Productions and Sales Oldsmobiles Since First of Year Greater

voted exclusively to the manu-important field. facture of Oldsmobile closed bod-les, now totals 6,235. This is the mous road service system are that any Oakland or Pontiac Six this veteran company.

In addition to employing a record of persons, more than a third working from two to three hours a day overtime These include the motor plant, axle division, sheet metal and, in fact practically all manufacturing and inspection de-

three weeks in May retail sales have exceeded production with the ed during this period.

greater than during the same pertion and sales were established Avoid the congested areas—many the April rpoduction reaching 11. 089 cars.

tire shipments, this method being tesy and in order that other waytaken by dealers within a radius largers may have better service. learned two important lessons, of several hundred miles to speed Finally, don't try to cover too interference with the numbering viding a car built to the specification is

## CONDITIONS FOUND

(Continued from page 11.)

the nation with the same speed and dependability that their patrons expect from the railroads of the United States. Here is by all lible by new roads, have done much odds, the most comprehensive road to put the older playgrounds on service system that the world has their toes. Money speaks and the ever known. What exactly does this circle of service embody and how does it operate?

It embodies first and foremost. functioning motor clubs, located at as many strategic points on all the highways from the Atlantic to the Pacific and from key points in Canada to the Mexican border. This is not all. The representatives of this road system are stationed at a score of European ports of entry; they are stationed in Honolulu, in Alaska, at the Panama Canal Zone and elsewhere to take care of the needs of the A. A. A. motorist who may be lured by lands beyond the sea.

It embodies the services of 4000 touring counsellors who are thoroughly trained and willing to map the tour and to tell the motorist the best way to reach his destingtion, what to see and where to get information en route, and how best he may spend his time and where he may stay when he reaches his objective. And because A. A. A. motor elub service is reciprocal and interlocking, every service follows through from point to point, from club to club in the far-flung shain, from one emergency road service station to another, even into the desert and into mountain fastnesses. No mater how far the A. A. Motorist may roam, he need never be wholly out of club territory or club protection and influence.

The circle of service embodies 1600 official A. A. A. hotels, whose standard of excellence has earned

Sensational! in PRICE and PERFORMANCE

AUGHAN FLEX-TRED GARDEN TRACTOR

This low-priced performer is so powerful it easily handles 9 and 10-inch plows so fast it does FOUR MEN'S work—so surefooted it works on hill-sides or in any soil without packing or digging in.

-YET IT IS SO ECO. NOMICAL it costs only 8 CENTS AN HOUR TO

Easily edaptable to your hand tools—works be-tween rows ideal for orchard, farm or garden.

235 N. Church Street H. E. SHADE

for them the right to place the red, white, and blue oval sign on their portals. It embodies 5000 official CAR INSPECTION garages and service stations operating under contract with our A. A. A. clubs and the national motoring body, and obligated to give first class service to A. A. A. mem-

Back of it all is a read intelligence service based on twenty years of experience and leadership in the field of road logging and road mapping and which has culminated in 1928 in an all-Ameried on Oldsmobile property and de the standard publications in this of the Oakland Motor Car com-

largest number of employes en- available now to the twelve mil- or any other car for that matter gaged in the manufacture of Olds- flon or more people who will travel which has received fairly regular mobiles during the more than 30 under A. A. A. auspices this year. attention will serve perfectly duryears continuous production by There has never been a time when ing the vacation journey," said the emblem meant so much in the Mr. Armstrong. "Cars are built way of service, travel economy and today so that they give more conprotection. The only obligation on sistent service with less attention the motorist is to learn to take than formerly was necessary.

