

RACES TAKE FORM

1915 Exposition Vanderbilt Cup Entries Sought.

\$10,000 CASH PRIZES UP

Several Big Factories, Out of Game for Years, Expected to Enter Cars-Record Crowds Promised.

BY LEON J. PINKSON. SAN FRANCISCO, Oct. 24.—(Special.)—The big machinery necessary for the staging of the Vanderbilt cup and Grand Prize races as special attractions for the Panama-Pacific International Exposition has finally been completed, and the coming week will see it started into action, when entry blanks for the two automobile racing classes will be distributed.

The minor details necessary before actual work in securing entries could be got under way now have been completed, and, according to W. L. Hughson, special racing commissioner for the exposition, and Hollis E. Cooley, commissioner of special events, who are in direct charge of the year has set a high standard for the exposition officials to strive for, but notwithstanding the European trouble, which has eliminated the possibility of many of the crack foreign drivers to appear, the local boosters feel confident that they will have the biggest field that ever started in these contests, because of the fact that the largest purses ever offered for automobile speed contests will be hung up.

According to advance sheets of the entry blanks that are now in the hands of the printer, the Vanderbilt cup race, which is scheduled to be run on Washington's birthday, will be for a distance of approximately 500 miles, and in addition to the famous Vanderbilt trophy some \$10,000 in gold prizes will be distributed among the winners. The Grand Prize race is to be run two weeks later, and the winners of this 500-mile contest will divide some \$5000 in gold prizes.

The course picked for the two races will cover a five-mile circuit of the exposition grounds. The Vanderbilt cup race will be run on the eastern extremity of the main exhibition place and has been so mapped out that it will be perfectly safe for both the competing drivers and the spectators. The pathway between the buildings is wide and straight, and the right-angle turns for the racers to make. Provisions for banking these turns have already been made and extra care is being taken in the construction of the roadways that are to be used for the races.

On his recent visit to San Francisco Fred Wagner, the noted automobile racing starter, went over the course and placed his stamp of approval upon it, stating that in his opinion the pathway would prove to be the best and most safe ever used for these two classes. Wagner has been chosen to represent the exposition in the East, and it is his own opinion that the races as he was when he was in San Francisco early this year he should have no difficulty in rounding up the best racing drivers the country affords.

Interest in automobile road-racing is steadily increasing and it would not be surprising to see several of the big motor vehicle factories that withdrew from the racing game a few years ago have entries in the coming classics. The fact that the speed cars are going to be an exposition attraction assures one of the biggest crowds of spectators that ever witnessed a motor-car race, and creditable performances of machines in the contests will certainly do much to boost them among the enthusiasts.

The races are going to put California in the very center of the automobile spotlight, and the motorists here should do all they can to make the meet a huge success.

TRUCKS SPEED APPLES

LOADS HURRIED TO SCHOOLS FAR APART OVER CITY.

Day Gives Cars Opportunity to Show Worth and 30,000 Gifts Are Carried in Three Hours.

Apple Day offered Portland automobile dealers a chance to show the efficiency of modern delivery service, for it took quick trips to several of the schools to distribute 30,000 apples over a territory which was more than 12 miles one way and more than eight through the shortest routes.

The Portland dealers were called in on the spur of the moment, in five minutes A. H. Brown, of the Studebaker Corporation, who had charge of the delivery, got seven other trucks besides his own, and the crew appeared at the Commercial Club.

Their duty was to take the many tons of fruit to the public schools. It looked like a big job and meant some furious work on the part of the men who loaded and unloaded, but in three hours every apple at the Commercial Club was at its destination.

The work they did went on for a two-days' job for eight teams, for almost every foot of the city had to be covered in the many trips. Fifty-nine schools were served by the automobiles. The farthest removed were those at Lents and St. Johns, points which are about 15 miles apart by a circuitous route.

The dealers who helped the children celebrate Apple Day were: F. C. Riggs, Oregon Motor Car Company, Studebaker Corporation, Howard Auto Company, J. W. Leavitt & Co., H. L. Keats, Ford Motor Car Company and Pierce-Arrow Sales Company.

GRAIN DEMAND BOOSTS AUTOS

Record-Breaking Sale of Cars Reported Among Omaha Farmers.

