

**USED AUTOMOBILES
OFFER FINE CHANCE
FOR REAL BARGAINS**

Many of Machines Have Run
Only From 6000 to 8000
Miles Since Out of Factory.

There is a great bi-product of the big automobile industry that the general public has not heretofore taken serious cognizance of, but which, with facts fairly considered, is the means of giving to hundreds an opportunity to purchase a real fine automobile at a surprisingly low cost.

This opportunity is presented to those who desire to own an automobile, but who do not want to purchase a new car of a certain price, possibly because it is not large enough or various other reasons, by investing anywhere from \$500 to \$1200 in what is generally known as a second-hand reclaimed car. As a matter of fact, the average reclaimed car is nothing more nor less than a very fine automobile right in its prime of life and with only 10 per cent of its real energy used.

In the garages of the reputable automobile dealers of this city today expert mechanics are putting into first class shape by overhauling, putting on new coats of paint, new tops, fenders, doors, etc., some of the best automobiles "buys" that could be offered to the public. Many of these machines have only been run from 6000 to 8000 miles.

They are in better shape than when they left the first automobile dealer's hands, unfounded statements that their sale is not a ready one, notwithstanding. There are approximately 200,000 automobiles built annually. Automobile statisticians figure that the life of a good automobile is between 80,000 and 100,000 miles, reliable and smooth-running. The statement is being proved daily, for there are any number of 1910 automobiles running in numerous parts of the country that have from 70,000 to 80,000 miles on their speedometers and today are good, smooth-running automobiles giving excellent service.

The average user drives his automobile about 7000 miles annually. At the end of that 7000 miles pressure from the family circle and personal pride on the part of the owner impels him to turn his old car into the retail dealer for a new automobile.

This car then is generally classed in automobile slang as a "piece of junk," when, as a matter of fact, this automobile has only really started out to economically and successfully perform the real work of its life.

If a reputable dealer gets this automobile, he turns it over to his expert mechanics. At a small cost, maybe \$150, it is put in first class shape and then put in the used car department for sale.

Just because there is a slang phrase, "a piece of junk," the automobile buying public shies away from the best motor car bargain it is possible to get. It has been said that if it was left entirely to the woman to buy a car she would use her bargain instinct and get this great value. The used car having been properly worked in, its mechanical whims corrected at the expense of the first owner, the new owner of this used car has small operating expense and has entirely eliminated the shrinkage in value.

**SELF-CONTROL ONE
ESSENTIAL FOR DRIVER**

Foresight and Correct Judgment Also Needed, Declares Distributor.

"Foresight, correct judgment and self-control are essential qualifications which the motor car driver should attain," said H. E. Jagger, distributor for the Haynes.

"If you feel that you lack self-confidence it is well to have someone teach you to drive step by step. In the first place, don't expect or even try to learn everything at once. Have your instructor take the car to some unfrequented street and then, while he controls the throttle, learn to steer while moving along slowly in high gear."

"Hold the wheel firmly but not too tight. Don't try to go in an absolutely straight line; turn the wheel slightly and see for yourself how sensitive it is by trying to dodge small objects in the road. By practicing in this manner for sometime you will wear off the nervous feeling and will be surprised at the ease with which a big, powerful car may be steered."

"The next step is learning to manipulate the clutch and the gears. Shut off the motor and with the car standing still go through the operations of changing gears time and time again, just as though the car were running. Then, after starting the motor, throw off the clutch pedal, shift the hand lever into first speed position and release the clutch pedal very slowly while your instructor operates the throttle. Repeat this over and over again, see how slowly you can start

and stop the car before ever attempting to go into higher speeds. "Always exercise great care in shifting gears with a hand shift lever. Be sure that the clutch pedal is in its downmost position before moving the lever. On the other hand, when going from one speed to another don't wait too long, as the car will lose its momentum."

"On the Haynes cars equipped with electric gearshifting device it is merely necessary to touch a button on the steering wheel corresponding to the desired speed, and then, when you wish to make the change, it is only necessary to depress the clutch pedal. Suppose you are moving along in high; the next change will be to second; you merely press button No. 2 and the car continues to move along in high until you are ready to make the change, it being necessary to operate the clutch pedal only at that time."

"Drive slowly and cautiously when learning. Keep the hand throttle set for a slow speed and practice using the foot accelerator. Always get the car well under way before changing to a higher gear. In case it is found necessary to shift back to second or low when ascending a hill don't wait too long. The lower speeds are for a purpose, don't hesitate to use them if the motor begins to labor. Retard the spark when ascending a hill."

**New Self-Starter
Is Highly Praised**

Device Consists of Eccentric Disc on Crank Shaft Attached by Stout Wire to Handle on Dashboard.

