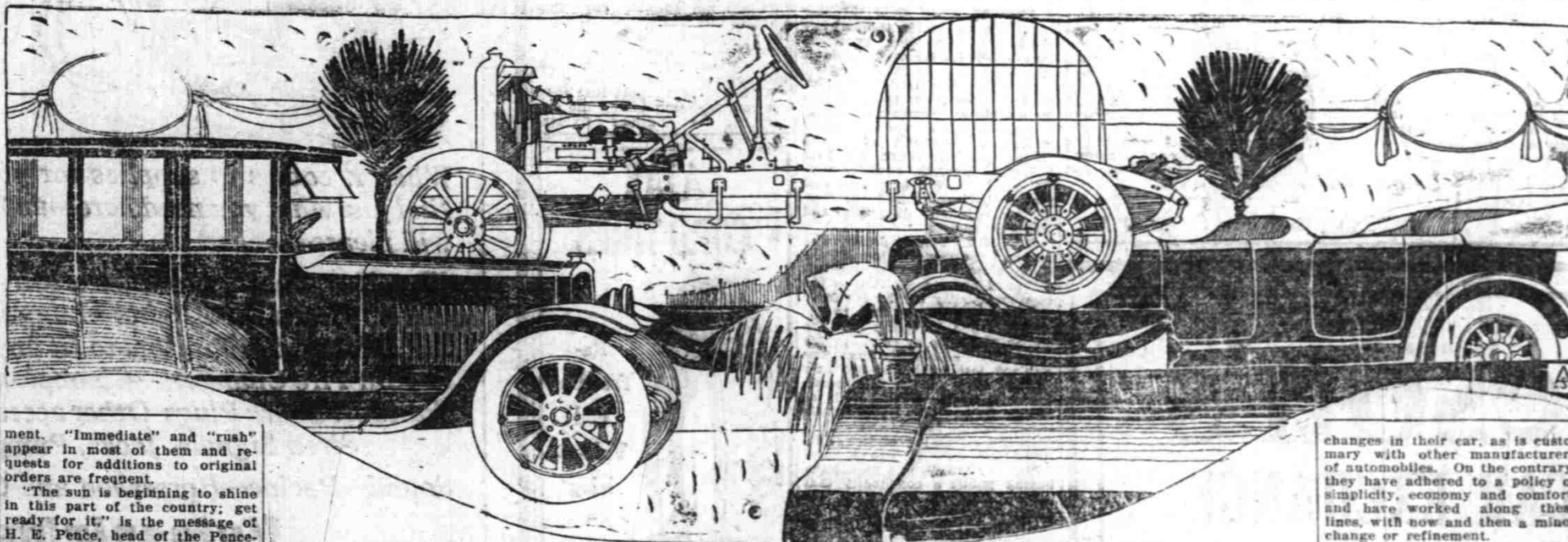


## AUTOMOBILES—TRUCKS—TRACTORS—

### Motorcycles—Bicycles—Accessories—



#### BETTER TIMES ALREADY HERE

Manager Strong of Buick  
Company Does Not Wait  
For Later Things

"It is not a case of what is going to happen in the way of brighter conditions. We want to say in all frankness, so far as the Buick Motor company is concerned, the time is here," said General Sales Manager E. T. Strong, "and increasing demand for our product throughout the country is bound to produce prosperity."

As further evidence that there is a decided improvement throughout the industrial centers of the United States, Mr. Strong exhibited a number of recent telegrams in each instance expressing anxiety in respective localities for immediate delivery of shipments containing certain models.

"Need shipments badly," and "please rush two cars," and "these are characteristic messages received by the Buick sales depart-

ment. "Immediate" and "rush" appear in most of them and requests for additions to original orders are frequent.

"The sun is beginning to shine in this part of the country; get ready for it," is the message of H. E. Pence, head of the Pence-Buick company of Minneapolis, which in normal times buys its Buicks by the trainload.

**Revival Is Widespread.**  
"Since February 1 we have enjoyed a real revival in our retail business, not only in the city of Philadelphia, but in other centers of large population in our territory," the Philadelphia branch wired on February 12 and in evidence it presents the statement that in the period from February 1 to 12 the Philadelphia retail department sold a total of 33 jobs, all for immediate delivery. From its Chicago distributors the Buick received Tuesday a request for the shipment of eight cars as quickly as possible, while rush orders for varying amounts, received from Dallas, Tex., Memphis, Tenn., Pittsburgh and Denver gave indication of the widespread character of the revival of demands for motors.