A record-breaking sale of motor cars following the harvesting of the biggest crops in years in the grain belt states is reported by C. H. Hurst, district representative for Dodge Bros., at Omaha. Mr. Hurst has just arrived in Detroit, after an automobile trip of several thousand miles through the states of Iowa, Nebraska and South Dakota.

The West has never seen conditions equal to the prosperity of the present season, says Mr. Hurst. "Since the war, wheat has advanced 15 to 20 cents a bushel. Corn and oats have shot up 19 and 21 cents a bushel, and this advance comes in the face of the biggest crop in the past five years. Naturally the farmers are jubilant and are making the most of the opportunity. If the high prices asked for

grain are not forthcoming, they hold their crops until the buyers from the mills decide to meet them at their own figure. More than \$50,000,000 will be paid to Nebraska farmers alone, this year, for the bumper crops of that state.

"The prosperous conditions of the farmers' exchequer is reflected in the sale of motor cars in that section. Every dealer with whom I talked on my trip has sold his entire allotment of cars. Several dealers who have recently taken on Dodge Bros' line have received deposits on cars, although the purchasers, of course, know nothing of the car's appearance or price. It is freely predicted by Western automobile men that a shortage in motor cars will result from the unprecedented demand."

Although traveling through his territory for only a short period, Mr. Hurst quickly disposed of every car assigned by Dodge Bros. to his district. His trip to Detroit was made to solicit additional cars, and he has secured the promise of General Sales Manager Philip to increase his allotment of the new cars, which Dodge Bros. will bring out next month.

STUDEBAKER AIDS SOUTH

VEHICLE CORPORATION BUYS COTTON IN THREE CITIES.

President Declares Purchase Is Obligation Owed Planters Who Have Been Patrons of Firm for Years.

SOUTH BEND, Ind., Oct. 24.—In a novel and thoroughly typically American way the Studebaker Corporation has entered the cotton market on a large scale, buying orders having been forwarded today to the managers of its branches in Atlanta, Dallas and St. Louis, through which centers is handled the distribution throughout the South of the firm's automobiles and home-drawn vehicles. The first order is for the purchase of 500 bales. This cotton will be bought at 10 cents a pound.

"We are buying this cotton," said President Fleh, "because of our belief that, in the conditions which now prevail, we owe a definite duty to the Southern planters who are suffering so distressingly as the result of the European war. We are making this expenditure in a way which will enable us to place one cent of value and automobile dealers, thus availing ourselves of an advisory representation in virtually every cotton-growing county in the Southern states."

"Our investment in cotton virtually will be loan in the form of an advance on the price of the cotton. We are able eventually to dispose of our cotton at an advanced price, we will turn over the ultimate profit to the growers from whom we bought it.

"Our investment is contingent on no purchase of our own goods and had no strings whatever attached to it. We also aim to make the distribution of our investment as broad as possible. In this undertaking we shall work in close touch with our vehicle and automobile dealers, thus availing ourselves of an advisory representation in virtually every cotton-growing county in the Southern states."

The details of the Studebaker plan are in charge of Assistant Sales Manager Thielien, of the vehicle division here.

MR. GARBE OPTIMISTIC

AUTOMOBILE DEALER THINKS GOOD TIMES ARE AT HAND.

Unreassuring Fear Regarding Election Retards Deals Assured No Matter How Voters Decide.

Like thousands of other business men, the auto dealers are watching the coming election, and all are confident that just as soon as the election is laid to rest, business will assume a more sensible aspect.

Just one of the men to venture that opinion is W. C. Garbe, of the Oregon Motor Car Company, distributors of the Studebaker line, for Portland.

"There is absolutely no reason for the continuation of the state of things which has caused people to be rather backward about investments. The East already has discovered this and before long the same will be felt here. An election which carries the weight that ours does, is naturally a time for people to stop to reason.

"For example, we have half a dozen sales which we are sure of, no matter how the election goes. The periods involved have no preferences which they believe will make or break the state and either way it goes, their business is ours. But merely the American idea of a 'hunch' holds them off until after the election. I agree with Mr. Wilson that the situation mostly is psychological."

