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DEALER WRITES OF VISIT

(Continued from page 1)

each will be in right relation to the other.

It was hard to drag us away from the automatic turret lathe that surfaces and finishes fly wheels. It works as though somewhere within its metal vitals a brain was concealed. The workman has only to put on the rough fly wheel, adjust the first set of tools, push the lever, and let the machine do the rest.

The cast iron is peeled off as readily as wax. Sometimes four or five operations are performed at once. When one set of cuttings is done, the machine stops automatically, and the next set of tools comes automatically into place. Twenty operations are performed in fourteen minutes. 26 pounds of metal are removed from the wheel. One man watches three of these machines.

The vertical cutter of gears on fly wheels almost matches the turret lathe in interest.

Moving up and down, the cutter at the same time slowly revolves, the fly wheel turning in the opposite direction. By the time a complete revolution of the fly wheel has been accomplished, all the gears are cut.

We all fell for the aluminum foundry and for the machines that finish the aluminum parts.

The multiple spindle drill bores 81 holes in the crank case in one operation. This is a proof of the superiority of machine process, for the holes must be in the right relation to each other.

Another machine smooths the surface of the crank cases, finishing seven in nine minutes.

Diamonds, real diamonds, are consumed with apparently reckless indifference in the wet grind room. Placed in small tools they are used to true the emery wheels on which are ground the bearing surfaces of the crank shafts.

They are bought in \$15,000 lots. We looked on white forests of lumber were being turned into bodies in the wood work department. This lumber comes in by carloads. As 214 feet of wood is required on a small touring car, we could readily see why so much was required.

You make this round and you can understand this company's immense consumption of material—18,000,000 pounds of solder annually, 2,500,000 pounds of tin and lead for smouldering, 10,000,000 pounds of brass and copper, 12,000,000 feet of steel tubing and 125,000 tons of steel.

But what impressed me more than all was the department in which materials are tested. They have to know a thing is right before it goes into a Willy-Overland car. That's how they safe-guard the public.

Tests in the physical and chemical laboratories are made in two ways. Completed steel parts are subjected to terrific tests. Axles are twisted like rools of taffy candy. Small bits of steel, six inches long, cut from completed axles, are attached at both ends, and literally pulled apart. The registering machine shows 200,000 pounds to the square inch necessary to accomplish this, whereas a resistance up to 125,000 pounds would be proof of ample tensile strength. Springs are tried for their resistance.

Steel articles are also put through both heat and chemical tests. The former determines the amount of carbon, an important factor; the other determines the chemical composition of the steel.

Naturally every operation in all the plant tends finally toward the assembly conveyor tracks. There are four of them, each 645 feet long.

We followed the whole operation. We began at one end where the frames and gear systems are put in place. By the time the other end of the conveyor is reached the frame has grown into the finished car.

From overhead parts are lowered by chains. Along the way men are

attaching the parts. The frame is not in motion all the time, but can be instantly connected with the links of an endless chain and sent on its way whenever desired.

Top quality of workmanship is assured by having each man do work on which he is an expert, if it is only to tighten a bolt.

Lines of motors, already tested, wait on both sides of the conveyor. These are put into place, cantilever springs are put on, steering mechanism and lighting and starting systems are adjusted. Gradually the car takes form.

Instead of painting the chassis with a brush, a sprayer is used. It does the work more rapidly more uniformly and at a lower cost.

The tracks of the assembly lead directly through ovens in which the paint is baked. Fenders and starting boards come into their places.

Wheels with the tires on are brought along on a runway. First comes a front wheel, then a rear wheel. You ought to see them put on the tires. It is lighting. By a special device, invented by one of the men in the department, the tire can be put on a wheel in three seconds.

From overhead bodies are dropped down on the chassis and soon made fast.

The car is now ready for its tests. Rapidly revolving wheels in the floor engage the wheels of the car, and send them at high speed to make sure that they are operating freely.

This is not a test under the power of the car.

