

## Professional Cards

## DR. F. E. FARRIOR

DENTIST  
Office Upstairs Over Postoffice  
Heppner, Oregon

## DR. R. Z. GROVE

DENTIST  
Permanently located in the Odd  
Fellows Building, Rooms 4 and 5  
Heppner, Oregon

## A. D. McMURDO, M. D.

PHYSICIAN & SURGEON  
Office in Masonic Building  
Trained Nurse Assistant  
Heppner, Oregon

## C. C. CHICK, M. D.

PHYSICIAN & SURGEON  
Office Upstairs Over Postoffice  
Trained Nurse Assistant  
Heppner, Oregon

## WOODSON &amp; SWEET

ATTORNEYS-AT-LAW  
Offices in  
First National Bank Building  
Heppner, Oregon

## Van Vactor &amp; Butler

ATTORNEYS-AT-LAW  
Suite 305  
First National Bank Building  
THE DALLIES, ORE.

## S. E. NOTSON

ATTORNEY-AT-LAW  
Office in Court House  
Heppner, Oregon

## Francis A. McMenamin

LAWYER  
Gilman Building, Heppner, Ore.

## F. H. ROBINSON

LAWYER  
IONE, OREGON

## ROY V. WHITEIS

Fire Insurance Writer for Best  
Old Line Companies  
Heppner, Oregon

## E. J. STARKEY

ELECTRICIAN  
HOUSE WIRING A SPECIALTY  
Heppner, Oregon  
Phone 872

## Heppner Sanitarium

DR. J. PERRY CONDER  
Physician-in-Charge  
Treatment of all diseases. Isolated  
wards for contagious diseases.

## FIRE INSURANCE

Waters & Anderson  
Successors to C. C. Patterson  
Heppner, Oregon

## MATERNITY HOME

MRS. G. C. AIKEN, HEPPNER  
I am prepared to take a limited num-  
ber of maternity cases at my home.  
Patients privileged to choose their own  
physician.  
Best of care and attention assured.  
PHONE 395

## E. J. KELLER

AUCTIONEER  
Will attend and call all public  
sales. I also conduct community  
sales.  
Heppner, Oregon

## LEGAL NOTICES

IN THE COUNTY COURT OF THE  
STATE OF OREGON FOR THE  
COUNTY OF MORROW.

In the Matter of the )  
Estate of ) CITATION.  
Charles B. Sperry, )  
Deceased.)

To Harley D. Sperry:

IN THE NAME OF THE STATE OF  
OREGON, you are hereby cited and  
required to appear before the County  
Court of the State of Oregon for Mor-  
row County, in the County Court  
room, at the Court House, in the City  
of Heppner, Morrow County, Oregon,  
on Monday, the 2nd day of October,  
1922 at the hour of 10 o'clock in the  
forenoon of said day to show cause,  
if any exist, why an order of sale  
should not be made as prayed for  
in a petition filed and presented  
herein by C. R. Gunzel, administrator  
de bonis non of the estate of Charles  
B. Sperry, deceased, praying for an  
order authorizing and empowering  
said administrator de bonis non to  
sell certain real property of said es-  
tate of said deceased, to pay the cost  
and expenses of administration of  
said estate, and the claims un-  
satisfied against the said estate, which  
said property is fully described in  
said petition and as follows, to-wit:  
Lot six (6) in Block three (3)  
in the City of Ione, Morrow County,  
Oregon.  
Lot three (3) in Block four (4)

HOW TO SELL TO  
FOREIGN NATIONS

Expert Urges Common  
Sense Treatment of  
Sales Campaigns

## PROBLEM A BIG ONE

Shows Importance of Big  
Men to Handle Prob-  
lems Sure to Arise

By SAMUEL H. HOURVITZ.

In order to gain the place we are  
entitled to in the International Mar-  
ket, I believe the best way would be  
for our bankers and business men,  
our farmers, manufacturers and all  
those interested in the import and  
export trade to take a complete in-  
ventory of their present standing,  
their actual business and economical  
resources and list but not least, to  
decide if they are ready to and able  
to plunge again into overseas trade,  
even if business conditions for at  
least three or five years do not bring  
them the expected expansion and  
profit.

