

BUYING A CAR

As there are a good many makes of cars on the market, and a good many dealers claiming the particular car that they are selling is the best and only car, it is a difficult problem for the person who has no previous knowledge of a car to tell whether the car that appeals to him in looks will be a "pleasure and joy forever" or a source of trouble and expense.

In buying a car you ought to get one that will last you for several years and it will pay you to make thorough investigation of the comparative merits of the different cars that appeal to you, and then decide to buy what you want, one that will meet your requirements, and to do that you will have to take all of the following points into consideration:

Reputation of the Manufacturer.
Buy from a manufacturer that has the reputation of making "an honest-to-goodness" car, a manufacturer that thinks as much of his reputation as of the money he can make, one who has been known to give full value for the money with a good serviceable sturdy dependable car.

Appearance of Car.
Select a car with sensible lines, one that is well proportioned, trim and sturdy; it's a good car today and will be for several years. Avoid the freak for it will be a back number in less than a year.

New Models.
If you buy a car made by a manufacturer that brings out a new model every year, your car will be out of date in 12 months. Investigate every part of the car from the ground up.

Wheels.
Wheels should be in proportion to the size of the car, with tires large enough to carry the car and its average load, and give you from 4000 to 5000 miles over ordinary roads (get this information from car owners as well as from the dealer) this will mean maximum service with minimum expense. As a matter of safety and service brake drums should be very large.

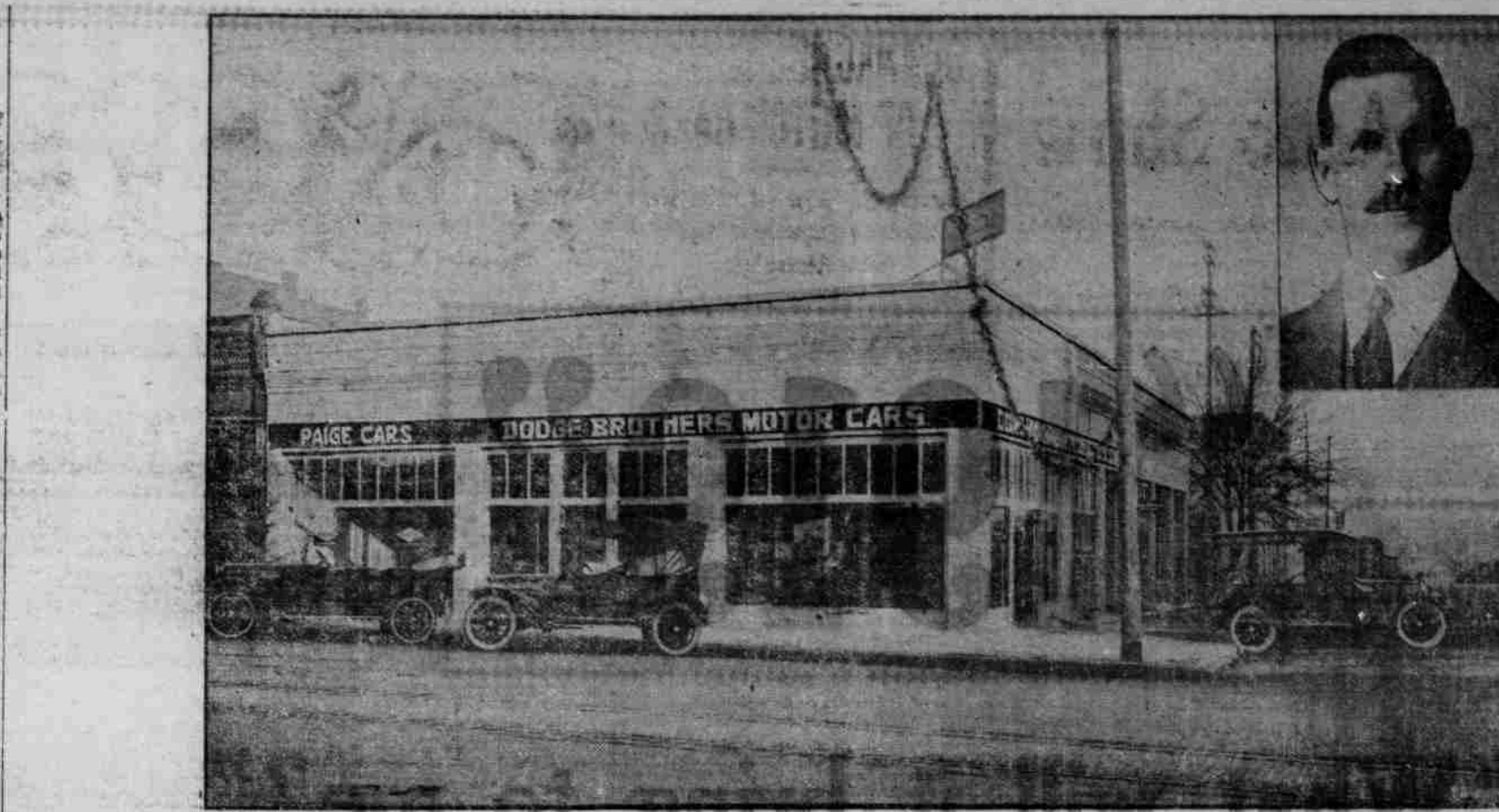
Axle and Propeller Shaft.
Note whether the car has a full floating rear axle, and if the axle and propeller shafts are fitted with Timken adjustable bearings.

