

## FARM IMPLEMENTS

### Oliver and John Deer Plows

Harrows, Discs, Weeders Etc.  
Van Brunt and Thomas Drills  
Bain and Webber Wagons.  
Fairbanks, Morse & Co. Gas Engines.

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."

### 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

City agent for  
HENDRICKS TRUCK ATTACHMENT

## 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



LET US QUOTE YOU THE PRICE OF THIS  
HOME COMPLETE.

The above picture represents but one  
of 500 different designs we are showing  
in our book of "Beautiful Homes"  
Every design and plan the work of ex-  
perts and not one item in modern con-  
struction has been overlooked.

## Investigate Our Free Plan Service

No matter what kind of building you  
have in mind—Home, Barn, Silo, Grain-  
ery, Bin or Shed all the perplexing de-  
tails have been worked out for you.

OUR SERVICE DEPARTMENT is of  
untold value to you. You can choose  
your plans—your material, compare  
values and get ideas.

Phone 29F31. I have a man "who  
knows" and will call on you.

HEPPNER PLANING AND CHOP MILL  
HEPPNER : : OREGON

### 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 steam-  
ing along with the hot cakes in  
the morning they figure that the  
guy that's peddling that particu-  
lar brand of Coin Separator don't  
amount to more than a soiled  
duce 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 begin-  
ning 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 competi-  
tors. 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 not-  
withstanding. 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 job-  
ber 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 run-  
ning 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 in-  
strument 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 qual-  
ity of piano the other guy who  
makes a splash gets Six Hun-  
dred 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 prof-  
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 content-  
ed that you'll be glad you was  
operated on.

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

### Nick PIANOS

C. Guy Wakefield, State Agent,  
Home Address, Pendleton, Ore-  
gon. Ranch, Lexington, Ore-  
gon. Store and Warehouse  
Arlington, Oregon. 50d1.

R. L. Bengt was in from Rhea  
creek Tuesday.

J. L. Batty and son were up  
from Lone Tuesday.

Hulless and beardless seed  
barley for sale, B. F. Swaggart,  
Lexington, Oregon. 51d

David Hynd, prominent sheep-  
man of the Sand hollow country,  
was a Heppner business visitor  
Wednesday.

Oscar Keithley, well known  
Eightmile farmer, was in Hepp-  
ner Tuesday.

Thomas Ross, the well known  
wool buyer, was here from Echo  
Tuesday sizing up the wool situ-  
ation in this county.

FOR RENT—Barn for 2 or 3  
horses with plenty hay room.  
Enquire at this office. If

Mr. and Mrs. Henry Hoffman  
were in from the Stauffeld ranch  
for a day or two during the  
week.

Mr. and Mrs. Ray Martin, of  
The Dalles, were here for a day  
or so during the week.

W. D. Humphrey, of Pendle-  
ton, was a business visitor here  
Monday.

Not gone or going but here to  
stay. Permanently located at  
Heppner, Oregon. Dr. D. R.  
Haylor, eye specialist. 48d

H. C. Gay, well known Eight  
mile resident, was in the city  
Tuesday.

L. B. Duckworth left Wednes-  
day morning for Prosser, Wash-  
ington, to ship his household  
goods, in storage there, to this  
city where he has decided to  
locate permanently.

FOR SALE—Twelve good  
work mules; also some good work  
horses. See these animals at  
my place, GUY BOYER, Hepp-  
ner, Ore. 49d.

Percy Garrigus, former well  
known Heppner resident was  
here during the week making  
arrangements to erect a modern  
brick building on his property  
on Main street between the  
Heppner garage and Vaughn &  
Son's hardware store. The  
building will be especially de-  
signed for the pastime business  
and will be occupied by Gurdane  
& Son.

L. B. Duckworth, who recent-  
ly arrived from Prosser, Wash-  
ington, has bought the Mrs.  
McAtee dwelling near the power  
house on Main street. The con-  
sideration was \$1000 Roy  
White handled the deal.

LOT FOR SALE—Good resi-  
dence lot on Center street, Hepp-  
ner, 50x100. Get busy and  
plant a garden. Easy payments  
Apply to Arthur Smith. 48d

## 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.

## City Meat & Cold Storage Co.

Johnson Bros., Props.

## J. H. COX

CONTRACTOR and BUILDER

Plans and Estimates Furnished for All Kinds of Buildings.  
First Class Work Only.

Make a Specialty of and Have Complete  
Equipment for  
House Moving



## UNION PACIFIC

follows the flag

Union Pacific System  
stands able and glad to  
give to the Nation the  
same supreme service  
in time of war as in  
time of peace.



## Announcement.

The Palace Hotel management wishes to  
announce to its patrons and friends that  
on and after May 4, 1917, the Hotel Lob-  
by will be in what was formerly the bar  
room. The entrance will be in the front  
of the Hotel instead of the corner. The  
side door will be closed. The Grill will  
have an entrance from the side street so  
that patrons may enter and leave the  
Grill without passing through the Lobby.

### Music by Parson's Orchestra

during the Dinner and Supper hours on  
May 4th at which time we will appreciate  
the opportunity of showing the people of  
Heppner and Morrow county some of our  
recent improvements which we believe  
will prove a benefit not only to ourselves  
but to the general public as well.  
We extend a cordial invitation to one  
and all.

## Palace Hotel Co.,

By V. L. Wilkins, Mgr.