

AUTOMOTIVE SECTION

SEES LITTLE HOPE FOR CHEAPER CARS

Difficulties of Manufacture Create Big Obstacle, Rodney B. James Writes.

Motorists in discussing the automobile price question seem to be under the impression that the temporary difficulties in which some dealers and factories find themselves, will mean a general lowering of prices. I do not believe that conditions warrant any price reductions, nor will such reductions come for a long time, certainly not earlier than the fall of 1921, writes Rodney Burdett James in Motor.

The general public must look to the present situation as merely temporary and as affecting the automobile industry in the same way as the woolen industry and many others have been affected. Present conditions have no bearing on the future. Some factories have come out with statements guaranteeing present prices to hold well into next year. The majority of makers will not commit themselves owing to their inability to judge conditions months hence. Many are of the firm opinion that their prices will have to be increased rather than reduced.

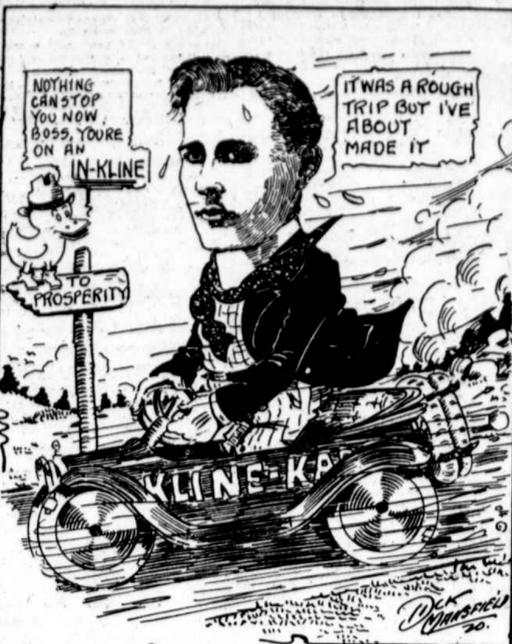
At the time of writing reports coming in from dealers and factories show that two big problems are hindering business. These are shipping and bank credits. Factories cannot get raw materials, or if they are well stocked and this is worked into finished products, these cannot be shipped, with the result that there is congestion at the factories. In the case of some accessory makers, tires for instance, it is seen there is actual necessity for closing the plants in order to allow time to move accumulated material.

Factories Become Clogged. When automobile factories cannot get their parts, the parts factories naturally become clogged and at the same time car production goes down. These conditions actually exist in many cases. On top of this where some factories are able to make large shipments, the dealers taking

Difficulties of Manufacture Prohibit Lower Prices

AUTOMOTIVE SECTION

IN HIGH -- By Dick Mansfield The Times Cartoonist



KENNETH L. FRYE—The Kline Kar Sales Co.—Washington distributor for the Kline Kar, built by Jimmy Kline, of Richmond. Kenneth L. has been in the game a long time, and is still going strong—knows a motor car from end to end, and has a Kline Kar service shop that is a winner.

the cars must have sufficient funds to take up the freight bills of lading. Where he has not sufficient funds of his own, he naturally turns to the banks and in cases where these refuse, the dealer simply cannot accept the cars. Production for May and June should have been the highest of the year, but owing to the coal situation and to shipping this has not been the case. The lowered production in some factories was forced owing to the reduction of orders, but taking the industry as a whole, the parts and materials situations have been the determining factors. It is quite true that prices of some

raw materials have come down, but opposed to these very slight reductions are increases in other materials. The total cost of these materials to the car builder has not been lowered to any extent, and all other factors bearing on cost have not changed as to warrant anything but a continuation of present prices or an increase which some have announced this past month.

There is no doubt but that some factories may start reducing prices as early as next spring, depending, of course, upon the condition of the material market which is expected to be better. Freight conditions also are expected to be better. The industry as a whole though, will show no reductions until a more stable condition exists in those fields which control the final selling price.

PROCEED WITH CAUTION. Factories making schedules for next year are acting with caution. Some have come out with anticipated production figures which show a big increase over this year; others are satisfied with production equal to this year; still others are planning on lower production. One concern has planned to run on 50 per cent schedule for Augustible at least to thereafter. Next year's production will, however, be greater than ever before because most of the standard makers are planning increased production, and these standard makers constitute the bulk of the industry's business in number of cars produced.

