

EXCHANGE MARKET FOR USED FORDS IS ESTABLISHED HERE

Six Dealers Handling Ford Cars Join to Make Selling Easier for Owners Tired of Old Cars.

A plan for the efficient handling of used Ford cars has recently been inaugurated by the six Ford dealers in this city, and the Universal Used Car exchange has come into being, a central clearing house for the purchase and redistribution of Ford cars turned in on new models.

The plan is drawn up with a view to having an arrangement that will benefit the buying public and the dealers at the same time, the public because there will be less overhead expense in handling the cars from a central selling depot than doing so individually, and the credit will be larger, and the dealers because they will have more time to devote to the merchandising of their new models.

The company has been organized with A. S. Robinson of Robinson & Smith as president; Harry Casey, Talbot & Casey, vice president; C. E. Francis, Francis Motor Car company, treasurer, and C. W. Pichard, Palace Garage company, secretary. L. Y. Billingsby, a man well versed in the ways of automobiles, is active manager of the concern. Billingsby was until recently with the Manley Auto company.

EXPECT BIG BUSINESS

The company has been capitalized at \$48,000, fully paid, and from estimates compiled from past performances, dealers expect to do fully half a million dollars' worth of business during the coming year.

The headquarters of the exchange has been located temporarily at the building formerly occupied by the Morgan-Atchley Furniture company, and more recently as a used car selling depot by a company that has since gone out of business. This building, at Grand avenue and East Stark, will be used until the company can erect a new building at Grand avenue and Yamhill street, a structure that is expected to be completed by the early part of April.

The system to be used to take care of the customer who has a Ford car and wishes to trade it on a new model will be to appraise the car at this exchange and issue a credit slip, good for so much money on a new car. According to present plans, those who have Ford cars, and who want to sell but not to buy a new Ford, will not be served by the Universal Used Car exchange, the status of that concern being one of service and appraisal to the satisfied Ford owner who has wearied of looking at the old model and desires something more shiny and handsome.

BIG AID TO DEALERS

The great collection of used cars under this one roof will be of great aid to the man desiring a used Ford, and will be far more convenient than visiting the establishments of six different dealers.

The new building now occupied will have a shop and a department for the distribution of genuine Ford parts and accessories. The new building will have a shop, a paint shop, and will be equipped completely to take care of the overhauling of cars brought in on exchange.

This arrangement is of untold advantage to the dealers. It will give them greater freedom of movement in handling new cars, trucks and Fordson tractors, the latter now distributed by Vick Brothers, but whose sale will be turned over to the various authorized dealers after August 1, 1920.



Early morning pinocle seems to be the pastime at the East Eleventh Street garage, and from all reports the bunch there are some sharks at holding the cards. Citizen Priggl leads the followers of Hoyle. They say pinocle is good for keeping up arithmetic.

The Mount Tabor garage, 1386 Hawthorne avenue, is undergoing a thorough shampooing and trimming, getting ready for the spring rush. Messrs. H. E. Shields & Son, proprietors, are giving a good bit of attention to the arrangement of the stock and accessory room, with a view to greatly increasing that end of their activities.

They claim it pays a restaurant to hire a dame whose pulchritude is so to speak—above the average, to take in the cash. It is said the customers don't mind parting with their money so much if that is the case. But the United Motor Bus company's accessory department claims that it can get more out of the handsome six foot soldier on duty there than they could with the other plan in force.

John & Howe, who run the affairs of the Brooklyn garage, are a couple of big guns with big ideas. They usually have a six ton truck delivering their goods, for it seems to hurt their pride to sell in small quantities.

