

DEEP SLASH IS MADE IN PRICE

Reduction of Overlands and Willys-Knight Cars Announced Recently

A deep reduction in prices of Overland and Willys-Overland company. The new prices are effective immediately.

The new price of the powerful, easy-riding Overland touring car which by sheer merit of economy,

quality and comfort has attained a dominant place in the light car field, is \$550. One year ago, this car sold for \$1035.

This is an additional reduction since the reduction of 42 per cent recorded from September, 1920, to September, 1921, a total reduction of 47 per cent in a year and a half, the most radical reduction in motor car prices in the history of the automobile industry.

In 1916, the Overland sold for \$615, a price that was thought could never be bettered. Today it is \$115 lower.

The Willys-Knight touring car is now listed at \$1375, a further reduction of \$150 since the starting reduction of 34 per cent made last September, a total reduction of 40 per cent in a year and a half.

These new prices were made

possible by remarkable economies in manufacturing methods, the consumption of high-priced material inventories, the practical total elimination of obligations for high-priced materials, the operation of a new, more progressive and more economical marketing plan, and lastly, the hearty cooperation in the plant to build more cars per man each day, by every employee in the four plants the company operates.

These new prices place Overland and Willys-Knight cars in the front price rank in their classes. For the past year and a half, the records of these cars have proved their economy, quality, performance and comfort.

MY HEART AND MY HUSBAND

Adele Garrison's New Phase of REVELATIONS OF A WIFE

CHAPTER 317
HOW MADGE MANAGED A DISCONCERTING MEETING

Dr. Pettit was so intent upon his own car that he had not noticed the driver of the other runabout which had so nearly collided with us as we re-entered the ramshackle gateway of the Ticer farm. But Harry Underwood who appears to do his devil-may-care motor driving equally well with one hand or two, had taken in every detail of the physician's car and its occupants before he turned off his engine.

I shivered slightly as I met his brilliant, mocking eyes, read in them astonishment, resentment at my being anywhere in Dr. Pettit's company—I recalled with dread the old animosity between the two men—and most of all the malicious determination to do everything he could to make the next few minutes uncomfortable ones.

"Upon my word!" he drawled, lounging toward us, and I never had seen his well-knit, lithe figure show to better advantage than

in the light tweeds he wore. "If it isn't 'My Lady Fair!' And the dear doctor, too! How are you, Doc? Are you practicing down in this neck of the woods or are you here simply as an escort for the little lady here?"

I was sure that he knew all about the young physician's residence in the village, and that his inquiries, his mimicry of the country folk appellation, patronizing his general mocking, patronizing air were simply so many strokes of the stiletto with which he hoped to goad the physician into anger. In the same list also belonged his attitude and lazy smile as he strolled up to the other man and held out his hand.

When Enemies Meet.

Dr. Pettit's face was white with anger, his lips compressed into a tight line. As Mr. Underwood extended his hand the physician put his deliberately behind his back.

"You will excuse me from taking your hand," he said between his teeth, then turned to me, speaking his words slowly, measuredly, evidently with great effort. "If you will kindly get your purse in a hurry, Mrs. Graham, you need not be detained here long."

"Ain't you the kind, sweet thing, though?" Mr. Underwood gibed, to all appearances perfectly unperturbed by the other's insult. But I had seen his eyes contract at the physician's words and gesture, and knew that only my presence had prevented Harry Underwood from expressing his resentment in a blow.

A Hasty Explanation.

He was in perfect condition physically, and I knew that in any contest his powerful frame would be much more than a match for the slighter, weaker frame of the physician. But there was a potential explosion in the blazing eyes of the younger man, and I unobtrusively stepped between the two men as Mr. Underwood turned to me.

"What wind of good luck blew you out to our interesting friend, Mrs. Ticer's, Lady Fair?" he asked, and there was a significance in his manner which made me remember the last time I had seen him, and the assurance he had given me that he was "strictly on the job" in my service. I felt unaccountably that I must answer him truthfully.

"Lillian wished me to get some data from Mrs. Ticer in regard to the man we saw that day, so I came out from Marvin today, found no taxis running, and if it

had not been for accidentally discovering Dr. Pettit I should have been compelled to walk here."

"I do not know why I added the explanation concerning my being in Dr. Pettit's car. My errand to Ticer's was in one sense his business, for I had a shrewd suspicion that he was also trailing the elusive Jake Wiley. But the look in his eyes, half-mocking, half-coldly suspicious, brought the justifying explanation out against my will."

His face cleared, but the mocking laughter remained.

"Lucky Doc!" he said, then lowered his voice. "Better trade escorts! No? Well, you always were a crook-eel dame. And, besides, I've got to interview Mrs. Ticer myself. Did you find her loquacious?"

