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no way here to demonstrate they are simply lined up in beauty and freshness for in- show the best that any show ever did what has been done factories over the land, but enough.

woman is playing a big part ago show. But she has her ed with lubrication, magneto ssion talk, etc., that by the s seen one-half of the show at know where she is—what s to be shown.

the capable talker boasts of erits, there was a place for and to be shown, the prob- hen begin to be more simple. This is the way the dealer n a man comes to him and a car, with the aim of buying from some other merchant), does not walk the customer room and stop with talking g his finger at the car.

his visitor for a ride, takes l kinds of roads, gets out of astens the bonnet and shows al way the workings of the demonstrates on the hills gency cases the value of the so on with every part of the y the time such a ride is fin- customer has an object lessen und into him that he really what the dealer is driving at vs he has the best car on the

the national show, except on a enlarged scale. There are o this demonstrating propo- only the individual purchaser, pective agent, likes to see in he is contracting for. Every at a car can be credited with best be displayed in action. line of argument of the pro- ho are boosting an out-door w for next year or possibly autumn.

Just "Back Up" Talk.

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OLDFIELD BEATS DE PALMA IN RACE AT NEW ORLEANS

Contest Ends in Fourth Mile, When Tire on Fiat Machine Blows Out—Mardi Gras Races End.

NEW ORLEANS, La., Feb. 6.—The second Mardi Gras automobile meet at New Orleans was concluded this afternoon at the Fair Grounds race track. About 3,500 people witnessed the contests and were disappointed in the program. There were only four races instead of the six scheduled, and one of these was an uninteresting drive between amateurs.

Barney Oldfield defeated Ralph De Palma in what was scheduled to be the chief event of the meet. The contest was to have been a ten-mile match race. In the fourth mile De Palma burst a tire and was forced out. Up to that time he and Oldfield had been running neck and neck and the race promised to be a close one. De Palma used a Fiat and Oldfield a Benz car. Summary:

Five-mile, Klaw & Erlanger Trophy race, for amateurs—Fred Shaw (Knox), first; C. S. Bragg (Fiat), second; Jack Darcy (Stoddard-Dayton), third; time, 6:05. Handicaps—Shaw, 15 seconds; Bragg, scratch; Darcy, 45 seconds.

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DEFEAT WABASH JUNIORS.

VEEDERSBURG, Ind., Feb. 6.—The high school basket ball team defeated the junior team of Wabash College last night in one of the snappiest games of basket ball witnessed in the Coliseum this year. Lineup and summary:

Veedersburg (22). Wabash (20).
Boor Forward Underwood
E. Fuer Forward Wilson
E. Fuer Center Hesler
Sullivan Guard Freeman
Odle Guard Rowe

Field goals—Boor 3, E. Fuer 4, Sullivan 2, Hesler 1, Underwood 3, Wilson 2, Freeman 2. Foul goals—E. Fuer 4, Hesler 1, Freeman 3.

Kank...	153	139	159
Stamper...	154	154	133
Totals...	744	684	727

Company G.			
Muller...	146	148	198
Krist...	146	131	160
Street...	188	174	161
Freemitt...	133	156	133
Mowery...	112	152	106
Totals...	725	761	748

Company B.			
Paugh...	168	192	146
Drake...	165	131	168
Gobert...	146	171	180
Hoops...	127	146	177
Taylor...	119	192	177
Totals...	715	832	716

Company A.			
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Durham...	153	171	176
McCoury...	132	154	139
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Dobbins...	175	173	152
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VETS DEFEAT ST

Take Three Closely Games on Los

The Vets defeated the in three hotly contested ter's alleys Friday night Vets.

Gels...	141	160	159
Wolfe...	139	141	165
Rasfield...	157	163	189
Jonson...	160	147	155
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