Continued from page 11.

should point out the difference to led to some consideration. I refer to Colonel Theodore Roosevelt, who

Mr. Pugsley: It is claimed in the United States that what he said was:

Mr. Pugsley: I happened to be in both ridiculous and insincere." the United States when the note was words of our government in tation that was put upon it.

was probably reading it in the apology for the first remarks. It is very to make promises about the future clear to my mind, though it may not be clear to the hon. member for St.

John city, that the President sees very little difference between the very little difference in the objects outrage as the deportation for which we are striving, and he thinks it is a good time now to call it off. He says that there can be no peace with victory; that neither side will get the victory. I do not want to misrepresent the President of the United States; he is very high up and I am very low down. My. hon. and I am very low down. My. hon. securing the peace throughout the world. or misunderstood him. If that is the case I do not care to cut very much of these clippings on Hansard, but I wish to read expression of the communication o

Continuing, the newspaper says: 'And then you wrote a second note, and then a third, because you were seeking the suffrage of electrons in whose ears the last cries of about it. It seems now that the seeking the suffrage of electrons in whose ears the last cries of about it. It seems now that the seeking the seeking the seeking the suffrage of electrons in whose ears the last cries of about it. tors in whose ears the last cries of

This French paper thinks that we would be building a peace on the greatest crime in history. I have only one other expression of opinion here; it is that of a man who has oc-

should know something about what the attitude of a president of the United States should be. The article

"It is well, however, unless sent, and when it was quoted in the matter are to be accepted as the newspapers. That is the interpremost empty of all idle and empty ation that was put upon it.

Mr. Cockshutt: My hon. friend three plain bits of homely fact. remember two o

"The first is that it is worthles

of the respective sides. That, ed at this moment to take emphatic I think, he has made clear. He sees position as regards such a hideous

wish to read expression of opinions held by others with regard to the utterance of the President. The following appeared yesterday in high seas, it makes itself an object the local press, copied from the London Globe—not the Toronto Globe. dom of the seas. Interferring with life is worse than interfering with

tors in whose ears the last cries of their drowning countrymen were smothered beneath the tinkle of piling dollars."

"You did not dare resent the piracy and murder and now, forsooth."

"You did not dare resent the piracy and murder and now, forsooth."

"You did not dare resent the piracy and murder and now, forsooth."

"You did not dare resent the piracy and murder and now, forsooth."

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"You did not dare resent the piracy and murder and now, forsooth."

"You did not dare resent the piracy and murder and now, forsooth."

"You did not dare resent the piracy and murder and now, forsooth." "You did not dare resent the piracy and murder and now, forsooth, we who have given our best and bravest by the hundred thousand one of the proverbs of Solomon and treasure by the thousand treasure by the thousand treasure by the thousand miles and treasure by the thousand treasure by the thousand treasure by the thousand treasure by the thousand miles are all the nations of Solomon and treasure by the thousand miles are all the nations of Solomon and treasure by the thousand miles are all the nations of Solomon and treasure by the thousand miles are all the nations of Solomon and treasure by the thousand miles are all the nations of Solomon and treasure by the thousand miles are all the nations of Solomon and the and treasure by the thousand million to save the world, we must at vour bidding lay down our arms and world million to save the world, we must at the moment of the proverts of Solomon time win never after the will exceed ent; it is this: "He that passeth by, the demand. Judged from the demand. Judged from the demand. Judged from the demand.

be accomplished. It is not for this these indispensible guarantees, the world; it is for the millennium. It belongs to the next world entirely,

First sight of the 1917 Gray Dort will impress you. The

trim, smart lines—the new conveniences and the com-fortable, substantial atmos-

phere of the car carry great

Then get down to brass tacks.

Look under the hood, under the body. Learn for yourself

conviction.

\$885

F.O.B. Chatham, Ont.

The First Impression Lasts

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" Built in Chatham

HE GRAY DORT MOTORS, Limited, Chetham

Automobile Industry THE DOMINION HOUSE Faces Fresh Problem

What is to be Done With the Second-Hand Car? agreed, however, that it was a business to be Done With the Second-Hand Car? Some New Uses for It Must be Found

manufacturers have long been aware ness." of the situation. In fact Printers' Ink Just how serious the situation is printed an article by Hugh Chalmers from the dealer's point of view, as early as 1912 pointing out the which necessarily is of prime conthe record production of last year, tion in connection with a market re-

other meeting was held to lay the and from all parts of the country dealers, sales managers and maken comes news that gives evidence of a growing appreciation of the importance of the second-hand problem and its necessary solution. Even advertising men are asking themselves what in his anxiety to make the sale he allows more than he country to the present volume of will happen to the present volume of allows more than he ought to on automobile business, if the advertis- a car. Consequently, to break even That is part of what ex-President ers' distributing channels become

lion to save the world, we must at your bidding lay down our arms and dream with you your foolish dream of peace.

