



# ARE YOU A WAGON USER?

If you are NOT interested in wagons don't read this advertisement. If you ARE interested in wagons, don't throw away your money. You can save dollars by reading this plain talk on *Wagons*.

There are hundreds of different kinds of wagons manufactured---some good, some bad and some indifferent. We don't claim to have the only good wagons ever made. But we do claim there are none better made than the wagons we sell. Compare our wagons, point for point with others, and if we can't show you where our wagons are stronger and more durable than others, then we don't want you to buy ours.

Opinions differ as to easy running qualities of wagons. Some people claim a steel skein wagon runs easier. Some claim a tubular axle wagon runs easier. We have them both. In the steel skein wagons we offer you the *Studebaker* and *Mandt* wagons. In the tubular axle we offer you the *Milburn*.

Now then, just a word about stock. You like to buy, same as anyone else, where you find a large stock to select from. We have the largest stock of wagons ever shown in Hood River---in fact, we have more wagons in our basement than you will find in half the wholesale houses in Portland. Sounds strong, doesn't it?

## BUT IT'S THE TRUTH

And here is a tip about prices. We don't like this "price cutting" business, but when it is forced up to us we are going to get the trade. If you are looking for a CHEAP wagon, we have it for you. We keep them in stock; what we sell we fully guarantee and want you to feel you have a good bargain. If price is the vital point with you, we can satisfy you. We are in a position to quote you a better price than you can find elsewhere. We buy our wagons in carload lots and save from five to ten dollars apiece on freight alone, to say nothing of the saving in quantity buying. This means something to you.

THINK IT OVER

GILBERT - VAUGHAN IMPLEMENT COMPANY

That's All! :: That's Enough