

Dealers Predict Automobile Sales Will Eclipse All Records

Higgins Shows Careless Owner He, Not the Car, Was At Fault

Voices Opinion of Man Too Lazy To Even Grease His Automobile.

BY LEN. G. SHAW.

The frown on Dick Stanton's brow deepened the further he read in the two-page letter that the mail carrier had deposited on his desk a few moments before. When he had finished the last line he held the offensive missive at arm's length for a minute and glared savagely at it. "Higgins," he called, and receiving no reply, he roared at a salesman who chanced to be nearby, "Tell Higgins I want him at once."

As district manager for one of the big automobile companies in Western Ontario, Stanton had the reputation, both in his own establishment and among his competitors, of being one of the most even-tempered of men, a reputation that appeared to be in a fair way to be hopelessly shattered. "I want you to go up to High River and straighten out that Crews-Howard automobile some way," he announced curtly, when Higgins, "trouble-shooter" for the establishment, made his appearance from the service station, where he had been ironing out the ruffled feelings of a disgruntled car owner.

"The car's in litigation now. Crews says he was handed a lemon and refuses to settle," and Howland, our dealer up there, insists that he has done everything he can, and that he won't do anything more. I think they're both wrong, but that's up to you to determine. You can go the limit, and we'll back you. But for heaven's sake get it fixed up some way. It's getting on my nerves. Now beat it."

The next morning after an all-night snow storm and a five-mile drive into the country over roads that would be counted bad in midsummer, let alone this early winter period, Higgins presented himself to Crews, with the announcement that he had come to look over the car.

"It's a fine mess you folks handed me," exploded Crews, chewing viciously at a cheap cigar, and pouring forth a torrent of abuse, as he led the way to a lean-to he had improvised beside the barn, and which did duty as a 'garage.'

Higgins gritted his teeth at the sight. His love of the motor car was as strong as that of a fancier for a good specimen of horsepower, and his gospel of horsepower was that an automobile was entitled to just as considerate treatment as the individual who drove it.

Covered With Mud. Crews's car was covered with mud until anyone but an expert would have had difficulty in determining the make. Three chains were held to the half-deflated tires by a coating of gumbo, and to cap the climax water had run under the wheels and frozen until the wheels were imbedded in solid ice up to the rims. As he surveyed the spectacle Higgins forgot all about the bitter wind that swept through the shack, his own temperature mounting every second.

"Do you think I'm going to look that car over under such conditions?" he inquired when Crews paused in his tirade to catch his breath. "Not by a long shot. You can take it to any garage you see fit—I don't care whose it is—I'm playing no favorites—and I'll be glad to look at it. But I won't touch it here."

Crews stormed, but to no avail, and as Higgins strode off toward the car in which he had come, Crews capitulated.

"I'll have it at the Sun Garage in High River this afternoon," he called. "All right," was Higgins' response, as he drove away.

It is doubtful if a sorrier car ever trundled into the Sun Garage than that which made its appearance with Crews at the wheel. It knocked and bucked in a manner that threatened momentary dismemberment.

Higgins was on hand, and he groaned inwardly as his exploration progressed. The electric starter was coated with rust and ice and mud, until it was out of commission. The engine was frozen up, through absence of oil, and not a drop of oil on the car had ever been given a twist, although the speedometer had showed better than 2,500 miles. The oiler was on the hummer, the radiator disclosed a leak as a result of having frozen, and the tires had "mushed" along the sides from lack of air.

Voiced Opinion. With a hasty inspection completed, Higgins turned to Crews, who had been standing by voicing his opinion of the car and every one in any way

ECZEMA ON FACE AND HEAD FOR FIVE YEARS

Eczeema or salt rheum, as it is so often called, manifests itself in little round pimples which contain an extremely irritating fluid. This break and subequently a crust or scale is formed and the intense burning, itching and smarting, especially at night or when the part is exposed to a strong heat, is almost unbearable and relief is gladly welcomed. There is only one way to get well and no remedy like

BURDOCK BLOOD BITTERS. Take it internally and it gets at the seat of the disease in the blood and drives it out of the system. Apply it externally and it takes out the itching, stinging and burning, and promotes healthy healing.

