

**PAID LOCAL ADS**

**FOR SALE**—One 3 cylinder Hardie spray outfit complete in good working order. Also one 7 foot disc. A. R. Albee, Phone 207-M-2.

**FOR SALE**—4 room plastered house. P. O. Box 417.

**TO TRADE**—Eight room house and 5 lots to trade for Clarkston, Washington or Lewiston, Idaho property. Ontario Real Estate Co.

**PASTURE FOR SALE**—2 miles west, 1 mile south and 1 1/2 mile west of Ontario. Formerly the Blanton ranches. O. E. Carman, Vale, Ore. 21-29

**PEARL OIL**  
(KEROSENE)

**For oil cookstoves**

STANDARD OIL COMPANY

**WANTED**—To purchase side car for Indian Motorcycle. Inquire at Argus Office.

**GRIFFITH ELECTRIC SHOP**—Agency Laun-Dri-Ette Washing Machine. All kinds of Electric Wiring.

**FOR SALE**—At less than cost, a new bungalow with all modern conveniences, located just north of laundry. For appointment call O. A. Kratz.

**FOR SALE**—Chevrolet touring car 1918 model in good condition \$300. Some terms. See it at the Ford Garage, Phone 151-J. P. O. B. 276, Ontario. 14-tf.

**FOR RENT**—Large Sleeping room modern house. Phone 173-M. \$14.00 with garage. 16-tf.

**LOST OR STOLEN**—Two yearling steers, brand left hip, (E.H. connected). Please take up and notify J. J. Dillard. 219-tf.

**GRIFFITH ELECTRIC SHOP**—All kinds of Electric wiring. Telephone 228 J. 11-tf.

**WHITE LEGHORN HENS**—\$2.00 baby chicks \$18.00 per hundred. Hatching eggs \$1.50 per setting. \$10.00 per hundred. Phone 206. E. G. Lightfoot. 11-tf.

**STOCK TO PASTURE**—After June 1st Price \$1.50 per head, yearlings \$1.00. Good pasture, plenty of water. C. H. Trousdale 11-tf.

Good blue grass pasture for rent. Dave Stewart on Ed Hurley place. 25-26 P.

**FOR SALE OR TRADE**—Tent house, 16x16, and small bungalow, both with linoleum covered floor. Good condition at a bargain. Can be easily moved; or will trade for good milk cow. Phone 205W3. 23p

**FOR SALE**—Jersey bull calf Golden Glow Chief. Registered from high class stock. For quick sale phone or see C. E. Dibble, Payette.

**FOR RENT**—Furnished rooms Also 1 apartment. 1 block north of Moore Hotel. Mrs. S. E. Morgan. Phone 91-7 24-27 p.

**FOR SALE**—One Big Six McCormick mower, good as new, late model. D. C. Booth.

Pure Bred Poland China Glits and Boars for sale. Ben Rose, Ontario. 24-30 p.

**FOR SALE**—1920 5 Passenger Buick with extras, in first class condition. Paul Cayou.

Hemstitching 10c per yard. Blanche C. Anderson. Phone 42-W. 23-26 p.

Pressure tank for sale. J. H. Gordon, Ontario. 11-tf.

**FOR SALE**—Pressure water system tank. In good condition. See J. H. Gordon, Ontario. 11-tf.

See our stock of used pressure tanks before buying. We have some excellent bargains.—H. R. Udick.

**LOST**—Party who picked up child's brown overcoat, downtown, May 30, leave at the Argus. Reward. 25-P.

**LOST**—Rim Jack for auto. Please return to Globe Service Station or Mrs. A. E. Brecount. 24-27 P.

New or used water systems—we have them.—H. R. Udick.

**FOR SALE**—New Buick Roadster 1920 Model. Mrs. T. B. Fiser. Phone 93-W 14. 11-tf.

**FOR RENT**—Two room furnished apartment. Former Boyd home. Two blocks north of Moore Hotel. Mrs. Omar Klum. Phone 80-M. 26-29 p.

**WANTED TO RENT**—Six or seven room house; modern if possible. See David F. Graham, Eastern Oregon Land Co., Wilson Bldg. Ontario. 24-tf.

We have a dandy line of pumps, both new and second hand. H. R. Udick.