pace with the demand for cars, are. Remember that road condi-Reports from dealers throughout tions change from day to day. the country show that for the first Hence, the necessity of checking up on your routing from point to point. Don't depend on wayside inresult that the stock of Oldsmo-formation, but go to your motor. biles in the territory has decreas- lub, which is the only agency cap-Production and sales of Olds. ute information. Particularly im- ing better hotels, more recreational mobiles since the first of the year portant in this connection is the facilities, better roads and other have been nearly 40 per cent detour map issued at frequent and attractions. regular intervals to A. A. A. club number of cars driven from the and make reservations in advance, excellent state highways. factory instead of shipped by rail of you are unable to be there, no-

himself the beneficiary of the keen at a time will unquestionably prove performance without the necessity TO BE FAVORABLE competition that has arisen between the various vacation areas detours. for his patronage. There is no loubt that the competition from tourist dollar has proved a potential argument, though it is but fair to say that many of the older more than a thousand actively way of exploiting their resources in a highly competitive area. But these older playgrounds are awakening. Men of vision realize that there is a new generation of motor nomads who are not bound by years of habit to one spot in one region. Hence, they are making be-

Service Station Visit Good Precaution Before Starting Long Trip

and the Pisher Body Plant, locat- which are universally accepted as R. A. Armstrong, service manager the flat repaired."

"But, just as a matter of pre-Let me pause here to interject caution, it is well to visit your few thoughts based on my own service station before a prolonged experience in course of thousands tour. If nothing else have the partments. One department, the of miles of motor travel in all car tightened up, thoroughly oilditions. Prepare your car well be case with fresh oil, check the lu-Even with this peak employ fore you start and don't ever over- bricant in the transmission and ment and overtime work the Olds- crowd it. Secure your road routing differential. Sustained driving mobile production has not kept in advance of your actual depart- during warm weather is the most detail above all should not be neglected.

> "If the motorist has not already done so, he should have the gen-

lated efforts to maintain motorist able of maintaining up-to-the-min- patronage and increase it by offer-

ied in 1927. Both in March and representatives in different sec- cation season, there has been add- in the old world whose names are history, and it is reasonable to as-April new high records of productions. Start your touring day early, ed to the U. S. highway system, internationally famous, such as sume with such distinctive appeals 9500 miles of paved roads, bring- the Daimler of England, the Pan- as Westinghouse vacuum brakes, 1. A. A. maps show how this may ing the total of paved roads on the hard-Levassor and Pengot of "One Shot" chassis lubrication, be done if you are in a hurry main trunk, interstate lines up to France and the Minerva of Bel- greater beauty and power, that So insistent has been the de to reach your destination. Select 75,000 miles. This is supplemented gium turned to the Knight sleeve. Chandler will show proportionate mand for Oldsmobiles that the our stop-overs and your hotels, by approximately 300,000 miles of valve engine and for years have gains in the smaller communities,

Mileage is not the only considaverages 35 per cent of the en- ify the hotel as a matter of cour- eration. In this connection, let us hope that highway officials have sixes were presented to the pubpost war period when the short-have assigned yourself. Remember season, and the advisabilit yof givpower, speed, and stamina at the enjoy one of its most prosperous lowest operating cost economicalyears." method of shipment imperative. pleasure of the tour and makes for projects on highways. More gen- ly and because of its inbuilt sueral adoption of the principle of perior qualities continue year af-The 1928 motor tourist will find caring for one shoulder of a road ter year to provide outstanding JWNERS URGED NOW helpful in eliminating many long for costly repair bills characteris-

Court at Capitol

SALEM AUTOMOBILE CO.

C. J. TAYLOR

THERE IS BUT ONE BASIS

FOR JUDGMENT

Monroe S. Cheek

Complete Automotive Lubrication

erator charging rate reduced lest the preponderance of day driving the preponderance of day driving tery. It is well, too, to have the battery tested occasionally en

"Another good tour precaution s to have the valves ground and carbon cleaned. This will assure naximum performance.