Mr. J. Sage, 215 Princess avenue, Vancouver, B. C., writes: "Having suffered with eczeema on the face and head for the last five years, I consulted several doctors, and tried various kinds of salves and lotions, but I derived no benefit from any of them. I did not know what to do until a friend advised me to try Burdock Blood Bitters, and after I had used two bottles I began to get better and now after taking eight bottles I have not even a blotch on me. I feel that I cannot praise B. B. B. too highly. I hope you will make full use of this recommendation for the benefit of those who are suffering from this terrible complaint, eczeema."

B. B. B. put up only by The T. Milburn Company, Limited, Toronto, Ont.—Adv.

AUTOMEN GATHER AT BANQUET TABLE

Success of London Show Emphasized by Speakers.

Under auspicious circumstances the second annual banquet of the National Motor Show of Western Ontario was held in the Tecumseh Hotel last evening.

Since the opening of the show Monday the exhibitors have been busily engaged demonstrating their wares and taking orders, but last night the spirit of goodwill over an excellent repast prevailed.

The entertainment committee spared no efforts to make the AUTO BLOW-OUT a big success, FREE AIR being supplied by Guy Ferguson. The menu consisted of:

Vulcanized and Paralyzed Olives
Whales on Toast Iced Celery
A La Tecumseh, Have a Heart, Eh!

Vegetables a la Partridge Tires
Tail Lamp
Consommee au Gasoline

Fillet of Sole in Lubricating Oil
Joy Riders

Anti Skidders Terry for Bargains

Saucy Young Chickens and Chasers
With Slip Covers
Boiled Leg of Lamb with Demountable Rims
Paige Flyers

Roast Loin of Pork and Apple Sauce
with Bumper
Roast Bull (Entirely unknown to our Show Manager)

Potatoes Mashed by Ruggles Truck
Sliced Tomatoes in Engine Oil
Iced Cucumbers and Lettuce, Served Hot

Spark Plug Pie Cap Screws
Puncture-Proof Raisins
Jam Tarts with Shock Absorbers and
Scottie Covering

Charlotte Russe au Carbon Remover
Self-Starting Jelly with Dual Ignition

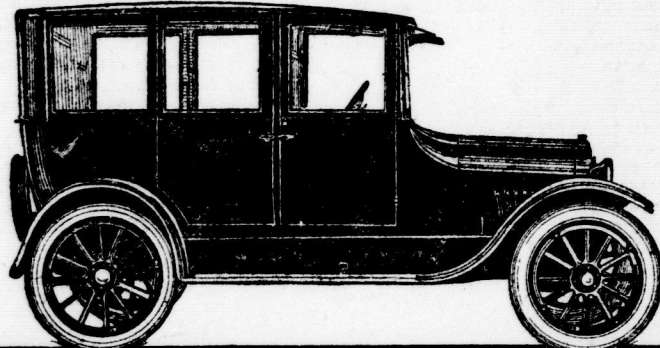
8-Cylinder Oka Cheese Vias Oshawas
Demi Tasse Cup Grease
Ice Water

Toasts were proposed and responded to in the following order:

THE KING
THE NATIONAL MOTOR SHOW
OF WESTERN ONTARIO

Proposed by Frank McLachlin, Esq.
Response by T. C. Kirby, Esq.

THE PRESS
Proposed by Roy Simpson, Esq.



The New
Four-door 490 Sedan
\$1195 F. O. B. OSHAWA
Sales Tax extra

THE closed car for year round service is becoming more popular. This new price of the new Chevrolet "490" Four Door Sedan puts a high class, powerful, efficient, and completely equipped Sedan within the reach of all. New Springs make this car wonderfully easy in riding qualities.

CHEVROLET See this model at our nearest dealers

CHEVROLET MOTOR COMPANY OF CANADA, LIMITED
Subsidiary of General Motors of Canada, Limited.
OSHAWA, ONT. WINNIPEG, MAN.

CHEVROLET

ONTARIO GARAGE AND
MOTOR SALES, Limited

397-401 DUNDAS STREET. PHONES 2431-5459.
"The Home of Satisfactory Service."