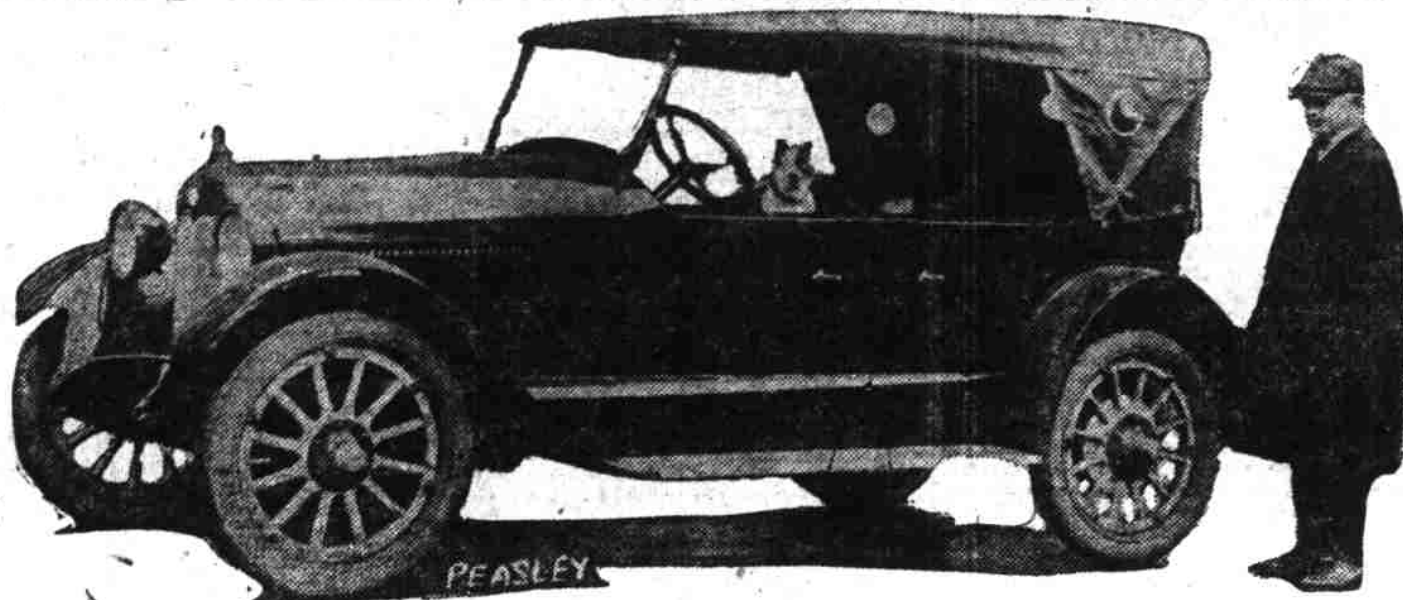
C. E. Osburn, Chevrolet agent at Gresham, is remodeling his garage, and putting in a thorough battery charging station and vulcanizing and accessory departments. C. W. Wood, formerly of the Liberty garage at Forty-third and Division streets, is looking after this end of the business, and from all appearances has the right scheme as to how something of the sort should be run.

The partners of the Service garage have almost been forced to suspend business until their addition can be finished. The laying of a new cement floor last week seriously interfered with the wheels of commercial progress for them.



H. W. Roberts of the Roberts Motor Car company has left for the East, where he will arrive in time to take in the Chicago passenger car show and truck show, which will be held simultaneously. Roberts, while east, will also visit the Republic factory at Lima, Mich., where he will arrange, if possible, the exact schedule on which the

TWO PALS AND CAR THEY REPRESENT



M. C. Wemett and Elgin Six. No, not what you are thinking at all. Wemett is not at the wheel, Wemett is standing at the rear of the car, for which, with the Westcott, he has recently come into the field as salesman, having joined the force of the United Motors company. Wemett's pal, a certain edition of bulldog, is at the wheel.

500 Republics, for which the firm has contracted for the coming year, are to be shipped to both the Oregon and Idaho territories. The Torbensohn axle plant at Cleveland, which is owned by the Republic people, will also be paid a visit by Roberts, and at Kalamazoo, Mich., he will visit the Fuller trans-

mission plant. Roberts will be absent about a month. C. D. McPhail of the Auto Rest Motor Sales company, local Stutz distributors, has departed for Chicago to attend the Automobile show in the Windy City. He will also visit the Stutz factory at Indianapolis, Ind., before returning, and

will probably drop in on the sights of a few of the other eastern cities in the course of his wanderings.