Many devices are being manufactured throughout the country for the Ford machine, and E. S. Robinson of Tacoma brought to Portland last week the first mechanical self-starter for the Ford that has proved serviceable and economical. The new Sanbo mechanical starter which has just been brought to Port-

land, is a device that is spreading through the Ford owners like wild fire. The starter consists of an eccentric disc placed on the crank shaft, with a stout wire running from it to the dash-board. A pull on the

handle turns the engine over for two complete revolutions. It is claimed that the starter is the only one made that actually spins the engine in the same manner that a person would spin it by hand. Robinson claims that 17,000 starters have been sold in the western states since the Sanbo was put on the market.

Never tell a fat girl that she is all wool and a yard wide.

Their Use. Tourist (looking at the famous cascade)—Whatever becomes of all those sheets of water? Facetious Guide—They go into the bed of the river.

**One Man--
9000 Horsepower**

How the Largest Exclusive Tire Factory Keeps Cost Down and Keeps Quality Up

Firestone

Tires

Cost No More Than Average

Every facility for economical production that science has been able to produce has been brought to bear in the Firestone plant to give you Firestone quality at ordinary price. The power plant, where one man feeds the boilers that produce 9000 horsepower is an example of Firestone scientific management. The great FIRESTONE plant naturally attracts the country's greatest tire experts.

Every man in this factory is a tire specialist; doing his work with skill and accuracy. Here nothing but tires is made and every ounce of steam power, every effort of the workmen, every bit of study and thought, are focused on the making of FIRESTONE tires. This concentration and specialization in production make it possible to give highest quality at a cost no greater than only average tires.

This highest quality was proved again at the international sweepstakes in Indianapolis last Decoration Day when Barney Oldfield led all American cars in the five hundred mile race.

Although he exceeded the speed of last year's winner, averaging 78.15 miles per hour, two of Barney's FIRESTONE TIRES went through the entire five hundred miles without change.

FIRESTONE finished first and second in this great race in 1913, as you will remember, also first in 1911. FIRESTONES make good on the road because they are made good at the factory.

Most for Your Money in First Cost and Final Economy

FIRESTONE TIRE AND RUBBER COMPANY

America's Largest Exclusive Tire and Rim Makers

65-69 W. PARK ST., N., PORTLAND, OREGON.

Home Office and Factory, Akron, Ohio

Branches in All Large Cities



\$950
Completely equipped
C. A. T. Model.

Don't Delay

Get your Overland today. Every day you wait is just twenty-four hours wasted. And the yesterdays never come back.

If you want to play this summer—enjoy the whole summer. Don't cut your pleasure in half.

Delaying never helps matters. On the contrary it hinders.

Waiting cannot save you money. On the contrary it costs you money.

Last season between 5,000 and 10,000 people waited. But unfortunately they waited just a little bit too long. For when they finally did place their order—all the Overlands were gone. Consequently they were forced to either pay a much higher price for some other car—or go without an Overland. Don't you

be among the 5,000 or 10,000 disappointed people this year.

Remember—the Overland has the longest wheel base; the most powerful motor; the largest tires; the finest equipment, and is the most thoroughly and most carefully manufactured car, for the price, on the market.

The Overland is the world's renowned economy car. It costs the least to purchase and also the least to maintain. And it gives you everything you want in a car—power, speed, beauty, comfort, style, and practically every needful convenience ever invented for an automobile.

That's why we are delivering over 5,000 cars a month, right now!

