

Auto Dealers Warn Customers to Look for 'Catch' in Car Bargains

By MICHAEL J. O'NEILL
United Press Staff Correspondent
WASHINGTON (UP) — "Fifty brand new cars going at your price." "Profit is no aim. We give our profits to you." "\$500 discount." "You name your own trade-in allowance."

Those are excerpts from some recent automobile advertisements in various cities. Sound wonderful, and sometimes are. But more often there's a catch, and the experts say the bargains often aren't as big as they sound.

The National Automobile Dealers Association is alarmed. Because of today's fierce competition, it says that "razzle dazzle" advertising has increased tremendously and that both the auto industry and the public are getting hurt.

Fair Practice Codes

Better business bureaus have been disturbed. In some cities they have developed fair practice codes to get dealers to cut down on misleading claims. Similar codes are in the works in other cities, including Washington.

But the individual car buyer is still his own best defense against a bad deal. And he's got a lot of things to look out for.

Take discounts for instance. A lot are sound. Big discount firms are slicing 25 per cent or so off list prices because they don't give the service or have the overhead of authorized dealers.

The Automobile Dealers Association doesn't like this. But this doesn't mean there is anything wrong with the car or the price, as far as the buyer is concerned. Some discount claims, though, are tricky.

Informal Survey

The Wall Street Journal made an informal survey recently and found that 19 out of the 20 dealers it checked made some concession on their original asking price. But in every case, these dealers also pegged the asking price above the factory's "suggested" list price. So the net "discount" often was very small and occasionally non-existent.

Another familiar dealer claim is "we'll give you \$200 more on a trade in than any other dealer in town." Leland S. McCarthy, manager of the Better Business Bureau here, said he checked one of these recently and found the boast was unfounded. The dealer quit making it.

McCarthy says another thing for the buyer to watch for is the dealer who claims he's throwing in extra accessories. He said "usually they're not extras but original equipment put on by the factory."

Great On The Surface

Some dealers give away fur coats, TV sets, sets of dishes, or even vacation trips. The Automobile Dealers Association says some people must think "these dealers are in business for their health." Actually, it said, it's a pretty safe bet that the customer rarely gets anything for nothing.

Actor 'Hurt' At Gambling License Ban

HOLLYWOOD — Film star George Raft said Monday he is "very, very hurt" at being denied a gambling license in Las Vegas, Nev., on grounds he is unfit to hold one.

The tough-guy actor said he was driving along a freeway, listening to his car radio, when he heard that the Nevada Tax Commission had rebuffed his attempt to buy in for 2 per cent of the Flamingo Hotel for \$65,000.

The commission said last Friday that Raft's "background does not warrant his entering Nevada gambling." It acted after listening to confidential police reports linking Raft to such underworld figures as the late Bugsy Siegel, Mickey Cohen and John Capone.

"I've never hurt anybody in my life and I can't understand why they pick on me like this," Raft told an interviewer. He said he plans to see Jerry Giesler, prominent criminal lawyer, about the whole matter.

Raft cited his "respectable life" as a Beverly Hills citizen, owner for 18 years of a two-story home in Coldwater Canyon.

"Why, I don't even shoot dice or play roulette," he declared. "I do go to the races — that's about the extent of it."

Expressing bewilderment over his alleged reputation as an acquaintance of Siegel, Capone and Cohen, Raft added:

"People pop off about that, but they never mention that I know the President and a half-dozen governors."

200 DUE AT O. S. C. MEET

CORVALLIS (UP) — Nearly 200 business students from 26 Oregon high schools will take part in the seventh annual convention of Future Business Leaders of America April 15 and 16 at Oregon State college.

Easy credit is something else. Some dealers are offering cars for as little as nothing the first year and easy terms after that. This sounds tempting, the association says, but it's bad business for the individual, and the industry because it leads to repossessions and top-heavy credit.

The association emphasizes that it doesn't claim the dealers it criticizes are doing anything illegal. What it does say is that competition has produced a topsy-turvy buyers' market in which claims and counter claims and old-fashioned horse-trading are the order of the day.

Its advice: Go ahead and try to get the best deal in town but be sure to check every angle so you know you're really getting it.

Demo Solons Ask Delay In Reduction of Marines

By JOHN W. FINNEY
United Press Staff Correspondent

WASHINGTON (UP) — Two Democratic senators urged Tuesday that proposed cutbacks in the Marine Corps be postponed until the Formosan situation clears up.

Sens. A. Willis Robertson (D-Va.) and John Stennis (D-Miss.) protested against a planned reduction of 27,000 in Marine Corps manpower at a Senate Military Appropriations Subcommittee hearing.