"Can't I get that number?" "Not today," said the telephone girl, not unkindly. "The lady of the house is telling a chum about her vacation."—Judge.

#### THE ROAD AND THE VEHICLE

By A. T. STEINER  
Representative Mack-International  
Motor Truck Corporation.

At a time when the long standing national need for more and better highways is being substantially met by legislative appropriations in the hundred million dollar figures, it seems appropriate to ask the question—"What has made this huge expenditure possible and in what terms will the dividends from the investment be expressed?"

It seems appropriate further to consider what is the basic idea behind this expenditure—who pays for these highways, for what purpose are they built, and who benefits by them.

**Two Classes Used.**  
Two classes of motor vehicles use our highways—the motor truck and the passenger car. About 5 per cent of the people in the United States own passenger cars, yet through the medium of the motor truck, every person in the country is directly benefited by the money that is spent for building highways. As a matter of fact, if the seven million people who own passenger cars were the only ones to derive benefit from the road, our government would scarcely be justified in spending for this purpose money which comes from the entire one hundred and fifteen millions. But since practically every article that is consumed or used by everyone in this country makes some part of its journey from producer to consumer in motor trucks, the entire population receives a dollar and cents return in the form of lower living costs, from the improvement in transportation which

motor trucks and good roads make possible.

**Track Indispensable.**  
Adequate transportation is essential to general welfare and prosperity, and as conditions exist in the United States today, adequate transportation is impossible without the use of the motor truck. For example—suppose every motor truck in the country was suddenly put out of use. It would cause a paralysis of the railroads through inability to clear terminals; it would mean the cessation of practically all building operations through lack of materials; it would stop practically all passenger automobile operation as almost all gasoline and oil is transported to retail filling stations in motor trucks; it would tie up retail business in large cities to nearly a standstill and countless other situations equally serious would result. It is a fact that the average person does not realize how dependent he is upon motor transportation.

Good roads must be built if the country is to profit to the largest extent by the economic advantages of the motor truck, and if we are to have good roads, then road financing must be placed on a sound basis. It is quite natural that the task of collecting and disbursing funds for supplying good roads should be undertaken by government in behalf of the people, since it is a national proposition and since there is no other agency large enough to handle the problem efficiently.

**Arrangement Is Business.**  
It is a business arrangement, pure and simple—the original investment comes from the people of the country as a whole, while the upkeep and maintenance of the roads is paid for by the vehicles that use them in accordance with the amount of road wear each causes. The latter is, of course, a just arrangement under any conditions, yet the former—the investment on the part of the entire population of the country—is only justified through the use of the motor truck which gives each investor a return on his investment. In fact it is only through the increasing use of motor trucks that an enlarged road building program has been justified and consequently possible.

#### RIGHTFUL POST GIVEN AMERICA

U. S. Is Leading World  
Power in Motorcycle  
Competition

The United States is officially placed in her rightful position as a leading world power in motorcycle competition as a result of a meeting of the Federation Internationale des Clubs Motocyclistes in Brussels, Belgium, on January 26th, 1921. This federation, which is the governing motorcycle competition organization of Great Britain, Canada, France, Italy, Denmark, Belgium, Sweden and Switzerland, and with which the Motorcycle & Allied Trades Association of America has recently consolidated, has no officially recognized the solo and sidecar kilometer, mile and five-mile records made by American machines and riders on the famous ocean beach at Daytona, Fla., during the year 1920.

Although American riders and machines hold records which greatly exceed the International records now on file with the F. I. C. M., it was not possible, before America's entry into the fed-

eration, to have such times recognized as "World's Records." The eyes of the world are therefore turned to the American motorcycle classics of the 1921 season, as it is expected that not a few international or world's records will be exceeded in this country which are now held by British riders. These expectations were already realized in part when Otto Walker on February 22, 1921, on the Fresno, Calif., board track, exceeded four of the international records now held by British riders, namely, the 1-mile, 5 mile, 10 mile and 50 mile, solo, in all of which he averaged over 100 miles per hour. Application has been made by the Motorcycle & Allied Trades Association of America for official recognition of the above distances as world's records.

Roberts—What's the matter? Finances bothering you?  
Richards—Yes, I owe Rogers \$5, and today I've got it, and he knows I've got it, and he knows I know he knows I've got it.

#### NEW STYLE OF FRANKLIN HERE

Marion Automobile Company  
Has Luxurious Car In  
Display Window

The Marion Automobile Company has received the new style Franklin, which is now on exhibit in their show room and they extend an invitation to the public to call and inspect it.

