

THE NEW SAVAGE TYPE D

CONSIDERED BY MANY MOTORISTS THE BEST FABRIC TIRE ON THE AMERICAN MARKET



BONUS AND PREMIUM PAY TO WORKMEN

For many moons were the workmen who build our tires trained so that they might excel in this one branch of industrial art. Competent and experienced, even as the seasoned warriors of my ancestral tribes, they have been taught to build tires the "Savage" Way—the way modern science has shown to be the best.

My words are true words when I say that our builders of tires are master craftsmen whose hearts are filled with pride because they are producing a superior article; their pride is second only to that of the squaw in her first-born son. The best that is in these mighty men of the tire world is expressed in our big, handsome "D" Type tire. And to encourage them in their great effort to produce but the finest we have loosened our purse-string and pay a bonus and premium for merit, and impose a penalty for carelessness. The battle for perfection is fought with a two-edged sword.

Thus, O Motorists, through every stage of construction, the skilled hands and eagle eyes of specialists are ever on the watch for even the most minute flaw. And besides, there are lynx-eyed inspectors, as alert as an elk at mating time, who make sure that nothing is allowed to pass that is not absolutely right.

In our "D" Type we are expressing the determination that fills the hearts of the Great Chiefs of my people to build the best fabric tire on the American market; and the hearts of the men of my people are likewise filled with this determination.

I SALUTE YOU, O MOTORISTS! LITTLE HEAP HAS SPOKEN.

THE FOLLOWING MESSAGES OF "LITTLE HEAP" APPEAR IN THIS SERIES

- A New Departure in Tire Construction.
- Finest Selected Raw Materials.
- Bonus and Premium Pay to Workmen.
- Hand Built.
- Wrapped Tread, Single Core.
- Over-size and Extra Ply.
- Special Breaker.
- Extra Breaker Cover.
- Tough Tread.
- Inspection.
- Built to Last.
- A Product of the Method of Spreckels.

OUR BEST ASSET IS THE SATISFIED CUSTOMER
THE SPRECKELS "SAVAGE" TIRE CO. SAN DIEGO, CALIF.

WHOLESALE DISTRIBUTORS

SAVAGE
TIRES AND TUBES

AGENTS EVERYWHERE

H. G. Enders Wholesale Company

DISTRIBUTORS
ASHLAND, OREGON



You eat more bread than of any other food. Then let your FLOUR be the very best.

The best flour costs but a trifle more than the poor kind. It makes cooking easier and food better, and insures the health and happiness of your whole family.

We do not try to see how cheap we can sell flour, but how GOOD.

A DEMONSTRATION ALL NEXT WEEK

DON'T MISS IT

J. Pardee

WE ARE NOW SELLING

Studebaker Cars

EXCLUSIVELY

In Four Models

Sold at the same price everywhere

J. F. BURKE

Fashion Garage

Why Not Electric Cooking?

COAL-LESS
SMOKE-LESS
ASH-LESS
DUST-LESS
TROUBLE-LESS

Electric cooking provides the one thoroughly practical, convenient, clean and sanitary method of cooking. Eliminates dirt, dust, ashes, gas and worry. Cook without waste.

California-Oregon Power Co.

Advertising Pays—Advertise with the Courier



An Easy Way to Get Bigger Grain Yields with Less Seed

Planting with a grain drill, instead of with a broadcast seeder will cause you no more work, in fact, considerably less, and in a short time the saving in seed will pay for the drill.

That, in itself, is sufficient reason why we want you to see the John Deere-Van Brunt Grain Drill we have on display. There are other reasons that apply only to the Van Brunt. This drill has a patented, adjustable gate force feed that successfully handles any size seed from alfalfa to bearded oats without choking.

The force feed compels the seed to leave the grain box in

even continuous streams and the seed is protected until it reaches the bottom of the furrow.

That is why a field planted with a Van Brunt Drill makes such a pleasing appearance to the eye—and why it adds extra money to your bank account. All of the grain is ready for harvest at one time. There are no bare spots in the field and you can feel absolutely sure that no seed is wasted in planting. Come in and let us show you how easy it is to regulate the flow of seed so that an equal amount is placed in each furrow—simply moving a lever regulates the quantity sown.

D. C. McINTYRE
The Implement Man

NEED OF FOREIGN MARKETS

New York Business Man Tells How in His Opinion America May Control Trade Marts.

"If the United States expects to obtain its share of the world's commerce," a New York broker was overheard to say, "it must keep pace with other world powers with which it has to compete. Trained men are necessary in any line of business and foreign commerce is one line in which training is absolutely essential."

"I believe that the United States merchant marine is again to come into its own," continues the same broker in the Washington Post, "but the finest lot of merchandise on earth, coupled with the greatest fleet of merchant vessels ever known, is of no avail unless backed up by the selling ability and understanding of trained men who know how to place American goods in foreign markets."

"All the large mercantile firms are taking steps to train men specially for each country in which they expect to do business. The prospective salesman or manager for any particular country is educated in the language, history, traditions and peculiarities of that country, so that he can in a sense meet the people on their own ground. He knows just what to do under given conditions and is of vast value to the firm that employs him."

"The bureau of foreign and domestic commerce is doing a great deal of good in aiding in the introduction of American goods abroad, but I think the government should go a step further and have a regular school for such experts, maintained on the same standing and in the same relation to commerce in general as West Point stands to the army or Annapolis to the navy. The students should be taught every possible fact regarding European, Asiatic and South American countries, so that they could step forth as experts, each on some particular country. Such a school would amply repay the government in the large increase in volume of foreign business which would be attained."

Courier classified ads bring results—Try a classified Sales books at the Courier.

The Graveyard Blues.
One cold morning in midwinter a negro employed in a southern lumber mill came to work wearing a pair of tennis shoes. He offered no explanation for his strange footwear—perhaps he hadn't any. The white, thin shoes did not fail to attract the attention of his fellow workers, however. One of them greeted him with this remark: "Niggah, what's you doin' comin' to work wid dem tennis shoes on, cold as it is? Ain't you got no judgment? Better go on home and get somethin' on yo' feet befo' dem things gives yo' feet de graveyard blues."

THE UNIVERSITY OF OREGON
—is maintained by the state in order that the young people of Oregon may receive, without cost, the benefits of a liberal education.

The University includes the College of Literature, Science and the Arts, the Graduate School, the School of Professional Education, and the professional Schools of Law, Medicine (at Portland), Architecture, Commerce, Journalism, Education and Music.

High standards of scholarship are made possible by an able faculty, well equipped laboratories and a library of nearly 100,000 volumes.

Supervised athletics are encouraged and every attention given the health and welfare of the students.

With a heightened confidence gained by the recent expression of public support, the University is now entering upon an era of large development and extended usefulness.

For a catalogue or for any information, address:
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