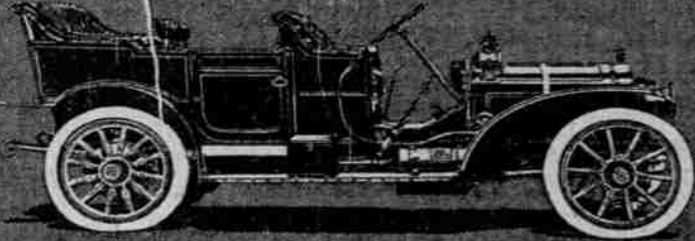


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AUTOS USEFUL TO DOCTORS

Promptness With Which Medical Aid Can Be Given Often Results in Saving Lives Otherwise Lost.

AMONG the professional men who at an early stage recognized the advantages of automobiles in their chosen occupation, none have been more prominent than the physicians and surgeons of the large cities. Here in Portland the number of doctors who use motor cars is steadily increasing, and the satisfaction given seems to be manifested without a single dissenting vote.

Dr. A. E. Mackay was the pioneer mover in the experiment of using an automobile in his profession, his first purchase being a single-cylinder runabout, gasoline machine. This car he used continuously in his business for two years and four months, besides taking outdoor trips with it for his own pleasure. During this time he calculates the expense to him was in the neighborhood of \$20 a month. In 1904 Dr. Mackay sold this car and bought another runabout which he kept about a year. His expense with this second car he estimates at \$27 a month. His third car was also a runabout, and cost about \$25.50 a month to operate. Dr. Mackay then disposed of this car and bought his present auto, a four-cylinder car, suitable both for his professional requirements and for touring.

In speaking of the great advantages which an automobile gives to physicians and surgeons, Dr. Mackay cites many particulars, showing the manifest superiority of the motor over the horse and buggy of a generation ago. One of the main savings was in time. The question of time to a man in such an arduous profession is of the most vital importance. Time spent in coming to and going away from his office, time in which to see his patients in his round of calls on those too ill to come down town; time in cases of emergency when minutes mean a matter of life or death; time in conveying a patient to a hospital more time in other incidents and actualities of the profession.

In this the automobile has proven to the doctors the greatest of all time-savers. It has minimized distances and enabled physicians to increase their earning powers very appreciably. Dr. Mackay's judgment was that it cost less to maintain and run a moderate-sized low-power auto than it does to keep a horse and buggy. That has been his experience. Coupled with this he cites the liability of a horse to fall sick and either die, or be sent out some weeks or months to pasture, compelling his owner either to buy another steed or hire livery rigs to carry on his business, or trust to the uncertainties of streetcar transportation. He said he would be ready to give up any other adjunct to his profession rather than dispense with his automobile; that it was safer, more comfortable and entirely more satisfactory than a horse or horses, and he would never think of changing. He also remarked the showing of statistics in Chicago, where such large numbers of motors are used, as an illustration of comparative safety. He said in that city there were twice as many automobiles as streetcars, and yet that the records showed very many more accidents caused by streetcars than by autos.

Dr. E. J. Labbe's experience had convinced him that the cost of maintaining an automobile was no more than in keeping a horse and buggy. He believed it was only a question of time when the entire professional world of physicians and surgeons would be found traveling in automobiles in the course of their business engagements, and in coming to and from their offices. He remarked on

the great saving of time possible in using motor car, and considered them much safer than the average horse and buggy. Some of the physicians, he said, might be using horses and buggies from a conservative or sentimental standpoint, but the advantages of the autos were so apparent and so obvious that no one could afford to be long without them.

Doctor Labbe said he had left his first runabout in front of his residence, without cover of protection, for many months, and that when he wished to use it he could depend on its being handy. He said the weather did not seem to affect its durability very much, although this was certainly heroic treatment for the machine. He said the habit of night visits had lost more than half their terrors for physicians since the introduction of automobiles. In the old days a great deal of time was lost in getting a horse and buggy ready, and often there were no streetcars running which might save time. But now, with a good machine, and at hours when the streets are comparatively empty, it is a matter of minutes to reach a patient where it had been hours, perhaps, before. And time saved on the return trip meant a saving in the cost of the machine. Dr. Labbe also spoke of the recreation obtainable for a professional man in trips to the country and about the city during his leisure hours. This is one of the delights of owning an automobile which is of no small amount in considering the purchase of a motor. He said he would never think of giving up his present use of a motorcar to return to the horse and buggy.

