In the Automobile World

DIRECTOR OF SALES known in the mount Canada.

J. R. McGee Has Been Made Motorists Travel Far Sales Manager at Headquarters.



of Gray-Dort Motors, Limited, of Chatham. Mr. Bell brings to nis new duties a particularly extensive automotive experience.

He is a Canadian, born in London, Ont. Eighteen years ago he entered the motor car business with Woods Motor Vehicle Co. of Chicago. In 1906 the Reo Motor Car Co. secured Bell for their United States sales department, five years later sending him to Canada as sales manager. In 1913 he joined the Studebaker Corporatice, Walkerville. After filling the position of assistant sales man-



ager, he had been appointed sales manager when, in 1918, he became

BELL BECOMES GRAY-DORT department has made him well- safe to say that it came much sooner

With Ontario License

Forty-one out of the forty-nim Bell has resigned as presid- United States have reciprocal arrange Cleveland Tractor Co. of ments with the Ontario Department to become director of sales of Highways for the interchange of motor vehicle privileges. Following is a list of the states into which On tario motorists can tour under the conditions which have been agreed to between the Provincial and State Highway Departments: Alabama, Arkansas, California, Connecticut, Colorado, Delaware, District of Columbia, Florida, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Hampshire, New Jersey, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pen- "ONE-EYED" CARS nsylvania, Rhode Island, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, West Virginia, Wisconsin, Wyoming.

Following are the states with which arrangements are not in effect for the interchange of motor vehicle privileges; Arizona, Georgia, Idaho. Mississippi, Nevada, South Carolina, les, Gray Dort Motors Washington, New Mexico.

Big Drop in Auto Tires

xclusive and select group of commolities which are lower in price than during pre-war times. The B F Goodrich Company of Canada, Ltd. announces a reduction in the tire prices of 20 per cent. This is the second Goodrich price reduction in six months, making the prices lower by about 35 per cent. than prevailed during the motoring season of 1920 The announcement pointed out

that a new price level has been put into effect at the opening of the season, at a time when motorists are replacing their old tires with new ones. The new prices, it is said, are to continue throughout the season, and are not merely a "bargain" or temporary reduction. This radical action, according to the announcement, was taken to benefit the motorist who had planned to defer his tire buying until July or August in anticipation of lower tire prices With the prices now lower there is little excuse for car owners to be inconvenienced by riding on patched or makeshift tires

president and managing director of Goodrich company said: "In most together so as to furnish a path over the Cleveland Tractor Co. of Canada. parts of the country the active tire which the current may reach the Gray-Dort Motors also announces buying season opens with the first lamp remaining in service. The mothe appointment of Johnson R. Mc- of May; hence it is the proper time torist equipped with a spotlight may Gee as sales manager. Mr. McGee has to make a serious effort to establish been with the Gray organization for a new schedule of tire prices. While thirty years and has earned this a reduction of prices during the 1921 manner rendering its left side clearpromotion by his unfailing loyalty season might not have been unex- ly visible. and energy. His work in the sales pected by the motoring public, it is

known in the motor car business and was a greater reduction than had been anticipated. The only question is whether or not it is too low. We feel that our readjustment of prices is radical and at one move it puts tire prices at rock bottom. Conditions in the automobile industry are much better and the outlook much brighter, and of course this is reflected in the tire industry. Fair wages, honest products, right prices. and a square deal all around are what will give producer, distributor and public real confidence. Recognizing this, we put our prices at the point we have announced."

The action of the Goodrich company is accepted as an indication that the great manufacturing concerns of the country are preparing to take the lead in bringing down the cest of things.

CAUSE ACCIDENTS

Carrying Spare Bulbs is Best Remedy for This Danger.

tions required in night driving assume greater significance than ever. Enough has been said about the glaring headlight to imbue the better element among motorists with a wholesome sense of responsibility. But another danger of the nocturnal highway is the one-eyed car, the Cyclops of the road, the fellow who takes chances with his own safety and induces the danger of heart failure in other road users by travelling with one headlight, the one at the right of the car, where it invites the risk of collision with night traffic moving in the opposite direction.

