line of thought takes us back to the days of the real cowman. When the unclaimed west was his for the taking, and his cattle roamed at large. His range was bounded on the south by the Gulf of Mexico and on the north by the Aurora Borealis. In the winter time the cowman would go into winter quarters which probably consisted of a storm proof dug-out in which he lived contentedly feeling the assurance that his cattle could not drift further before the storms of winter than he could ride after them in the spring. The man that invented barbed wire had not yet been born.

The march of civilization and the greed of man has changed this once paradise of the cowman into the habitation of millions of prosperous farmers, thriving towns and cities and proves the wisdom of the founder of our glorious government that the greatest good that comes from our National resources should be enjoyed

by the greatest number. There are yet with us some of the grand old cowmen of the early days. A little bit rough but always ready and wonderfully rugged. They are truly the noblest works of the creator of man, honest men. Their immediate contact with changing conditions enabled to see that the freedom of the range was fast slipping away from them and to be independent they must of necessity buy and own their range. This they felt was being forced upon them. They met these conditions. But in a great many cases under protest. The men who met these conditions no longer live in a dug-out in the winter time. No longer ride after their cattle in the spring.

Their cattle are encircled within a strong barbed wire fence. They can get feed to them in the storms of winter if necessary, have comfortable quarters for their cowboys on the ranch, while they live in their modern mansions in some growing city and are probably engaged in the banking business. If not in the business themselves, the bankers are falling over themselves to loan them money. A wonderful change with changed condition.

With the passing of the old-fashioned range cattleman we also see the passing of the old fashioned range steer. We will soon have to take the range off his name and call him the farm and ranch steer. Under these conditions he can be given the best of care and in this way the best results in marketing him can be obtained. And instead of the long-horned wild and woolly fellow of a few years back the thoroughbred bulls that have been imported to your ranges have brought your cattle up to a standard in quality, equal to any in the United States, and with the breeding your cattle now have it means a different way of handling and preparing them for market, especially in the winter. It pays to breed to good bulls and I want to say right here that you have some of as good blood right here in your own county as can be found anywhere. I saw a car load of Hereford bulls from this section take first prize at the Denver Livestock show last January and sold for \$575 per head. I think they were as good a load of bulls as I ever saw in my life. They belonged to your neighbor, Mr. Chandler of Baker City. And if you are in need of some good Herefords you can find as good right here at home as anywhere. And if you are looking for some

PLOUGHING GARDENS

I will plow up your garden—Rates reasonable.
A. G. HERMANN,
Phone Red 2351. I also have a cow and a small wagon I want to sell.

good short-horn blood see my old friend, W. W. Green, of Union, and several other breeders that located in this section of the country now. There is getting to be quite a science in handling and preparing the grass steer (as we will call him) for market that is to get the best results. About as much so as there are in preparing the steer going in the feed lot to be finished on pulp hay or grain.

The main thing to keep in mind is to get him on the market as early in the summer as possible. Of course this means more feed through the winter and more food means more cost, but it will pay. Start your steer on grass with as much flesh as you can get on him, and if possible put him in the bank in the month of July or not later than the first to the 15th of August, and you will usually get \$1.50 to \$2.00 per cwt. more for him than you will 60 or 90 days later.

Just for an illustration I have here a picture of a bunch of cattle I sold last June that were shipped to Kansas City by the veteran shipper and your neighbor, Frank Oxman of Durkee, Oregon. I sold these steers for \$10.50 per cwt. which up to that time and is yet the highest price on record ever paid for a bunch of grass cattle in the United States. These same cattle 60 days later would not have brought over nine cents, which means on a bunch of 1200 pound steers a difference of around \$20 per head at least. So by putting \$5 to \$10 per head in feed in Mr. Steer is a pretty good investment and I think if you follow

this system it will only be a few years until there will be more bankers and more retired cattlemen living in modern homes throughout these beautiful valleys. Now in conclusion I want to say there are one or two more very important things in marketing your cattle to good advantage. You must choose a good market to ship them and a good commission firm to sell them and by all means advise you to send them to the big market at Kansas City, Mo., and consign them to Witherspoon-McMullen Live Stock Commission Co. Gentlemen I thank you.

Mrs. Burt R. Russell and daughter will arrive from Salem this evening to join her husband who is with the Snodgrass grocery. They intend to make their future home permanently in La Grande.

Paul Spillman was a visitor at Imbler yesterday.

Dry Wood, Poultry Supplies, Feed,

All Varieties Seed Potatoes
Highest Price Paid For Poultry

SMITH-NOBLE PRODUCE CO.

Home Ind. Phone M. 734
Union County M. 291

LA GRANDE,
OREGON

Depend on This

YOU CAN DEPEND ON
A GOOD CONVERSATION
WHEN USING
OUR COPPER TOLL
LINES.

HOME INDEPENDENT TELEPHONE CO.

Clean Up and Paint Up

Don't confine it to a clean up day but make it a real clean up and paint up campaign. The paint up is of equal importance and everyone is benefited thereby.

You can find a larger stock and get more paint value for your money here than anywhere else.

OXNER'S PAINT STORE



QUICK DELIVERIES

are a feature of this lumber business. When you give us an order you can confidently rely on getting your lumber a little before you need it. That means no delay in construction, no waiting time that you have to pay for. Think that over.

GEO. PALMER LUMBER COMPANY
Retail Dept. Phone Main 8

Milk Routes Changed This Week

Commencing this week, the P. M. & C. company is making morning and late night deliveries. This is due to approaching warm weather. During the winter months dairymen of the city generally have delivered evening's milk the next morning, but hereafter the P. M. & C. will deliver morning's milk the same morning it is milked and evening milk the same evening it is milked. In some instances this will make afternoon deliveries several hours later in the day and morning deliveries earlier.

The kind indulgence of our patrons during the rearrangement of the routes is asked. Within a day or two these new means of delivery should be working smoothly.

Pure Milk & Cream Co.
Depot At 1708 1-2 Sixth Tel. Black 2001