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Oliver and John Deere Plows

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In fact with most everything in the IMPLEMENT line

GILLIAM & BISBEE

will supply you.

"We have got it will get it or it is not made."

THE BRICK

McATEE & AIKEN, Props.
ICE CREAM and CARD
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The O. K. Restaurant.

A GOOD PLACE TO EAT.

Meals at all Hours 25 cents and Upward.

Only White Waitresses Employed.
HEPPNER : OREGON.

Bring in Your Old Ford

and we will convert into a one-ton truck for
\$350

You retain all parts and equipment taken from
the car in making the change.

E. H. Kellogg Counter agent for
HENRICKS TRUCK ATTACHMENT

New Arrivals:

Florsheim Shoes,
Ironclad Clothing,
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"Nuff ced."

SAM HUGHES CO.
HEPPNER : : : OREGON.

HEPPNER WOOD YARD

E. E. BEAMAN, Prop.
Successor to N. A. Clark

Leave Orders at Humphrey's Drug Store

We Handle Blacksmith Coal
in Sacks or Ton Lots.

All Wood from our Yards will be Sawed for
65 cents per Cord.

YOUR ORDERS SOLICITED

A COMPOSITION ON THE WORD "CAN"

If you read this composition one of the objects for which it is written will be accomplished.

There are two other reasons why this is wished on to you. The first one is that people are supposed to be hungry for this sort of stuff and unless they get about so much dished up steaming along with the hot cakes in the morning they figure that the guy that's peddling that particular brand of Coin Separator don't amount to more than a soiled dneece and his wares are not in the same class as the sport who smears the front page all over with a lot of Con talk that no one believes.

The third reason is that I need the money.

I suppose that you are beginning to wonder what all this line of chatter is about anyway, but be patient, I'm liable to say something pretty soon.

I'm not going to start out and tell you how badly you'll get stung if you don't patronize me, but are foolish enough to buy a piano from some of my competitors. I'm not the only original little philanthropist. Between you and me there are some mighty decent men in the piano business. Whisper it gently, all evidence to the contrary notwithstanding. You can buy a good piano from any of them. You notice that I say "can."

You don't always—not quite. I want you to take particular notice of that little word "can." A man regardless of how honest he is and all these sort of things, don't want your business bad enough to sell you a piano for less than it costs him. He CAN do all that he CAN but he CAN'T sell without a profit very long.

CAN a man who buys through a middleman, that buys of a jobber that buys of the factory sell to you as cheap as another fellow who buys direct from the factory. Four profits against two.

Foolish question No. 1—
Can a firm that advertises in the Oregonian and other big dailies, runs a big store, pays huge rent, enormous managers salary, clerks, lights and an army of help that don't produce, sell as cheap as a small fry like Yours Truly that has none of these expenses?

Idle inquiry No. 2—
Can you blame a man that is unfortunate enough to be running a piano business under the above conditions and needs your business, as they all do, their expenses like Time goes on for ever, for trying to sell you an inferior piano when you state your limit to be lower than he can afford to sell you a good instrument for.

Idiotic Interrogation No. 3—
Can a man who sells his paper at a heavy discount to the banks or private capitalists sell to you as cheap as the other fellow who has ample capital and financial backing to carry your account himself, and to whom your paper is as good as your cash.

Echo answers "Can he?"
That word "Can" is important as you pay the bill. Most every dealer is honest and will do all he CAN for you, and still make a profit. Now don't get the idea from this that I am going to tell you I don't make a profit. Bless your soul I can talk to you in a tone of voice that has melted ice from Alaska to Los Angeles in an attempt to get you to loosen up with some of the necessary and if I can wheedle you into paying me Five Hundred Real Iron Jingles for the same quality of piano the other guy who makes a splash gets Six Hundred and Seventy Five for I will be real pleased, I'm after the Coin just as hard as any of them but the point is, that:

I represent the P. S. Wick Piano Factory Direct.

My prices are Manufacturers Prices to the Big Dealers.