Next in importance is for the busi-  
ness man to ascertain for himself if  
the standard article he produces is  
still a "prima" seller, i. e. to find out  
the future marketing possibilities of  
his "good-sellers" as many articles of  
standard value and demand, during  
the pre-war period became obsolete  
lately. It would do the producer  
as much good to keep on advertising  
and spend on market promotional  
work on this as it would pay to spend  
for the re-establishment of a new  
market for the ancient Roman amu-  
nition to be used in modern warfare.

## Economic Treaties.

Great Britain is doing its utmost  
to establish economic treaties with  
its colonies on a reciprocal basis.  
Our business men are not so fortun-  
ate in this respect, on account of our  
lack of proper colonies. But many  
of the new struggling countries would  
make a wonderful opportunity for  
such a start.

By all means, don't let petty poli-  
ticians tinker in treaty making, if  
you want proper results. Leave the  
business of making treaties to and  
with Industro-Commercial Experts,  
well-versed in problems of interna-  
tional economies. As an illustration,  
let us quote the following examples:  
Bismark understood very well this  
peculiar position and left therefore  
the matter of reparations and com-  
mercial negotiation in 1870 to his  
banker. Thanks to sound business  
analysis and proper calculations, the  
French were able to repay their mili-  
tary reparations without danger to  
their economical stability, and the  
money thus required enabled Agri-  
cultural Germany to be easily trans-  
formed into a world-factory.

## How much "politics" has accom-

plished with the reparations of 1918  
and economical treaties is easily seen  
from the results obtained by the  
treaty of Versailles.

Many people believe that it takes  
a man well-versed in local trade to  
make an efficient import or export  
manager. This is a mistaken idea.  
We would gain a great deal more if  
foreign foreign managers were taken  
from those who know something  
about the proper countries involved.

We have, fortunately, among us re-  
presentatives of most of the civilized  
countries. Given a proper training in  
the goods and the necessary financial  
facilities, many of our citizens of for-  
eign birth would make an ideal help  
for the building up of American trade  
abroad.

## The Foreign Manager.

It makes no difference whether you  
are looking for an import or export  
manager. The main thing you are  
after is the ambition and capacity of  
the party to carry out your business  
successfully. Look always for a busi-  
ness man, and not a scientific well-  
wisher, or efficiency man. The ef-  
ficiency man is good when your or-  
ganization is in working condition, he  
may improve it, but he is not the  
man to start and develop your inter-  
national business relations.

A business man in general knows  
the value of the services he can ren-  
der to your business. Don't try to  
enslave his actions, question his mo-  
tions, by showing him by all kinds  
of spies and gossiping. You'll kill his  
good-will in no time, and before you  
know it, the best man is turned into  
a kicker and even a trouble maker.  
No business man of standing likes to  
be under constant supervision. He  
suspects you want to learn his meth-  
ods and get rid of him at the first  
chance possible.

Many a big employer, who is mainly  
versed in analyzing a financial pros-  
pectus and watching the dates of  
prospective dividends, finds himself  
overloaded with goods. The best solu-  
tion he thinks is to dump the remain-  
ing goods into foreign markets. There  
are plenty of Dagoes, Pollacks, Bol-  
sheviks and Japs able to use his "ce-  
lebrated" brands. After a little con-  
sultation with the foreign manager  
of the local Chamber of Consular Re-  
ports, etc., the business man decides  
to embark into foreign "adventures."  
Very often thousands of very expen-  
sive catalogues are sent to Mr. For-  
eign Buyer and letters written in the  
best American style, by the private  
secretary of the president, signed by  
the Big Chief himself. Any time  
you're in Egypt for a vacation, please  
ask for these letters and catalogues.

## Shipping Problem.

In 1908, I was requested by a Syrian  
business man to submit his prices  
for a steel structure. A well known  
plant of the United States, while a  
Mr. Smith of Birmingham, England  
made a similar structure for Lee,  
both of the companies paying ten per  
cent commission.

Our American banks are mostly  
money trustees, while the foreign  
banks are mostly merchants in money.  
When our first arrangement with  
a leading German syndicate was  
made, to represent in the Orient, the  
local branch of the German bank de-  
manded MK 50—to open an account.  
The bank advanced the necessary  
money for the purchase of the goods,  
collected the payments from the local  
buyers, took care of the shipping pa-  
pers, etc. The only thing I had to  
do was to send the proper amount of  
orders.

