SECRETARY OF WASHINGTON A. T. A. TO BE IN SALEM SATURDAY

of the Washington Automotive the Certified Public Motor Car Trade association, will be in Sa- market is operated performs this Oakland Claims to Be Pio- He tells me how much for this iem next Saturday in the interests of the Certified Public Motor Car working for the growth of the market. Mr. Simonds is a big market. man in the automobile field in the state of Washington. Also he holds a great record as a newspaper man in Seattle.

As secretary of the Automobile association in Washington his inthe best value for his money past ten years.

Mr. Wm. A. Simonds, secretary, The Appleby plan under which couble service and because of that Mr. Simonds is wholeheartedly

NEW SALESMAN

V. C. Rush, formerly with the terests are closely associated with Valley Motor company, is LOW dealer problems. Because the salesman for the Gingrich Motor used or situation is such a big & Tire company selling Maxwell problem much of his work is and Chrysler cars. Mr. Rush has Chicago. taken up in helping to find a way had experience before selling Maxto handle used cars so the dealer well cars having been with the will not suffer the loss he has in American Antomobile company at the past; and so the used car Tacoma, Washington, during 1921 buyer can make his purchase and 1922. Mr. Rush has resided with confidence that he is getting in Salem most of the time for the

USED CAR Bargains

Certified Public MOTOR CAR MARKET

255 N. Church St.

By the word "bargain" we mean just what the word is supposed to imply, namely—a saving of real money. Come in today and talk it over.

Some Of Our Good Buys

Chevrolet touring, 5 months old \$450 Buick 6 Roadster, 2 years old 675 Studebaker big six, 3 years old 800

Chevrolets, overhauled and ready for dependable service \$190 to \$210

Fords with starters, reconditioned \$200 to \$230 Dodges, ready for the hardest service

\$330 to \$770

1924 LICENSE Free

With Every Certified Car

BYRON WRIGHT, Mgr.

The Good

MAXWELL

Club Sedan

The Car-Not the Price-

Tells the Real Story

After you have looked them all over and

tried them all out-then put the good

Maxwell Club Sedan to a thorough test.

This is the car that gives you two-door

friendliness with four-door facility, de-

PAINT PROBLEMS

neer Car to Help Solve Problems of Car Finish

'We have not solved the final problems in any line of the autonotive industry."

C. F. Kettering, president of the General Motors research laboratories, so told the gathering of 500 Oakland dealers at their recent mid-western meeting at

In the course of his remarks he old how Duco was developed and how Oakland has been the pioneer problems connected with this For the man who is taking a used satin wax finish and the first to adopt it.

"The painting of automobile bodies took too long," he de-"We got the paint manufacturers together and they were finally able to cut down the time of drying paint to one day. Fithere was developed a material that dried and flew away in particles even before it For my auto that's all you ar could be sprayed, on the automo-

"Then our problem was to get the paint not to dry so quicklyswinging from one extreme to another. The problem of drying less quickly was finally solved."

The satin wax finish so develcped is now used on all Oakland

C. J. Nephler, general sales manager of Oakland, announced at the same meeting that the Oakland dealer organization has increased the last year from 40 to Why, look in the Blue Book which 45 per cent over 1922.

How I Handle a Prospect With a Used Car

By J. W. (Dan) Boone. auto dealer.)

When a fellow drives up with last year's car.

And quietly asks for the Used Car

My heart commences to flutter and Because I've a feeling I'm due for We insured it and stored it and

examine the car-as do most all good buyers-

Look at the paint and kick all the

And then shake my head that the thing's not much good.

My prospect is telling me, all of the while, condition near perfect, and Now this is the story of many a

many a mile That still is left in this wonderful Of many transactions much better

That is better today than ever, by

point to a fender that hit a fence

I show him the tires (of these he DIRIGIBLE SERVICE can't boast)

There's a hole in the top where it once hit a tree, While axle and steering look twist-

But he's neither undaunted, nor is he dismayed.

ed to me.

auto he paid, and he moans, They don't build no more like

this one," he groans. look at him now and with soft. our announced plans.

ening gaze. see his sad plight through the

mist and the haze. Each moment to him is sadder by For the poor fellow was SO at

tached to his car. But the troublesome world keeps pushing right on,

It's battle all day whether lost or

car in trade Is quite apt to give to his prospect a shade

At last I state clearly just how will deal.

There's a gasp of astonishment look of appeal; Why man, you are joking: yo don't mean to say

willing to pay." 'In the very next block a firm of

fered me Almost twice as much more an one tire free.

They'd throw in a bumper, a spot light and lock And I think, by insisting, they' give me a clock."

'The trouble is you haven't hon estly weighed The worth of my car you are tak

tells you the story. And place my good car in th

same category."

