

CHANGE IN ROUTE TO BE CONSIDERED

West Side of River Is Urged for Pacific Highway—Advantages Alleged.

MUCH OPPOSITION AROUSED

Pressure Also Is Exerted to Have Road Switch at Grants Pass and Go to San Francisco by Way of Coast.

Important changes in the route of the Pacific highway will come up for consideration when the third annual convention of the Pacific Highway Association is held in San Francisco next week. Delegates will take up the question of changing the route, from the East Side to the West Side of the Willamette, from Portland to Salem, and a committee of Northern men will be appointed to see if it would be advisable to change the route between Grants Pass and San Francisco.

Persistent pressure has been brought to bear on President Ronald to have the route switch off at Grants Pass, and go through Waldo, Or., Crescent City and Eureka, and down the Coast route to the Exposition City. Citizens of Medford are up in arms over the proposed change, that would leave them off the route. They want the Pacific highway to pass through their city, or they realize the advantage of this, for catching the eye of the motoring tourist. If any change is made, they favor the one that branches off at Red Bluff, and takes the west side of the Sacramento, down to the bay, thereby eliminating much of the dust and sweltering Summer heat of the Sacramento Valley.

Coast Route Favored. Views expressed by delegates who passed through Portland last week, favor the Coast route. This would take tourists over the lowest part of the Siskiyou Mountains, bring them nearer to the cool ocean breeze, and give a glorious ride through the giant redwood trees, for which California is famous.

The men who will select the final route will be from points north of Grants Pass. They probably will be from Victoria and Seattle. When their decision is announced, there can be no return to the subject, that their decision was influenced by the people, the new route would include.

"The Coast route seems to be the most favored," said E. Todd, vice-president of the association, and Victoria delegate, while in Portland last week. "The majority of the 'live wires' in the organizations think there should be a change. It will be up to the committee, to be appointed by Judge Ronald, to decide between the Coast route and the west side of the Sacramento."

"Should the Coast route fail to make a good impression, the same committee will have to make the trip from Red Bluff, following the line of the other proposed change. After this inspection the route will be final, even if it is not changed."

Although Vancouver Island, on which Victoria is situated, is not traversed by the Pacific Highway, the motorists of that section are among the prime movers in the association. Men of Victoria have contributed more money to the project than any other place outside of Seattle. There is an agreement between the members from the two cities that Victoria will give half the amount to the association that Seattle does. Thus far, the island motorists have contributed 50 cents to every dollar turned into the treasury by the Seattleites.

Canadian Roads Boosted. "We believe that Victoria will eventually get its share of the fruits of the Pacific Highway," said Mr. Todd, who is a retired capitalist, and president of the Victoria Automobile Association. "We believe in trunkline roads, and good roads of every kind. Our highways will compare favorably with the roads of any section of like area in the country."

"In the States you have the start on us, but we are building roads fast, and are overcoming your lead by providing a good maintenance system, something which seems to be lacking in the States. When we build a road we make ample provision for its maintenance, while you people seem to forget them once they are built."

Rapid development of Strathcona Park, covering a large area in the center of the island, is under way, in charge of R. H. Thompson, the noted Seattle engineer, who was given a five-year contract by the provincial government to develop the land. When roads are built through this wonderful area of nature, it is expected to prove a luring attraction for motorists, and bring hundreds of visiting motorists each year.

There will be lots of streams, with an abundance of fish, glaciers, waterfalls, game preserves, scenic drives and a wide variety of wonderfully beautiful scenery. We expect to be able to allow fishing and hunting under moderate restrictions, for the streams will be virtually inexhaustible, and the game supply will be plentiful.