Dr. Andrew C. Smith has used at different times a runabout, a touring car and a limousine. Like his brother physician he has found the saving of time to be the chief particular advantage of the use of the automobile. With the benefit of time-saving taken into consideration a horse and buggy is much more costly than an auto, and vastly less safe, comfortable and satisfactory, he declares. Modern doctors, as a physician and surgeon are so many and pressing that the factor of time is of imperative consequence in the pursuit of his profession, and motorcars furnish the most satisfactory

possible means of reducing the loss of time to its least common denominator, and the day of the horse and buggy in the profession is fast disappearing in his opinion. Dr. Smith is of the opinion that the time is not far distant when physicians will not be found driving anything but motorcars in their profession.

Dr. Otis B. Wight is an enthusiast on the question of automobiles for physicians. Dr. Wight says that a motorcar, properly taken care of, run at a proper rate of speed, and handled by its owner will not cost more than \$12 or \$15 a month to maintain. He says every man owning a motorcar ought to know some of the essentials in running and keeping a car, and that if he will do this, and get a standard make, he will find it dollars cheaper than a horse as to actual expense and as superior to the horse and buggy as the horse and buggy is to walking. The recreation obtainable in leisure days is also an item, in Dr. Wight's opinion, not to be left out of calculation.

A number of other Portland physicians and surgeons expressed the opinion that the horseless carriage would very soon entirely supersede "the hobble of our daddies." They pointed out that to keep up with the procession it is necessary to accelerate the speed, and that speed is obtainable with the lever, and not with the buggy-whip. The number of doctors in Portland who now use automobiles in their profession figures up to a good, round number already, with constantly increasing accessions to its ranks.

One Portland physician told of prescribing an automobile for a woman patient who had been suffering from nervousness and insomnia for two years. The first ride she took made her feel weak and languid, but on arriving home she had a better night's rest than she had enjoyed for months. A course of long rides every day began to make her feel better in every way, and at the end of a few months her nervousness had almost entirely disappeared. She now takes an outing every day, rain or shine, in her motorcar, and has neither "nerves" nor sleeplessness to make her miserable. In her case, the prescription worked like a charm.

WORTH TO BROKERS PROVEN

Motors Afford Means to Show Real Estate to Advantage to Prospective Purchasers, Especially in Suburbs.

ONE of the familiar sights on the streets of Portland, especially in the summer, and more particularly on Sundays, is that of automobiles decorated with banners announcing sale of suburban lots. The promoters of new tracts have found that the automobile is an almost indispensable adjunct to their business, and no important proposition has been exploited without the aid of cars.

Buyers of lots in these tracts are taken out to see the lay of the ground in machines, either rented for the purpose or owned by the agents. There are probably 100 automobiles used in Portland almost exclusively in conveying prospective buyers to sites in the outskirts of the city where new development is under way.

Take one of the older tracts as an example. When Rose City Park was put on the market, there were several machines kept busy taking prospective buyers to the tract, and in the adver-

tisements this free trip was made a prominent feature. Since that time, the firms handling lots have found it profitable to run machines to the various plats, until now their use in this line has become the rule.

As a mere matter of advertisement, a string of automobiles displaying on their sides the name of a site is most effective, and when a would-be purchaser visits the tract in comfort and loss of little time, as he does when taken in a machine, he starts in on the deal under the most favorable conditions. A good impression created at the outset is half the deal made, and realty dealers have found by experience that just such impression is made by taking a purchaser out to look over the ground in an automobile.

The selling agent of one of the suburban tracts gives it as his opinion that his machine is one of the best agents in his employ. All the leading agencies have from one or two up to a half-dozen autos always at the command of buyers. With some of these agencies the salesmen have their own

machines, and men so equipped have a decided advantage over those who depend on streetcar lines to take purchasers to examine lots, for as a rule the streetcars carry passengers only to the edge of a platted tract, whereas autos are used to convey buyers to different parts of the acreage.

It has come to be the custom for realty men to take their customers in automobiles on tours over the city in search of investments of other property as well as of residence sites. Portland has grown to such size that this means of visiting different localities has become nearly imperative. Leading realty firms when they have investors for clients from outside the city, take the trip around the city in an automobile, which gives the opportunity to examine at close range the property offered and at the same time provides a trip for a visitor to see the various points of interest to the best advantage. Really men say it is quite as important that a prospective buyer get a good impression of the city as a whole as it is that he be shown the advantage of any particular piece of property.

