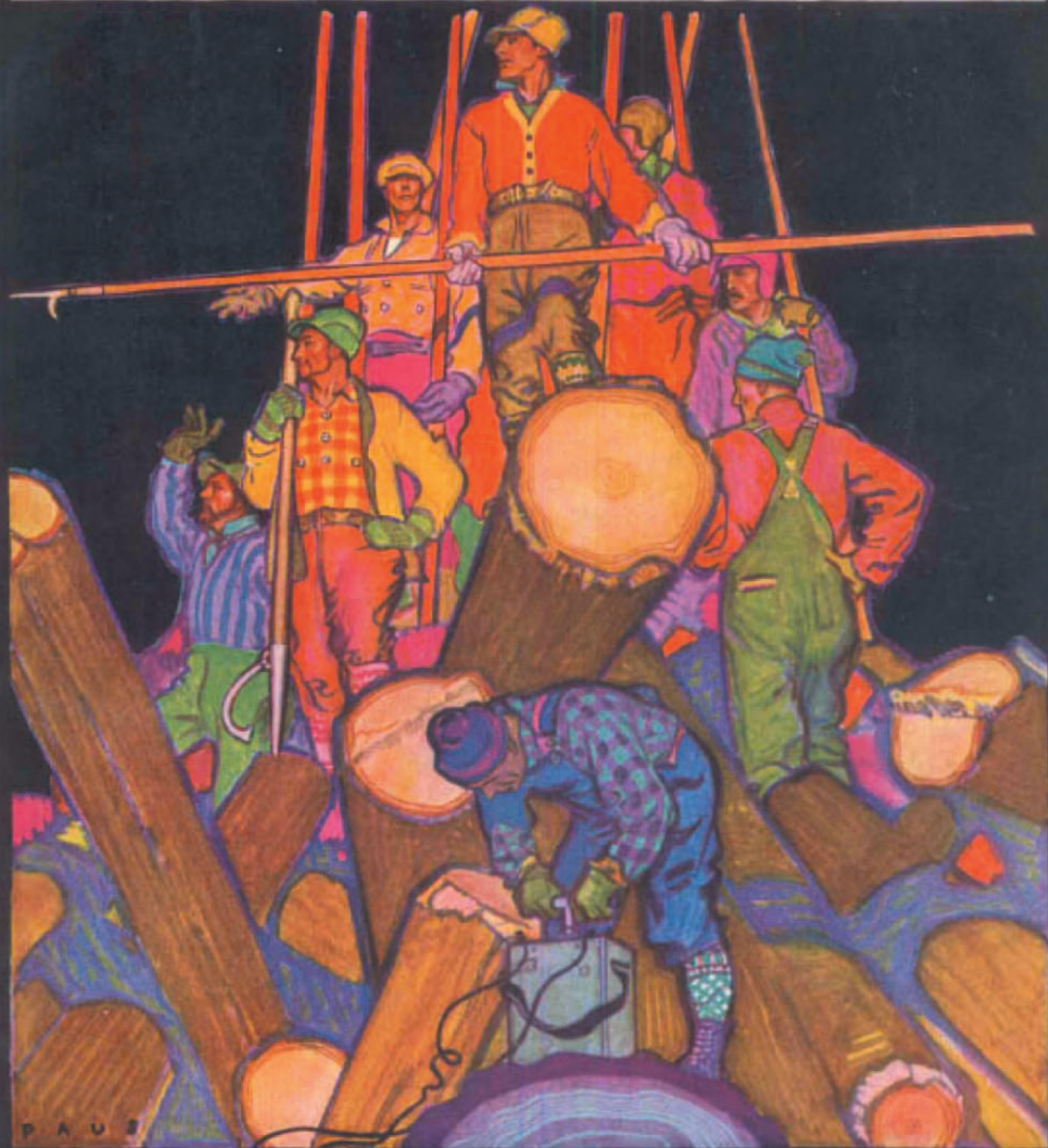


Popular Science

MONTHLY *Founded 1872*

March
1928
25 cents



*In This
Issue*

Why the Navy Lost the S-4

All the New Discoveries and Inventions

When You Buy a Car—

Beware of the Big Trade-in Allowance and the Service Graft, Says Gus

By MARTIN BUNN



"As a matter of fact you're both right! Each of you has picked out the car that I would have recommended"

WHAT'S the matter with your car?" Gus Wilson asked his partner Joe Clark as the latter arrived one morning on foot.

"I could answer a lot easier if you'd ask what isn't the matter with it," Joe grumbled as he hung his hat and overcoat on the door of the tiny office in the Model Garage. "I'm afraid the time has come when I've got to dig into the old bank roll and get me a new car."

"It's about time," Gus chuckled. "I've been wondering how much longer you were going to keep that old wreck."

"I could fix it up easy enough if I wanted to," retorted Joe.

"Sure you could," Gus agreed. "No car ever gets so old that it can't be put in good running order—if you're willing to spend money; but there comes a time when its parts begin to lay down one after another and it doesn't pay to try to fix it. You've had your money's worth out of your car; now you'd better turn it over to the junk man. What kind of a car are you thinking of buying?"