It is true, of course, that nobody deprives himself of comfortable driving light voluntarily; most frequently the one-eyed condition is caused by the burning out of a lamp bulb, a contingency easily met by the expedient of carrying extra bulbs. However, what troubles result are almost invariably due to the complacency with which Mr. Average Motorist accepts matters and delay the instant application of one of number of remedies within everybody's easy reach. Where lights are wired in parallel, it is usually pos sible to shift the remaining bulb from the right lamp to the left. Even when the wiring is "series" the broken bulb can be made into a bridge for the current by having the leading-in wires, which remain in the base af-In making the announcement the ter the glass bulb is broken, twisted train its beam on the ground immediately in front of the car, in that

At any rate, many night collisions sulting from the use of but one headlight may be avoided if the motorist will take a little care in modififying the undamaged lamp and thus lessen night driving risks that are already great enough.

Thoroughly dry bran will quickly

GRAY-DORT

Built in Canada by skilled Canadian

Workers and Canadian Capital

Put CANADA On WHEELS

Get More Done=in Less Time

That's Efficiency!

And greater individual efficiency is Canada's greatest need.

There is no other single factor that can bring this about as well as the use of more automobiles.

Then let us increase the Nation's manpower by the horse-power of motor cars!

That's what is meant by the slogan "Put Canada on Wheels." That is Overland's object in inducing present car owners to write letters on "What my car means to me."

By proving in this way the utility of the motor car-settling once and for all the fallacy that an automobile is a non-essential-it is hoped to arouse Canadians to the possibilities before this country. These possibilities can only be realized to the full, if the greatest possible use is made of the greatest modern aid to progress-motor car transportation.

If you own a car, you can help in this movement to "Put Canada on Wheels." And in doing so, your entry in Overland's big \$5,000 contest may win you a handsome cásh prize.

You still have time to enter this contest-letters will be received up to June 1st.

But don't delay! Get an entry blank from your nearest Overland dealer or write to Contest Dept., Willys-Overland Limited, Toronto, Canada.

Keep your letter within 300 words. Don't mention your name. or make of car in your contest letter. Put your name and address on a separate slip of paper.

The competition is open to Canadian owners of all makes, only those in the automobile business not being eligible.



\$1,000 for the best letter written by any Canadian automobile owner.

\$250 for the best letter from a farmer.

\$250 for the best letter from a doctor.

\$250 for the best letter from a commercial traveller.

\$250 for the best letter from a woman motorist.

\$100 EACH to TEN others.

\$50 EACH to TWENTY others. \$25 EACH to FORTY others.

In all, 75 Awards, amounting to \$5,000.00

Willys-Overland Limited

Head Offices and Factories: TORONTO, CANADA Branches: TORONTO, MONTREAL, WINNIPEG, REGINA.

For Contest Booklet and Entry Form, see

Callaghan Bros. 210-214 DELLINGTON SPREET. PHONE 1410.



is a comfortable and a sturdy car that gives you round-trip mileage on one-way gasoline. Easy, too, on tires. In fact, people are just beginning to realize what a wonderful car the New Overland really is. See "What Owners say" in the new 1921 Cataloguethere's a copy here for you.

A man can sleep peacefully when worried when his automobile engine A wife talks about what she would talks about what he w his wife groans. But he gets terribly squeaks. the lon if she were a man. A bushand he were a woman

Blue Garage Kingston Agents. gents for Frontenac County-

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oroughly wash twenty cars per day. Being compelled to add two more mechanics in the Repair de-ment, means only one thing—

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An Uncommonly Good Investment

To-day, with many good cars on the market, the Gray-Dort stands out as an exceptional car and an uncommonly desirable investment for you.

You can buy all the good qualities of the Gray-Dort in other cars if you are willing to pay the price.

But in no other car at anywhere near the Gray-Dort price can you secure the complete combination of desirable features which makes the Gray-Dort the biggest bargain in the motor car field.

Gray-Dort value has created a wide demand for this car. But Gray-Dort

