

OFFICE MEN HAVE BEEN LONG IN FIRM'S EMPLOY



Left to right—W. J. Finke, credit man, and O. O. Ticknor, treasurer, selling salesmen.

O. O. Ticknor is treasurer for Ballou & Wright, and W. J. Finke credit man. Mr. Ticknor has been with the company eight years, and started as a

bookkeeper. He is from North Dakota. Mr. Finke has been in the establishment's employ for five years, and started as assistant bookkeeper. He is a native of Portland.

By Way of Caution.

An Iowa merchant sent a dunning letter to a slow pay customer, who replied by return mail, as follows: "You

say that you are holding my note yet. That is all right—perfectly right. Just keep holding on to it, and if you find your hands slipping, spit on them, and take another hold. Yours truly."



QUALITY BULBS

For the Electrical Equipment of Your Car
Will Save You Time, Patience and Money

FRANCO BRAND of Electrical Specialties
Always Stand for Quality

This applies particularly to Automobile Equipment, where the use is probably more severe than in any other line.

FRANCO BRAND
FLASHLIGHTS
NOVELTY
BATTERIES
MINIATURE
CARBON AND
TUNGSTEN
LAMPS



CANDELABRA
LAMPS
AUTOMOBILE
LAMPS
RECEPTACLES
AND SOCKETS
DECORATIVE
OUTFITS
CIGAR LIGHTERS



WHEN FRANCO
BRAND FLASH-
LIGHTS, TUNG-
STEN LAMPS, CI-
GAR LIGHTERS
and, in fact, our en-
tire line — are once
used, they have made
a lifelong friend.



A complete stock of all sizes, Candle Powers, Voltages and Various Bases, carried in Seattle and Portland. Manufactured by Interstate Electric Novelty Co., New York City; Pacific Coast Branch, San Francisco. All Batteries manufactured on the Pacific Coast.

BALLOU & WRIGHT
DISTRIBUTORS
BROADWAY AT OAK, PORTLAND, OR.
817 East Pike, Near Broadway, Seattle, Wash.

Motorcyclists!

Duckworth Quality Chains

Mean Absolute Safety!



DUCKWORTH CHAINS are made right! Every chain is made of the very best and specially selected high-tempered steel, thus insuring long life, strength and satisfactory service. Duckworth Chains are made to give service first, which includes perfect construction, the best material, wearing quality and the maximum reliability.

When your machine is Duckworth Chain equipped, you can place every confidence on the chain, knowing that you have the best and most reliable—The Chain of Quality.

Duckworth Repair Links are the Simplest and most efficient and are in great demand by the riders.

DISTRIBUTED BY

Ballou & Wright

Broadway at Oak, Portland, Oregon
817 Pike Street, Seattle, Wash.

KLAXON

THE KLAXON is universally recognized as the STANDARD warning signal. It is used by 275,000 motorists. Carried on 90% of all high-priced cars—and on thousands of cars of moderate price.

The Klaxon is a WARNING signal. It expresses danger—to insure safety.

On country roads it warns half a mile or more in advance—around curves, over hills.

In city driving, the "tiger"—produced by a light touch of the button—is all that is necessary. It penetrates the noise of surrounding traffic no matter how loud; and is at once understood as meaning danger.

The Klaxon is not an "electric horn." It is totally different. Its whole principle of operation is different. Its note is different. Ask us to explain this difference in detail.



KLAXON



KLAXONET



KLAXET



HAND KLAXON

THE KLAXONET and KLAXET are smaller models of the Klaxon. They operate on the regular Klaxon principle: a steel diaphragm vibrated by a cam wheel. This wheel is driven by an electric motor.

THE HAND KLAXON operates on the same Klaxon principle, except that the cam wheel is rotated by a train of gears rather than an electric motor. These gears attain high speed by simply pressing down the push-rod.

The Hand Klaxon has the true Klaxon warning note and is sold under the regular Klaxon guarantee of permanent satisfaction. It is complete in itself—no outside power is necessary. It is designed especially for use on cars not electrified.

PRICES

(Complete ready for installation)
Klaxon \$35. Klaxonet \$20. Klaxet \$12. Hand Klaxon \$10. Supplied in six finishes.

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NON-FLUID OIL
PATENT OFFICE

Perfect Lubrication

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GENUINE

NON-FLUID OIL

ADOPTED BY OVER SEVENTY MANUFACTURERS

BEING A SOLID MINERAL OIL---It Has

Far More Lubricating Quality Than Any Grease
A Very High Melting Point
Is Extremely Adhesive and Clings to the Gears

Won't Drip or Run Out—
Prevents Friction and Wear

K00 or K00 SPECIAL for Transmissions
K000 for Differentials, Grease Cups, Axles, etc.
K40 for Timing Gears
K4 for Universal Joints

Ask for the Orange Colored Cans

NEW YORK AND NEW JERSEY LUBRICANT COMPANY, 165 BROADWAY, NEW YORK
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Rie Nie
German
Radiator Compound

THE LEAK MENDER

One Tablespoonful Does It

THOUSANDS and thousands of auto owners in the United States and foreign countries are using German Radiator Compound and telling their friends about it. They bought their first can five years ago. German Radiator Compound has satisfactorily mended leaks in the cooling systems of their autos. It has mended the leaks in hot-water heating systems in their homes.

THE ONLY ARTICLE OF ITS KIND SOLD UNDER A
POSITIVE GUARANTEE BY THE MANUFACTURERS

"Rie Nie" Products Have Won Success by Deserving It

Rie Nie
Mohair
Top Cleaner

There is a ready demand for Rie Nie Mohair Cleaner for it easily removes all dirt and grease from the Auto Tops, and brings up the nap to its natural gloss without injury to the fabric. One quart is sufficient for large top with curtains.

Rie Nie
Hard Rubber Air Drying
Black Enamel

Gloss Black or Semi-Gloss Black
A Special Air Drying Enamel of the highest possible quality, made expressly for enameling smooth finished metal surfaces, auto lamps, etc.
Rie Nie Hard Rubber Air Drying Black Enamel will give the same good results as a baked Japan, and is warranted to not flake or crack, and is adjustable in heat test.

Rie Nie
Enamel Dressing

For Auto Cushions, Pantosote Tops and Rubber Goods
Rie Nie Enamel Dressing imparts a rich black enamel finish, that is lasting and is not affected by the heat or dampness.
Rie Nie Enamel Dressing is thin in body and works into the cracks and tufts, giving a uniform finish. Dries quickly and is guaranteed to not rub off or discolor garments.

Rie Nie
Mohair Water-proofing
and Dressing

An excellent preparation that brings out the original Silky Mohair effect and waterproofs the material, in one application.
Rie Nie Mohair Water-proofing is guaranteed to not stiffen the material or cause the mohair to crust or crack when folded. Any auto top made of mohair, duck or canvas can be refinished very satisfactorily.
Rie Nie Mohair Water-proofing is guaranteed to give perfect satisfaction.

DURKEE-ATWOOD COMPANY, Manufacturers, Minneapolis, Minn.

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