"You and the great nation whose chief magistrate you are, stirred no finger to save public law from being violated. You may say, and say truly, that the United States had not the power. How, then, can you ask us to trust our lives and liberties, the future of our race, the safety of our Empire and the destinies of all mankind to the flimsy guarantees with which you would buckler the peace of the world?

"You and the great nation whose chief magistrate you are, stirred no finger to save public law from being violated. You may say, and say truly, that the United States had not the power. How, then, can you ask us to trust our lives and liberties, the future of our race, the safety of our Empire and the destinies of all mankind to the flimsy guarantees with which you would buckler the peace of the world?

We would have been delighted to have them ast the moment to kins: "He that passeth by, and meddleth with strife belonging hot to him, is like a man that take the adog by the ears." He will get be a serious menace to the industry. The reason for this is that there is a great stratum of our population, which is capable of absorbing thou which is capable of absorbing the water while the swimming was cand thousands of cars every year. I refer to the mechanic and laboring classes who are fast accumulating a cash surplus and who are able and willing to give the second-hand problem will never the ease ond-hand problem will never the second-hand problem will never the second-hand problem will never the second-hand problem will never the assertion of the industry. The reason for this is that there is a great stratum of our population, which is capable of absorbing the assertions and thousands of cars every year. I refer to the mechanic and laboring classes who are fast accumulating a cash surplus and thous

Second-hand Problem Defined But the second-problem that the banker, who in turn loans him the and will never be found here. The bankers see is the same problem that money against it. This money he can views of President Wilson are entitled to our consideration, but, as many years, the effect that trading new cars."
we are reminded by Theodore in old cars for part payment has on It is obv Roosevelt, he has a think coming as the merchandising efficiency of the

the absolute nonesty and

service-giving sturdiness of

every working part. Ride in

the car-put it to every test. Find out how it performs

under every condition of ser-

vice. Your first impression

of quality will be verified. See the 1917 Gray Dort, a

Westinghouse

Starting and Lighting

better car than ever.

future of the industry. Automobile have traded themselves out of busi- which were a credit, rather than a

danger. But up to the present, inter- cern to the manufacturers, is indi- grasped the fact that dealing in section the problem has been conest in the problem has been confined to makers and dealers. With Chicago Automobile Trade Associaand plans under way for an even greater production this year, the second-hand problem seems to have broken through this inner circle, and seems to have standardize trade-in-values, and fix the purpose of this report is to standardize trade-in-values, and fix the purpose of the purpose of this report is to standardize trade-in-values, and fix the purpose of the pur ond-hand problem seems to have broken through this inner circle, and is now engaging the attention not only of those in the automobile dustry, but of advertising men and bankers as well.

Only the other day Printers' Ink was informed of a bankers' meeting was informed of a bankers' meeting the lad behind closed doors to discuss standardize trade-in-values, and fix a certain standard price for various makes of cars, in various stages of wear and tear. The figures quoted in this report are compiled by appraising committees from the various organizations of dealers who meet at the end of the three months sales the company was to deal in second-hand to substitute their estimates. held behind closed doors to discuss period and submit their estimates

securing the peace of justice plans for a gigantic second-hand car throughout the world.

The second-hand dealers," states this circular, "has exhibition. This meeting was attend-been as uncertain as wooing war-

he has to get more than the car is worth. With the present carefully maintained prices for second-hand cars this is not easily done, with the result that the dealer finds himself sed of a white elephant. By about 80 per cent. of the selling en-

It doesn't make any difference to the manufacturer and his financial back. ers how many white elephants a all of which means more money for which would?

"The men who tore up the scrap of paper; the men who laughed at your notes and sunk fresh ships while you were thinking of fresh phrases, will respect force and nothing else."