Depreciation of foreign money may  
be a handicap to some lines in the  
international business field. The ex-  
perienced business man can over-  
come this difficulty by establishing for  
example a dollar credit. With proper  
and common-sense there is no reason  
why it should not work. The standard

American commodities are being sold  
on such a basis, the level headed  
foreigners have taken advantage of  
the exchange in this manner, already.

## Application Blanks.

It is not necessary to put too much  
stress on some points of the applica-  
tion blank. Name and address may  
be of importance. Particularly the  
address, that shows if the man re-  
sides within a location that may be  
developed into a prospective market.  
Date of birth, age, nationality, place  
of birth, religion, single or married  
are only outward forms, of no prac-  
tical value; habits, use of whiskey,  
tobacco, etc., are forms that may be  
good or bad according to the will and  
judgment of the applicant. Banking  
connections—important. Clubs, so-  
cial connections, the periodicals a  
person reads are dependable—some-  
times good or bad, according to the  
applicant. Languages a person under-  
stands—important. Acquaintance  
with foreign customs, geography, busi-  
ness principles and an ability of  
making friends—important. Ability  
to travel and to meet different people  
on a proper footing—important. A  
keen business eye, analyze the pos-  
sible market value, and credits of a  
customer—important. Independence  
of character, quick decision and hon-  
esty of expression—important. A man  
shows who believes in the value of a  
clean reputation, and whose word is  
his bond is of more value than mere-  
ly a man with a big bank account.

Why not appoint young, eager Amer-  
ican business men who know for-  
eign conditions, and let them build  
up the markets, while the United  
States is victorious, and still eager to  
expand into foreign markets? Our  
foreign relations offers to our youth,  
at present, the necessary opportunity  
for success that the West offered to  
our fathers a couple of decades ago.

Many a failure to American prod-  
ucts abroad was due to the offer by  
the American manufacturers of a sin-  
gle line or specialty. Thus, when the  
foreign agent or buyer wanted to pur-  
chase the American product he was  
given to understand that his other

connections, upon which he not ac-  
cused depends for a living will be taken  
away from him.

The ways and means and require-  
ments necessary in applying for and  
keeping your job, as well as to gain  
the confidence and respect of your  
fellow citizens, as employer and pub-  
lic institutions are: to know how to  
size up human beings and put them  
in their proper places of work with-  
out hurting their personal feelings,  
to conduct and assist in a proper  
manner public affairs without depend-  
ing upon the sensational mediocrity  
that makes our politics the laughing  
stock of everybody.

## FOR SALE—Stock and grain ranch

## FRANK SHIVELY

Practical Horseshoer  
has taken entire charge  
of the Serviner Black-  
smith Shop.

GENERAL  
BLACKSMITHING

Lame and interfering  
horses carefully  
attended.  
Phone 512, Heppner

OREGON  
STATE  
FAIR

Salem, Sept. 25-30

A wealth of Agricultural displays.  
Greatest livestock show in northwest.  
Splendid machinery and tractor exhibit  
Excellent races, and high class amusements.  
Best of camping and parking grounds.

Excursion rates on all railroad lines

For particulars write  
A. H. LEA, Manager, Salem, Oregon



## One Quality Only

The Silvertown is the pioneer cord tire of America.  
Its history is the record of every important develop-  
ment in cord tire construction. From the start it  
gave the motorist a new idea of tire service.

The Silvertown is made by an organization with 52  
years' experience in rubber manufacture.

There is only one quality in Silvertown Tires. The  
materials and workmanship in one are the same as  
in all others. The name of Silvertown is always a  
symbol of one quality.

Your dealer will sell you the Silvertown in any size from 30 x 3 1/2 up.  
THE B. F. GOODRICH RUBBER COMPANY, Akron, Ohio  
ESTABLISHED 1870  
for AUTOMOBILES, MOTORCYCLES, BICYCLES, TRUCKS

In John Day valley. 400 acres plow  
land, 200 pasture. \$2500 worth of  
equipment goes with the place, con-  
sisting of 20 cattle, 15 horses, pas-  
ture and stock in winter 50 stock, 100  
acres summer fallow, 200 bushels seed  
grain, binder, plow, harrow, disc,  
wagon, hay rake, harness, blacksmith  
shop, garden and chickens. 5 big  
springs on place; 150 acres could be  
irrigated at reasonable cost. All for  
\$7500. Terms could be had on part.  
Call or write to CHAS. A. JENKINS,  
John Day, Ore.