Taking the present situation, reports show a decided falling off in passenger car demand but at the same time production has been forced down, keeping the ratio of production to demand about where it was before. This is the general situation. In specific instances it can be pointed out where factories are still far behind in deliveries on certain models, due simply to the demand for that model.

It is believed that before the next season is well under way that the freight situation will be considerably better, thus releasing stocks of parts and making it possible at least to ship, but with the banking situation unchanged matters will be much worse than ever. Many buyers who purchased cars on credit are now unable to meet their notes, others who have had cars on order have had to cancel and with banks in many instances refusing automobile buying, the dealer and distributor have real problems to contend with.

RICCI AND LEVY START AN AUTO REPAIR SHOP

M. S. Ricci and J. H. Levy, two Washingtonians of several years' experience in automobile repairing and general machine work, have opened a well-equipped automobile service shop at 630 L street northwest. Mr. Ricci and Mr. Levy are well known to Washington motorists as specialists on Dodge, Buick and Hudson cars. Their shop will, in the near future, be equipped for general machine work.

With their extensive experience and their reputation as automobile repairmen, they will no doubt enjoy a prosperous future at the new location.

BUTTER WILL REMOVE TAR FROM AUTO BODIES

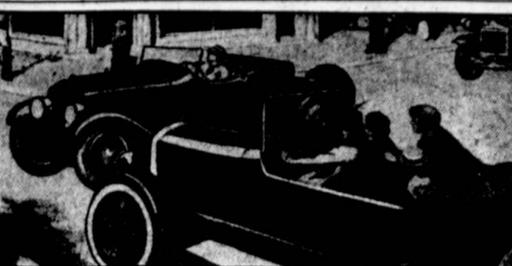
It seldom is possible to pilot a machine over newly tarred roads without transferring some of the tar to the body. If treated in time the spots are not difficult to remove. The machine should be washed to eliminate all dirt, and dried by patting with chamois, so that the tar will not be smeared. Vaseline or butter next should be applied over each spot and worked in with the fingers. A thorough wash with body soap and a final polish complete the operation.

"AIN'T NO SUCH AUTO," YOUTH TELLS TEACHER

The teacher was trying to give her pupils an illustration of the word "perseverance." "What is it," she asked, "that carries a man along rough roads and smooth roads, up hill and down, through the jungles of doubt and through the swamps of despair?" There was a silence, and then Johnny, whose father was an automotive dealer, spoke up. "Please, ma'am," he said, "there ain't no such automobile." —Pittsburgh Chronicle-Telegraph.

RECORD ORDER PLACED. Orders for 600,000 tires for pneumatic tired cars and 82,000 for motor trucks for 1921 were recently placed by the Pennsylvania State highway department. It is the largest order in history placed by the department.

GIVE way to the driver on your right—Washington traffic regulations give him the right of way—careful observations at street crossings prove that very few motorists give way when they should, preferring to race through—to beat the man on the right to the crossing. This sort of driving has resulted in many accidents. Don't be blind to the rights of other drivers. Give way to the man on your right—let him through ahead of you. The golden rule covers the situation.



BOTH PARTY NOMINEES CALLED REAL AUTOISTS

Writer Says They Are Not Merely Car Owners But Like to Drive Own Machines.

The motorist does not have to worry over the possible results of the national election—either way it goes we shall have a President who speaks the automobile language and who parts his hair the same way and I do, says an editorial in the current issue of Motor Life Magazine.

Both Warren G. Harding and James M. Cox can be classed as motorists in the broadest sense of the word. They are not motor passengers, but men who like to drive their own cars whenever opportunity affords the chance. They love the call of the open road, the thrill of holding the steering wheel at speed, the lure of long trips and the adventure of motor life. Despite their prominence in national life we can even picture them changing a tire or working on the engine if occasion demanded.

Senator Harding demonstrated his fondness for motoring in a most sensational manner immediately following his nomination by buying a new car, and with Mrs. Harding driving over the road from Washington to his home town, Marion, Ohio, a three-day journey. Governor Coolidge, his running mate, also slipped away on a motor trip to his birthplace, while Governor Cox motored from Dayton to the old farm for a day's relaxation.

All of which is a good sign, we motorists think. We feel that the next occupant of the White House will be a man who will be in sympathy with us, a man who will understand why we need good roads, why there should be sane legislation, and whose influence will be of the greatest value to us when national motoring problems have to be solved.

The election also will mean much in a good road way, for not only are the candidates themselves pledged to the cause but also both parties have adopted liberal planks dealing with the subject of highways which will produce results that will be appreciated.