I have no running overhead

expenses like the so called Big Houses.

I am completely financed with Eastern 5 percent money.

Suppose that I am no greedier than the other fellow for a profit, it, and suppose again that I am just as anxious for your business as he is I CAN do better, by you than he CAN, CAN I not?

I have sold to date 135 Wick and Shattuck pianos in this country. In other words One Hundred and Thirty Five poor deluded mortals have fallen for my particular brand of bunk, and they all tell me they like it. Funny isn't it? I would like to hear from you to the effect that you might consider being victim No. 136. I endeavor to make the operation of Separation as painless as possible, but even if it hurts a little, you'll feel like you do after you have a tooth pulled, so satisfied and contented that you'll be glad you was operated on.

As to the quality of my pianos and my methods of doing business and my treatment of my customers after they buy ask your neighbors.

WICK PIANOS

C. Guy Wakefield, State Agent.
Home Address, Pendleton, Oregon. Ranch, Lexington, Oregon. Store and Warehouse, Arlington, Oregon. 5011.

Dodging Mother Meng.

Infant prodigies are not unknown in China, and Chinese Buddhists find it easy to account for them. According to the doctrine of the transmigration of souls, persons passing through hades on their way to the wheel of life (which relaunches souls into the bodies of babies or animals just being born) have to cross a bridge. Before mounting the bridge they are stopped by an old hag called Meng, who, lolling in hand, compels each soul to drink a mouthful of the waters of forgetfulness, for which the popular name is Mother Meng's soup. Those who drink of this forget all that they had passed through or had known in their former life and thus on being reborn into the world are entirely ignorant. Some, however, manage to dodge Mother Meng and enter the world full of knowledge, which they display as soon as they can articulate.

First Stamps of Nippon.

It was in March, 1871, that postage stamps were for the first time issued in Japan, following the system of western countries. The stamps were of four denominations of mon. These stamps, however, disappeared shortly after their issue, to be replaced in 1872 by another series in the denomination of sen. These denominations are still in use today, but at the present time there is a far wider variety, the values being from one-quarter of a cent to \$5. The first stamps were extremely crude in appearance, were without gum and were printed by the ancient method of wood engraving. Today electric machines turn out the stamps, as we know them in this country, in enormous quantities.—Japan Society Bulletin.

Animals Under Water.

The ability of a beaver to remain under water for a long time is not really so tough a problem as it looks. When the lake or pond is frozen over a beaver will come to the under surface of the ice and expel his breath so that it will form a wide, flat bubble. The air, coming in contact with the ice and water, is purified, and the beaver breathes it again. This operation he can repeat several times. The otter and muskrat do the same thing.

Reckless.

"Better let that woman send thirty words for a quarter if she likes."
"Why so?"
"It will save the company money. She has already torn up about \$1 worth of blanks trying to bill her message down."—Pittsburgh Post.

Must Keep Them.

"Does he keep his promises?"
"I guess so. I never heard of anybody wanting to take them."—Detroit Free Press.

What He Made.

"How's business, old man? Been making anything lately?"
"Yes; an assignment."—Boston Transcript.

The Town Courtesan.

"I want to see you tomorrow afternoon at 3 o'clock on something important."

"What do you want to see me then for?"

"I want to pay you the \$5 I am going to touch you for now."—New York American.

A Proverb Gone to Small.

"Two wrongs don't make a right."
"I'm not so sure about that," mused Mr. Chuggins. "If I travel faster than the law allows and a motor cop travels fast enough to overtake me it's perfectly right for him to arrest me."—Washington Star.

Quality, Service & Sanitation

Our Fresh Meats are the best in the City. Our Extension Cooling Plant assures Fresh Sweet Meat at all times.

If you are eating our Hams and Bacon you know how good they are. If you are not we are both losing. Phone us your orders, we guarantee entire satisfaction.

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She Spoke.

"When I got home at 2 this morning my wife met me in the hall, and for a full minute she regarded me in silence."

"At length she spoke."

"Yes; also she spoke at length."—Boston Transcript.

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