That is one view of a British paper. Here is a view from the land of France:

"A peace which has for its beginning the greatest crime in history will not be a just nor solid peace. First we wish 'sanctions and reparations'—if President Wilson accepts the see indispensible guarantees, the and theft, and gets a warehouse re-

ceipt. This receipt he brings to his

use either to run his business or buy It is obvious, then, that if this surplus working capital is sunk into slow turning and dead merchandise, it not only cripples the dealer, but the manufacturer is deprived of its use. Instead of buying one hundred cars the dealer will only buy twenty-five. Such a condition carries with it various problems, both manufactur-ing and selling for the maker. If al-lowed to run its course it sould lowed to run its course it would soon place the automobile manufacturer in an unenviable position. Fur-thermore and of still greater importnce, the manufacturer will only get a portion of the selling energy of the agency, whereas he already re-quires every ounce of energy an agency can give to his proposition. It is human nature that a salesman will try to unload his slowest-moving stock first, and of course if the dealer sells a second-hand car, where he might have sold a new car, the

new-car maker must shoulder the The Milwaukee" Plan. So then it becomes clearer how the second-hand problem directly affects the maker and advertiser of automobiles. But it is not so clear what the user and maker of automobiles can do to divert this growing menace. The Trade Associations of both Chi-cago and New York have done good work along these lines, especially in maintaining a uniform standard of values on second-hand cars, But auvalues on second-hand cars. But automobile manufacturers and dealers interviewed by Printers' Ink seem to feel that the problem is still a long way from being solved. That it will be solved, and solved in the very page fathers for of the more representations. near future, few of the more repre-

sentative manufacturers seem to doubt. But how, none was prepared Of all the plans which have been tried out the one which seems to come nearest to a solution is what is known as the "Milwaukee" plan. This plan was explained to Printers' Ink by a Chicago dealer. "It is still too early to say whether the Milwaukee plan is going to succeed or not." he said, "but it looks promising and is being very closely watched by all the manufacturers. As I understand this plan the various members of the Milwaukee dealer's association got together and agreed that something had to be done about ridding their skirts of the trade-in and second-hand problem. After some discussion Of all the plans which have been hand problem. After some discussion they decided that the easiest way to get rid of it was to rid themselves of it. So they all agreed that after a certain date they would no longer accept used cars in part payment for

"But they realized that a used car

hands before he could be induced to buy a new one, and they realized too that, properly handled, it was possible to make good money out of these second-hand cars. They all ness in itself; that selling secondhand cars and selling new cars were United States that what he said was:
"as claimed by their respective governments, and as announced to their own people." This is the qualification that is put upon it there.

Mr. Cockshutt: Unless my hon, friend is an emissary from the President, I do not think I can quite accept his interpretation.

Mr. Pursley: I happened to be in the president of the automobile industry dealer. Hugh Chalmers put this quite going to do with its second-hand car going black mark, to the good name of the dealer selling them

"Apparently no one in the auto-mobile business seemed to have fully dealers saw the solution for their

trade as the 'clearing house. this very problem. In the same city, on all cars listed in the quarterly member of the association will touch and almost at the same time, and report. "The second-hand business of most or the clearing house's certificate. "Now let's see how this plan works

out from the standpoint of the dealnew car, instead of taking it from dealer to dealer, playing one against the other to extract the biggest allowance, he is referred at once to the clearing house. The clearing house manager appraises his car, and pays him the scheduled price for it. This payment is made in the form of a certificate, which any member of the clearing house will accept as cash in payment on the car he finally decides to purchase. The dealer making the sale in turn takes the certiicate back to the clearing house which redeems it at its full cash value.

Such a plan, it would seem, should go far to remedy an already bad situation in cities having trade associations. It leaves the dealer and his salesman free to give all their cars, and puts the whole used-car problem into the hands of experienced men who are able to give it the dealer, more for the manufacturer, more for the advertiser-with less risk for the banker.

Children Cry FOR FLETCHER'S CASTORIA

MOTOR CO.

Agents for the following cars

Dodge Bros. Motor Cars

Touring and Roadster \$1,100 and freight Winter Touring and Roadster \$1,335 and freight Convertible Sedan-Price \$1,685 and freight

Hupmobile

Touring and Roadster \$1.650 and freight

Maxwell Cars

Touring	\$ 890
Roadster	9 870
Cabriolet	1235
5-Passenger Sedan	1400
6-Passenger Town Car	1300

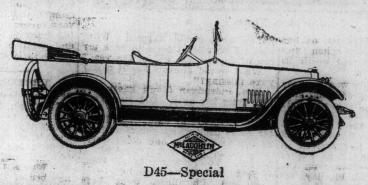
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We are Agents for General Motor Truck's Ranging from 3-4 Ton to 5 Ton.

Every facility for washing and repairing cars in an up-to-date manner. Cars Stored.

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PRICES: Four Cylinder

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F. O. B. Oshawa

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In the estimation of the Canadian public McLaughlin Valve.in-Head motor cars hold equal rank with wheat as a staple product.