**BUSINESS IMPROVING AVER RAILROAD MEN**

**Rail Rates Will Adjust Themselves in Time—Problem Complicated But Will Be Solved—Boost Local Hay Products**

"Already there is evidence that business conditions are improving and will continue to improve," declared D. R. Gray, assistant general freight agent of the O. S. L. who was one of the party with Farmer Smith to visit Ontario last Wednesday. With Mr. Gray was R. A. Smith, supervisor of agriculture of the Union Pacific system and Geo. J. Mohler, traveling supervisor of agriculture.

"While freight rates are subject to adjustment, and the time perhaps will never come when they will be perfect, after all business regulates freight rates, for when business cannot be done under existing rates it ceases and rates must be adjusted. The problem is complicated, especially when it is remembered that a rate that is remunerative for some railroads is not for others that the commission in regulating has to take all railroads into account," continued Mr. Gray.

While discussing rates and the effects of them Mr. Gray declared the reduced rate on hay from the Short Line territory had served to introduce alfalfa into the southeastern country where hitherto it had been unknown.

"Why," he declared, "those people down there did not believe it was alfalfa hay it was so superior to anything they had previously had, and as the result I am sure that a market for hay from this section has been established regardless of the freight rates."

The visiting railroad men had a luncheon on their private car following the address of Farmer Smith to the Boys and Girls' clubs in the morning having for their guests; Mayor W. H. Doolittle, President R. W. Jones of the Commercial Club, L. R. Brethaupt, county agent, E. B. Conklin and George K. Aiken.

**OREGON SLOPE**

About one hundred men and their ladies from the Slope accepted the invitation extended by the Payette Chamber of Commerce to be their guests last Thursday evening for a banquet and evening's entertainment. After the delicious three course dinner Mr. Coughanour as toastmaster gave a very interesting address of welcome which was responded to by Mr. Lee Brown of our Farm Bureau and also Mrs. Tomlin, president of the Ladies Club. Mr. Northrop also responded very happily to a request for a speech. Miss Johnson and Miss Gauer each gave excellent readings and Mr. Earl Venable told in a most interesting way some of his experiences while in Washington, D. C. Each one was then furnished a ticket to the picture show as a climax to the evening's entertainment.

The Oregon Slope people wish to thank most heartily the Payette Chamber of Commerce for this happy occasion.

Mrs. Sullens and son Harold are spending the week in Baker.

Miss Marie Frost spent the week end in Ontario with her sister Mrs. Stanley Brown.

The Club picnic will be held at the Weiser Park this Friday.

Mr. Dunn and Mr. Blevins were callers on the Slope people the past week. Mr. Blevins writes insurance for the Idaho Mutual Life Insurance Company.

Mrs. C. G. Hoslop went to Portland Saturday where she will meet her daughter, Miss Gertrude, and together they will take in the Rose Festival at that place.

"Farmer" Smith of the Union Pacific System gave an interesting talk at the court house in Payette Tuesday evening on the importance of the farm life of the country of the dairy cow, the pig and the hen. There was a good attendance from this section.

The Misses Marie and Mildred Frost entertained the young people of the Slope at their home Monday evening in honor of Miss West who has completed her term of school here and will leave this week for her home in Western Oregon. The young people report a very pleasant evening.

Little Mary E. Wilcox, ten month old baby of Mr. and Mrs. Charles Wilcox, passed away at the home here last Friday morning. The little one had whooping cough and other complications followed which caused her death. Funeral services were held from the home Sunday afternoon Rev. Walker of Payette conducting the services and the little one laid to rest in the Riverside Cemetery. The sympathy of the entire community goes out to the Wilcox family at this time.

**CARD OF THANKS**

To our many friends, the American Legion, The Rebekahs and the Methodist Church we wish to express our sincere thanks for the many beautiful floral tributes and acts of sympathy and kindness shown us in the loss of our Loved one.

Robert Boswell,  
Mrs. Vena Boswell,  
Mrs. R. O. Horning,  
Harry Boswell.

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FARMERS WEEK  
and  
HOMEMAKERS CONFERENCE  
A Week of College Life at  
O. A. C.  
COOPERATIVE CONVENTIONS  
EXCURSIONS—LET'S GO  
Corvallis, Or. June 13-18  
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**Why Farmers do Business With Mail Order Houses**

Marshall Field, Chicago's former merchant and president of the company that bears his name made the following statement in addressing a convention of Country merchants: "You country merchants constantly speak of the mail order house problem and yet you do not seem to realize that you are the cause and also the solution for it."

This was a strong statement and yet it is surprisingly true.