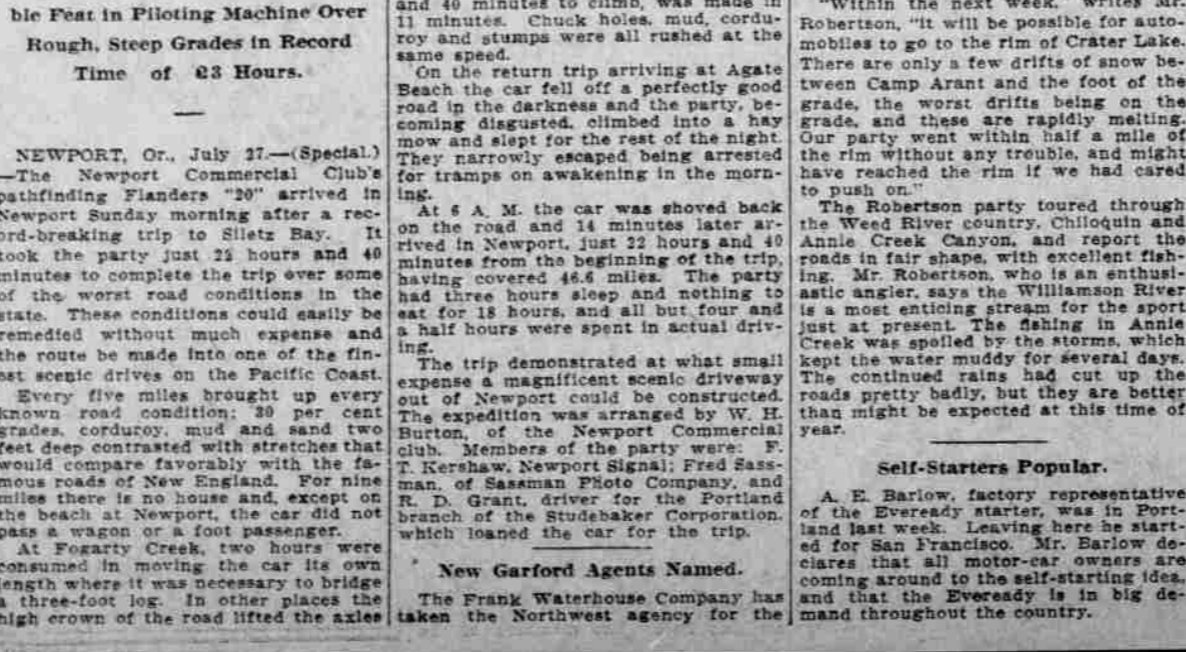
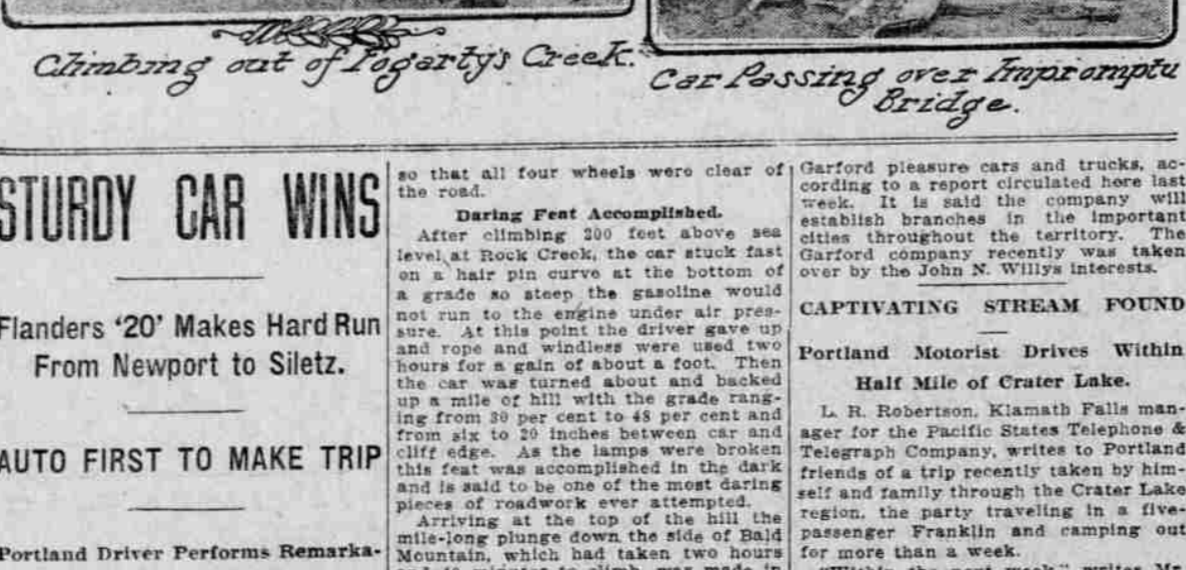
Present plans call for the completion of the roads in the park, and the highways leading to it, by the Spring of 1914. Already there is enthusiastic and friendly rivalry expressed as to who will be the first to enter the park in an automobile. Some are thinking of making the attempt next Spring, and it would be an extremely difficult and hazardous undertaking.

Another "trunk line" road that is gaining considerable popularity is the Canadian Highway, planning to stretch from coast to coast through Canada. Several portions of this gigantic project have been completed. It was in 1911. Already there is enthusiastic and friendly rivalry expressed as to who will be the first to enter the park in an automobile. Some are thinking of making the attempt next Spring, and it would be an extremely difficult and hazardous undertaking.

More than \$600,000 will be expended on the construction of new roads, and the maintenance of present highways on Vancouver Island, during 1913. The work is under the direction of the Minister of Public Works, who has an efficient corps of trained road builders to supervise the work.