We continue to argue and gesture and scold. talk of my new car, he praises

his old Published by request of a local And by warping my judgment and better sense too. He sells me his old car, and then

The old car is painted, retired, re

I found on inspection the cylinder scored.

paid all the bills. (This deal and some others quite gave me the chills). We paid a commission for finally

selling.

But we'd sold a new car-had con quered our goal, Our factory was happy, but we're

in the hole.

not made.

We sign off and swear off "it's wrong, does not pay." And do it all over again the next

-Courtesy Automobile Topics.

OAKLAND THIRD AMONG SIXES

Oakland's high rank on the California registration list in ales and gains have caused much comment in the automobile trade of the Golden State.

In December for third successive month Oakland won third place among the new six cylinder cars registered in California with a gain of 214 per cent over the corresponding month of 1922, after having gained 260 per cent in November and 245 per cent in Oc-

Priest War Victim, Forgot Latin, Says Mass in French

PARIS, JaJn. 21.—A French military chaplin, at present with the troops in the Ruhr, is the only Roman Catholic priest in the world permitted to say mass in a language other than Latin. During the war he was operated upon successfully for a sharpnel wound in the head. When he recovered and attempted to read his beviary he found that he had forgotten all the Latin he had learned in college and seminary.

After several attempts to say mass, the priest went to Rome in order to obtain from the Supreme Pontiff, authorization to say his mass in French. He bore numerous medical certificates but Cardinal Gasparri insisted that the priest be examined by doctors attached to the Vatican.

Their report was to the effect that the priest had "completely

Pius I granted the request and the priest, thanking Cardianl Gasparri, said that no other event in his life had caused him such happi-

PLUMP ANKLES

LENGTHEN SKIRTS

LONDON, aJn. 24.—Because women's ankles have increased in size through the wearing of very ight shoes, dresses are to be longer in length. This is what the Paris experts have told proprietors of the principal West-end stores, and it is in the intention of fashion-creators to design dresses in such a way as to give only a slight glimpse of ankles.

WILL CARRY MINERS · INTO ARCTIC CIRCLE

(By Mail)

ANCHORAGE, Alaska, Jan. 8. Prospectors, miners and trap-With tears in his eyes he pleads pers will be taken into the Arctic Circle by dirigible next summer, if a company, whose representatives now are in interior Alaska, carries

Those organizing the project say they believe the dirigible will prove a solution for the placer onerator, who finds the long slow routes of waterways and dog trails a serious problem in time and financing. The "farthest north" trappers are confronted with the same difficulty.

The first airship will ply, according to the announcement, between Fairbanks, the Chandelar and Koyokuk It is planned eventually to extend the service to other districts.

If dirigible transportation is thus installed, the traveler may reach the Arctic Circle within eight days after sailing from Seattle. He would travel by boat six days, landing in Anchorage, then by train 24 hours to Fairbanks, whence he would be whisked through the air for the last and hardest lap of the journey.

With the passing of many of the famous old placer camps south of the Yukon, the prospector has pressed over northward into the shadow of the polar wilderness. However, the promising fields within the Arctic Circle often require hydraulic operations, and. even where a "pay discovery" has been made, it is a matter of weeks, sometimes months, to get a force of miners and the equipment over the snow and ice trails into the remote sections.

The company's representatives declare they can carry two tons of men and equipment into the Arctic Circle in a few hours, at a cost of about one-fourth that entailed by dog-sled transportation.

The dirigible also may be used to take summer tourists for visits

to 'the Arctic sflences." The appouncement of the contemplated dirigible service has stirred in Alaskan towns a clamor for mail to be delivered by air to such points as Nome, the Upper Kuskokwim and the Kobuk country. At present this mail is carried by dogs and requires from two weeks to a month after it leaves the Alaskan railroad. The parcel post business has grown to the government a heavy sum to supply points that are cut off from modern transportation. Steamers each Nome in summer, but the Bering Sea town is ice-locked and dependent on communication by overland trail most of the year.

DODGE BROTHERS TYPE-B SEDAN

Probably no closed car has ever been received with equal enthusiasm the nation over.

This is unquestionably due to the fact that in spite of its acknowledged beauty, and exceptional riding comfort, the Type-B Sedan is as sturdy as an open car-and costs but little more.

The price is \$1250 f. o. b. Detroit-\$1475 Delivered.

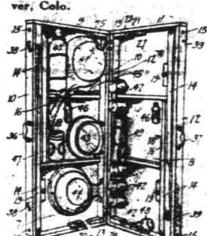


Latest Patents of Interest to Motorists

Recently Granted by U. S. Patent Office

Compiled by CLARENCE A. O'BRIEN, Registered Patent Attorney, Washington, D. C.