"Sufficiently," I said, smiling. "Would you mind, if you're going in, asking her to send out the nurse I left here? Oh, here she is now with it! Thank you so much, Mrs. Ticer. I'm so careless. Good-by, Mr. Underwood, I am ready, Dr. Pettit."

I had not dared to leave the two men together, and I drew a long breath of relief when Dr. Pettit and I started off in the car, especially as Harry Underwood took occasion to call out mockingly from the front door: "Ta ta, Lady Fair! Till we meet again!"

(To be continued)

It is to be presumed, of course, that the disarmament in Japan will extend to the Shoguns.

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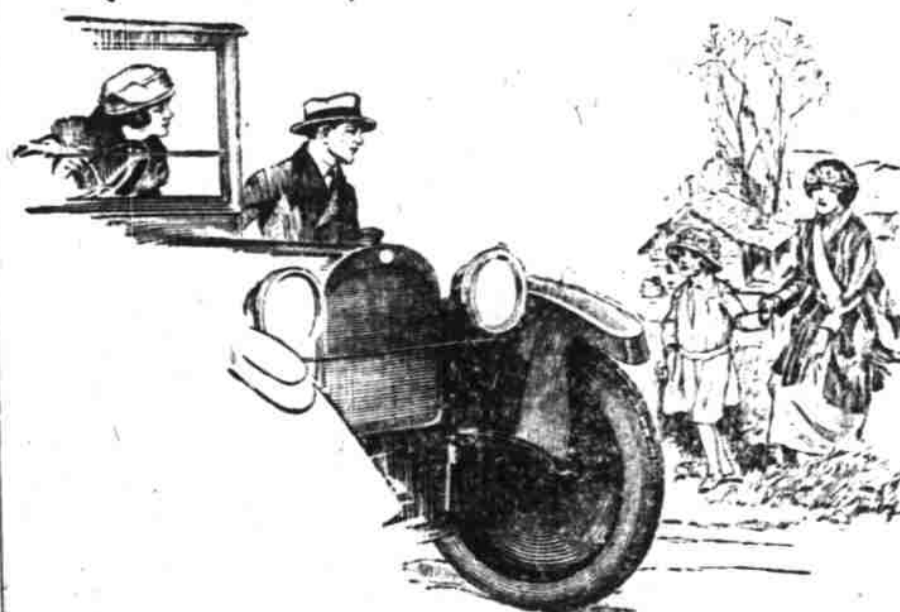
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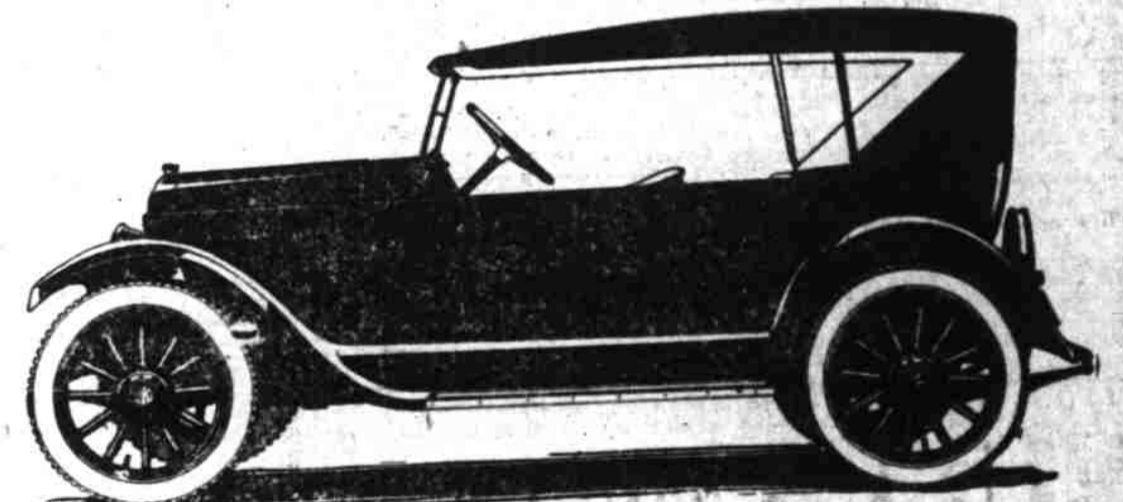
More Facts You Should Know!

- 1 For the calendar year, January 1, 1921, to January 1, 1922, Buick built and actually sold over 80,000 automobiles.
- 2 These sales for the calendar year 1921 exceeded by over 12,000 cars the sales of any automobile manufacturer having a six-cylinder automobile in its line.
- 3 These sales for this period likewise represent a volume of business greater by over \$9,000,000 than the sales of any other automobile manufacturer excluding Ford.
- 4 These figures are taken from official reports and are absolutely reliable.

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