"We are going ahead as fast as is practical," said Mr. Todd, "and it will not be many years before Vancouver Island will be the motorist's ideal spot. We have a number of excellent roads out of Victoria now, but the work planned for the next few years is of such proportions that when it is completed, it will be possible to tour any part of the island with ease."

SCENES ALONG THE ROUTE OF PAT'FINDING TRIP OF FLANDERS '20.'



Where Driving was Hazardous.

Arctic-Deep Mud at Reesjeshtis Torn.

Climbing out of Fogarty's Creek.

Car Passing over Improvised Bridge.

STURDY CAR WINS

Flanders '20' Makes Hard Run From Newport to Siletz.

AUTO FIRST TO MAKE TRIP

Portland Driver Performs Remarkable feat in Piloting Machine Over Rough, Steep Grades in Record Time of 23 Hours.

NEWPORT, Or., July 27.—(Special.)—The Newport Commercial Club's pathfinding Flanders "20" arrived in Newport Sunday morning after a record-breaking trip to Siletz Bay. It took the party just 23 hours and 40 minutes to complete the trip over some of the worst road conditions in the state. These conditions could easily be remedied without much expense and the route is made into one of the finest scenic drives on the Pacific Coast.

Every five miles brought up every known road condition: 30 per cent grades, corduroy, mud and sand two feet deep contrasted with stretches that would compare favorably with the famous roads of New England. For nine miles there is no house and, except on the beach at Newport, the car did not pass a wagon or a foot passenger.

At Fogarty Creek, two hours were consumed in moving the car its own length where it was necessary to bridge a three-foot log. In other places the high crown of the road lifted the axles

so that all four wheels were clear of the road.

Daring Feat Accomplished.

After climbing 300 feet above sea level at Rock Creek, the car struck fast on a hair pin curve at the bottom of a grade so steep the gasoline would not run to the engine under air pressure. At this point the driver gave up and rope and winches were used two hours for a gain of about a foot. Then the car was turned about and backed up a mile of hill with the grade ranging from 30 per cent to 48 per cent and from six to 20 inches between car and cliff edge. As the lamps were broken this feat was accomplished in the dark and is said to be one of the most daring pieces of roadwork ever attempted.

Arriving at the top of the hill the mile-long plunge down the side of Bald Mountain, which had taken two hours and 40 minutes to climb, was made in 11 minutes. Chuck holes, mud, corduroy and stumps were all rushed at the same speed.

On the return trip arriving at Agate Beach in the darkness and the party, becoming disgusted, climbed into a hay mow and slept for the rest of the night. They narrowly escaped being arrested for tramps on awakening in the morning.

Portland Motorist Drives Within Half Mile of Crater Lake.

L. R. Robertson, Klamath Falls manager for the Pacific States Telephone & Telegraph Company, writes to Portland friends of a trip recently taken by himself and family through the Crater Lake region, the party traveling in a five-passenger Franklin and camping out for more than a week.

"Within the next week," writes Mr. Robertson, "it will be possible for automobiles to go to the rim of Crater Lake. There are only a few drifts of snow between Camp Arant and the foot of the grade, the worst drifts being on the grade, and these are rapidly melting. Our party went within half a mile of the rim without any trouble, and might have reached the rim if we had cared to push on."

The Robertson party toured through the Weed River country, Chiloquin and Annie Creek Canyons, and report the roads in fair shape, with excellent fishing. Mr. Robertson, who is an enthusiastic angler, says the Williamson River is a most enticing stream for the sport just at present. The fishing in Annie Creek was spoiled by the storms, which kept the water muddy for several days. The continued rains had cut up the roads pretty badly, but they are better than might be expected at this time of year.

The trip demonstrated at what small expense a magnificent scenic driveway out of Newport could be constructed. The expedition was arranged by W. H. Burton, of the Newport Commercial Club. Members of the party were: F. T. Kershaw, Newport Signal; Fred Sessman, of Sessman Pilot Company, and R. D. Grant, driver for the Portland branch of the Studebaker Corporation, which loaned the car for the trip.

New Garford Agents Named. The Frank Waterhouse Company has taken the Northwest agency for the

CHALMERS IS IDEAL

Luxury and Completeness Are Features of New Models.

"Six" and "36" COST LESS

Smaller Styles at Lower Cost. With Added Improvements, Will Attract Many Purchasers, So Salesman Thinks.

Luxury in finish, completeness in equipment and a number of added conveniences feature the new models of the Chalmers. A slashing cut has been made in the price of the smaller models of the "Six," and the price of the seven-passenger six-cylinder type has also taken a plunge downward. The prices of the "36" and "30" models remain the same, nothing having been added for the extra equipment and luxurious finish.