They contended it is unwise to cut the military service that probably would be called upon first if U.S. land forces are needed in the Formosan area, including the Quemoy and Matsu islands just off the Red Chinese coast.

Defends Economics

Secretary of Navy Charles S. Thomas agreed that the Formosan situation is not getting any better but said that he doesn't think it has worsened enough since last December to change the military planning that was done then.

Thomas said even after the planned cutback, the Marine Corps would have one and three-quarters divisions ready to go in any emergency.

"Basically, I don't think it (the cutback) affects the striking power...the amphibious power of the Marine Corps," he said.

As for the Navy, Thomas said it is shifting rapidly over to guided missiles, giving the fleet greater mobility and striking power.

More Guided Missiles

He defended the fiscal 1956 budget of the Navy, including the Marine Corps, as "sound." He said it will provide for "a balanced naval establishment with a high degree of flexibility."

Thomas noted that the Navy's \$2,918,000,000 appropriations budget for the coming fiscal year contains requests for "nearly twice as much for guided missiles as last year."

Thomas was leadoff witness among the service secretaries as they defended their budgets against Democratic attacks on scheduled manpower cutbacks.

Subcommittee Chairman Dennis Chavez (D-NM) predicted that the majority of the appropriations Committee would oppose the administration's decision to reduce military manpower to 2,850,000 men by mid-1956.

But the New Mexico Democrat admitted there is little the committee or Congress can do to change the administration's decision. Even if Congress appropriates additional money for bigger military forces, he said, the administration would not be compelled to spend it.

The program, with its sharp reductions in ground forces, has run into strong Democratic criticism in the Senate.

Three Secretaries Testify

The Military Appropriations Subcommittee, headed by Chavez, continued its hearings Tuesday on the administration's 34-billion dollar defense budget for the coming fiscal year.

Chavez declined to state flatly that he would move to restore the manpower eliminated by the administration. But he said his opinion is that there should be no cuts now. He predicted the majority of the committee would agree.

Ellender Supports Cut

But Chavez lost the support of one Democratic colleague on the subcommittee — Sen. Allen J. Ellender (D-La.).

Douglas County Uranium Samples Of Low Quality

ROSEBURG (UP) — A number of radioactive samples from Douglas county are in private and government assay offices, but public officials see little possibility of commercial amounts of uranium here.

The Myrtle Creek Mail reported that a group of men from Myrtle Creek and Canyonville has filed on 200 acres of state-owned land near Milo. The newspaper said the men are preparing to tunnel and run core drills to find the source of the radioactivity.

Robert Kischel, head of the Douglas county lands department, said he had heard of no evidence that might lead him to believe there are commercial amounts of uranium ore here. He said thorium may be causing the radioactivity.

There are more than 125 different production steps in the making of a wooden lead pencil.

Warm Springs Indians Plan Feast Sunday

MADRAS (UP) — Traditional root feasts will be held on the Warm Springs Indian reservation Easter Sunday. The religious celebration is called "sup-pul-wit," and is in thanksgiving to the Great Spirit for bountiful yields from the forest, soil and streams and rivers.

The feast, featuring roots, berries, fish and game, will be preceded by morning religious program. Games, singing and dancing in traditional costumes are annual features. An Indian rodeo generally is included.

The festival dates back to the early 19th century when roots were an important part of the Indian diet.

Bridge Railing Falls After Auto Accident

ONTARIO, Ore. (UP) — A 20-foot section of bridge railing fell into the Malheur river after an auto accident Saturday a mile north of here.

State highway crews installed a temporary wooden section until the railing can be replaced.

Michigan's Democrats Score Election Victory

DETROIT, Mich. (UP) Michigan Democrats, who swept the state elections for the first time in two decades last November, followed it up Monday by smashing a 22-year-old hold Republicans had clamped on spring elections in this key state.

Democrats elected both of their candidates for University of Michigan regents and both of their candidates for the state Agriculture Board, which is the governing body of Michigan State College.

They held narrow, shrinking leads over the Republican candidates for state superintendent of public instruction, and member of the Board of Education, which directs teachers' colleges. It appeared their candidates for those two offices might be nipped in a photo-finish, but the races were so close recounts appeared likely.

In addition, in the non-partisan race for two state Supreme Court justice spots, a Democratic-sponsored candidate had a commanding lead for one of the spots. The incumbent Republican-sponsored candidate, Justice Leland Carr, was the only Republican to win a clear victory. He ran on a ballot

where candidates weren't under Party labels.

Democratic leaders hailed the election as a personal victory for Gov. G. Mennen Williams. Williams, now serving his fourth term as Michigan governor, personally campaigned for the Democratic ticket.

It was the first time since 1933 Democrats have won a spring election in Michigan.

