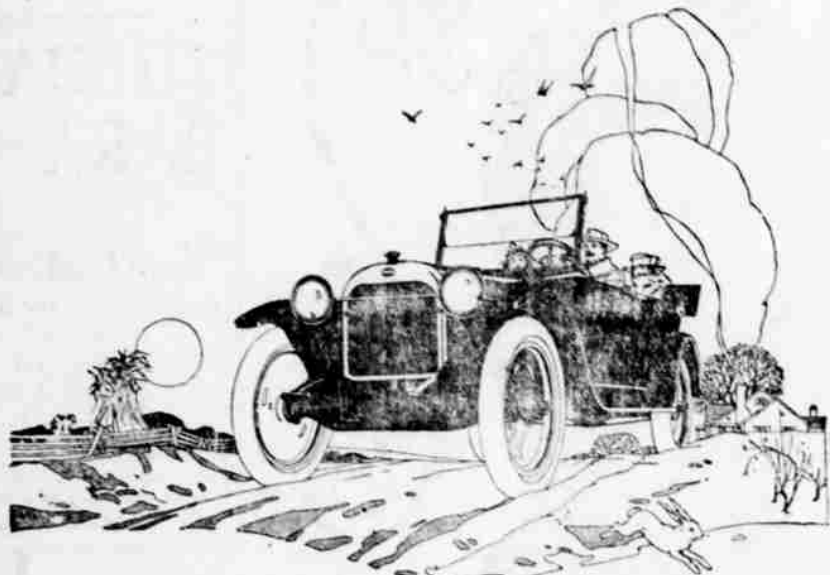


OAKLAND SENSIBLE SIX

Comfort, Power, Beauty, Economy, Flexibility
Convenience, Simplicity, Lightness and
Strength, Roadability, Accessibility
of Parts, Unfailing Electric System

These Are a Few Attributes of this Wonderful Car



Nearly 50 of these cars sold in Albany in the past year—all giving satisfaction—attest to its remarkable construction and satisfaction-giving qualities.

It weighs just 2130 pounds. Your inspection is invited. Prices—f. o. b. Albany—

FIVE-PASSENGER TOURING CAR	\$1090
THREE-PASSENGER ROADSTER	\$1090
FOUR-PASSENGER COUPE	\$1615
FIVE-PASSENGER TOURING SEDAN	\$1315
TWO-PASSENGER ROADSTER COUPE	\$1275

ALBANY GARAGE

G. T. HOCKENSMITH Foot of Ellsworth St. Albany, Ore. LLOYD TEMPLTON

BIG CONCERNS FIND ONE MAN CAN DO WORK OF SEVERAL

Motor Car Equipment Enables Sales Managers to Cover Territories Thoroughly and at Same Time Release Men to Government.

It does not require more than a casual observation to discern that the automobile is beginning to step into the breach in a decisive way to fill the gaps made in business ranks by the loss by conscription of trained salesmen and skilled mechanics. Its adaptability for conserving time and speeding up man power has already been utilized to great advantage in lines of business that require city solicitors of service men.

"I know of three firms who employ from ten to 20 salesmen covering Detroit and suburban territory," said a Dodge Brothers official. "Most of these salesmen are within the draft age. These firms have already discounted a loss of at least a third of their force and the possibility of having to take on untrained men by furnishing their older salesmen with passenger cars. These men have already demonstrated their ability to make six times as many calls and have practically tripled their orders at a much decreased cost by the use of passenger cars."

"TROUBLE SHOOTER" PROVES AID IN LOCATING BREAKS

One of the most recent inventions of the automobile industry is the manufacture of an instrument which makes it possible to locate electrical trouble on a car within a very few minutes. The new instrument is called the "Ambo," one of which has been installed at the Auto Electric shop at a cost of \$150.

H. D. Preston, proprietor of the Auto Electric shop, in commenting upon this invention says: "With the 'Ambo' it is possible for us to locate at once any difficulty with the two years. His new car is the late starting, lighting or ignition system

1918 model, dark blue enameled and lower, stream lined body than last year's car.

Mr. Irvin also reports that the Chevrolet is moving rapidly and a number of the classy little cars have been sold within the past two weeks. The most recent purchaser was H. O. McFerrin, of near this city.

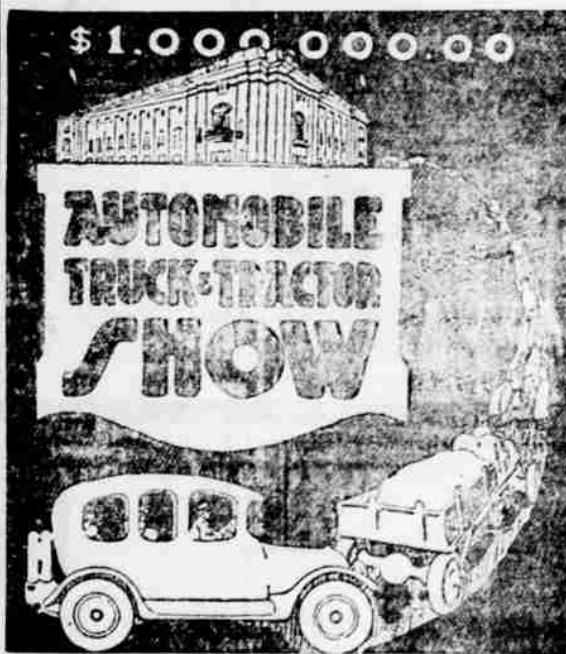
The new price will go into effect on March 1st and Mr. Irvin expects to dispose of his entire stock well before that date.