Featuring the new equipment on the "Six" and "36" models, is the Gray & Davis electric lighting system, which is ranked with the most perfect in use. Finished bodies are used on all models, with control levers inside.

Only slight changes, and few at that, have been made in the Chalmers chassis. The mechanical features of the 1912 Chalmers practically remain intact, the only changes being refinements.

Flexibility and ease of control are points which are being emphasized. The four-forward speed transmission provides a gear for every requirement and enables the operator to get through any kind of traffic and over all varieties of roads, with the utmost dispatch and with the minimum strain on the car.

The air pressure self-starter, which proved so efficient and popular in 1912 models, will be continued in an improved way. The Chalmers cars were among the first to come out with a self-starter as standard equipment, and achieved wide popularity.

Large Sales Predicted. H. L. Keats, who has the Northwest distribution of the Chalmers, is particularly enthusiastic over the 1913 line, and predicts a large increase in sales for this year. He points to the following features in the 1913 Chalmers equipment as evidence of superiority in its field:

Electric lights, Turkish cushions, 11-inch upholstery, nickel trimmings, new flush-sided bodies, speedometer, improved springs, self-starter, long-stroke motor, demountable rims, increased wheel base, four-forward speed transmission, big wheels and tires, dual ignition system and dash carburetor adjustment.

During the season just closed Chalmers cars enjoyed marked success. Mr. Keats was forced to have his allotment of cars increased twice, to satisfy the unprecedented demand that arose for this make. He could not get as many cars as he wanted near the close of the season.

Few of the six-cylinder models were sold in the Northwest, owing to the fact that few were turned out, and that Eastern distributors took all they could get.

Increased production facilities make it possible for a much larger number of cars to be turned out and preclude the possibility of distributors not getting all they want.

AUTO SCHOOLS VALUED

EXPERT SALESMEN TURNED OUT BY CHALMERS FACTORY.

H. L. Greene, Now With H. L. Keats Auto Co., Tells of Thorough Training That Is Given.

Good automobile salesman are getting to be a rarity and the dealers are having a hard time finding suitable men for their forces. Appreciating the necessity of competent men in the sales department, some of the larger manufacturers have established a "school for automobile salesmen. This innovation has met with pronounced success and is proving popular in the East.

When the scarcity of good men first became noticeable, the Chalmers Motor Company, of Dearborn, started a school at the factory to teach men the principal points about the construction of an automobile and later drill them in the art of attracting the money from the unwilling buyers. The organization of a thorough sales department has been one of the chief factors in the success of the company. Its head, Hugh Chalmers, has a world-wide reputation as a sales organizer and a salesman, having been one of the men responsible for the great success of the National Cash Register Company.

H. L. Greene, who recently joined the H. L. Keats Auto Company, went through the Chalmers school and later acted in the capacity of head instructor of the finishing department. He declares that the institution is proving itself of great importance and that it is destined to have a big influence in the automobile business.

That opportunities for a good salesman in the automobile business are greater than ever, is the opinion expressed by Mr. Greene. He says that competition is getting so close that the good salesman is more in demand than ever and that he can display his ability than heretofore. For this reason, he says, dealers are willing to pay larger salaries or bigger commissions than they did in the past.

"The school conducted by the Chalmers Company is thorough and gives a man a better chance to make good in the business," says Mr. Greene. "The course takes one through every department—from the making of the car to the selling end. After finishing the student has a pretty good knowledge of an automobile and is much better qualified to take motor cars."

"It is the aim to teach a system of 'recognition' at which a salesman should begin to explain the car to the prospective buyer in order to show its good qualities to the best advantage. Usually a salesman starts explaining the machine he is selling at whatever point the 'prospect' happened to rest his eye."

Big men among the Chalmers sales organization give lectures when they visit the factory and this is instructive to the "scholars." Men who take this course are in big demand; Chalmers dealers are quick to give the graduates an opportunity.

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where Samuel Hill, roadbuilder, is laying a new type of country road. The Seattle and British Columbia delegates include Judge J. C. Ronald, N. E. Abrams, J. Gould, George Mallor, S. F. Moody, Percy Bannerman and A. E. Todd.

Bullet Misses J. W. Giebisch. Small boys with a rifle on Friday narrowly missed J. W. Giebisch, of 361 Almsworth avenue, as he passed them at Glenn and Almsworth. The boys ran away before he could find out who they were. The bullet passed close above Giebisch's head and lodged in a tree. Several similar occurrences have been reported to the police in that vicinity recently.

The completion this year of the Smyrna-Cassaba railway will make it possible to travel from Constantinople to Smyrna in 12 hours.