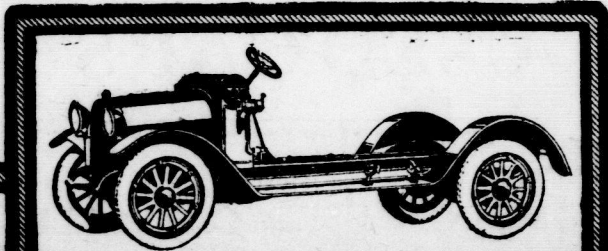
REO
SPEED WAGON

60,000 owners
will tell you
there is no other
motor truck
that even approaches
this Speed Wagon,
in sturdiness,
dependability,
and low upkeep.

Beemer & Co., Ltd.

Queen's Avenue, London, Phone 5670.

REO MOTOR CAR COMPANY OF CANADA, LIMITED,
ST. CATHARINES, ONT.



graph needles, place the end of the plug into the mouth of the bottle and shake. Most of the carbon can be removed in this way.

Response by Harry Muir, Esq., and Walter Gunn, Esq.

THE MANUFACTURERS.
Proposed by Tom Terry, Esq.
Response by Claude Sanagan, Esq.

THE TRADE.
Proposed by J. C. Reemer, Esq.
Response by W. C. Miller, Esq.

The speakers and members of the executive expressed pleasure at the splendid attendance at the show, which beat last year's figures by low. Thousands upon thousands of persons have filed through the big show at the armories all week, while many favorable comments on the number and quality of the exhibits were made by the visitors.

NO FAIRY TO THIS.
First Motorist—"Have you a little fairy in your home?"

Second Motorist—"No, but I have a little miss in my engine."

A leaf from Christmas decorations is preserved in Yorkshire, Eng., as a remedy against toothache.

JAZZED TOGETHER.

The somewhat monotonous sessions of the average city police court are sometimes enlivened by a touch like the following: I can get a chauffeur brought in after having run down a pedestrian.

"Did you know that if you struck this pedestrian he would be seriously injured?" the judge asked.

"Yes, sir," replied the chauffeur. "Then why didn't you zig-zag your car and miss him?"

"He was zig-zagging himself and out-guessed me, your honor," was the answer.

DOING IT BY PROXY.

"William," said the clergyman to his new chauffeur, "do you—er—ever employ strong language?" The new man looked a trifle uneasy.

"Well, sir," he faltered, "I know most all the words and sometimes when I'm careless they do seem to get away from me before I can stop 'em."

"Ah," observed his employer, "I'm sorry, William—I'm sorry! But we will consider that at some more fitting time and place. Just now I

want you to go to Stickem and Cheetem and settle this bill for overhauling my car for the third time this season. And you might talk to them, William, as if it was your own bill, in a careless-like sort of way. Will you do this, William?"

A kerosene rag is the best kind to use for cleaning the running board and floor of the car.

Keep gasoline tank strainers clean of sediment so that fuel supply will not fail.

New York to New Jersey vehicle tunnel is expected to be opened about Jan. 1, 1921.

Only year when production of motor vehicles in this country dropped was 1918.

Buchanan-Duesenberg

(CUSTOM BUILT)

IT EMBODIES---

The world's most remarkably performing motor.

The DUESENBERG fulfilled its mission in its performance in America and Le Mans, France, winning the Grand Prix.

The best units throughout the car that America's automotive engineers and manufacturers can produce.

Individuality—Your own selection of design, trimmings, hardware, color, etc.

Expert workmanship and scientific construction. We employ only expert workmen—our chassis has the approval of the best motor car engineers.

A Super-Car—built to outclass, outrun and outlast any car on the road.

Get our specifications, prices, etc., and let us talk it over.

CUSTOM CAR CO.

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By our methods we positively and satisfactorily weld and braze metals of every size and description, machine and automobile parts, cylinder blocks, aluminum crank and transmission cases, the largest punch presses, gears, etc., portable outfits when necessary. Let us show you how we can save you time and money on your production work. Estimates cheerfully given. Work guaranteed.