"Whoever will give me the biggest allowance on the old bus gets my order,"

replied Joe. "You say all cars are about alike, so I'm going to shop around and see how much money I can save."

"And probably get stung doing it," predicted Gus. "I declare, Joe, you certainly don't show much sense sometimes. When did I ever say that all cars are exactly alike? What I said was that any modern car will give good service—and that's all I meant. Some cars are much better buys from a price point of view than others. And you'll generally get the biggest allowance offers from the dealers who sell the worst bargains."

THE dealer who has the hardest time selling his cars usually is the most liberal with trade-in allowances. Besides, some manufacturers put a fictitious list price on their models just so the dealers can make bigger allowances. The thing to do is pick your car first and then find the dealer who'll give you the best allowance. Hello! What's that?"

Gus broke off suddenly as the front door of the garage closed with a violent smash.

"I tell you you're cuckoo!" growled an angry voice from the shop. "That car's a lemon if there ever was one!"

"G'wan! You don't know what you're talking about!" came another equally heated voice.

"More grief!" whispered Gus, after peeping out the office window. "It's my cousins from up Winchester way. Another morning shot to pieces! Hello, folks!" he called out as he snapped the last buckle on his overalls and stepped out into view. "What's all the row about?"

"Well, you see it's this way, Gus," began one of the two as he fished a bundle of automobile catalogues and circulars out of his pocket. "Ben and I have decided to buy new cars this spring and I've been trying to get Ben to take my advice but he's so darn pig-headed he won't do it."

"Pig-headed, am I!" exclaimed Ben. "Maybe I am—because I know I'm right—but your dome sure is made of solid concrete—"

THAT'S no way to start a visit," interrupted Gus, "but I suppose the argument is what brought you here, so let's go in the office and get it settled."

"I gather," he continued when they had settled themselves around the table with the literature spread out before them, "that you've each chosen a different make. What cars are you thinking of buying?"

"I could pretty near have guessed right on both of you," Gus smiled after they had belligerently announced their choices. "You still working in the tool room at the Manley works, Hank?" he inquired, turning to the man who was wearing the flannel shirt.

"You bet," Hank replied. "I'm foreman now."

"And you, Ben, I suppose, are still the leading legal light of Winchester?"

"I'm still practising law," Ben corrected him.

HAVE it your own way," grinned Gus. "Anyway, each of you is an expert in one particular line. But you've driven all the way down here just to get my opinion on a line that neither of you is expert in—automobiles."

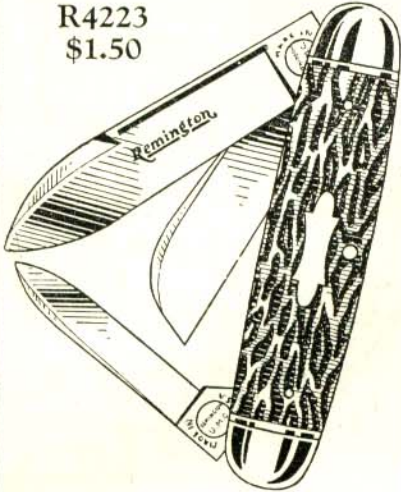
"The car you've picked, Hank, is fast. It's got lots of pep on the hills. It doesn't ride any too easy unless you fit it with shock absorbers and keep them adjusted just right. The motor will give good service if it gets just the proper care, and there are a number of other things about the car that require touching up every now and then if you want good service. But, balancing the advantages against the disadvantages, I'd say it was a mighty fine car."

Hank grinned triumphantly. "Told you so!" he snickered.

"On the other (Continued on page 138)

KNIVES THAT BITE

R4223
\$1.50



HERE'S a knife especially designed and built for carpenters and skilled mechanics, professional or amateur. It belongs in every tool kit.

Remington steel is hardened and tempered by a special process, to produce blades with keen, uniform, and lasting cutting edges. Every blade is hand-honed at the factory. When you buy your Remington every blade will bite, and you can keep a biting edge on Remington blades.

R4223 has a heavy spear blade for general use; a sheepfoot blade for scribing or coping, and a pen blade for delicate work.

Ask to see this knife at your dealer's. Get your hand around the fine stag handle and test the "feel" of it. Notice the fine finish, brass linings, and german silver mountings. You'll want to own one at once. And if your dealer shouldn't have R4223 in stock, send us his name with \$1.50 and we will forward the knife to you promptly.

Remington Arms Company, Inc.
Established 1816
25 BROADWAY NEW YORK CITY

Remington

Arms Ammunition Cutlery
Cash Registers Service Machines

© 1928 R. A. Co.

When You Buy a Car—

(Continued from page 74)

hand," Gus went on, "the car you're fixing to buy, Ben, is not so good. It isn't much as a hill climber. It's sluggish on the pick-up. It needs overhauling perhaps a little more often than other cars in the same price class. And it needs quite a lot of servicing. Judged strictly on merits as a car, I'd say it was inferior to a number of others I could name."