Gasoline and water are then put into the car. It is pushed off the track into another room, till its wheels are in contact with wheels in the floor.

With the use of the self starter, the machine gets its first chance to prove the success of its construction.

It surprised me the way the motors started. They were off with a rush. There was no hitch or delay. All the work had been done right. In a few minutes the motor was working apparently almost as smoothly as if it had been a year on the road.

We saw how the cars are shipped. The export department has the big feature in this line. The finished car undergoes preparation by having its wheels taken off and fastened on the under side of the frame which forms the top covering for the car.

The top is covered with tar paper as a protection against the elements and all is securely boxed.

Along comes a big crane running in an overhead groove a quarter of a mile long. The operator sits in a cab not unlike that of a railroad engineer. Chains grab the box containing the car, and within forty five seconds have carried it outside the building and placed it on the flat car.

It is processes like these, all that I have described, that explain why every car in the Willys-Overland line is what it is at so low a cost. Making so many is the answer, making them to go all over the world and having profited by the experiences of users everywhere. The quantity production, immense and costly machines, skilled designing, careful inspection, accurate tests of material, efficient factory methods, rapid assembly and advanced methods of handling, all these we saw; all these tell why the Willys-Overland Company lives up to its ideals of a car for every need or taste, price, class and service right.

We saw the line. It is quality from the lowest priced to the headliner. It will be the marvel of the automobile shows.

This sightseeing tour is only one angle of this convention. We heard policy defined by the various officials.

The two day's program included a rollicking beefsteak dinner, a more formal banquet, a minstrel show, a concert by the famous Overland Band and a concert by the Glee Club.

Finally there was a speech by the moving genius of it all, Mr. Willys himself.

You will agree with me that this is some project to have been put over all within one plant and by the people of the organization.

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1917

TO ALL OUR FRIENDS AND PATRONS GREETINGS

We sincerely wish you, one and all, a New Year full of Happiness and Continued Prosperity.

Yours very truly,
Phelps Grocery Co.

IMPROVEMENTS IN THE FOREST RESERVE

Acting District Forester, T. P. MacKenzie, Portland, Oregon says that great progress is being made in the economical handling of stock on the National Forests ranges. More than three score stock associations are organized in Oregon and Washington to cooperate with the Forest Service. They also cooperate with one another. A unique instance of this is seen in plans devised to prolong the serviceable period of bulls on the range.

Many associations purchase all bulls for use on the National Forest range occupied by the cattle of their members in order to insure that only high grade animals will be turned out. Because of the ill effects of inbreeding, usually the serviceable period of a bull on the range is two years. To prolong this period to at least ten years, one association plans to exchange bulls with another at the end of each two years. The Forest Service is encouraging these plans, for it means the production of only high grade and valuable stock on the National Forest ranges.

Three Sizes of BUICKS

this year

Seven passenger, six cylinder, 55 horsepower - - \$1635.00

Five Passenger, six cylinder, 45 horsepower - - - \$1170.00

Five passenger, four cylinder, 35 horsepower - - - \$785.00

These prices are F. O. B. Heppner

BUICK DESIGN

BUICK VALVE-IN-HEAD POWER

The rightness of the Buick Valve-in-Head motor and not the enthusiasm of its salesmen has made the Buick conspicuous for leadership.

This new four has a Buick Valve-in-Head motor (with electric starter) which develops thirty-five horse power on brake test and is so reliable for rugged service that no eulogy is necessary among "men who know Buick."

Its lines are beautiful. Finish and color are exceptional. Deep, tufted black genuine leather upholstery. Covered floor and running board, with aluminum bindings, give a trimness of appearance that is peculiarly Buick.

Body, hood, fenders and running gear are painted a glossy, long-wearing black; wheels are black with white stripes. Tires 31x4 inches.

SEE THE BABY BUICK AT THE HEPPNER GARAGE

ALBRET BOWKER, Local Agent

All Buicks have the Delco lighting and starting system. There is none better.

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