Room and board for two school  
girls or boys. Inquire of Mrs. R. L.  
Hodge, city.

BIDS WANTED.  
For the digging of 800 holes for  
telephone poles. For further infor-  
mation, see Chas. F. Groom, District  
Manager, Heppner, Ore.

BIDS WANTED.  
Round-up committee wants bids on  
concession at Round-Up grounds for  
three days. Bids to be submitted to

C. W. McNamer, Heppner.

SEPTEMBER BARGAIN SALE—  
50 per cent discount on all jewelry,  
Yacora silverware, China and cut  
glass. Cash talks. HAYLOR.

For Rent, Sale or Trade—400-acre  
farm, 5 miles southeast Heppner. Can  
give possession Oct. 1. Wm. Soukup,  
Heppner.

HOGS FOR SALE—Bred sows and  
gilts; sows with pigs; shoats and  
pigs. W. Harold Mason, Ione, Or. W.

# AUCTION SALE

ON THE JOHN BRENNER RANCH, ON RHEA CREEK,  
TEN MILES SOUTHEAST OF IONE, OREGON, ON  
**FRIDAY, SEPTEMBER 15, '22**

## HORSES

One 5 year old mare, wgt. 1450 lbs.  
One 3 yr. old gelding, wgt. 1300 lbs.  
One 5 year old mare, wgt. 1350 lbs.  
One 3 yr. old gelding, wgt. 1100 lbs.  
One 4 yr old gelding, wgt. 1100 lbs.  
One 9 yr. old gelding, wgt. 1200 lbs.  
One 12 yr. old gelding, wt. 1200 lbs.  
One 12 year old mare, wgt. 1300 lbs.  
One 4 year old saddle horse, wgt.  
1100 lbs.  
One suckling colt.

2 young Jersey milk cows; one six  
months old calf; 2 sows; 8 pigs 2  
months old.  
5 sets of Buck chain harness; one  
breaching harness; six halter  
bridles; 10 good collars.  
One new 3-inch Winona wagon and  
rack.  
One 3 1-4 in. Bain wagon and rack.  
One hay rack and wagon.

One 14-inch Oliver plow.  
One 26-foot wooden harrow.  
One bar weeder.  
One 14-inch walking plow.  
One 9-foot Deering combine—like  
new. One 12-foot McCormick  
header. One Blacksmith outfit.  
One 16-horse Shenandoah hitch.  
Several lead bars and log chains.  
One 1 1-2 h. p. Fairbanks-Morse en-  
gine and plow share grinding at-  
tachment. One power washing  
machine. One Vitriol trough.  
One 500-gal. water trough.  
4 doz. White Leghorn hens.  
20 turkeys. 5 doz. young chickens.  
2 good saddles, chaps, spurs and  
riding bridle. Water pipe, gar-  
den hose, pitch forks, shovels,  
grain chopper, oil drum; one in-  
cubator; kerosene heater, good  
cook stove and various household  
goods too numerous to mention.

Sale to Begin at 11 O'Clock Sharp --:-- Free Lunch At Noon

TERMS OF SALE: One year's time on approved notes bearing 8 per  
cent interest. All sums of \$10.00 and under, cash; all sums over \$10.00,  
5 per cent discount for cash.

## John E. Brenner, Owner

F. A. McMENAMIN, Auctioneer.



## "The Line Is Busy"

When the telephone operator tells you  
"the line is busy," this fact has been made  
known to her by an electric signal. With  
the thousands of calls in daily telephone  
traffic, if the operator, to secure this in-  
formation, were compelled to listen on  
the line of the party called, prompt ser-  
vice would be out of the question.

This delay is eliminated by an electric  
device which in the fraction of a second  
automatically indicates that the line  
called for is in use.

When "busy" reports are repeated on  
successive calls for the same number, it is  
generally due to an immoderate use of the  
called line. The length of a telephone  
conversation is obviously beyond the control  
of the telephone operator. Have confidence  
in her when she makes the report "the line  
is busy."

The Pacific Telephone  
And Telegraph Company