Frame.
Frame should be of channel steel, well riveted and braced.

Body and Finish.
Make a thorough investigation of the finish. Find out if it is a finish that will respond to a good polish after it has been in use a couple of years, or if it is the kind that gets dull in a short time and has to be repainted. The only way to do this is to investigate the different cars that have been in use a couple of years and see if they will take a bright polish.

Upholstery.
Note carefully if the upholstery is genuine leather or imitation. Get the genuine leather if possible, but if you decide to buy one with imitation go and examine one that has been run one season and see how it looks; then you will know what to expect.

Motor.
Get all the information on this that you can; learn if it has two or three crankshaft bearings, examine the piston and connecting rods and be sure to find out all about the oiling system, see if all parts are enclosed and protected from dust, take a look at the underside of the engine and see if there is any



place that dust and mud can collect. See how much power and speed the motor develops on the road, and how it takes the hills. Always try out different makes of cars on the same hills and roads with the same loads and going at the same speed.

Clutch.
See if the clutch is the late dry disc or the old style leather faced one.

Gears.
Ask the dealer to show you the gears and note the size; also see if the master gear is straight or spiral cut (spiral cut gears are much stronger and nearly noiseless, also find out how the gears stand hard service; ask owners if they have had to have any of them replaced.

The Starter.
The average electric starter gives more trouble than all of the balance of the car; investigate this very thoroughly and see that the car you buy has a powerful noiseless starter, one that can be depended upon. Get this information from car owners. Your car should have a starter that will spin the motor in any kind of weather.

Dealer and Service.
Investigate the dealer and his reputation (you can get this from the people who have bought cars from him); ask him to show you the parts he carries and quote you the price on them;

see what kind of service station he has, and find out from the owners of the cars he sells what kind of service he gives, and what kind of mechanics he employs.

Find out if the car you contemplate buying is represented in all parts of the United States and Canada, as you may want to make a trip over considerable territory, and you will find it very convenient to be able to get service wherever you go.

See if the car you expect to buy is a one model car or if it is one of a dozen models made by the same company. A dealer handling a make of car in which there are several different models is handicapped when it comes to giving real service because it is impossible for him to carry parts enough to take care of several different models, whereas if it is a one model car the dealer can carry a sufficient stock of parts to give real service.

Cost of Upkeep.
The only way to arrive at the average cost of upkeep and the trouble to expect is to ask the following questions from the owners of the car you expect to buy:

How long have you had your car?
What has been your cost for repairs

in that time?
How many miles have you driven?
What kind of roads?
What kind of loads?
Has the starter given you any trouble?
How many miles do you get to the gallon?
How many miles do you get out of your tires?

Prices Present and Future.
Those manufacturers who raised their price according to the advance in the price of labor and material will not be able to reduce their price until such time as labor and material are reduced. Those who took advantage of the war and the scarcity of cars to inflate their prices away beyond the legitimate advance in the cost of manufacture will undoubtedly be obliged to reduce their price; in fact several of them have done so already. They had advanced their prices about 60 per cent and have since reduced it about 20 per cent, so do not be misled by the manufacturer that has reduced his price, for it shows beyond a doubt that he was profiteering.

If you make the investigation as carefully and thoroughly as I have recommended you ought to get a car that will give you good service and satisfaction.

