

DETROIT IMPRESSES LOCAL AUTO MAN

Oregon Motor Car Manager Tells of Attending Salesmanship Congress.

HENRY FORD LOCAL PRIDE

Portland Man Says Great Output of Machines Is Increasing Instead of Slacking as Usual This Time of Year.

BY F. M. LEBSTON-SMITH, Sales Manager Oregon Motor Car Company.

The First Annual Salesmanship Congress in Detroit in July now is a matter of commercial history. It was my privilege to be present. To say that I enjoyed every minute of it, from the opening address by President Wilson, to the final singing of the "Battle Hymn," by the tribe, would be to put it mildly.

There was so much interest from 9 o'clock every morning to the wee small hours of the next day that I felt like a small boy at a three-ring circus. My first close-up view of President Wilson, was at the luncheon tendered him at the Detroit Athletic Club. I fortunately was included as a guest through the kindness of Mr. Willman, general sales manager of the Studebaker Corporation.

Speaking of the President, reminds me of a conversation I had with the driver of the car placed at my disposal by the Studebaker Corporation of America.

"Just wait until Henry Ford is President," he said. "Then we will have a President what is a President."

"You think Mr. Ford will be President some day?" I asked.

"Surest thing you know," he shot back. "All he has got to do is to say the word and the White House is his bungalow. Detroit is with him to a man."

Civic Pride in Reply.

I ventured that there was quite an extensive country lying in three directions from Detroit, that might not be so unanimous in this choice.

"Sure! The rest of the country would just about split on Henry and Teddy, and that is where Detroit would come in. She would swing the balance," was his startling rejoinder. And yet you hear it said that Detroit has no civic pride.

At the Salesmanship Congress there were salesmen from all over the world, who represented every line. One salesman in particular I shall not soon forget. He was the Studebaker dealer from Brisbane, Australia. This man told me, among other things, that the hide of the kangaroo furnished the finest leather in the world.

"That is, of course," he qualified, "with the exception of the leather used in the upholstery of our cars. This leather is in a class by itself, you know, old chap. And even our jolly kangaroo has to tip his hat topper to Studebaker finish. Eh, what?"

Forges Visited on Hot Day.

You have heard a good deal of Eastern heat. I fortunately got away from Detroit before the heat really began, but I experienced one day at 93 degrees, and, to make matters worse, it was the day I was scheduled for the drop forge department of the Studebaker Corporation.

Can you imagine a thermometer at 93 degrees outside and the greatest drop forging plant in the world, with a separate blast furnace for each forge, all of these roaring at once, and the blinding glare from the white-hot metal on every hand as it is swung from the furnace to the forge? I say if you can imagine this, then you would delight the heart of Old Nick himself.

The men who handle the drop forges receive from \$75 to \$100 a week, and their helpers in proportion. They work shifts of 15 minutes and 15 minutes off the period of rest being spent in the cooling-room. Their day consists of eight hours. One flying trip through this department will convince the most skeptical that these men earn their money.

Output Still Increases. The amount of manufacturing done in and about Detroit is so great that it is hard for us out here to realize it even to the smallest degree. What is still more astonishing, Detroit's output is increasing every day.

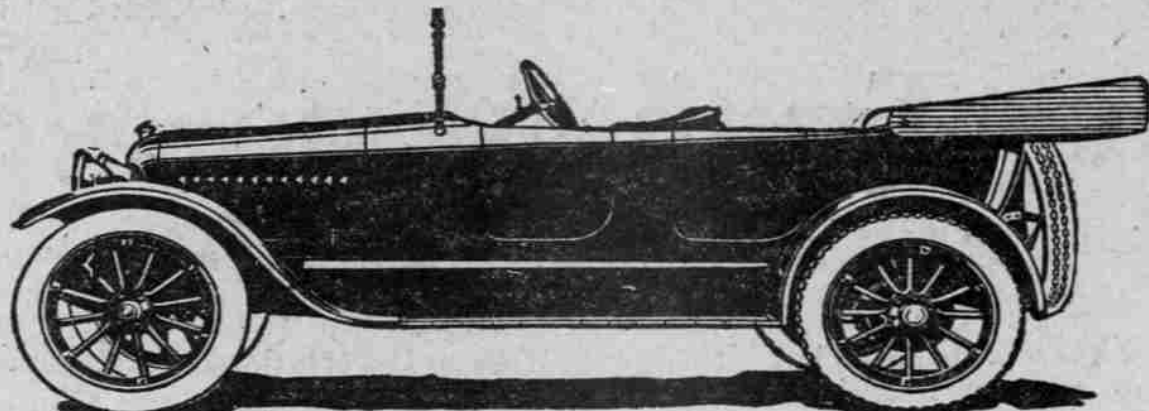
Generally about this time of the year the automobile factories have been in the habit of slackening their pace. No such condition obtains this year, however. For instance, the Studebaker plants are working on a schedule that has made July the largest month, from the standpoint of production, in the Studebaker history.