The big section of lands down the Peninsula platted into residence lots, and being reached in several instances either by carriage or automobile more quickly and more satisfactorily than by other means. Some of the town-sites laid out are now yet undeveloped, and streetcar service, so that it is absolutely necessary to employ autos or teams to reach the tracts to any advantage.

Aside from the use of machines in their business there are probably 25 cars owned by realty men for personal use in coming to and returning home from their offices. Many of the leading men in the business show their appreciation of tracts they offer for sale by having their own homes located upon these lands, and many own machines for private use.

In addition to the number of cars in use in the realty business that are personally owned, this class of business men is one of the best patrons of renting establishments in the city. In a few cases realty firms that are regular renters of cars are given a reduced rate, but as a rule they pay schedule rates and their bills run up a pretty high figure. One firm showed a bill a day or two ago of \$225 for auto hire for one month. They figured that an investment in a car would be a wise move, for \$200 a month represents a big interest on the price of a first-class machine.

Many Autos Owned in Hawaii.

The Territory of Hawaii, at the present date, boasts of 207 automobiles, of 41 different makes, and worth between \$500,000 and \$600,000. In half a dozen agencies and garages there are accessories and supplies in stock worth at least \$100,000; which, including the value of the real estate devoted exclusively to automobile interests, will show a total investment of fully three quarters of a million dollars.

The popular "bendine buggies" were introduced to Honolulu first in 1900, and their popularity has been steadily on the increase. It may be questioned if today there is any other commodity of like size in the world, that claims as large a number of auto enthusiasts. There have been over fifty cars brought to Honolulu since June 30, last, most of which are 1909 models; and of this number nineteen cost \$2,000 or over.

Florida's 1909 Beach Races.

New events and classifications have been prepared for the annual races on the Florida beach, which will be run this year at Daytona from March 23 to 26, under the patronage of the Florida East Coast Automobile Association and promoted by the Motor Contest Association, Inc., of which Senator W. J. Morgan is manager. Price and piston displacement have been used to divide the cars in

the longest of the events. Twenty-two races altogether have been scheduled, of which only ten are for autos, the others being for motorcycles, bicycles and aeroplanes.

At 300 miles each are the Florida stock car and piston displacement races, with

first, second and third moneys in each, and an additional one for the driver doing best in both. The regular race for the Minneapolis trophy will be held, as will also that for the two-horse, Herbert Lytle, Ralph De Palma and other noted drivers complete the list.

Ask the Man Who Owns One

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MR. E. C. SHEVELIN, Shevelin Lumber Company.
DR. A. C. SMITH, Pres. Hibernian National Bank.
MR. C. F. ROHTE, Capitalist.
MR. LOUIS and HENRY LANG, Lang Wh's'le Grocery Co.
MR. I. N. FLEISCHNER, Fleischner Mayer Co.
MR. H. H. JONES, Jones Lumber Company.
MR. OSKAR HUBER, Barber Asphalt Paving Company.
DR. E. B. PICKEL, Chairman State Medical Board.
MR. J. B. YEON, Capitalist.
DR. R. M. AUSTIN.
MR. DONALD MACKAY, Pres. N. P. Lumber Co.

WE HAVE SOLD 1909 THOMAS CARS TO

MR. R. D. INMAN, Big Six Runabout.
MR. JULIUS L. MEIER, Big Six Touring Car.
MR. GAY LOMBARD, Four-Cylinder Touring Car.
MR. GAY LOMBARD, Thomas Town Car.
MR. W. H. ECCLES, Four-Cylinder Touring Car.
MR. E. A. BROWN, Six-Cylinder Touring Car.
MR. W. F. LIPMAN, Big Six Runabout.

We have taken orders for 109 Chalmers Detroits.
We have taken orders for 64 Model 10 Buicks.
We have taken orders for 17 Model 17 Buicks.
We have taken orders for six Model F Buicks.
We have taken orders for nine Pope Hartfords.

THINK IT OVER

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Holder of 100-Mile World's Record, 72 minutes, 56 1-2 seconds—82 1-2 miles per hour. Twelve-Hour World's Record, 613 Miles.

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