

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

County 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, Gran-
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 rapping 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 contented
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.

Wick PIANOS

C. Guy Wakefield, State Agent.
Home Address, Pendleton, Ore-
gon. Ranch, Lexington, Ore-
gon. Store and Warehouse
Arlington, Oregon. 5041.

Henry Blain, a former well
known farmer of this county,
now residing at Walla Walla,
came in Sunday on a business
trip.

MEN AND WOMEN—Do you
want more money, \$5 to \$10 per
day, all or spare time, easy con-
genial work right at home.
Write today before your terri-
tory is gone, J. M. Coughlan,
725 Chamber of Commerce, Port-
land, Ore.

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.

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

Make a Specialty of and Have Complete
Equipment for
House Moving

SPORT SHIRTS

Up-to-the-minute Ties in all
styles and shades

Men's Clothing and Furnishings

Sam Hughes Co.

OPERA HOUSE

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Commencing Monday, May 7, 1917

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SHOW

High Class Vaudeville and Comedy Drama

Complete Change of Program Nightly. The Show That
is Different. Admission Monday Evening Free.

The Oldest Lady and Gentleman in the Opera House
Monday Evening will Each Be Given a
Valuable Present

Children Admitted Only With Parents