

MORE INFORMATION

— ABOUT THAT —

FREE HARNESS

SINCE OUR AD appeared last week we have had dozens of inquiries about our offer of FREE HARNESS. People have asked us for the dates of the sale, but we did not know this ourselves until last night when we received a telegram saying our new harness had been shipped. The STUDEBAKER HARNESS COMPANY has promised to send a "tracer" after this shipment, and we expect the goods to arrive here by the 10th of February. We will require about three days to arrange the stock, so we can begin giving away this harness on

MONDAY MORNING, FEB. 14th

AND END THE SALE ON

SATURDAY NIGHT, FEB. 26th

TO THOSE WHO DON'T KNOW WHAT WE ARE TALKING ABOUT. WE WANT TO SAY

You surely did not read our ad which covered this entire page a week ago today. For your information, we will state our offer again, and give our reasons for making such a startling announcement. We will give away ABSOLUTELY FREE a set of STUDEBAKER HARNESS with every buggy we sell between February 14 and February 26. Our reason for this is to get our Buggy Business out of the way so we will have time to devote ourselves to the sale of our other lines. Our heavy trade comes with a RUSH during March, April and May, and we want to relieve the pressure during these months by doing the bulk of our vehicle business early.

PLEASE UNDERSTAND THIS

We have set the dates for this sale and intend to stick to them. We will NOT give away any harness before this date—February 14—and when we say the sale ends on February 26, WE MEAN IT. We positively will not make anyone such an offer after the sale is over. We want this distinctly understood in the beginning. If you do not want to take the buggy this early in the season, pick out the Vehicle and Harness you want, make a small deposit and we will hold them for you until you are ready for them.

THE HARNESS

The harness is all new—it is now on the road from the Factory. We are not making this offer to get rid of any old shopworn goods. The fact that we have ordered new goods from the East is proof of this statement. You have your choice of either *Breast Strap* or *Collar Harness*, and every set has the name *Studebaker* stamped on the traces. This is the same harness which we have been selling for Twelve and Fifteen Dollars a set. If you have ever used a set of *Studebaker Harness*, you know what it is. If you have never used it, we urge you to try it and be convinced.

THE VEHICLES

Our line of Vehicles is the largest ever shown in Hood River. We handle the *John Deere* and *Velie*, the *Studebaker* and *World*. Quite a few of our customers have been in our store during the Winter and looked over our vehicles. Undoubtedly most of them have in mind a certain buggy which they intend purchasing later. At the same time these prospective purchasers must surely have made a mental note of the price. *We have not raised the price on a single job.* Some people imagine we must surely have added to the buggy the cost of the harness which we offer free. *We swear we have not.* Our offer means just exactly what it says. We invite a price examination by those who have already selected in their own mind the vehicle they want in the Spring.

GILBERT - VAUGHAN IMPLEMENT COMPANY

THAT'S ALL—THAT'S ENOUGH