Judged by the insistent and ever growing demand for McLaughlin cars and by the enthusiastic acclaim with which each year the new models are received, it is more and more apparent that the people look upon Mc-Laughlin motor cars as an actual economic necessity of life.

Buyers everywhere insist upon Mc-Laughlins. Motorists have learned that there is no other car with a motor like the noiseless, powerful Valve-in-Head McLaughlin motor. Own-ers know that no other car has great-er durability and serviceability than is built into every part of the Mc-Laughlin chassis—frame, axles, steering gear, transmission. People everywhere admire the unsurpassed beauty in every line of McLaughlin

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Cars Model D 62 Light Roadster ... \$1185.00 Model D 63 Light Model D 44 Medium Roadster ...\$1390.00 Model D 45 Medium Touring\$1450.00 Model D 44 Special Roadster ...\$1490.00 Model D 45 Special Touring. ...\$1550.00 Model D 47 Sedan ... \$2350.00 Model E 49 Seven Passenger .. \$1900.00

F.O.B. Oshawa



The McLaughlin Service Garage J. H. MINSHALL

13-15 Dalhousie St.

Bell Phone 2168



more, and no more great Mr. Burnham: Is that that passeth all understa Mr. Cockshutt: The he man is getting up into t heaven; I was dealing wi sent war. I say that the has been proposed is a Uto that has never been yet e in the world, and I think

STIRRING SPEEC

to these guarantees he pu

phrase: glorious peace

DOMINION

Continued from pag

sident Wilson will have forgotten before it is Theodore Roosevelt rem one fact, in this article t read, when he talks abo tees for the future. He ready to join every one of tions in a guarantee for fu for all time. That sound big and mighty good; tunately Theodore Roo United States is one of tors to the Treaty of the to the neutrality of Bel if their guarantees for the not prove to be more value their guarantees of the pas not advise anybody to faith in them. The Peace Talk. My friend beside me (M bro) says that theirs is the nature with regards to the of Belgium—the very ture. Have they now,

years of war, raised one test against anything tha has done either in Belgi northern France? Outrage unspeakable have been by the enemy, but I learn that President Wil voice or made one prote many with regard to the which have been inflicted antors of the neutrality gium! They appear to t pen and ink is all that it is to use. President Wilson ly a thorough believer in that the pen is mightier sword; but I think that like this he will find, if I the battlefields of Europe sword is still supreme, an pen which may be very the office of the Preside United States will not cut figure on the battlefield. war of iron and blood; more men engaged in war world began. Our Finan ter made some time ago at that if all the wars of all were added together they make a war of the size of I have shown you that t ties have run up to near 000, and there are perhal 000 of men in the field tell von that in my ju this talk about peace, talk about the enemy to death, is, at the pressimply moonshine, and is to stop us in the enterpri ting our recruits in line tinuing the war. We shou any attention to such should prepare to go on work and to fill up the ra are a long way from the position, and we cannot take any chances with this war. All we have is

have been asked many ti thought we should do after I have been asked by n I have been asked by news give my opinion as a busi as to what I think is goin pen. In every case I have liged to say that in my there is only one question be thinking about at this that is the winning of the world the relieveing of the world terrible load that it is ca the tyrant's heel that is pressing on the neck of tion, big and little, that he his foot upon, and grin their life, their liberty and stands for right. I say the the one question. To talk peace and what will be d peace and what will be it conclusion of the war is ignore the conditions with are confronted at this mo I may for a moment, for ill place myself in the position at least the matter. It is as If my wife nation, it is as If my wife dren, all my possessions, the heirlooms that I have from a long line of ances in my house, and my house fire, while I and all my fri straining every nerve and ery means at our disposal uish the fire, some foolish the street rushed in and sa the street rushed in and sa I have a plan for a new I you, what do you think of I had the strength, I wou him out of the front door a he came in—that would be wer. We must know what where the payer left after the going to have left after the plans, and the winning of t the first necessity of the will have no land to give a do not beat out the enemy have no invitations to

there and everywhere, quarters of the earth, if w selves go down under the the enemy. Under that these would all be his po and we would be taxed fo and we would be taxed to tions to come to pay an indemnity, which some of dies have already set at a high as twelve to fifteen h dollars. We know the way my have taxed Belgium an ies of northern France, at ies of northern France, at and Roumania. Everythin able in the way of valuable thing in the way of art, e that can be removed has moved and in addit that immense taxes been placed on all the to cities of which they have possession. All that has taken place.

Recruiting. ies of northern France,

seas for people to come f

Now are we going to let my beat us out? Because what it means if we stall