

# A FEW ITEMS

That will serve as a guide to everything we handle

No Rub laundry help, package	25c
Money refunded if not satisfactory	
Fairbanks' Gold Dust, 3 lb. pkg.	30c
The following Soaps, 6 for 35 cents:	
Crystal White, Bob White, Pearl White, White Naptha.	
Bulk Handy Cut Macaroni, pound	12c
Carton Matches	35c
Fairbanks Dandy Soap, 6 bars	25c
Citrus Powder	28c

## ROYAL BREAD

Shoe White Polish, Shinola Polish, Gilt Edge Liquid Polish

# Phelps Cash Grocery

Free Delivery to all Parts of the City  
PHONE 413

## COME TO The Millinery Store of Quality

For the latest style Hats and Materials. All kinds of work given our prompt attention.  
Fancy work sold on commission.

PERCEY SISTERS

## The Hermiston Herald

Issued Each Saturday by

M. D. O'CONNELL

HERMISTON OREGON

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## SAVE MONEY, BUY AT HOME

During the past few months the writer has been making extended investigation of so called mail order "bargain," that is of goods of many kinds offered at seeming low prices by one of the big mail order houses of Chicago, and such investigation has not only confirmed his former belief but has materially strengthened it, says the editor of the Tax Liberator, the official organ of the State Taxpayers League.

For many years I have been prejudiced against mail order houses simply on moral grounds. I never could see why I should send money out of my own community to help enrich Chicago or Omaha or St. Louis when I could do my bit by making my purchases at home. But I know that we are not all constituted alike and I know that there are many good people who send their money away out of the state without any qualms whatsoever. And so, as I say, I started out to see if reputed bargains were real bargains and I am glad to report that all my findings are in favor of the home merchant.

Right on the face of things the odds all seem to be in favor of the mail order house. For example, a certain brand of ax which one of the Roseburg merchants quoted me at \$1.25 seemed to be duplicated in the mail order catalogue at \$1.10, a saving of 15 cents. But upon investigation I found these to be the facts: If I bought the ax from the Roseburg merchant I was permitted to pick it out myself. I got the exact ax which I wanted, handle, blade and all, precisely to my liking. Then I had no postage to pay, no letter to write, no order blank to fill in. Next I saved the price of a money order and I had no freight to pay on the ax. And I could take the ax home with me and have it right on the job at once. Also if the ax

proved defective in any way, there was the merchant for me to fall back on. Including freight and other expenses the mail order ax cost me \$1.32 laid down at Roseburg while I could buy one from the Roseburg merchant for \$1.25, get it at once, pick out my own ax and have the merchant to fall back on if the ax didn't prove satisfactory. But here is the biggest point of all. The Roseburg merchant's ax was a No. 1 grade and the mail order ax a No. 2 grade.

Take another example, rubber rollers for a wringer. There are four grades—1-2-3-4. In nearly every case you will get a number 4 grade from your merchant while seldom if ever will you get better than a number two grade from a mail order house and one grade are often sold by the catalogue houses. A number four grade is guaranteed for two years—a number two for two years and a number one for one year.

Take the item of canned goods. These are described in the mail order catalogues as "strictly fancy," "prime pack," "extra fancy," etc. Such terms convey the idea of a first class article—but are they? Ask anyone who has tried mail order canned goods. Just compare them with second or even third grade goods purchased from the local merchant. In every instance my investigation has shown the merchants' goods to be superior.

There are certain facts which stand out prominently and which cannot be disputed. One is that in the long run you will get just about what you pay for. Cheap prices mean cheap goods, here there or elsewhere. Another is that the mail order houses' cost of doing business is much greater than that of the local merchant. In spite of the known fact that a mail order house has a tremendous buying power and is able to buy cheaper than the local merchant, yet the overhead expense of the mail order house is so tremendous that it far more than offsets the saving which is made by his buying advantage. And anyone who will seriously investigate, who will make careful and thorough analysis and comparisons will most assuredly decide in favor of concentrating his purchases with the local merchant and not with the mail order house.

Stillings "stilled" the wind, and the Dairy Show opened Friday morning auspiciously.

## CONFIDENCE WILL WIN.

On the Other Hand, Men Who Think They Will Fail Usually Do.

The man or boy who begins an undertaking by saying, "I know I shall fail," generally does fail, while the one who says, "I know I shall succeed," generally does succeed. A very successful business man once said, "I always had perfect confidence in myself and always made sure that I should succeed before I began anything," which was not saying that he paid no attention to the possibility of failure. This was considered and disposed of before the venture was made.

I remember that a woman once came into a business office in which I was employed. She had with her a tall, strong looking boy of about fourteen, who had come to apply for the position of office boy.

The manager of the office, a keen, live business man, explained the duties of the situation to the boy and asked:

"Do you think you could do the work?"

"I—I don't know," was the hesitating reply. "I'm afraid that maybe I couldn't."

"You might try, James," said his mother, who seemed anxious that he should secure the place.

"Yes," he replied in a hesitating tone, "I s'pose I might, but I'm afraid I can't do all those things."

"Then it is not of the least use for you to try," replied the business manager, a little sharply.

And the boy went away with his mother chiding him for his lack of self confidence.

Ten minutes later another boy of about fourteen came in by himself, walked up to the counter, took off his cap and asked to see the manager. He, too, was an applicant for the place.

The business manager carefully explained the duties of the situation, and the boy listened very attentively, while seeming to weigh the matter well in his mind.