H. F. BONESTEELE.

DODGE BROTHERS MOTOR CARS

Dodge Brothers Motor Cars manufactured by Dodge Brothers, Detroit, who have an enviable reputation. They have said that they never would put anything into a Dodge Brothers Motor Car that would reflect on their reputation. The Dodge Brothers Motor Car is an honor built car from the ground up, built to give the maximum of comfort and service for a minimum expense. The tire mileage is unusually high, and the gasoline consumption unusually low. The popularity of the car is proven by the large numbers that are used in all sections of the country, and as to the service that they are giving—ask any owner of a Dodge Brothers Motor Car. The economy of the car is proven by the large number of Dodge Brothers Roadsters that are being used by commercial men and by the number of firms that are adopting the Dodge Brothers Screen Body or Business Delivery car. Dodge Brothers Touring and Screen Body cars were purchased by the thousands by the United States government. These cars were bought by the government on the recommendation

of a commission appointed to examine into the merits of the different makes of cars for the government service.

In making a careful examination of the car, one cannot help but notice the neat, trim, comfortable, sturdy appearance of the car. In driving one readily appreciates the comfortable genuine leather upholstered seats, the easy handling, the ease with which it takes the hills and the quick response to the slightest touch on the accelerator (one old race horse driver said that it seemed like a race horse ready to leap ahead as soon as you give it a slack rein) and the unusual amount of reserve power. In an examination of the car, you notice the well proportioned wheels with Timken bearings in both front and rear. The brake drums are fourteen inches, and rear axles are full floating. The differential gear and drive pinion and spiral cut gears and the drive shaft, differential and axle shafts are all run in Timken adjustable bearings.

The transmission is the selective type—three speeds forward and reverse, and stripping a gear is something drivers of Dodge Brothers cars know nothing about.

The clutch is the multiple dry disc, requiring neither oiling nor adjusting, and while they have been in use three

seasons, I have not found any weak places, nor any places requiring attention or adjusting.

The motor is four cylinder, "L" head type, three and seven eighths inch bore and four and one-half inch stroke; thirty-three-horse power; air intake heated by exhaust manifold and taken to left side of motor to a Stewart carburetor and back through a block to right side of motor to intake valves, giving it a heated mixture. The motor is oiled by pump and splash system; oil gauge in dash in plain view of driver day or night.

Water is forced through engine by pump so that engine is kept from overheating. The generator and starter is the North East single unit. It generates electricity and charges the battery while the engine is running (an indicator on dash showing charge while engine is running, and discharge when engine is being started or lights are burning) and uses current from the battery back through the generator to spin the motor in starting. It is one of the quietest and most reliable starters ever put on a car with power enough to spin the motor in any kind of weather. It is connected to the crank sprocket wheel with a sprocket chain that is enclosed in oil. It is a sure and noiseless starter. Try this in comparison with any other starter.

Ignition is the North East distributor and takes current direct from the battery, insuring a hot spark at all speeds.

Battery is the Willard six cell, twelve volt. Lighting switch is also on instrument board.

Frame of car is channel steel, thoroughly braced and riveted. The body is pressed steel. Finish is baked enamel a finish that lasts, a finish that will respond to any good polish and be nearly as bright as new after three years of constant use.

Upholstery is of genuine leather and will last for many years. (Note how imitation leather looks after six months use.) Dodge Brothers do not believe in imitations.

Top is one-man, mohair, with jiffy curtains.

Service.
I have a fully equipped service station in charge of the best mechanics I can employ. I carry a full line of parts and in my stock room you may see any part of the Dodge Brothers car you may wish to look at, and it is open for your inspection at any time. I also have a record of all parts used in the past so that you can get all the information you may require on this point.

The service station is conducted solely for the convenience of owners of Dodge Brothers Motor Cars, and I am prepared to give quick and efficient service to all owners. In this connection I will say that if you were touring the United States and Canada you would find a similar service station about every fifty or sixty miles throughout the west and probably every twenty-five or thirty miles in the east, so that in touring you would never have to be delayed if you had an accident or need any repair for your car. My showroom, service department, and stock room, are open, and you are invited to inspect same. I will gladly give you any further information you may require, showing you any part of the car you may wish to see. Then ask some of your friends and neighbors who drive Dodge Brothers Motor Cars what their experiences have been.

The past season has been the most trying that dealers in Dodge Brothers Motor Cars have ever had.

The war department took thousands of Dodge Brothers Touring and Screen Body cars each month, and what were left were parceled out to the dealers, giving us a very small percent of our estimates, and while we got only a very few cars we were obliged to keep our service station in operation and a good supply of extras at all times, this insured service to Dodge owners in all parts of the country.

While I do not know how many cars I will be able to get the coming season, I do not expect to get enough to supply the demand, and advise anyone who has made up their mind to purchase a Dodge Brothers car, to place their order as early as possible, as orders will be filled in the rotation in which they are received.

