

BUYING CARS TAKES SKILL

Salem Dealer Offers Some Advice on Subject of Auto Depreciation

TRADE-INS NOT GOOD

Scrutiny of Merit and Past Performance Recommended by Bonesteel

"Cars which are honestly made and honestly priced—that is, a fair margin of profit added to the cost, should depreciate very little by being driven 300 or 400 miles," says H. F. Bonesteel, Salem dealer.

"It is the cars that have a long discount and a too large allow-

ance for freight and assembling that depreciate 20 per cent to 40 per cent soon after being sold. These are the cars for which dealers throw in extra tires, bumpers, spotlights, etc., in order to make sales. These are the cars that allow from \$100 to \$300 more than old cars are worth in trade-ins.

Barnum Saying Recalled.

"A good many years ago P. T. Barnum said: 'There is a sucker born every minute.' and judging from the number that are caught with the big-price-for-old-car bait the rate not only has kept up, but has increased. There are hundreds of cases where people paid \$1900 or more for cars last year that could not be sold for half that amount now, and the depreciation or losses to cars purchased run into the millions, and will continue to run into the millions until the buying public reaches the point where it will use the same care in buying cars that they use in buying other merchandise.

"If the public would look into the merit and the past performance of cars, more manufacturers would be compelled to build service into their cars instead of building them to pay dividends on watered stock.

Comparisons Necessary.

"Every person who intends to

purchase a car should make these comparisons before buying:

"Note the difference between the factory list price and the price which the cars are sold for here. (It will be noticed that some cars have \$50 to \$60 more freight allowance than others.) In other words some dealers allow \$50 profit on freight alone. Ask dealers to show actual freight bills and what makes the difference between the factory and the delivery price. Ascertain the prices of parts and find out how much of a stock of parts is carried. Find out from someone who knows which kind of bearings give the best service and then look for that kind of bearing in the car that you purchase. Look for a durable and good finish, one that will look good two or three years from now, without repainting; in fact, look the car over thoroughly, and buy a car according to its actual value, instead of the "bunk" that is handed out by some salesmen.

Big Concerns Observed.

Note which cars are being bought by large companies who insist upon getting value and service for their money. They usually buy one car and then buy more if they are satisfactory, and when you find large concerns who have bought a number of the

MY HEART AND MY HUSBAND

Adele Garrison's New Phase Of REVELATIONS OF A WIFE

CHAPTER 28

WHY MADGE STROVE TO CHEER MRS. DURKEE.

"Rita Brown!" I repeated the name in amazement, all the laughter at little Mrs. Durkee's absurdities striking from me.

My friend nodded her head emphatically. "I thought that would make you sit up and take notice!" she said gleefully. "But," she added with the touch of malice which for all her good nature sometimes creeps into her conversation, "you ought to be glad she's got her claws sharpened for Alfred."

I ignored the allusion to the uneasiness which Dicky's acceptance of Rita Brown's studio had caused me, an uneasiness I knew my little friend had suspected, although she didn't know of Lillian's arraignment of the girl to me, or of her anxiety that Dicky should not work in Miss Brown's studio.

A Great Relief.

Lillian had made good her promise to offer Dicky her own studio, an offer which Dicky had promptly and gratefully accepted, though with wide-eyed amazement for Lillian had always held her studio as inviolate as an English college man does his study hour. But, indeed, she had not used it in all the last weeks, having put aside all work but the most pressing in order to watch beside Robert Savarin's sick bed. The work she was compelled to do she wrought at in her own library.

I knew Lillian would share the distinct feeling of relief I experienced at hearing Mrs. Durkee's announcement that her son, Alfred, and Rita Brown were interested in each other. My little neighbor was right. I was glad to know that the girl, who I had seen but once, but whom I instinctively disliked, "had her claws sharpened" for—anybody but Dicky.

I did not care, however, to have Mrs. Durkee suspect my relief.

"Let me see," I said, counting on my fingers with no hint that I had understood her allusion to my uneasiness concerning Rita Brown—"this is the first, second, third, fourth, fifth—it's no use, I can't count or remember the girls

same kind of cars, you can be assured that they know their value before buying the second, third, fourth and subsequent cars."

whose names you have brought to me with the firm conviction that they were to be daughters-in-law of yours. What a harem poor Alf would have had if all your doubtful predictions had come true, he would either be in Turkey or in state's prison for bigamy."

Alfred Durkee's Request.

"I know," she admitted, though her tone was obstinate, but it will come some day. And when I think of this Rita Brown getting her claws on my boy I wish he'd married any one of the others I used to read."

"No you don't," I said comfortingly, although in reality I admitted the truth of her words. I could imagine few women more unsuited to Alfred Durkee than Rita Brown. I may misjudge the girl, but I believe the words, wifehood, motherhood, mean nothing real or sacred to her, and Alfred Durkee, though apparently of as volatile a temperament as Dicky, yet is a wholesome lad, whose ideal of a wife would be the idolized mother of his children.