Picket Leaves Grandstand Job

PORTLAND (UP) — City commissioner Stanley Earl decided to hire a union cement mason and the AFL Building Trades Council agreed to call off its pickets Monday as construction of the park bureau's baseball grandstand in Westmoreland park swung into high gear.

A building trades picket appeared at the job Friday to protest cement work being done by regular park bureau employees, who then refused to cross the picket line.

Statesman, Salem, Ore., Wed., April 6, 1955—(Sec. 1)—3

STAR GAZER			
By CLAY R. POLLAN			
Your Daily Activity Guide According to the Stars			
To develop message for Wednesday, read words corresponding to numbers of your Zodiac birth sign.			
1 Today	31 With	61 From	91 From
2 Personal	32 Some	62 In	92 To
3 You	33 Today	63 Rewarding	93 Nov. 22
4 Don't	34 Instinctively	64 Some	94 Oct. 24
5 Be	35 A	65 Dentists	95 Nov. 22
6 Don't	36 Best	66 Thinking	96 4-30-54
7 May	37 Excuse	67 If	97 Sagittarius
8 Today	38 To	68 In	98 Nov. 23
9 Hold	39 Do	69 Forenoon	99 Dec. 22
10 Hope	40 Clouds	70 For	100 4-5-13-16
11 Good	41 Best	71 Delays	101 Capricorn
12 Avoid	42 Govern	72 Or	102 Dec. 23
13 Too	43 Things	73 Matter	103 Jan. 20
14 Everything	44 Auspices	74 Yourself	104 6-18-21-30
15 Under	45 For	75 Money	105 Pisces
16 Liberal	46 Dates	76 And	106 Dec. 23
17 Luck	47 And	77 You're	107 Jan. 20
18 Allow	48 Is	78 Doctors	108 4-20-54
19 Requires	49 Your	79 And	109 Aquarius
20 Poor	50 Your	80 Watch	110 Jan. 21
21 Emotions	51 Romance	81 Love	111 Jan. 21
22 Special	52 Temperament	82 Be	112 12-27-29-32
23 Of	53 Will	83 Don't	113 Feb. 19
24 You'll	54 Lift	84 Fret	114 12-27-29-32
25 Likely	55 Financial	85 Trends	115 6-18-21-30
26 Unlikely	56 Nature	86 Making	116 Feb. 19
27 Show	57 Money	87 Colm	117 Feb. 20
28 Tact	58 Most	88 Favored	118 6-18-21-30
29 Of	59 With	89 Love	119 Mar. 21
30 The	60 But	90 Changes	120 6-18-21-30
31-76-81-88	Good	Adverse	Neutral

The principal sum left by Alfred Nobel prize winners was \$9,000,000. B. Nobel as the basis of funds for 1000.

PENNEY'S

ALWAYS FIRST QUALITY!

160 N LIBERTY ST. — SALEM, OREGON



VELVETY SHORT COATS
FABULOUS WOOL PLUSH
... WOOL CURLS

Versatile variations of the boxy theme... These superbly styled short coats at Penney's! All luxuriously lined with rayon taffeta. Beige, coral, aqua, others.

\$17
Sizes 8-18

SECOND FLOOR

EASTER
MILLINERY
2⁹⁸

Penney's hat headliners in rough straws, straw fabrics! Off-face silhouettes, petite pillboxes in navy, black, white, high shades, pastels.

SECOND FLOOR



CLASSIC
EASTER
BONNETS
1⁹⁸

The classic Easter bonnet abloom with spring flowers — a "must" in little sister's wardrobe! Straw in all white or white with pink, navy or red.

SECOND FLOOR



FLEECY ALL - WOOL
SHORT
COATS
FOR GIRLS

The short coat for Spring is the short cut to high fashion for girls. Handsomely styled in all wool fleece in shades of coral, ice blue, pink, aqua, gray, red. Rayon twill lined.

\$10
Sizes 7-14

SECOND FLOOR

BETTER COATS NOW REDUCED BEFORE EASTER ...



TERRIFIC
SPECIAL VALUE

FLEECES IN
100% NYLON
100% WOOL

ONLY— \$14

Sizes 8 to 18

- White
- Ice Blue
- Pink
- Lilac
- Aqua
- Maize
- Coral

Trust Penney's to come up with this terrific before Easter coat special just as Easter arrives! Styled in the favorite boxy silhouette, they're fully lined with lustrous nylon, or rayon satin and outstanding detailing—a real budget boom. White, ice blue, pink, lilac, aqua, maize, coral.

SECOND FLOOR

Ours Exclusive
GUARANTEED
REGISTERED AND
PERFECT
Keepsake
DIAMOND RINGS
Brown's