TABLE AND UTENSIL CAR-RIER. Everett L. Calvert, Den-



combination of a pair of hinged. open-faced, box-like sections adapted to form a table top when open and a container when closed; a bolt secured to the end member of one of said sections and adapted to engage an opening formed on the end member of the opposite section for the purpose of holding said sections extended, said holts having L-shaped ends adapted to fit into grooves provided for the purpose of holding said holts in the withdrawn position; resilient arms secured to the side memhers of said sections and adapted to extend parallel to said top and hold eating utensils against said top and legs pivotally connected to said sides.

476,398. AUXILIARY ACCEL ERATOR. Frank T. Fridrich, North Bend, Nebr.

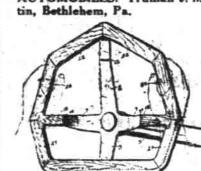


I. In an automobile having brake and clutch pedals, the combination with the usual accelerator having a stantially in front of the driver's seat. he gas supply positioned on the floor of the car on the same side of the

TACHMENT. Charles F. Cowdrey, Fitchburg, Mass.



brake treadle depressed. AUTOMOBILES. Truman J. Martin, Bethlehem, Pa.

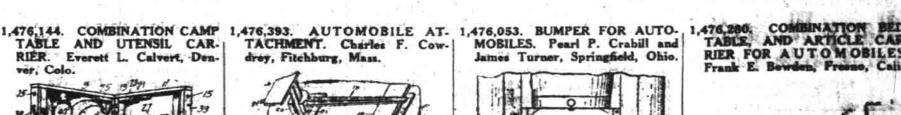


diametric resting arm, and a resting bar in parallel relation with the resting arm, the resting bar forming part of the wheel rim.

1,476,638. TOWING DEVICE. Jo-

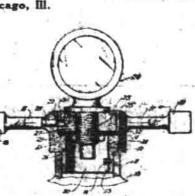


1. In a towing connection for moto

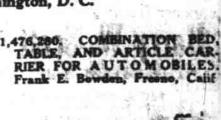


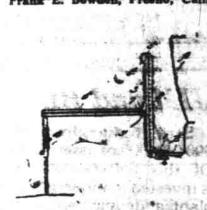
In a bumper, a rearwardly-extending attaching member having an opening. and having a hook-shaped end with a flattened face to engage the upper surface of the lower flange of the channel frame, a sleeve member on ,476,347. STEERING WHEEL FOR said bolt having an inclined face to engage the lower surface of said flange, said sleeve having a plate to clamp the web of said frame, and a nut on said bolt to draw the parts

> ,476,074. CLOSURE FOR AUTO-MOBILE RADIATORS AND THE LIKE. Hans Peter Hanson, Chicago, III.



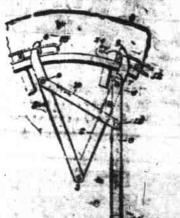
3. In a device of the class described. the combination with the neck of radiator shell, of a cap threaded onto said neck, said cap having a vertically extending through passage, the upper





ion adapted to be hingedly secured to the running board of an automobile, an outer Bed section slidably and hingedly secured to the inner section and adapted to be supported substantially intermediate the ends of the inner section when the same is vertically disposed upon the running board, the said sliding and hinge connections between the two sections permitting the inner section to be swung downwardly to extend parallel to the outer section for providing a bed and supporting means at the opposite ends of the outer section when the said sections are so disposed.

476,008, CHAIN-TIGHTENER TOOL. William C. Searles, New.



portion of said passage being threaded, there being an apwardly facing shoulder at the lower end of said threaded portion, a plug threaded into said portion, a steam-tight gasket between the shoulder and the lower face of the plug, a thermal indicator extending through the plug, means rehicles, a draw bar for attachment for securing the thermal indicator to to the rear axle of a towing machine and provided with a roke, a fastening the plug by the use of a locking deelement secured to the arms of said vice on the inner end of the thermal yoke and forming a pivotal connection indicator, means for securing the cap for said bar, a strap embracing said to the neck of the radiator shell by element and loosely connected thereto. the use of an interior locking device foot operated pedal positioned sub- a clamping member carried by the accessible only through the plug openfree end of said strap for attachment ing when the plug is removed, a raof additional means for controlling to a connecting rod of the vehicle dially extending and radially movable locking pin in the cap, there and a link being a peripheral socket in the and to the being towed, an attaching member to be secured to the front axle of the longitudinal center of the car with the driver's scat and spaced laterally from said accelerator pedal whereby either foot of a driver may be used to control the gas supply, said means being wardly between the arms of said means in the cap for shifting the potential to the gas supply, said means being woke, and a common fastening ele-

tachable upholstery, and aldozen other valuable features. And when you have made your test, look at the price—\$1045. GINGRICH MOTOR & TIRE CO. 51045