When asked if he thought he could do the work he promptly replied:

"Oh, yes; I know I can."

"And you don't feel afraid that you won't succeed?"

"Not a bit afraid. I can do it."

"I think you can, too," replied the manager, approvingly. "I think you'll succeed."

And he did. He is in the same office still, but is no longer an office boy. He is the head bookkeeper, with a large salary and a fair prospect of becoming a partner in the house some day.—Philadelphia Inquirer.

### It Carries a Moral.

I know of an elderly man who twenty years ago stopped smoking. Before that he consumed about a dollar's worth of cigars every day.

Boasting to a friend how he had saved money by not smoking, the friend made a quick calculation.

"Yes," said the latter, "you must now be at least \$10,000 better off."

The ex-smoker reflected a moment and then sadly observed:

"Well, no, I haven't a cent of it. While I imagined I was saving in my smoke bill I must have spent that much more somewhere else."

Moral.—Closing the spigot tight won't keep the barrel full if you open wide the bung.—Girard in Philadelphia Ledger.

### Cultivate Enthusiasm.

Enthusiasm is the dynamics of your personality. Without it, whatever abilities you possess lie dormant. You may have knowledge, sound judgment, good reasoning faculties, but no one will know it until you discover how to put your heart into thought and action. A wonderful thing is this quality which we call enthusiasm. If you would like to be a power among men cultivate enthusiasm. People will like you better for it; you will escape the dull routine of a mechanical existence, and you will make headway wherever you are.—J. Ogden Armour in Leslie's.

### Evils of Poor Cooking.

Poor cooking often makes proper food either difficult or impossible to digest. The hard earned money of the household goes to the purchase of good food, which is often ruined by the housewife ignorant in the art of cooking. Good cooking is not a matter of whim or flattering the palate. It is an absolute essential to health. Therefore the art should be taught in our schools, says a food expert.

### Hard to Kill.

Snails are slow, even when it comes to dying, and one naturalist who had mounted a shell upon a card was surprised to find four years later that the warm water employed in soaking the shell off the mount had revived the inmate, which he had long supposed to be dried and dead.

### Don't Be a Quitter.

It is nothing for a man to hold up his head in a calm, but to maintain his post when all others have quitted their ground and there to stand upright, where other men are beaten down—this is divine and praiseworthy.—Seneca.

### Storm Warning.

Stude (facetiously)—This steak is like a day in June. Mrs. Boredom—very rare. Landlady (crustily)—And your board bill is like March weather—always unsettled.—Pennsylvania Punch Bowl.

### Well, Why Not?

Why wouldn't it be a good plan to make a woman the speaker of the house of representatives. She is in every other house.—Milwaukee Sentinel.

He who brings ridicule to bear against truth finds in his hand a blade without a hilt.—Lander.

## DOCTORS HOISINGTON

Main and Court Streets

Adjusts SPINE, RIBS, HIPS or Whatever is Wrong  
NATURE THEN CURES

Fourteen years in Pendleton

Do not confuse OSTEOPATHY with Chiropractic or Magnetic Healing.

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season is now here in earnest and we are ready to serve you in any quantity. Try us for your next party.

## Our Candies

are always fresh and nice. Our line of box candies is unexcelled. Bulk candies handled by us are of the same high grade and purity as the box.

For Good Service Always See

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Just received a fresh shipment of  
Morris Hams, Bacon and Lard  
and our price is right

Back Bacon, lb. . . 37 1-2c  
Breakfast Bacon, lb. . . 40c  
Lard, 5 lb. pail . . \$1.50  
Lard, 10 lb. pail . . \$2.90

We carry

A Full Line of Groceries Now  
and we want your business. If you will give us a trial order we will show you that we can save you money.

## We Want Your Eggs and Butter

and will pay you the same as we sell for in trade.

We will pay the coming week for fresh eggs, 50c in trade, and for good country butter will pay 50c in trade.

Try a sack of

White Satin Flour . . \$2.90  
Best in town. Better price by bbl  
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Free Delivery to Any Part of the City

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Building Material of All Kinds

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Suitable for All Flume Construction

See Us First

Before Starting Construction Work and You Will Find We Have Just what You Need

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Pays the highest price for

## SECOND HAND FURNITURE

of all kinds.

Let us know what household goods you have to sell  
We have Nearly Every Known Article in the Second Hand Line for Sale  
CALL AND INSPECT OUR STOCK

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Scientific  
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WE ENDEAVOR TO PLEASE

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TWO GOOD SHOWS  
EACH WEEK

Wednesday and Saturday  
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Is made under the most sanitary conditions. It is pure, wholesome and high in food value

Made in all popular flavors

Special orders given  
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## Shoe Repairing

Better than ever now that the machine is installed. To out of town customers sending work we will return it by next mail, paying postage one way.

STOCK MEN'S WORK AND DRESS SHOES JUST ADDED  
Try Our "Heelers" Sole  
Full Soles and Half Soles. Better than leather

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Hermiston Oregon

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Our Aim is  
To Please the Public

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## Pure Bred Percheron Stallion

The Registered Pure Bred Percheron Stallion "Young Milton." State License Certificate No. 2310, will be AT THE RANCH OF JAS. SCOTT, IN HERMISTON, THE BALANCE OF THE YEAR FOR SERVICE. Young Milton is dark brown and weighs 1920 pounds.

## Hermiston Horse Company