"And above all, be sure of your tires. Don't start away merely hoping that your tires will stand up during the tour. The growing practice of carrying two spares is A service station inspection of most excellent insurance. Then, A new high employment peak can series of tour books, regional the car before starting off on a if one tire fails the second spare has been reached this month by and state maps, strip maps, detour vacation tour constitutes the best enables the tourist to continue on Oldsmobile. The combined pay- maps, hotel directory, a camp man-assurance of a pleasant and un- with a margin of safety until such rolls of the Oldsmobile factories ual, a foreign tour book, all of troubled trip, it is pointed out by time as he conveniently can have

> QUALITY AND STYLE DEMAND OF BUYERS (Continued from page 11)

duction now sells in the lowest price range in the history of the automobile industry for a motor

"It was not until the introduc-

ion of the Falcon-Knight Six a little more than a year ago, selling at a lower price than any Knight engined six in the world, that thousands of new buyers enameling, is working double parts of the country under all con- ed and greased. Fill the crank were enabled to own a car employing this type of power plant. However, with the introduction of the Falcon-Knight Six in the \$1,000 price class a new market severe test of lubrication and this was opened to thousands. This fact together with the recognized performance of the Knight engine such as is used in the Falcon-Knight is chiefly responsible for the decided trend toward cars with the Knight engine.

"Despite the fact that the Knight sleeve-valve engine is an American invention, European automobile manufacturers were the cording to those at the Chandler first to avail themselves of the factory, this year's models are the Since the close of the 1927 va- Knight patent rights. Cars built greatest Chandlers in Chandler been recognized as among the as the buying season gains moleaders in the quality car field.

"Since the first Falcon-Knight tic of other types of engines."

Trade Centers and Canada Set New Records in Sales of Chandler Cars

Chandler is making remarkable sales increases in many cities of the United States and Canada, statistics which have just been released by the Chandler factory in-

Despite the fact that more than half the cars produced throughout the entire automotive industry annually, are sold in the smaller urban communities. Chandler sales up to date this year show surprising increases in the metro-

To illustrate this, Boston, Mass., has an increase over last year, in Chandler sales, to the extent of 221/2 per cent. Memphis, Tenn., 238 percent. Minneapolis, Minn., 26 per cent. Sioux City, Iowa, 42 percent. Dallas, Texas 89 percent. and Houston, Texas 41 per cent. Similar gains have been made in the majority of the other trade centers.

Canadian sales for Chandler are showing the greatest sales gain in the company's history. Such points as Montreal, Ottawa, Toronto, Halifax and Calgary in the Deminion, show sales increases from 29 % percent up to 1020

Chandler officials are very enthusiastic about the way the public is buying today's Chandler. Acmentum.

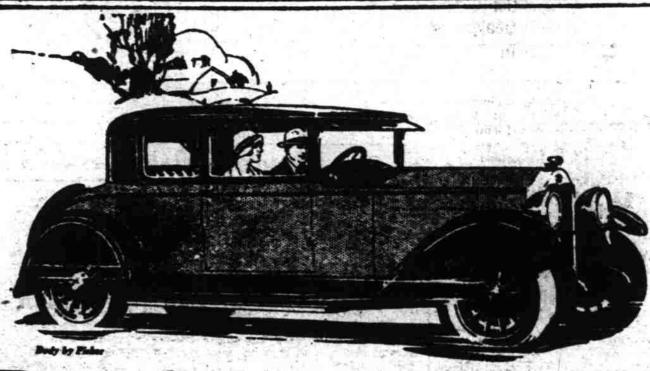
we have on the books," states Sid deliveries. The great number of much territory for the time at your interference with the numbering tions of popular demand and prodriveways is reminiscent of the disposal or for the budget you systems during the active touring viding an engine that would give to the belief that Chandler should

TO EQUIP MACHINES (Continued from page 11)

asting satisfaction.

"Right now at the start of vaation season, we urge all motorsts to check their tires and replace all doubtful ones with new guaranteed Western Giant

Wear-well tires. By turning them One of Al's friendly newspapers Scientists say that the sevenin at this time, additional econ-refers to the old poem about "the teen-year locust is due to appear omies may be realized, as Western Smith a mighty man is he." Which in Washington, D. C., this sum-BIG SALES GAINS Auto stores accept old worn out tires as part payment on new ferred to as a chestnut tree. Wonder what Mr. Locest tires."



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Two million Buicks have proved dependability which has long been Buick value on the road. More than a million and a half, still in service, attest Buick stamina.

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I longer or more brilliant record any need, beauty and luxury beyond compare-and a degree of traditional.

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