The Franklin is rapidly increasing in popularity, as nearly as many new Franklins were bought during the past three as during the previous 16 years.

It has not been the policy of the Franklin Automobile company to make any radical yearly

changes in their car, as is customary with other manufacturers of automobiles. On the contrary, they have adhered to a policy of simplicity, economy and comfort, and have worked along these lines, with now and then a minor change or refinement.

This year, however, a new style hood has been adopted, replacing the former sloping type, which gives the car a more conventional appearance without losing its distinctiveness. With this exception, the present car is about the same as last year's, there being practically no mechanical changes whatsoever. However, the

adoption of this new hood will probably eliminate some objections or prejudices regarding the Franklin car.

#### HONESTY IS MOTTO

Our motto in the garage and tractor business is honesty, good work and quick service. The fault in many instances causes the former a lot of unnecessary expense, time and trouble. Of poor workmanship, the men in our business is trustworthy, picked men of long years experience in both trades. We guarantee all work of any kind. The Advance-Rumely service car will come at any time and any place.

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And  
Automobile work in the shop  
All we ask is a trial to show our ability as Tractor experts on any make of tractor. Fordsons a Specialty  
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#### DODGE BROTHERS COUPE

When comfort is complete and cost of operation at the minimum there is little more to be desired in a closed car

The Coupe adds to those qualities real beauty of design and excellent good taste

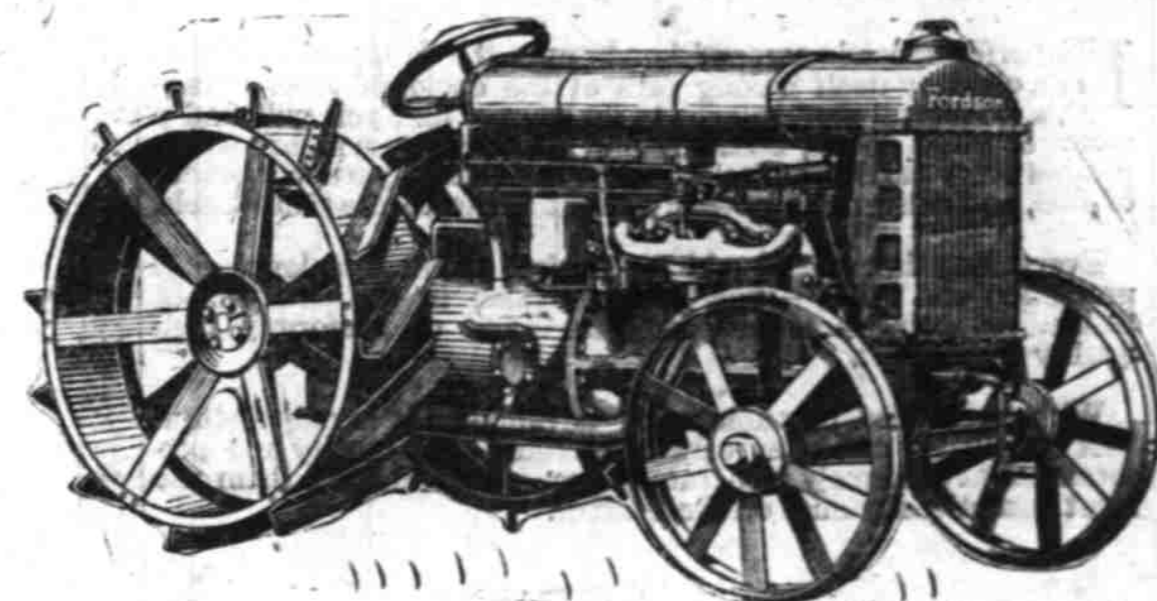
**BONESTEEL MOTOR CO.**  
Marion and Polk County Distributors  
Ferry and Commercial Streets  
Salem, Oregon

The gasoline consumption is unusually low  
The tire mileage is unusually high



## Fordson

TRADE MARK



Tractor Only	\$725.35
Belt Pulley	30.00
Governor	\$42.50
Fenders and Tops	40.00
Tractor complete delivered on your farm	\$837.85
No. 7 Oliver Plow, 2 bottom 14 inch	144.85
Total	\$982.45

Compare this with the price of any other Tractor and equipment, then compare the cost of operating a Fordson with that of any other tractor. We know that unless you have a lot of money that you want to "Throw Away" you will buy a Fordson. Ask any Fordson owner how he likes his Fordson.

Arrange for a demonstration on your farm

## Valley Motor Co.