LINN SPENDS \$146,000 ON CARS

Dealers Estimate Auto Sales Reach \$400 a Day for Year.

ALBANY, Or., Oct. 24.—(Special.)—Four hundred dollars a day was spent for automobiles in the immediate vicinity of Albany during the year ending September 1, 1914. This is the estimate of local dealers.

The figures show that during that year 154 cars were sold to persons in this city or in Linn County within a radius of 16 miles of Albany. The total cost of these cars was \$146,000. It is said that almost 100 of the cars sold here last year were purchased by farmers.

SALES MANAGER OF SAXON IN PORTLAND-OWNED CARS.

Arrangements Made to Improve Highways Around Wapata.

WAPATA, Wash., Oct. 24.—(Special.)—There is to be a concerted action for better roads in this section of the reservation this fall. The Farmers' Union has appointed a committee to work in conjunction with the Commercial Club and County Commissioners.

The Commissioners have promised to devote the greater portion of the highway tax of the district to this section this year, and with gratuitous work on the part of the farmers and donations from the Commercial Club, it is estimated that several miles of good gravel road will be constructed.

There are more than 200 miles of roads on the reservation which need attention, but on account of the small amount of assessable property slow progress has been made.

Expensive Courty.

(Washington Star.) "You slept all through my speech," said the statesman.

"I tried to be considerate and stay away," replied the member of Congress.

"But I couldn't afford to let politeness cost me a day's wages."

OVERLAND MAN HONORED

JOHN N. WYLLIS MADE MEMBER OF RICE LEADERS.

Manager of Local Branch of J. W. Leavitt & Co. Reports Sales of 17 Models 80 and 81 in Week.

Manager Fred West, of the local branch of J. W. Leavitt & Co., is just "chock full" of good news these days. The latest bit which appeals to him particularly, is the fact that John N. Wyllis, president of the Overland Company, has been made a member of Rice Leaders of the World Association.

The Rice Leaders of the World are new in trade circles. They were organized a little more than a year ago by a group of Eastern manufacturers and since then they have broadened their organization until it includes about 25 leading manufacturers.

In scope and constitution the organization is really a business fraternity. Its members are selected by the association for service, honor, integrity and quality. Only one man or company of each branch of manufacture or business actively can be a member. When the leader is picked by the association, and has passed with all the other members, he is invited to join.

"Because of membership in the Rice Leaders Association, we feel particularly proud," says Mr. West. "Membership in that is something which no amount of money can buy and that, of all manufacturers, should have been chosen seems to be gratification in itself."

Another bit of news which Mr. West had to get rid of, is the fact that business is picking up with a jump. The sales of the week amounted to 17 models 80 and 81.

Those sales cleaned out the first supply of the new model touring car, the model 81, of which four cars were received here earlier in the week.

The country seems to be doing well, for the majority of the cars went to outside points. Pendleton took five, Monroe one, Eugene one, Green one, four, and Hood River one. Five remained in Portland.

The Portland Overland branch also has made a change in its sales system. The second-hand stock of the company will be handled for J. W. Leavitt & Co. by Williams & Co., under the direction of the Overland branch and with the quarters next door, as formerly.

Answers to Queries

This column is conducted by the service men of Portland's biggest automobile branches. Queries should reach the Auto Editor of The Oregonian by mail, or by each week. Suggestions are always welcome.

E. P. Portland—Is the road to Co. Salem passable? Can a machine set over the Rex-Tigardville stretch? The road to Salem is used by several machines each week, but all of them are coming and going by way of Sherwood. The Rex-Tigardville stretch is under the care of roadmakers and impassable in this rainy weather.

R. C. Portland—Can an ordinary automobile engine be used in marine work. My engine is a four-cylinder, four-cycle and though the chassis is pretty well hammered up, the engine is in good condition. I want to put it in a speed boat.

Ans.—While some engines can be operated successfully in motorboats, the majority do not lend themselves to this purpose because the belts must be fairly level, while the marine work necessitates a tilt, towards the back. This disturbs the oiling systems of the motor, but this fault can be remedied by adopting a marine oiling system.—Auto Ed.