When the farmer desires to buy products such as groceries, dry goods, hardware etc. there automatically comes to his mind the names of a number of dealers engaged in the handling of these products. To many the names of the local merchants do not have any greater influence in making him decide from whom he will purchase than will that of Sears Roebuck, Montgomery Ward.

The average farmer feels that the country merchant is interested more in what he can make out of the farmer rather than how he can assist in making the producer more prosperous and thereby make his own business a success. The reason for this attitude on the part of the agriculturist is largely due to the fact that the merchants have not demonstrated that they were actively interested in the farmers' problems.

Judging by the number of business men that attend the farmers' meetings, the producers are seemingly justified in their attitude.

Too often the commercial men of the country pass on the desirability or the undesirability of the various cooperative enterprises the farmers bring into existence, without ever having attended a meeting for the purpose of discussing the various plans offered for the solution of farm problems.

The country merchant must keep in mind that the welfare of his business enterprise depends largely on the prosperity of the agricultural producers about the town. Due to the tremendous decrease in the price of agricultural products, the purchasing power of the farmers has been reduced five to eight billion dollars. The embarrassed financial condition has already reflected itself in the sales made by our large mail order houses. The following figures show the per cent decrease in sales in 1921 if three companies as compared with the same months of the previous year:

	Feb.	Jan.	Dec.
Sears Roebuck	50.35	47.11	35.10
Montgomery Ward	51.45	34.46	30.44
Am. Wholesale	27.95	34.06	19.58

These figures would show in a measure the approximate decrease in the sales made by local tradesmen over the United States.

Country merchants have an advantage over the mail order houses in that they can have personal contact with those who live in the rural districts. Few country business men have capitalized this to the fullest extent possible. "Good Will" is a valuable asset and represents the desire of your patron to deal with you rather than with any one else engaged in the same line of business. In order to acquire the good will of the farmer a merchant must first, sell at reasonable prices; second, render efficient service, and third, take an active interest in the affairs of the patron with a view to assisting him to become more prosperous.

Too many merchants take a passive interest rather than an active and constructive interest in the agriculturist's welfare. What constitutes an active and constructive interest? It consists in aiding the farmer to secure all that can be obtained for his products consistent with law of supply and demand. It consists in aiding him to secure reasonable transportation rates and adequate finances so that he may make farming a success. It consists in aiding him to make a success of cooperative marketing enterprises which are legitimate and founded on safe and sound business principles. Business men do not secure the "good will" of farmers by failing to attend farmers' meetings, by knocking legitimate cooperative enterprises and by emphasizing his weak points.

The Commercial Club that spends more time discussing "what kind of a Fourth of July celebration" the town should have than it does on "How can we get the farmer lower transportation rates" or devotes a great deal more energy and money in promoting an "Ice-manufacturing plant in town" than it does in assisting producers in securing the efficient marketing of their products, will find it exceedingly difficult to sell memberships to producers.

The merchant who spends time and money in conducting a "Buy at Home" or a "Buy Oregon Products" campaign and then ships in butter while the cooperative creamery in the same town is forced to ship elsewhere butter of just as good a grade, or the business man who sells cheese made in Wisconsin in preference to Oregon made cheese, of even quality because he can make a cent extra per pound, is not building up the asset called "goodwill."

The "mail order problem" will be solved just as soon as the business men in the rural centers get together and make an effort to solve the acquisition of "goodwill."

**LOCAL PERSONALS**

Misses Vera Neeb and Margaret Griffin expect to leave Monday for Cheney to attend the summer normal.

Mrs. John Lynch is able to be up after an attack of appendicitis.

Mrs. E. S. Ingalls has as guests this week her sister and niece, Mrs. J. B. Tuttle and daughter, Mrs. Robert McCleary of Butte, Montana.

Mrs. W. W. Letson was a visitor at Halfway Friday.

A nine pound son was born to Mr. and Mrs. Irving Harris, Saturday, May 28. He was given the name of Richard Irving.

The Epworth League of the M. E. Church will give an ice cream social Friday evening at Dr. Moore's residence on the East side.

Mr. and Mrs. S. D. Dorman and daughter spent last week end with the A. J. Glover family at Boise.

Mr. and Mrs. J. E. Brutzman drove to Caldwell Sunday to visit friends.

Mrs. Milos Miller and Mr. and Mrs. Harve Hon and family of Boise were Sunday and Monday visitors of Mr. and Mrs. Ed Fifer.