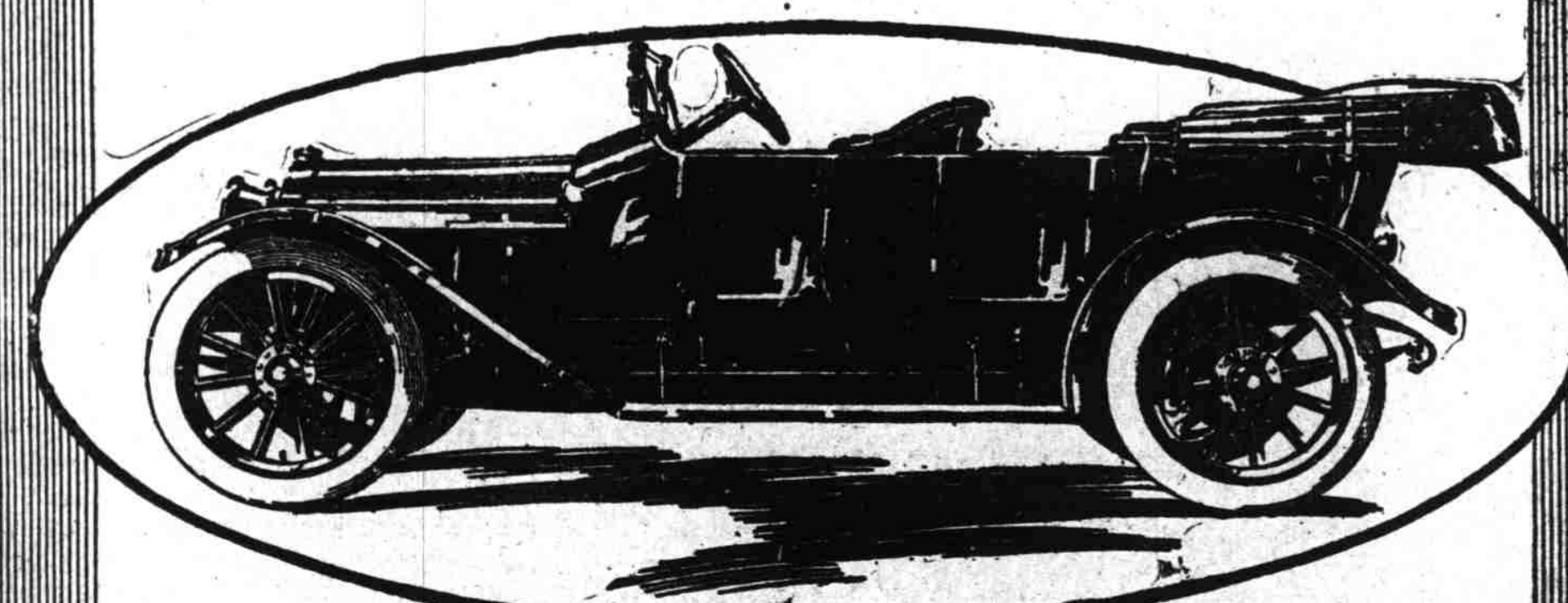
Better telephone our dealer. Get your Overland today. Don't delay.

J. W. LEAVITT & CO., DISTRIBUTORS
529 Washington Street.

The Willys-Overland Company, Toledo, Ohio

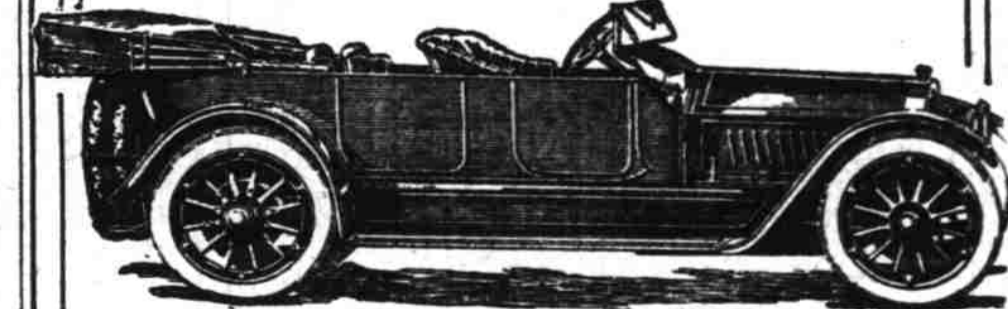
\$950 Completely equipped. \$1075 with electric starter and generator.
Price f. o. b. Toledo.

BRIEF SPECIFICATIONS: Electric head, side, top and dash lights. Storage battery. 35-horsepower motor. 34-1/2" O. D. tires. 11-1/2" wheelbase. Motor top, controls and seat. High-speed transmission. Chrome wheels, radiator, fenders, windshield. Electric horn.



Manufacturers of the famous Overland Delivery Wagon, Coach and Willys Utility Truck. Full information on request.

**Complete Standardization in
a Single Motor Car**



Model Ten-Four, \$1665

YOU can now buy a COLE FOUR for \$1665, because the blue prints upon which Cole has shaped his policy have been at all times scientifically accurate and far advanced.

Five years ago Cole conceived the idea of combining the brains of all the great recognized automobile specialists and concentrating these brains into a single motor car. Cole called these parts-makers the Standard Builders, and he called the car built exclusively from their products—the Standardized Car. When he had his system complete, he gave it to the world in the form of the biggest automobile advertisement ever printed—a six-page treatise on Standardization in the Saturday Evening Post.

COME in and see the new Stewart-Warner Gasoline Feed Device which increases fuel efficiency 15-18%. This device does away with all the disadvantages of former types of gasoline feed.

Northwest Auto Co.
F. W. Vogler, Pres.
Broadway at Couch

WHEN YOU once know the Winton Company's standard of used car values there isn't the slightest chance of your purchasing a used car anywhere else at any price.

Our thoroughly equipped plant, our rigid inspection system, our service and its application to used cars gives each car enhanced value of 30 per cent or more.

We own every used car offered for sale by this Company. We are therefore free to bring every car on our floor up to the standard of our used car values.

It is a simple matter for us to guarantee our used cars, and a still simpler matter to make good our guarantee.

The Winton Motor Car Co.

Manufacturers

23d and Washington Sts. Phone Main 4244.