While I have no advance information regarding future price of Dodge Brothers cars, I believe that they were advanced in price only a sufficient amount to cover the increased cost of labor and material, and the price probably will not be changed till the price of labor and material is changed.

Dodge Brothers have their own standard of value in their cars, and any one buying a Dodge car now or at any time can rest assured that they are getting full value, and any orders placed for Dodge cars will be taken subject to change in price and will be delivered at the price prevailing at time of delivery, whether it be higher or lower.

Regarding the satisfaction and service that Dodge Brothers cars are giving, and the service that Dodge owners are getting at my service station, I refer you to the owners themselves. "Ask the Man that Drives a Dodge."

H. F. BONESTEELE,
Salem, Ore., Phone 423.

mill feed, rolled oats, ground oats, rolled and ground barley. Within a month or so the mill will be equipped with a chick food plant and feed mixing machinery.

P. W. Geiser is part owner of the mill and in active charge as manager.

Use the hand throttle more and foot throttle less on long drives and you will save money on gasoline and tires.

You will get more miles out of both tires and gas at 20 miles per hour than at 30. Speed costs money.

Don't race your engine unless you want to fatten the repair man's pocketbook.

Use the hand brake more and the foot brake less and you will increase your mileage and decrease your fuel bill.

Best manufacturing all kinds of flour and the pan cake flour the mill your mileage and decrease your fuel bill.

fit to make self rising pancake flour. With the machinery the mill can make 8000 pounds a day. Of the graham flour the mill is equipped to make 10,000 pounds daily.

Recently the mill has put in a plant for the manufacture of graham flour. It has also added a new pancake out-

BUICKS FOR 1919 FOUR MODELS REDUCED

Letter To Otto J. Wilson, Local Dealer, Explains Factory View.

An interview with Mr. Otto Wilson, local Buick distributor, makes certain that the purchaser of a Buick car between now and the end of the 1919 season is not running any chance that the price will be subject to further change during that period.

"I have just received a letter from the home office," said Mr. Wilson, "containing the revised price schedule effective January first, 1919, covering the various Buick models during the remainder of the season. Four models have been reduced in price and the other two remain untouched."

"There has been considerable speculation as to what the Buick Motor Company was going to do about the prices of their cars, and the close of the war left things in such an uncertain condition regarding the price and quantities of raw material available that a good many people felt it would be impossible for the really big manufacturers to find their bearings for some time to come."

"This prompt action on the part of the company shows that they have been able to clear the situation up sooner than anybody expected, and I for one am delighted with the announcement as early in the season."

"They war orders which have been demanding the major part of their energies have been completed and the announcement of the present prices is evidence that the Buick company now has a measure of the situation and sufficient material is in sight that will permit laying out a definite building schedule which again proves the buyer of a Buick automobile is at all times protected against unwarranted price changes."

"Orders for Buick cars are piling up on us very fast and I feel reasonably sure that we shall be able to take care of the greater part of them within a reasonable time. We shall continue to follow our old policy of filling orders, and will make every effort to see that no favoritism is shown our waiting list which plan has worked out so admirably in the past."

Buick enthusiasts appreciate the importance of this announcement, because all

SALEM IS CENTER OF FRUIT INDUSTRY FOR THE NORTHWEST

17,000 Acres In Berries And Fruits In Counties Of Marion And Polk.

Salem is rapidly becoming the fruit and berry center of the northwest due to the efforts of any man or corporation to make the city a center, but to the fact that in the vicinity surrounding Salem, there is the acreage in fruits that naturally come to Salem as a marketing point.

This view as to what Salem will become in the fruit industry is shared by all men who are conversant with conditions in the valley.

In addition to having the acreage, there are in Salem several plants that will absorb and can care for ten times the present acreage in fruits and berries.

Foremost among these is the King's Products Company. The business of this plant has grown so rapidly within the past year that it is now one of the large buyers of all kinds of farm products besides grapes and other fruits. It was one of the pioneers in offering the farmers a better price for Loganberries and helped materially in putting the Loganberry business on a firm basis.

But from the standpoint of the Loganberry business, the Northwest Fruit Products Company, handling Pheez and Logja brands of soft drinks are the largest consumers of Loganberries and are placing this branch of berry raising on a sound basis.

It was but a few years ago that farmers were discussing the question as to whether Loganberry culture was a failure and even a few were induced to plow up their vines. Now it is recognized that Loganberry land is one of the best paying investments in the valley.