A COMMON TRICK.

"A common trick among those who ride in motor cars, which is nevertheless bad practice, is that of slamming the doors."—Chicago Tribune. And a common trick of improperly closed motor car doors is their quaint habit of trying to chuck folks who lean against 'em out on their necks into the street.

Auto Service Shop

J. H. LEVY M. S. RICCI
General Auto Repairing
Specialists on Dodge,
Buick, and Hudson Cars

Lighting, Starting and Ignition
General Machine Work
630 L Street N. W.
Phone Main 49

PAINT WILL STICK TO WHEELS BOILED IN OIL

The usual remedy for loose wooden automobile wheels seems to be to soak them in water. When a wheel is loose it needs paint, and if it is swollen with water and then painted, the paint will not stick to the damp wheel. Therefore, the same trouble will soon reappear.

Here is a much better way. First, see that the wheel is bone dry. Then give it a bath of boiling hot linseed oil. This will swell the wheel. Then paint it and the paint will stick. This remedy is, of course, a little more expensive than plain water, but the additional expense is slight compared to the satisfactory results it will give.

DO WORK OF 100 COOLIES. Tractor plows operating near Madan, Sumatra, are turning up 20 acres of ground in five hours, which, it is claimed, would have taken 100 coolies one working day to perform.

Hull Gasoline and Oil Pumps and Tanks

Self service pumps that work with 25c, 50c and \$1.00 silver coins. Rapid service pumps with forward crank motion up to 10 gallons. All kinds of pumps and tanks for service stations, garages and manufacturing plants.

The Gilbert Company,
People's Nat'l Bank Bldg.
Lynchburg, Va.

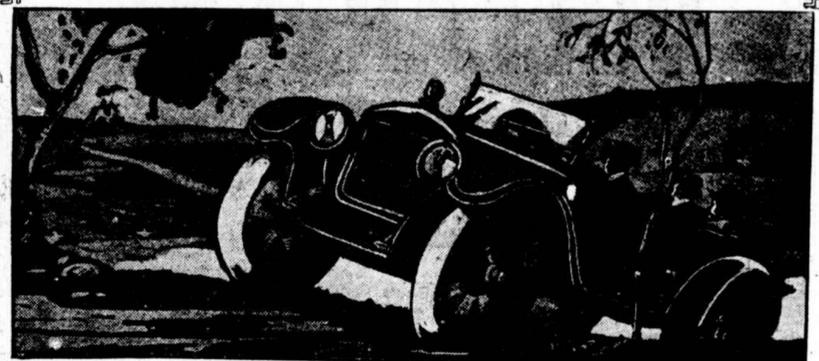
WELDING—1-Ton Boiler Section Reclaimed By Our OXY ACETYLENE PROCESS



Photo shows a corner of our welding department. Completely equipped to handle any job in WELDING, CUTTING OR BRAZING.

FRED S. GICHNER
1214 D Street N. W. Franklin 6977

LIGHTNING MOTOR FUEL



The Supreme Test of a Motor Fuel is on a long hill. Lightning Motor Fuel takes you from bottom to top with unwavering Power.

FOURTEEN POINTS In Favor of Lightning Motor Fuel Read Them—They're All True

1. Lightning Gives 25 to 35% More Mileage.
2. Decided Increase in Power.
3. Adds Life to Your Car.
4. Makes Your Car Run Like New.
5. Does Away With Carbon Troubles.
6. No Spark Plug Troubles.
7. Takes Knock Out of Your Motor, Even When You Run With Advanced Spark.
8. Is as Harmless as Gasoline.
9. Can Be Used in Any Car With Safety.
10. Can Be Used in Conjunction With Gasoline.
11. SOLD AND RECOMMENDED BY MOST REPUTABLE DEALERS ALL OVER THE CITY.
12. Eliminates Necessity for Shifting Gears on Hills.
13. Makes Starting Easy.
14. Is the MOST ECONOMICAL Motor Fuel on the Market.