Experts on Boiler Welding

Carbon removed from cylinders by oxygen while you wait. Scored cylinders repaired electrically. Frames, axles, etc., straightened and welded.

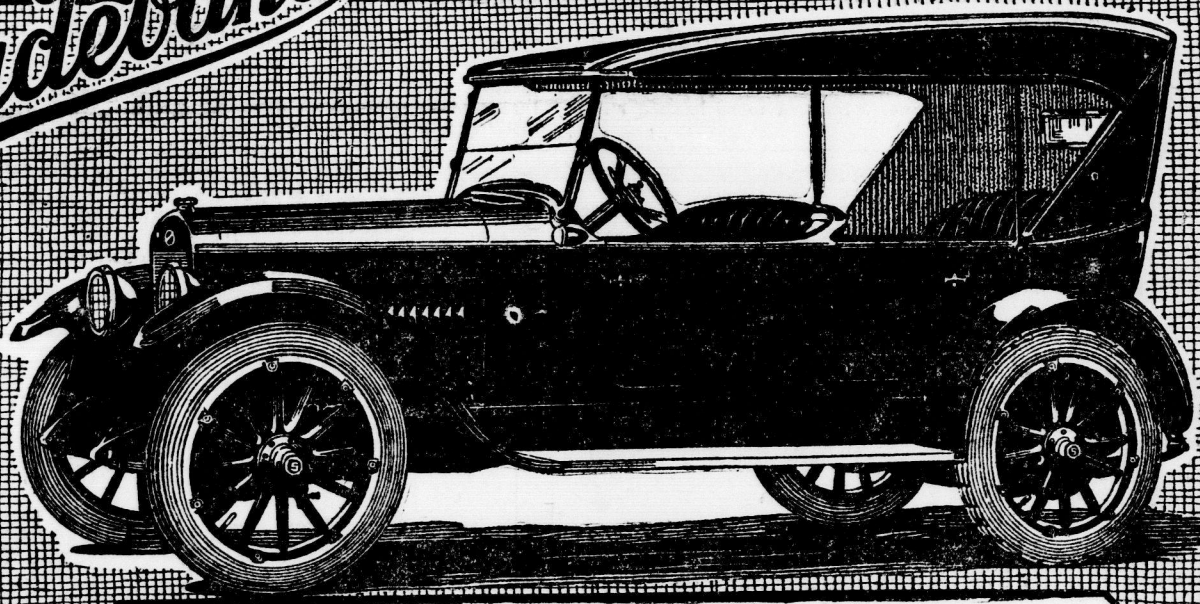
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"Built-in-Canada"

Studebaker



The New LIGHT-SIX
\$1570

f. o. b. London, Ont.

Studebaker is the world's largest
builder of six-cylinder motor cars!

1921 was the TEST YEAR for motor car values. It was a year of discriminating buying. People did not buy cars, last year, as the result of a whim or fancy. They bought on the basis of intrinsic values.

And in such a year Studebaker built more six-cylinder cars than any other manufacturer in the world.

Studebaker led in 1921 because it built—complete in its own plants—cars of superior design, materials and workmanship, at the lowest possible prices.

Studebaker will lead again in 1922 because, in the new models, the refinements of the new year have been added to the proven values of the old. Be sure to see the new models now.

Look for these Features in the New Light-Six:

A car of 112-4-inch wheelbase, built complete in Studebaker plants, seating five adults in perfect comfort. Genuine leather upholstery.
40-H.P. 3 1/2 x 4 1/2 detachable head motor of exclusive Studebaker design. Intermediate transmission.
Valves inclined at 20-degree angle for purposes of greater economy and smoother performance.

Patented internal hot-spot, which means greater efficiency. Completely machined crank-shaft and connecting rods.

Cowl ventilator controlled from dash. Cowl parking lights. Thermostatically-controlled cooling system. Windshield wiper. Large plate glass window in rear of top.
32 x 4-4-inch cord tires.

Frank McLachlin

86-90 King Street, London.

SEE THE STUDEBAKER AT THE MOTOR SHOW.

THIS IS A STUDEBAKER YEAR