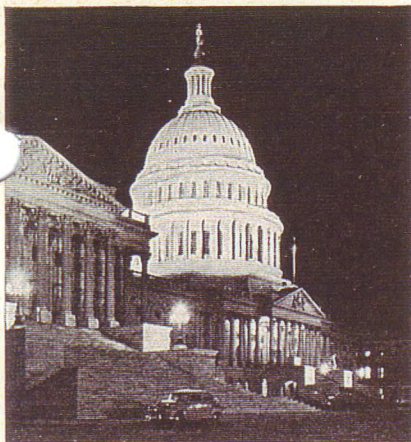




Capital Close-Ups

By Bert Mills

Washington Editor of MOTOR

Talk Election Year Tax Cut

Headlines about prospective tax cuts are almost daily occurrences these days as Congress chops away at the Eisenhower budget. Congressional economizers keep saying that, if the cuts are deep enough, there will be room for at least a

modest tax reduction. Note that they are really talking about next year. The vote would come near the end of the current session, but the effective date would not be before next January. That would mean giving the taxpayers a break during an election year, which is every politician's idea of proper timing. Most of the talk about a tax cut comes from Democrats because the Republican theme song is still "fiscal responsibility," which means a balanced budget and at least a token payment on the national debt before cutting taxes.

New Labor Laws Seen in 1958

Senate hearings on racketeering by unions will probably lead to passage of restrictive legislation by 1958. Meanwhile, business men in many fields have a rare opportunity to spark a clean-up campaign. The climate created by the national publicity makes it easier than ever before to bring about local reforms in cases where unions have abused their power. The much publicized Teamsters are by no means the only offenders, and Senate investigators say they are not even the worst.

Success of a Car Salesman

April issue of *Changing Times*, the Kiplinger Magazine published in Washington, tells how a hustling youngster can jump to \$15,000 a year income as an automobile salesman, after but three years in the business.

A government employe at 23, Donald L. Frederick earned \$4,325 a year. He switched to selling Chevrolets, sold 250 in his first full year, and 220 in 1956. Some of his secrets: Nearly 50 bird dogs who get a flat \$25 every time they send a prospect who buys, mailing at least 10 letters a day, a promotion piece to every former customer at least three times a year, an annual Christmas card for every customer.

Frederick works on a straight commission, 7 per cent of the difference between allowance and purchase price. He has a partner with whom he splits commissions. He also

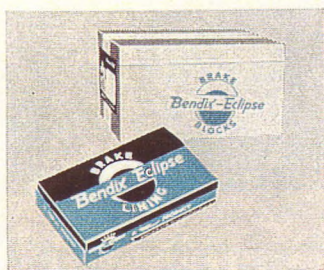
[CONTINUED ON PAGE 140]

Seems to me I ought to have the same linings that came on the car!



Tell him he'll have 'em!

You can if you stock BENDIX-ECLIPSE linings and brake blocks. They're on more new vehicles than any other make!



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