

(By E. B. Templer.)

Judicious Advertising.

Local Papers Best.

Never try to be funny in an advertisement or say something that will just draw the attention for the moment—people don't buy from a jester. **This advertising is serious business**

Follow Up Methods.

It will pay you to do some advertising this Winter, so get busy with your pen and see how well you can write an ad. Look over your birds, select those that you want to sell and let the poultry public know about them. You may have fine stock and be compelled to eat them or sell them to market for a lack of fancy customers. Advertise and you will be able to sell at a profit and thus gradually work into a larger business.

(Continued From Page 10.)

Why Held in Spring.

Although the practice of annual Spring colt shows has not been tried out very extensively in some states it has in others, and there is every reason to believe that it would succeed well in Oregon, and soon become a favored social and business affair as well as a ready means of improving the quality of Oregon horses. The specialists of the Agricultural College strongly favor the idea and stand ready to lend all assistance in their power in getting a show started in any part of the state.

**Manufacturers of
Oak Kegs and
Half Barrels.
Dealers in
Second - Hand
Barrels.
Orders
Promptly
Attended to.
Phone
Main 3147.
327 Water St.
Portland, Or.**

Q Every time you buy from advertisements in this paper you help to make a better paper.

**Satisfaction Guaranteed
or Your Money
Refunded.**

A. P. Parial, Mgr.
633 Fifth Street,
Portland, Or.

Western Immigration Agent,
C. M. & ST. P. RY.
2d and Cherry, Seattle, Wash.

FREIGHT PAID Hot Water, Copper Tank, Self Regulating, Chick
FREE STRUT Nursery, Safety lamp, sized thermometer, best
GUARANTEED construction of shaver walls all over with asbestos
make big hatches. Get our catalogue and how delivered price
Brooders from \$2.75 up
St. Helens Incubator Co., Toledo, Washington

SHORT'S ANCONA YARDS,
3617 D Smith Ave., Everett, Wash.

CANDY CATHARTIC

VAN-O-LAX CO.,
423 Henry Bldg., Portland, Or.

You want to save time
temper, trouble and trees.

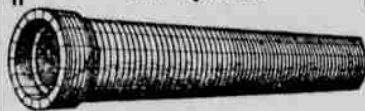
 You want to raise fruit that brings the highest prices. You want to know all about our sprayer before you buy. There is more you ought to know. Do You Want To Know The Price?

Write for Catalogue 87
OLSSON MACHINERY CO.
22 Madison St., Redford, Wis.

Our prices are about half other dealers'. We pay highest price for second-hand registers. We do expert repairing and guarantee our work. Will exchange to suit your requirements. **SUNDWALL CO.**, 805 2d avenue, Seattle, Wash. Phone Main 1180.



For Water, Oil, Wine, Mining
and Cyanide.



Wood Pipe for Irrigation, City
Systems, Mining Power Plants

WE DO NOT SELL LUMBER
but devote our time and energy
to producing the best tanks and
wood pipe lines, and when you
purchase material bearing our
trade name "PACIFIC" you are
getting an article that will give
you complete satisfaction.

Send your inquiries to

Box 144 Kenton Station, Portland, Or.

Manufacturers



**Patented
HOT BLAST
Smoke
Burning**

RANGE
Guaranteed
to Hold Fire
48 Hours
Burns Fuel
From Top
on
Closed Grate
BURNS
COAL
Sawdust
WOOD

F. S. LANG MANUFACTURING CO.
Seattle, Washington

Patentees and Manufacturers.
Send for Catalog No. 8.
SOLD ON POSITIVE GUARANTEE.

300 acres in Fall-sown grain, 400 acres more can be put in grain, balance bunch grass pasture; place fenced and cross-fenced; abundance of water; comfortable buildings; on main county road; 12 miles from county seat and railroad; horses, machinery, etc., go with place. Located in the best wheat district of Eastern Ore. Price \$25 per acre; \$4000 cash, balance crop payments.

401 Equitable Building
Tacoma, Washington.

FURS, WOOL, PELTS, ETC.
HIBBARD-STEWART CO.,
Seattle, Wash.

Write for Price List and Shipping Tags.
(Please mention this paper.

We buy for cash, Stocker and Feeder Cattle, and sell Feeder Cattle on time to people with feed.

Portland Feeder Company
North Portland, Oregon

A newly organized Portland company, marketing a most successful patented household article, requires the services of a salesmanager for his home territory. Either a man or woman, with good standing and ability to work hard, could fill this position. Write full particulars in first letter. **Utility Sales Company, Morgan Bldg., Portland, Or.**

To Sell High-Grade Nursery Stock. Write
for Terms, Good Men Make Big Money.
DONALD NURSEY CO.
Donald, Oregon.