"Humph!" muttered Ben. "Then I suppose you'll say I ought to follow Hank's advice, eh?"

"Not at all," said Gus. "The quality of a car—any car—is only a part of the story—and sometimes a mighty small part at that."

"As a matter of fact you fellows could have saved yourselves the trip down here. You're both right! Each of you has picked out the car that I would have recommended."

"I don't see how that can be," argued Hank. "You've practically told Ben he's picked a lemon and yet you tell him to buy it. What's the big idea?"

"Well," said Gus, "the point is, I know you two birds. You're a bug on machinery, Hank. You'd take care of a car so well there wouldn't be a chance for any real trouble, and if you do have a breakdown you'll fix it yourself. Chances are after you've once bought your car you'll never go near the dealer again."

NOW, Ben, you're a lawyer. You don't give a whang-doodle about anything mechanical. You don't know what goes on under the hood of a car and you probably don't care. All you want is a good-looking bus that will stay on the job and get you from place to place without worry."

"But why shouldn't I take Hank's advice?" questioned Ben.

"Two good reasons, Ben," Gus replied. "The dealer who handles the car Hank favors is, as I happen to know, a slick article. He'd stick you for a wad of money every time you poked your nose in his door looking for a little service. That doesn't make the slightest difference to Hank, because he'll never have occasion to go near him. The second reason is that the dealer who handles the car you've picked out would sooner go out of business than take advantage of anybody. Maybe his car isn't quite so good, but he'll keep it on the job for you and that's what counts!"

"When you're buying a car," Gus summed up, "don't let a high trade-in offer stampede you into buying a car you really don't want. Pick your car solely on the basis of mechanical merit if you expect to do all the work on it yourself; but if you expect to let somebody else do the work for you, choose the car that is represented by a dealer who is able and willing to give you honest service."

New Gains in War on Disease

Figures, not speculation, are the basis for recent statements that progress of the war against disease is more hopeful than ever before.

John K. Gore, Vice President and Actuary of the Prudential Insurance Company, finds that in the last quarter century science has saved 635,000 lives each year, and has prolonged life in thirty-two countries.

The Surgeon General of the United States, Dr. Hugh S. Cumming, recently reported that during the year ended June 30, 1927, there was a general decrease in the number of communicable diseases, and that America was free from epidemics and plagues. Research work for control of cancer, goiter, influenza, leprosy and malaria especially has shown encouraging results.

The fight against cancer was focused in a nation-wide campaign of education, with the cooperation of physicians and hospitals. Doctors say that this dread disease, which stands third as a cause of death in America, can be conquered if caught in its early stages.



Cracked walls easily fixed

IT'S so easy to make cracked walls or ceilings as good as new with Rutland Patching Plaster. You just mix with a little water and fill the crack or hole. Anyone can do it! No muss or bother.

Rutland Patching Plaster makes a perfect patch that's as lasting as the wall itself. It will not crack, crumble, shrink or fall out.

Paint, wall paper and hardware stores sell Rutland Patching Plaster. If your dealer hasn't it, we will mail a package direct and you can pay the postman 30c plus postage. Rutland Fire Clay Co., Dept. R-17, Rutland, Vermont. Also makers of Rutland Roof Coating.

Makes Ford a Tractor

We furnish everything for converting Ford Auto Chassis into Farm Tractor for truck growers, small farms, nurseries, etc. Pulls 16-in. Plow, Discs, Seeds, Cultivators, Run Belt Machinery. We also build Garden Tractors and Cutters, Bar Mower Attachments. Write for Free Particulars. SHAW MFG. CO., 5701 Center St., Galesburg, Kansas.

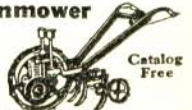


See Miles Away! 5 DAY TRIAL 5 Sections 8 Power

with Big 3 1/2 Ft. Telescope. Brings distant people and objects close to your eyes. Wonder telescope opens over 3 1/2 ft. long, 5 tube sections, brass bound, 8-power lenses. Ideal for sports, traveling, viewing, etc. Read numbers on freight car mile away—A. C. Palmer. FREE CARRYING CASE AND SHOULDER STRAP. SEND NO MONEY. On arrival pay postman \$1.85, plus postage (2 for \$3.50). Or send \$1.85 and we pay postage. Try 5 days. Money refunded if not delighted. Send today. FERRY & CO., DEPT. 1787 CHICAGO, U. S. A.

KINKADE GARDEN TRACTOR and Power Lawnmower

A Practical Proven Power Cultivator for Gardeners, Suburbanites, Truckers, Florists, Nurserymen, Fruit Growers, Country Estates and Poultrymen. AMERICAN FARM MACHINE CO., 1072 33rd Ave. S. E. MINNEAPOLIS, MINN.



BIG RADIO CATALOG From the "Big, Friendly Radio House"

NEW 1928 Book offers finest, newest, well-known sets; parts, eliminators, accessories at lowest prices. DEALERS—WRITE for this CATALOG!

Western Radio Mfg. Co.

130 West Lake St., Dept. 22—Chicago, Ill.