One of the most neglected parts of the up-to-the-minute automobile of the present day is the storage battery. A few hints on battery care will help a good deal and may save considerable trouble.

When a storage battery, through accident or otherwise, gets into trouble, it should receive the same prompt attention as any other vital part of the car.

You would not continue to drive on a flat tire or with a punctured and empty radiator; or, if you did, you would expect to pay for it in a good-sized repair bill. Therefore, take the trouble to notice, when putting water into the cells (and this should be done twice a month), if any cell is dry or needs considerably more water than the others. If it does, it suggests a leaky jar.

If in doubt, remove the battery from the car and the cell from the battery, and test by filling to the proper level, drying the outside and letting it stand on a sheet of dry paper over night.

A battery must have water. It can't work without it. Don't expect the battery to deliver more current to the lamps and starting motor, the electric horn and the ignition system, than you put into it by running the engine. It can't be done.

Keep the battery clean and also firmly fixed in place by means of the hold-downs.

Don't use a 15-inch monkey-wrench backed by all your physical strength, or a hammer and cold chisel, to set up the connections. These are prolific causes of cracked and leaking jars.

If your battery lacks water because evaporation has not been made good, or a leaky jar neglected, it will stay on the job and do the work for a while. If the solution is an inch below the plate tops and the battery still working, water will save it.

If the solution is two inches below the plate tops and the battery still working, water may save it. If the solution is three inches below the plate tops and battery still working, there is a leak. If it burns dimly there is a slight leak. If the filament is not even red, there is probably no leak.

A storage battery will outlive the car of which it is a part if care is given. It requires attention but twice a month. These small, but important, matters are looked after by the Buick service department each week, sending the Buick owners cheerfully on their way without delay.—Hints by Louis Buntzell.

GOOD ROADS ARE PROMISED

Arrangements Made to Improve Highways Around Wapata.

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1915 Overland \$1075 Model 80. The Advantages of Magneto Ignition. THE new Overland is equipped with the finest high tension magneto. This is entirely independent of the starting and lighting system. High tension magneto ignition is conceded by the great majority of experts and engineers to be the most efficient. Also it is the most expensive. All high-priced cars are equipped with a magneto. Most popular priced cars have no magneto. Only the cheaper and less effective battery ignition is furnished. Those manufacturers who use the battery ignition do so to cut down their manufacturing costs. They do not furnish a magneto because it is too costly. A high tension magneto is furnished with the Overland because— it means a faster getaway. it means a livelier motor. it means more power at all speeds.

CAR IS SALESMAN'S AID. ADVANTAGES DESCRIBED BY REPRESENTATIVE OF BIG FACTORY. Travel Declared Facilitated so That 10 Towns Are Visited Now Where Only Three Used to Be Made. The fact that the automobile must be rated as a necessity in up-to-date salesmanship is growing more apparent every day. J. S. Ryland, the Eastern representative of the Ralston Purina Company, gives some interesting facts and figures illustrating the usefulness of a car in calling upon the trade. He says: "For the salesman who has to cover considerable territory every day the automobile is not a fad or a luxury—it is a necessity. "I used to think that I was doing well when I averaged three towns a day. Now, with a roadster car, I make from eight to ten, and do it easily. "Yesterday I left my home in New York City at 8 o'clock in the morning, called on the dealers in Edgewater, Fort Lee, Leonia, Englewood, Nyack, Westwood, Oradell and Hackensack, N. J., and returned to my garage, in One Hundred and Tenth street, New York, at 4 o'clock. "To cover this territory by train and trolley ordinarily would take from two to three days. "A car makes opportunities for you. In one place a dealer said he might possibly order a car of feed if a certain customer could be converted to its use. "Jump in and we'll drive over and see him," I said. This customer's dairy was about two and one-half miles distant. If I had been afraid, carrying a heavy sample case, I would never have suggested any such thing. Even if I had been willing to make the trip, the dealer would have refused. But in this case he willingly climbed into my car, in 10 minutes we reached the farm, the prospective customer was its use. "Jump in and we'll drive over and see him," I said. This customer's dairy was about two and one-half miles distant. If I had been afraid, carrying a heavy sample case, I would never have suggested any such thing. 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