Mrs. Anna Booz and Ed Fifer spent Decoration Day in Weiser.

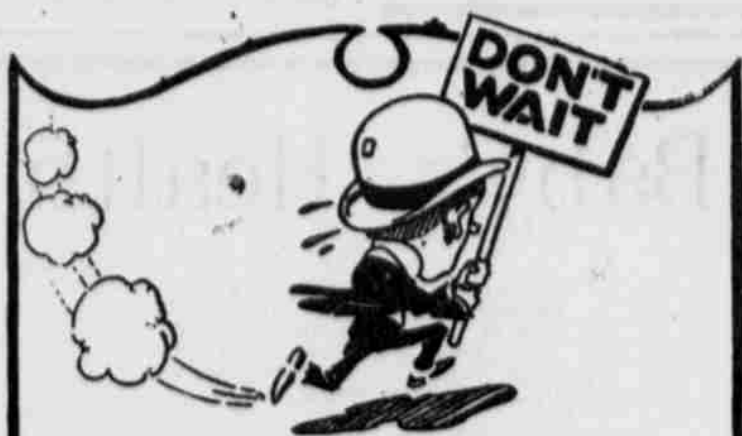
Mr. Higgs of Crane, Section of Eastern Oregon Live Stock Co. and President of the Crane State Bank was in town on business over the week end.

Mrs. J. R. Jimmerson of Payette spent the week end with her daughter Mrs. Larue Blackaby.

Mrs. John Gish, Miss Joy Gish, Mrs. Howard Gordon and Albert Olson of Weiser were shopping in Ontario Wednesday.

Mrs. Wm. Jones has been enjoying a visit from her sister, Mrs. Abbie Wilhelm of Rupert, Idaho and cousin Mrs. Mary Keys of Eureka, California.

George E. Pollock, formerly Sup't. of Eastern Oregon Land Co. was town over the week end.



**RUSTY SHOULDERS** are rare in THIS MAN'S TOWN, EVERYBODY has them—(the shoulders)—to the wheel heaving, pushing BOOSTING for OUR TOWN and neighborhood.

It is a community steadily growing in prosperity. The big reason for such growth is loyalty and SERVICE.

The business and public-spirited men LONG AGO realized that if OUR TOWN wanted to maintain a substantial position, their business must be built upon the foundations of CLOSEST RELATIONSHIP.

That relationship is possible through having SOMETHING to offer—and making the offering KNOWN. It is the principle underneath "BOOSTING" our community.

A town is no stronger than its BUSINESS—the business of its merchants and neighboring farmers.

The way to show these honest, sincere merchants of town and country that you appreciate the stand they have taken, and are taking every day in BOOSTING this town—is to read their advertisements—patronize them. BUY YOUR GOODS of the men who are keeping our town in the prosperous habit.

In that way you'll be doing your BOOSTING.

**IT'S THE BORAX IN THE SOAP THAT DOES THE WORK**

**10-MULE-TEAM BORAX SOAP CHIPS**

**GOOD THEY ARE GUARANTEED**

**HOTEL WILSON DINING ROOM NOW OPEN**

**FAMILY STYLE**

RATES BOARD AND ROOM

By the Month	\$42.00
By the Week	\$10.50
Board one Month	\$30.00
Board one week	\$ 7.50
Meal tickets 21 meals	\$8.00
Single meals	.40

**ALL WHITE HELP**

**CLEAN-UP SALE NO HAT OVER \$10.00**

THIS INCLUDES ALL OUR HIGH GRADE GEORGETTES, MILAN AND PATTERN HATS. NO HATS HELD BACK OR RESERVED.

**SAT. JUNE 4 And All Next Week Make Your Selection Early**

**Beautiful Assortment of Hats \$3.50, \$4.50, \$7.50 Values to \$12.50 NO LAST YEARS STOCK TO SELECT FROM**

**Suits, Dresses, Skirts Also Greatly Reduced**

**Morris Millinery & Novelty Shop**  
Nellie Morris Prop. Phone 62-R

**EVERYBODY**

Now agrees with us, that **POINSETA** cakes & crackers are "BLOOMIN' GOOD" So we have arranged to have a fresh supply come in every few days.

**BUY THEM BY THE PACKAGE**

as the sanitary carton keeps them fresh and you know they are clean and always "BLOOMIN' GOOD"

**ONTARIO MEAT & GROCERY CO.**

The Home of Good Things to Eat at Reasonable Prices