Beware of Your Tires

Don't start or stop suddenly or skid around corners. The strain thus set up in your tires is terrible.

Snake River Bridge Construction Rushed

That the bridge across the Snake river between Burbank and Pasco, which is being built to connect the Evergreen trail on both sides of the river, will be completed by September 20, 1920, is the opinion of J. R. Wood, Seattle engineer, who is supplying the job with machinery. One pier has already been completed on the river bank and will be put into the river as soon as the present cold spell is over. Mr. Wood states that practically all of the needed building materials are on the ground at the present time.

Jackson County Gets More State Tractors

County Judge George Gardner of Jackson county on his return home from a conference with the state highway department at Salem relative to the state furnishing equipment to help out in Jackson county's extensive road building program this year reports that the state will allow Jackson county three more 3 1/2 ton motor trucks now and a 121 H. P. \$10,000 Holt tractor, in addition to the two 2-ton trucks and the 3 1/2-ton truck which the county has had for some time past.

Began to Have Doubts

After we've paid a few repair and replacement bills a lot of us begin to wonder if we really knew as much about a car as we thought we did.

Corner
Broadway
and
Flanders
UNTIL
SATURDAY

**Crowds Grow
Bigger Day by Day**

Corner
Broadway
and
Flanders
UNTIL
SATURDAY

At Great Sale of Auto Supplies

We Are Forced to Vacate

We Must Get Out by Next Saturday Night—The Moving of Heavy Parts Will Start This Week

HOWEVER—Auto supplies of all kinds that are left on the tables and counters can be purchased, by the public, all this week, up to Saturday night. These supplies will be sold at the same rock bottom sale prices—prices that have drawn thousands to this great sale.

WE INVITE THE PUBLIC to come in all week and share the many bargains that are left, and will try to do our best to wait on every one, even though we will be moving.

NOTICE—We also wish at this time to thank the thousands that have attended this sale, and hope that on about March the first, when we open our new, up-to-date auto and truck supply store, at 111 NORTH BROADWAY, that you will remember and come in for your supplies.

FOR THE PRESENT our supplies and parts for both autos and trucks will be moved to our new location of auto wrecking and dismantling—

105-107 North Eleventh, Near Flanders—The New Home of a Million Parts

The David Hodes Co.

CORNER BROADWAY AND FLANDERS



Simon's Department Store

have added another

3-4 Ton GMC Truck

to their fleet.

Another Truck Owner Is
Convinced of GMC Quality

Wentworth-Irwin, Inc.

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Are Built for Service
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Every unit of the GARY TRUCK is oversize beyond maximum requirements. This margin in the GARY TRUCK is a margin of safety that means big things for the truck owner—always more strength, more power, more flexibility than you possibly need.

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1 1/2 TON JOY WAGON



This Model Has All The Exclusive Sterling Features

It is equipped with Sterling 4x5 1/4 heavy duty motor, four-speed Brown-Lipe transmission and Timken axles. Speed on solid tires, 18 miles per hour; on pneumatic tires, 25 miles per hour.

A Sterling Model for Every Hauling Need

1 1/2, 2, 3 1/2, 5-ton worm, and 5, 7 1/2-ton chain drive

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Ginger!!

Rollicking along like a thoroughbred, Maibohm tears up a hill as joyfully as it welcomes a long, level stretch of road. Let your eye run along the shapely lines of Maibohm's nimble body. Test the drowsy comfort of cowhide cushioning and satiny spring action. Open Maibohm up on a curve and feel it hang tight to the road. Spicy—that's Maibohm in looks and action.

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Temporary Location, 854 East Broadway, at East Third—Phone 519-15

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