

Mrs Oregon decides -

WHO is the "purchasing agent" of your family? We'll wager the "lady of the house" does most of the buying. Is she deciding on Oregon-made products and helping to make Oregon a better place in which to live?

The long and varied list of quality articles made in Oregon includes almost everything one needs.

For Instance

For the larder
CANNED FRUITS
CANNED VEGETABLES
COFFEE
CHEESE
FLAVORING
EXTRACTS
CATSUP
BAKING POWDER
CANNED FISH
PREPARED MEATS

In the clothing lines there are
BATHING SUITS
SUSPENDERS
LADIES WAISTS
BLANKETS
OVERCOATS
MACKINAW
SHOES
OVERALLS
HATS AND CAPS
NECKWEAR
SHIRTS
GLOVES

And then there are
SOAPS
BROOMS
STOVES
FURNITURE
BRUSHES
PHONOGRAPHS
TOYS
REFRIGERATORS
TRUNKS
SUITS CASES
TENTS
AD INFINITUM

BUY OREGON PRODUCTS

Associated Industries of Oregon



WORDS OF ADVICE FOR CALAMITY CRIERS GIVEN

A whiff of tumbleweed or a "diab" whirling along the prairie may easily start a stampede of cattle costing the rancher some of his finest specimens of stock through injury.

And in the present period of nervous apprehension, similarly insignificant causes are perturbing many substantial business men ordinarily undisturbed by sales problems in normal times. The return of the buying public to former methods of securing its requirements and along with it the slackening of the demand for automobiles and automobile accessories, are creating much doubt in the minds of dealers as to the proper merchandising course to pursue.

In this connection the remarks of J. K. Hough, Manager Automobile Tire Sales for the Goodyear Tire & Rubber Company of California, are timely and interesting.

"This is not time," he says, "to throw to the four winds the good business methods that have been tried out in normal times. Every period of intense prosperity is followed by an interval of depression and this is the trade condition that is being experienced right now.

"The late spring of 1920, the large stocks of tires that were purchased in anticipation of higher prices, and the gasoline shortage in various parts of the country have all played a part in bringing about the present readjustment era, but the old rules still apply, and if employed will work out the solution.

"Late registration figures show that more than 7,000,000 cars are in actual use in the United States, all wearing out tires, and the estimate for the coming year call for nearly 2,000,000 more. Making allowance for 420,000 cars which will be junked during the year—based on the recognized depreciation figure of six per cent per year—1,580,000 cars will require tires during the coming year. Which means a potential market for about 34,000,000 tires.

"For many months the Goodyear company has been preparing for the condition that is here. Inventories and overhead expenses have been reduced, and production placed on a basis permitting a replenishment of requirements monthly.

"This is the course that is being recommended to all our service stations. In fact it is our belief that the four following rules, if carried out conscientiously, will efficiently take care of the tire user's wants and insure the success of the tire merchant-dealer.

1. Carry sufficient stock to render prompt service over a period of thirty days.
2. Specialize on one rapidly selling brand. Don't stock three or four brands to sell one tire.
3. Keep stocks of slow moving sizes at a minimum.

4. Stimulate business on the basis of better service, better advertising and more intensive sales effort.

"These simple rules, if followed, will take care of the present situation, which it is admitted is but temporary. The rubber industry is on a solid foundation, with prospects unsurpassed by any other industry in the country. "This is borne out in the amount of Goodyear business for the present fiscal year, which greatly exceeds that of our busiest pre-war days. Sound merchandising and real service are keeping up sales to the point that inspires confidence concerning the future."

AMERICA HAS PAID HALF BIG WAR DEBT

WASHINGTON, Nov. 12.—(U. P.)—On the second anniversary of the signing of the armistice that ended the world war, America's two foremost leaders in that conflict are making ready to step back into private life.

Just two years ago today President Wilson, standing in the House of Representatives, read to an assemblage of congressmen, cabinet officials and diplomats the terms of the document the Germans had been forced to sign. Today, the president—a white haired invalid—a casualty of the great war—helped to end, his friends say—is making ready to leave the White House for some quiet home where he probably will write a history of the great events in which he stood as a leading figure.

Gen. John J. Pershing head of the American Expeditionary force, soon will put aside the khaki. The first full general since Grant, has finished his reports. His work in connection with the army reorganization act is practically over. The general expects soon to take a trip to South America as an official representative of this country. Beyond that his plans are not known.

Cabinet Members Aid
Along with President Wilson, there will retire several cabinet members, who helped carry the burden of America's war effort. Secretary of War Baker and Secretary of the Navy Daniels are two of these. Secretary of Labor Wilson, who helped keep the country free from labor troubles during the days of conflict; Postmaster General Burleson, who managed the telegraph and telephone lines, and Secretary Houston, now in the treasury and formerly at the head of the Agriculture Department, will also leave the cabinet.

But if the war leaders are passing, America still has before her sufficient reminder of the days when the German hordes were turned slowly back. Throughout the country on next Sunday memorial services will be held for more than 100,000 American soldiers who were killed or died of disease—114,465 is the exact number, according to government statistics. President Wilson has officially proclaimed next Sunday as the day for memorial services.

Some American troops are still in Europe. They constitute the army of occupation, 45,000 strong at Coblenz, Germany, where the American forces were assigned under terms of the armistice.