Every Present User Is an Enthusiast
For the convenience of the public Lightning Motor Fuel may now be obtained at any of following stations:

- | | |
|---|-----------------------------------|
| 30th and M Sts. N. W. | Sixth and K Sts. N. W. |
| 19th and M Sts. N. W. | North Capitol and Pierce Sts. |
| 16th and Taylor Sts. N. W. | 12th and D Sts. S. W. |
| North Capitol and L Sts. N. W. | 3d and H Streets N. E. |
| 6th and Rhode Island Ave. N. W. | 15th and H Sts. N. E. |
| 16th and M Sts. N. W. | 9th and Penna. Ave. S. E. |
| 17th and Swann Sts. N. W. | Nichols Ave. and U St., Anacostia |
| 129 Penna. Ave. N. W. | North Capitol and Mass. Ave. |
| 14th and Florida Avenue, Northeast | 3604 Georgia Ave. |
| Midway Auto Supply Co., 222 New York Ave., N. W. | Mass. Ave. and Wisconsin Ave. |
| Bailey's Auto Supply Co., 3001 14th St. N. W. | |
| Sherman Avenue Auto Supply Co., 2801 Sherman Avenue. | |
| Automotive Accessories Company, 10th and E Sts. N. W. | |
| Columbia Road, bet. 17th and 18th N. W. | |
| Penn Oil Station, Rosslyn, on Military Road | |
| Penna. Ave. Garage, 656-658 Penna. Ave. S. E. | |
| Calvert Hardware Co., Champlain and Euclid Sts. N. W. | |
| Bailey's Tire and Accessories Co., Sherman Ave. & Fla. Ave. N. W. | |
| Arcade Garage and Service Station, 1417 Irving St. N. W. | |
| Security Auto Supply Co., N. Y. Ave. and 11th St. N. W. | |
| Crosstown Auto Supply Co., 1801 14th Street N. W. | |
| Nash's Gasoline Station, 14th and N Sts. N. W. | |
| Saul's Addition Hdw. and Auto Supply, 4601 14th St. N. W. | |
| Central Auto Supply Co., 1004 Penna. Ave. N. W. | |
| Garfield Auto Supply, 2270 Sherman Ave. N. W. | |
| Bookholtz Auto Supply, 14th and V Sts. N. W. | |
| Alexandria Auto Supply, 104 S. Washington St., Alexandria, Va. | |
| Eureka Auto Supply Co., 1022 14th St. N. W. | |

PENN OIL COMPANY

Sole Distributors
Phoness: West 166 and Rosslyn 210
Dealers Not Now Handling Lightning Motor Fuel Should Phone Us for Particulars.

Ford
THE UNIVERSAL CAR
SERVICE

The Ford Car is without an equal in low cost of operation and maintenance.

We solicit your order for one.

We carry a full line of genuine parts and assure you the best in mechanical service at the most reasonable prices.

Immediate Deliveries on Trucks and Chassis

BUY YOUR CAR NOW
UNIVERSAL AUTO COMPANY (INC.)
1529-31 M St. N. W. Phone Main 186-187

HILL & TIBBITTS
14th St. and Ohio Ave. N. W. Phone Main 356

PARKWAY MOTOR COMPANY
1065-1067 Wisconsin Avenue Phone West 163

DONOHUE MOTOR COMPANY
215 Penna. Ave. S. E. Phone Lincoln 303-304

ROBEY MOTOR COMPANY
1429 L St. N. W. Phones Main 2120-2121

STUART'S GARAGE
141-151 12th St. N. E. Lincoln 6200-6201

R. L. TAYLOR MOTOR COMPANY
1840 14th St. Phone North 9690

Positive Proof OF THE GASOLINE ECONOMY OF The DIXIE Flyer

STATE OF MARYLAND)
COUNTY OF PRINCE GEORGES)

I, HOWARD E. WILSON, being first duly sworn, depose and say that on July sixteenth, 1920, a standard DIXIE FLYER stock touring car with top and windshield covered TWENTY TWO AND FOUR TENTHS MILES on one gallon of gasoline without any previous preparation except affixing a one gallon gasoline tank to the windshield, disconnecting the vacuum system and connecting the one gallon tank on the windshield to the carburetor.

I further depose and state that the run was made over all sorts of roads and included several stops and some running in low gear and that two passengers, Mr. Max C. J. Wiehle and myself occupied the car.

I further depose and state that at the beginning of this run this car had been run approximately four thousand miles.

Howard E. Wilson
HOWARD E. WILSON
1st Lieut. Coast Art'y Corps
Port Wash., Md.

Sworn and subscribed to before me this 19th day of July, 1920,
at Fort Washington, Maryland.

James S. C. Sullivan
JAMES S. C. SULLIVAN
1st Lieut. Coast Art'y Corps
Summary Court Officer.

Potomac Sales Co., Inc.
Distributors
1127 14th St. N. W. Phone Main 8068