I tried to visualize Rita Brown as a mother, but gave it up with a little shiver at the probable unhappiness of any child who should ever call her by that sacred name, and turned to Mrs. Durkee. "You haven't told me yet what has led you to fear Rita Brown," I said. "She isn't a new acquaintance of Alf's, is she? They must have known each other for a long time."

"They have, casually," Alfred's mother returned. "But it's only since Alf returned that they've been thrown together so much. It seems Alf cast some work in her way—she's terribly clever, you know—and then she was taken ill, couldn't finish it, and he had to go to see her about it. You know what a tender-hearted softy Alf is about anybody sick or in trouble, I imagine he's been buying out the flower and fruit stores ever since, and now he wants me to invite that girl and the two Fairfaxes, her chums, down here for a weekend or two, says the country air will be so good for Rita."

"If you can beat that I'd like to have you try!"

(To be continued)

It has been decided by a court of competent jurisdiction that women jurors may wear hats in the jury box and that time will be given them to powder their noses. And who has the nerve to say them nay?

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Australian Swimmer to Compete in Honolulu

HONOLULU, T. H., April 9.—Frank Beaufort, champion middle distance swimmer of Australia, will compete in the meet to be held here May 28 and 30 under the auspices of the Hawaiian branch of the A. A. U. according to advices just received in Honolulu. Two Australian sprint

swimmers likely will accompany Beaufort.

Ethelinda Bletbrey of New York, world's woman champion, also will swim in the May meet, while Halg Priest, of Los Angeles, Olympic diving champion, is expected.

BALD EAGLES SEEN

CASTLE ROCK, Wash., Wash., April 26.—Bald eagles seldom

seen in this section, appeared here in large numbers recently having been attracted by the run of smelt in the nearby streams. The big birds spent some time on the streams, diving in the water for the fish.

It is claimed that hundreds of thousands of Americans cross the border now to get a taste of the Canadian scenery—that comes in bottles.



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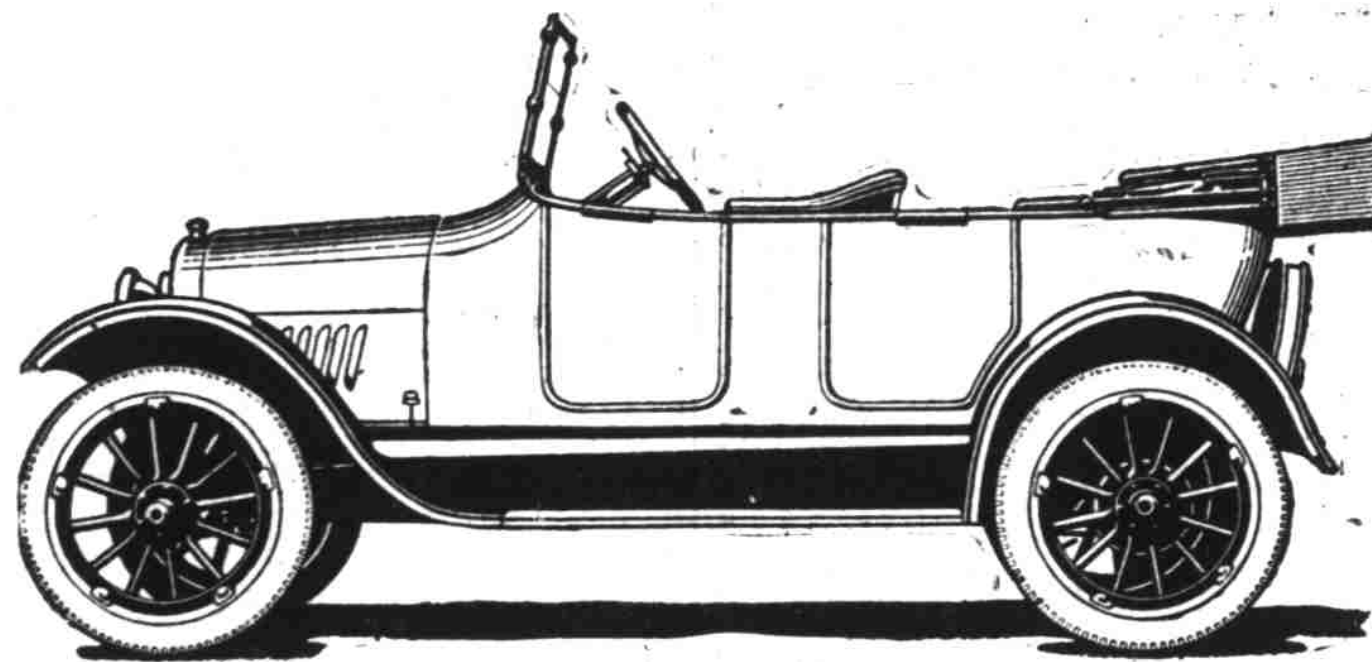
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