Live Different Life
And according to all reports, these soldiers are living a vastly different

BUICK

THE car a man uses in his business life must be always ready for duty. It is just this demand for a car they can trust that causes so many business men and professional men to drive Buicks. The new Buick Nineteen Twenty One Models are cars of valuable dependability for business use, whose roominess, beauty and riding comfort make them welcome in hours of relaxation. The Authorized Buick Service is as notably efficient as the Buick car.

Prices of the New Nineteen Twenty One Buick Series

Model Twenty One-Forty Six, three passenger car	\$1995
Model Twenty One-Forty Six, five passenger car	1995
Model Twenty One-Forty Six, four passenger coupe	2010
Model Twenty One-Forty Seven, five passenger sedan	2120
Model Twenty One-Forty Eight, four passenger coupe	2215
Model Twenty One-Forty Nine, seven passenger car	2300
Model Twenty One-Fifty, seven passenger sedan	2345

F. O. B. Excludes Local Optional Prices



Oregon Motor Garage

INCORPORATED Phone 488 19-121 W Court

What Is the Secret of Long Life In a Tire, Anyhow?

It's the tread—and here is the reason:

The tread of your tire is the part that takes all the wear, soaks up the road shock and keeps the bumps away from the fabric.

Entirely reasonable then that it should be broad and thick, isn't it?

That's the idea back of the Super Tread Tire. It's important and it means a lot more miles to you.

Gertson & Marty

639 Cottonwood Street—Phone 595

GERMAN GOVERNMENT QUITS UNRULY REDS

BERLIN, Nov. 12.—(By Carl D. O'neil, U. P. Staff Correspondent.)

The German government was victorious in its first clash with radical workers, who attempted to emulate Italian workers in the seizure of plants. Metal factories seized by the strikers were abandoned when police suddenly surrounded them. There was no violence, the workers realizing they would be starved out if they did not yield. Likewise the "soviet" which seized a gas plant on the north side of the city was compelled to withdraw. Electrical workers have returned after striking for two weeks.

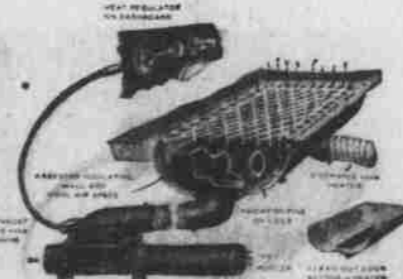
\$100 Reward, \$100

Catarrah is a local disease greatly influenced by constitutional conditions. It therefore requires constitutional treatment. HALL'S CATARRH MEDICINE is taken internally and acts through the blood on the mucous surfaces of the system. HALL'S CATARRH MEDICINE destroys the foundation of the disease, gives the patient strength by improving the general health and assists nature in doing its work. \$100 for any case of Catarrah that HALL'S CATARRH MEDICINE fails to cure. Druggists 1c. Testimonials free. F. J. Cheney & Co., Toledo, Ohio.

Temme Exhaust Heaters

will make your car as comfortable as the living room in your home.

Have one installed now before the cold weather sets in, then drive your car all winter in comfort.



We are factory distributors for ZENITH CARBURETORS



PUBLIC SALE

We will sell at the Hendricks ranch one quarter mile East of Nolin, on the river, the following described livestock and property:

SALE LIST

- Ten Head Work Mules, ages 4 to 9, weight 1000 to 1200.
- Three Mule Colts, coming 2 in spring
- One Sucking Mule Colt
- One 10-ft. Dis Harrow
- Five Sets Harness
- One 10-horse Shenandoah Hitch
- One 6-horse Shenandoah Hitch
- One Plow Share Gunder
- One 3 1/2-in. Wagon with wheat rack
- One Water Tank
- One Mower and Rake
- One 20-ft. Harrow
- One Feed Rack
- Two Oliver 3-bottom Plows
- One Fanning Mill
- One Roller Chop Mill
- One 4-horse Gas Engine
- Two Work Horses, 4 and 5 yrs. old, weight 1200.
- Two Colts coming two.
- Eight Milch Cows, 2 to 6 yrs. old.
- Two Cows coming 2 yrs. old.
- Two Spring Calves
- One Holstein Bull
- Three Duroc Sows, 17 pigs
- One Reg. Poland China Boar
- 14 Fat Hogs
- One Marino Buck, 8 Ewes
- One Studebaker Hack
- One Wagon and Hay Rack
- 14-ft. Wheat Rack
- Spring Tooth Harrow
- One McCormick Mower and Rake
- One 12-in. Walking Plow
- One 14-in. Walking Plow
- One Hand Cultivator and Seeder
- One Cream Separator
- Three Sets Harness
- Hay Stacker Complete
- 14-ft. Watering Trough
- One Oil Drum and Oil
- Five Dozen Chickens
- Twenty-five Tons Grain Hay
- Other Miscellaneous Items.

SATURDAY, NOV. 20th

SALE STARTS AT 10 A. M.

FREE LUNCH AT NOON

TERMS OF SALE:—All sums under \$100.00 cash, all sums over \$100.00 time will be given until October 1, 1921, on bankable notes drawing 8 per cent interest. 3 per cent discount for cash on all sums over \$100.00.

E. A. Hendricks—John Fisher, Owners
COL. WM. F. YOHNSKA, Auct. E. L. SMITH, Clerk.