August, furthermore, will maintain the speed of July, whereas in past years the high point was reached in June with the assumption of heavy production in September. July has witnessed the output of 8000 Studebakers, and owing to the recent additions in buildings and equipment, the factory will soon be able to whip its output up to 10,000 cars a month.

Hawks Goes With Overlands.

NORTH YAKIMA, Wash., Aug. 19.—(Special.)—R. E. Hawks, of this city, has accepted an offer of the Overland Company to take supervision of its business in Australia and will leave for there on September 8 with his wife.

A conviction that is a challenge to you



1917 GRANT SIX \$825

IT IS our sincere conviction that the Grant Six leads in Quality, Size and Power for its price. We believe it is the best thing on wheels for under a thousand dollars.

This car has marvelous flexibility. It throttles down to one and one-half miles an hour on high gear, it speeds up to fifty. It has power to spare. Moreover, it is economical—owners average twenty miles to the gallon of gasoline (some say twenty-eight miles) and 900 miles to the gallon of oil. Of course, it is easy on tires, because in spite of its generous size, its roomy body, its extra strength, it is light in weight.

And its true cantilever spring suspension makes it remarkably easy riding on any road. We emphasize this feature of the Grant Six because it deserves emphasis.

Taking all these facts into consideration, it is our conviction that the Grant Six offers you more for the money than any car sold for less than a thousand dollars.

This is a challenge to you to come and see!

Five-Passenger Touring Car, \$825 Three-Passenger Cabriolet, \$1050 f. o. b. Factory

SEE THIS CAR AT THE SHOW

DULMAGE-MANLEY AUTO COMPANY

46-48 Twentieth St., near Washington, Portland, Oregon.

A. B. MANLEY, President. E. C. HABEL, Salesmanager.

GRANT MOTOR CAR CORPORATION, FINDLAY, OHIO

MANLEY FINISHES TRIP

AUTO OFFICIAL SAYS BUSINESS OUTLOOK IS GOOD.

Throughout Interior He Finds People Busy Harvesting Crops of Wonderful Size.

A. B. Manley, president of the Dulmage-Manley Auto Company, has just returned from an extensive trip along the Columbia River in both Oregon and Washington looking over his large territory and getting into touch personally with his representatives in those sections who handle the Hupmobile and Grant cars. He reports closing numerous contracts and feels certain that the coming season will be the biggest ever for the firm over which he presides.

"We toured through Hood River, Wasco, Klickitat, Sherman, Gilliam, Wheeler and Morrow counties in a 1917 Grant Six, and I sent our territory man, Roy S. Wilson, on to cover Grant, Harney, Lake, Klamath, Crook and Jefferson counties," said Mr. Manley, after his return from the two weeks' trip, which embraced about 800 miles of driving on roads which he says were good for the most part.

"The farmers up in those countries are mighty busy handling wonderful crops, and it was hard once in a while to locate those we wished to confer with, but we accomplished splendid results and the general spirit augurs well for future business."

In his younger days, back along about the year 1879, to be more exact, Mr. Manley helped survey much of the territory over which he traveled on his recent trip. He found familiar faces and places everywhere he went, and since the day when he felt lucky to be riding around on a glass-eyed pony.

