



# Automobile Engineering

## *A General Reference Work*

FOR MECHANICS, CHASSISWORK, AND OWNERS; COVERING THE CONSTRUCTION,  
USE, AND REPAIR OF PASSENGER CARS, COMMERCIAL CARS, AND  
MOTORCYCLES, WITH SPECIAL ATTENTION TO ENGINES, HEAVY-  
DUTY, AND LIGHTER SYSTEMS, CHASSIS EQUIPMENT,  
WELDING, FORD CONSTRUCTION AND REPAIR,  
AND OTHER VARIOUS METHODS

## *Prepared by a Staff of*

AUTOMOBILE EXPERTS, CONSULTING ENGINEERS, AND DESIGNERS OF THE  
HIGHEST PROFESSIONAL STANDING

*Illustrated with over Fifty Hundred Engravings*

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Chicago, U.S.A.

# Selling Automobiles A Complete Training Manual For Automobile Salespersons

**PT Brinkman**



## **Selling Automobiles A Complete Training Manual For Automobile Salespersons:**

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