FRANK WILL BUYS THIRD BUICK IN TWO YEARS

Frank G. Will, local jeweler, this week purchased a new Buick Six from the J. L. Irvine Garage. This is Mr. Will's third Buick in the last

Largest Automobile Show Ever Held

IN THE NORTHWEST



PORTLAND'S NINTH ANNUAL AUTOMOBILE SHOW

The Latest Models and Improvements in Farm Tractors, Trucks and Automobiles.

Portland's Magnificent New Auditorium

Thursday—One Week—Wednesday

FEB. 7 to FEB. 13

ADMISSION 25 CENTS

REDUCED RAILROAD RATES CERTIFICATE PLAN

The Portland automobile, truck and tractor show will be held in Portland from February 7 to 13, inclusive. The

railroads have granted reduced round trip fares to Portland during show week.



When You Need a New Battery

The Willard trade-mark branded into the side of the battery tells the whole story. For that mark is the sign of the Still Better Willard with Threaded Rubber Insulation.

It is the outward and visible sign of the biggest storage battery improvement in years.

It stands for durable, Threaded Rubber Insulation—for a battery in which the need of re-insulating is indefinitely postponed.

Next time you're in, ask us for the booklet B-3, "A Mark with a Meaning for You"—it tells exactly what the Willard Mark stands for.

AUTO ELECTRIC SHOP NEW LOCATION
Third and Lyon Sts.

We have a rental battery for your use when yours needs repairs or recharging



\$51.30

WILL BE

YOUR SAVING

If You PURCHASE Your Car

NOW

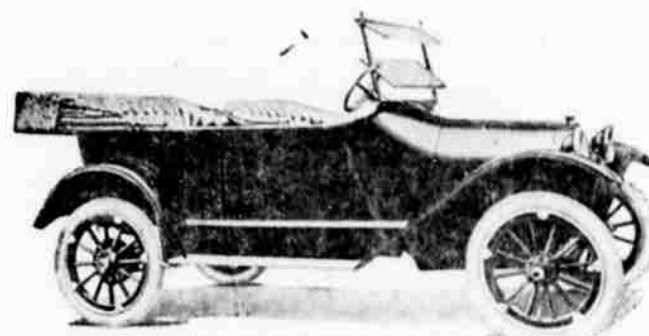
The Chevrolet Motor Company notify us that owing to the increased cost of materials, labor, etc., they are compelled to advance prices.

There Will Be No Change From The Present Models

As long as the cars we have on hand last, they will be sold without the advance in price.

Model "490" Five Passenger Touring Car. Present Price \$715.

War Tax Not Included



The World's
Lowest Priced Electrically Equipped Automobile

Irvin's Garage

324 Broadalbin Sts.

of any standard, American make. By its periodical use the electrical troubles on a car can be kept at a minimum and the expense of upkeep greatly reduced. The dial tells the story and eliminates a lot of work which the old system necessitated.

Special reduced round trip fares will be in effect on the railroads from Oregon and Northwest points to Portland during the automobile Truck and Tractor show there from February 7 to 13, inclusive.

DODGE BROTHERS CLOSED CAR

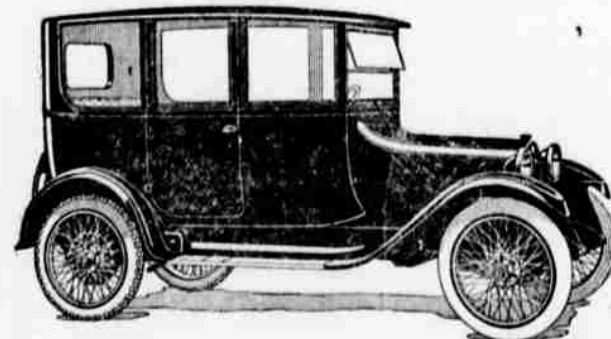
Women drive the convertible sedan as easily as men do, and invariably choose it when choice is left to them.

The convertible features—practical yet unobtrusive—afford the maximum of comfort the year 'round.

It will pay you to visit us and examine this car.

The gasoline consumption is unusually low. The mile mileage is unusually high.

Sedan or Coupe, \$1350; Winter Touring Car or Roadster, \$1050; Touring Car, Roadster or Commercial Car, \$995 (All prices f. o. b. Detroit.)



RALSTON MOTOR CO.

121 E. 7th