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N, Inc.
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DISPOSING OF USED AUTO IS DISCUSSED

EXPERT WRITES ON TOPIC

How Much Are Old Cars Worth and How Can Most Be Realized From Them; Other Points

(By H. Clifford Brokaw, technical advisor, New York City West Side Y. M. C. A. Automobile school.)
 There are about 20,000,000 registered motor vehicles in the United States. In other words there are that number of used cars which cost their owners in the neighborhood of \$17,000,000,000. Many of these owners for one reason or another would like to sell their cars. Other people would like to buy. The question is "How much are these machines worth?"
 A principal reason for selling a second hand car is to secure a new one. In such an instance the owner can trade it in as part payment on the new machine, but there are several advantages in selling it himself.
 Some believe that an automobile dealer will allow much more than can be secured in the open market. Sometimes this is true, particularly of the less popular makes or models. But, generally speaking, the more popular the make of new car the more the dealer will give you for your old one. In fact the smallness of the allowance is a good indication as to the popularity and desirability of the new car. Large allowances indicate that the demand for this make in your supply while small allowances indicate that the demand is greater than the supply.
 It costs the dealer money to sell your old car — at least \$50 on the average and probably \$100 by the time all overhead charges are added up. Therefore, even if the dealer allows you exactly market price, he loses \$50 or more. If you are buying a medium-priced car it isn't logical to assume he can afford to lose much more than that. If he allows you \$50 over the market price he loses \$100. The profit on the average car is not particularly large; certainly not large enough to assume that the dealer can lose very much on each used car sale and still stay in business.
 You have about the same chances as the dealer for obtaining a good price for your car. And you have several other advantages. For instance, you save money that the dealer must charge off to selling expense assuming the dealer insists upon breaking even on the deal. There is also the possibility of your selling your car for more than market price. But your real opportunity to obtain a high price lies in the fact that the

used car buyer often prefers to obtain his car direct from the former owner since he is able to determine by talking to the owner how well or how poorly the car has been cared for.
 If the owner is able to take a little time in which to make his sale he can usually find a buyer who is willing to give more than the average buyer. The dealer, however, cannot do this because the amount of space he can afford to devote to housing used cars is limited.
 When you sell your own car you are free to select your new car on its merits. Not all automobiles will suit you equally well. Even assuming that all machines in a given price class are equal in quality of construction, they are sure to vary considerably in performance, appearance, riding quality and comfort of upholstery as viewed through your eyes. Other factors, including fuel economy, will also assume various degrees of importance with different buyers. You probably want to get the automobile which suits you best and that means sizing up each make in your price class according to your own peculiar set of preferences and prejudices.
 The practice of an automobile owner keeping his old car when he buys a new one seems to be on the increase. This seems to be a sensible thing to do since the old car can be used as an auxiliary vehicle. There are many times when it is undesirable to take out a fine new car. In any event it can be used so as to last much longer if the old car is on hand for service in bad weather and going over rough roads. Especially does this plan of keeping the old car seem logical since the average selling price of second hand machines is rather low. Many also become attached to an old car and hate to part with it for sentimental reasons.
 One solution for the man who owns an old car which has been given fairly good care is to have it rebuilt. This means having it thoroughly overhauled, worn parts replaced with new, the cylinders reground and, if necessary, a new body constructed.
 Each used car presents a little different problem to its owner. He can carefully study the various possibilities and then act so as to get for himself the most satisfactory motoring experience.
Giggest Lie Ever Told
 Once there was a little boy—alone in the house—mother had gone away for the day. The little boy went to the pantry and took one taste of the jam and stopped.
 The goal of ambition which the young men are exhorted to reach has consisted mostly this fall of two upright posts with a horizontal bar down at the end of the football gridiron.
NASH SALES EXCEED NOVEMBER'S IN 1925
Total for First 11 Months of 1926 More Than In Same Period 1925
 Again Nash sales and production have established a new high record and figures show that sales for November 1926 far surpass those of November a year ago.
 And Nash sales for the first eleven months of 1926 have exceeded the sales for the first eleven months of 1925 by the large and impressive margin of 45%.
 The eleven months' sales of 1926 represent a figure which exceeds by over 2,000 cars the total sales of the first ten months of 1924 and 1925—20 months—COMBINED.
 These figures emphatically prove that a discriminating motor wise public is expressing more and more its approval of seven-bearing crankshaft motor performance.
LAKE COUNTY SCHOOL BONDS OUTSTANDING
 There are extremely few counties in Illinois which have spent as much money as Lake in their school systems, according to an official statement just given out by the state department of public instruction. In fact there are but two counties—Cook and Will—which have a larger amount of school bonds outstanding than Lake county.
 On June 30, 1925, the amount of school bonds outstanding in Lake county was \$1,965,550, while on June 30, 1926, the amount was \$2,011,220.
 On June 30 of this year the school bonds outstanding in Cook county were \$10,347,800, while in Will county on the same date the amount was \$2,149,300, but little more than in Lake county.
 The increase in Lake county over last year is but 45,670. The amount at the present time, however, is nearly double that of other counties with the two exceptions.
 The state report shows that the bonded indebtedness of the school districts of 61 counties was reduced since last year while in the other 41 counties it was increased.
He Has a Reason
 "I understand your husband can't meet his creditors."
 Neighbor: "Well I don't think he cares to, from what he says."
Out of the Question
 Doctor: "And how is Mr. Mulasky this morning? Did he follow my instructions about dieting?"
 "Indade no! He says he'll never starve himself to death for the sake o' livin' a few years longer!"
 A man seldom turns over a new leaf until the old one is all smeared.

Children's Dry Cleaning
Special
50c

From December 20th to 31st we will Dry Clean and Press any garment for children up to the age of twelve years for

50c

Big drycleaning plants everywhere will specialize this week in refreshing children's garments and getting the Nation's school children ready for a long trip down the winter school road in drycleaned (germ-free) clothing.

A GOOD OLD FASHIONED CHRISTMAS and a New Year with blessings —this is our wish for you and yours.

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Christmas Trees

(All sizes, fresh cut Wisconsin stock)

Holly, Hollywreaths
Mistletoe

We make up our own wreaths from best Delaware Holly

Wild Smilax, Evergreen Roping, Needle Pines, Boxwood, Evergreen Bought and other decorative greens

Come and see our display of flowering plants and plant baskets, there is none better anywhere

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