New Car Owners in County

ACCORDING to the records of M. O. Wilkins, secretary of the Portland Automobile Dealers' Association, the following temporary police permits were issued in Portland last week to the purchasers of new automobiles pending the arrival of the official li-

SALES GAIN EXPECTED

OLDSMOBILE MANAGER PREPARES FOR INCREASE.

E. E. Cohen Convinces Officials That Portland Is Natural Distributing Center for Territory.

E. E. Cohen, manager of the Oldsmobile Company of Oregon, has just returned from the Oldsmobile branch at San Francisco.

While in conference there the local situation was thoroughly discussed and Mr. Cohen fully convinced the branch officials that Portland is the natural and logical distributing center for the whole of Oregon and the Columbia River counties in Washington, which territory will be handled entirely under Mr. Cohen's jurisdiction. In order to care for the anticipated increase in business, and to assure its many patrons of prompt and efficient service, the Oldsmobile Company of Oregon will move into larger quarters.

"Our allotment for this territory is only 150 cars," said Mr. Cohen, "which, in my judgment, is not nearly enough to supply the demand for a high-grade, light-weight, eight-cylinder car at popular price.

"The way the public buys Oldsmobiles in San Francisco is certainly amazing. Last Saturday five sales were made on the floor, two of them without even a demonstration.

"I have not heard any hard-times talk since I left Portland. Even though California is to vote on the prohibition issue this Fall, the car proprietors are not pessimistic. 'If it goes dry, we can sell ice cream and soda water,' they say."

Studebaker Wins Speed Record.

A signal victory was won by a Studebaker Six which established a new speed record between Albany and Perth, Australia, according to advices just received. The 238-mile run was made in 5 hours and 41 minutes, an average speed of 41.5 miles per hour being maintained over roads that were described as "bad and in some places almost impassable."

Time Rather Than Distance Counts.

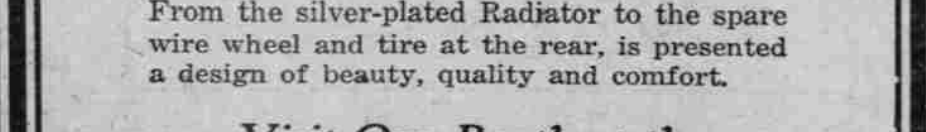
American motorists have become so accustomed to reckoning the life of their tires in terms of miles that many of them will undoubtedly be surprised to learn that in Cuba, where American automobiles have rapidly been increasing in numbers, actual mileage service is rarely taken into consideration. It is seldom that a Cuban motorist can tell you the mileage of any of his tires, as the worth of an automobile tire is based almost entirely on the length of time it has been in service.

As Viewed Somewhere.

London Opinion. Francis Josef—Tell me, Wilhelm, why do your people keep on saying "God punish England?" Wilhelm—Well, we can't.

Turkey's celebration of victories is said to be done by order of the police, a heavy fine being the penalty for not putting up the flag when one is told to do so.

Scripps-Booth



From the silver-plated Radiator to the spare wire wheel and tire at the rear, is presented a design of beauty, quality and comfort.

Visit Our Booth at the Midsummer Show

BRALY AUTO CO.

Main 4880—A 3881. 19th and Washington.

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BENJAMIN E. BOONE & CO.

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"America's Largest Exclusive Tire and Rim Makers."

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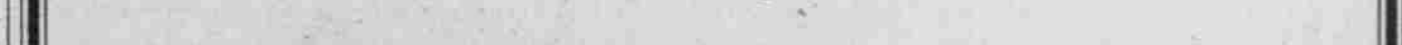
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MITCHELL SIX

5-Passenger

\$1050 at Racine

7-Passenger

\$1360 at Racine

GET THE PERSONAL TOUCH

Drive a Mitchell and be convinced that it's the handiest, easiest and most comfortable car to drive that there is.

See these cars at the Show—Meier & Frank's Basement—Week of Aug. 21 to 26.

Mitchell, Lewis & Staver Co.

East First and East Morrison streets



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All sizes built to fit

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