The prune situation has changed materially within the past two years. In past years the California product sold higher than Oregon prunes on the eastern wholesale market, mostly because the California fruit, although smaller, uncertainty has now been removed both as to the possibility of getting Buick cars this year and the possibility of the price being raised or lowered."

was better advertised. But this year, the Oregon prune was placed on the market on an equal basis for the first time with the Pelites of California. And besides securing the same price, the Oregon product this year is much sweeter and in general better condition than in general—all of which will do wonders in advertising the Oregon brand.

Cherries have proven to be valuable investments for the past two years. And the same may be said of pears as the prices secured by the Salem Fruit Union were most favorable and in addition to the price, the fruit was of fine quality all of which did some good advertising for the Oregon pear that is so often packed here and labeled as a California product.

Robert C. Paulus, manager of the Salem Fruit Union, is an advocate for Salem in the way of making this city the headquarters for fruit and berries in the northwest. With the large walnut acreage coming in and apples and a prune acreage of 10,000 that will center around the capital city, he is firmly of the opinion that no city offers better advantages than Salem to become the northwestern center of the fruit industry.

That Salem will eventually become the greatest fruit center in the northwest is due not only to the thousands of acres in cultivation in berries and fruits within a few miles of Salem, but to the fact that in the city are manufacturing plants enough to consume everything brought here and offered for sale. These include the following: Hunt Bros. cannery; Oregon Packing Company; King's Products Company; Pheez and Logja companies, known as the Northwest Fruit Products Co., and the number of smaller companies who are handling fruits and berries of all kinds.

As an adjunct to the Northwest Fruit Products Co. there has been organized a company for the manufacture of jellies and jams. This company, although in its infancy bids well to become one of the largest industries of the city. Already machinery has been shipped from the east and the building opposite the Southern Pacific passenger depot has been remodeled and machinery installed for the manufacture of jellies and jams.

In Marion county alone, according to the recent census taken by S. H. Van Trump, county fruit inspector, there are about 12,000 acres in cultivation in fruits and berries. From Polk county, adjacent to Salem there is probably one third as much. It may be said that with Salem as the nearest market, there are 17,000 acres in actual bearing in all berries or fruits that bring in heavy returns as compared to farming lands.

According to the figures of Mr. Van Trump, in the census taken this sum-

200 BARRELS DAILY CAPACITY OF MILLS

Cherry City Flouring Mills
Largest In Valley Outside
City Of Portland.

When the citizens of Salem want the best patent flour or graham flour or pancake flour or the kind out of which graham bread is made or whole wheat flour, there will be no need of sending outside of the city limits. For there is now in Salem a milling company that puts up a grade of flour equal to any of the advertised famous brands and along with that flour, all the special mixed wheat brands.

The Cherry City mills at the corner of Trade and Church streets is a combination of the old Capital City mills and the Cherry City mills and has a capacity of 200 barrels a day. With such a capacity, it may be said to be the largest flouring mill in the valley outside of Portland.

Since the two mills combined with P. W. Geiser as manager improved machinery has been installed together with many appliances that add to the quality of the flours manufactured.

During the past year the mill has had many government contracts and the Cherry City mills flour has been shipped to many a port in Europe besides the Philippine Islands and to cantonments in the south.

The Cherry City mills opened for business in 1913 with a capacity of 75 barrels a day. Under Mr. Geiser's management, the business soon outgrew the plant and location and it was necessary to take over the Capital City flouring mills which had a capacity of 60 barrels a day.

The two mills combined in one will use about 150,000 bushels of wheat this year.

mer, in Marion county there is planted acreage as follows:

Prunes	7000 acres
Cherries	412 acres
Peaches	338 acres
Pears	353 acres
Walnuts	991 acres
Apples	1335 acres
Strawberries	148 acres
Loganberries	1349 acres
Grapes	10 acres
Ginseng berries	9 acres
Blackberries	46 acres
Raspberries	14 acres
Pilberts	26 acres

NATIONAL LEAGUE FOR WOMEN'S SERVICE MOTOR CORPS IS PERFORMING GOOD WORK



WOMEN REPAIRING A MOTORCAR.

The women chauffeurs of the motor corps of the National League for Women's Service not only drive autos but also do all their own cleaning and repairing. Some of the women have taken courses in auto repairing and are thoroughly familiar with the mechanism of motorcars, thereby eliminating the necessity of sending them to repair shops.

year. With a load of \$2.20 a bushel fixed by the government for No. 1 Turkey Red, the valley wheat will average from \$1.95 to \$2.00 a bushel according to quality.

Recently the mill has put in a plant for the manufacture of graham flour. It has also added a new pancake out-