

WESTERN BUYERS IGNORE THE EAST

No Auto Accessory Maker Asks Portland Dealer on Visit for His Order.

ALL PLANTS ARE SWAMPED

Money is Cheapest Article Found and Grills Hold Crowds Back With Ropes, Says Charles F. Wright on His Return.

The accessory dealer from the Far West is not quite as popular in the Eastern automobile centers as he was before war prosperity dawned, according to Charles F. Wright, of the Portland wholesale accessory firm of Balou & Wright.

"No one asked me for an order all the time I was gone on this trip, whereas on my trip two years ago they hounded me everywhere I went for business," said Mr. Wright in his executive offices on his return Wednesday.

"A fellow who wants a room in a high-class Eastern hotel has to wire in advance if he expects to be accommodated. In Cleveland I took me half an hour to get from the door to the hotel register, but luckily that particular hotel contained 1000 rooms and there was a room left when I was ahead of me."

Ropes Hold Crowds Back. "The grills and the eating houses are so busy that persons are held back by ropes waiting their turn, much after the fashion employed in movie houses. By the way, they charge 50 cents back there for movies to see some of the same films we viewed here last season for 15 cents. Money appears to be the cheapest thing they have and the only cause anyone can assign for it is the abnormal prosperity occasioned by the European war."

After studying the factory situations in the big centers, such as Milwaukee, Chicago, Toledo, Cleveland, Akron, Boston, Hartford, Bridgeport, New York, Philadelphia, Cincinnati and Indianapolis, Mr. Wright is firmly of the opinion that there will be no drop in the prices of automobile accessories for at least a year and that there are bound to be numerous price increases soon after the dawn of the new year. He also believes it will take some time after the conclusion of the war to restore prices to normal. At the present time factories will not accept advance orders on prevailing prices and are unable as well to take orders for immediate delivery.

Convention Is Attended. G. Gray Lemley, manager of the Seattle branch of Balou & Wright, accompanied Mr. Wright on his tour and they both attended the sessions of the convention of automobile accessory jobbers at Portland, Wednesday.

"I did a lot of motoring in the New England states, especially between the large cities of Massachusetts, and found good roads and incidentally Mr. Wright is firmly convinced that the property now reigning in the East is certain to disintegrate."

Mr. Wright believes that Charles Evans Hughes has in charge of the motor and he views the situation as anything but certain.

HUNTERS TOUR BY AUTO

W. B. HONEYMAN AND PARTY VISIT CENTRAL OREGON.

White '40' Shows Paces Over McKenzie Pass, Breaking Trail in Snow and Assisting Others.

A shooting trip that developed into a tour of Central Oregon was taken recently by Walter B. Honeyman, Carl Logan and James D. O'Donnell. During the height of the season the party left Portland in Mr. Honeyman's White '40' for some shooting in Gunn County fields. They motored up to Clarence Grimes' farm near Harrisburg and secured full bags of the Asiatic bird, which has multiplied so rapidly during the past 20 years.

After a jolly time spent at the farm, Mr. Honeyman and his two friends motored on up the river to Eugene, and thence up the McKenzie River. The trip from Eugene was made during the night, the party reaching Cook's for an early breakfast, then speeding on to McKenzie bridge.

Inasmuch as they were not equipped for fishing, Mr. Honeyman decided to put his car through her paces over the McKenzie Pass into Eastern Oregon. Although the trip was made and every moment of it thoroughly enjoyed, fate decreed that Mr. Honeyman and his powerful White '40' should play the good Samaritan more than once during the journey over the pass.

Considerable snow encountered, attaining a depth of several inches for a distance of 20 miles. Many automobiles were met which had broken down. Many abandoned cars also were seen along the route. Mr. Honeyman "seen his duty and he done it there and then. For 15 miles he broke the trail with his car, so that cars going in either direction could pass along safely.

Whenever help was needed to haul a car out of a rut, or over steep hill, Mr. Honeyman backed his White up to the derelict, heaved out a line, and then "stopped on it."

Two different cars were encountered which were being towed with horses and wagon at the paltry rate of \$3 the mile.

After clearing the Cascades, Mr. Honeyman drove his car through to Sisters, thence to Bend. Leaving Bend in the evening, the party motored on to a camping place near Redmond, reaching Madras for breakfast the following morning.

From Madras, the journey took the party to Gateway, thence to the Warm Springs Reservation, passing in succession Mecca, Wapinitia and Tygh

Valley, reaching The Dalles early in the evening. The road from Dufur to The Dalles was found to be very dusty on account of the heavy freighting traffic.

The last night's camp was made near beautiful Hood River, and home was reached over the Columbia River Highway early the next morning.

Mr. Honeyman's car has carried him to the McKenzie on fishing trips 21 times. His custom is to park at Carey Thompson's place on the river, then go upstream by boat for about 30 miles, and fish down stream. This trip, however, was for shooting instead of fishing, which accounts for the cruise in Eastern Oregon.

Gossip Along the Row.

NEXT time you are down in the vicinity of 55 North Park street drop into the branch office of the Firestone Tire & Rubber Company and shake hands with Leland J. Sparks, who arrived on Thursday from San Francisco to succeed F. W. Thatcher, who has resigned as manager of Firestone interests at Portland.

Mr. Sparks had not even seen Portland until his arrival last Thursday, but he says an inspection of the three principal streets has convinced him beyond doubt that Portland is a "bird" and that he will like the city. He says "rain doesn't scare him as he is used to it. After acquainting himself with the local trade Mr. Sparks will tour the

state, visiting all company connections. Mr. Sparks has been in the automobile business nearly five years, all of that time being connected with the Portland branch, and he is a director of the Hudson Super Six during the coming year, but that the price will be raised \$175 on December 1, as originally scheduled. Herebefore the factory has held dealers and prospective purchasers alike in suspense by simply saying that minor changes would be brought forth next year, but now these changes have been abandoned.

Recently Mr. Boss ordered eight carloads of Hudsons in addition to the four carload order he already had in, but the factory replied that they could give him only the four carloads previously agreed upon and nine additional cars.

Among the visitors in Portland last week were W. D. Albright, Northwest manager of the B. F. Goodrich Rubber Company, and J. P. Schiller, Jr., factory representative, each of whom came to visit the branches of their respective concerns in Portland. H. G. Hillish, sold man for the Goodrich Company in the Northwest, accompanied Mr. Albright.

Frank C. Riggs, the Packard distributor in this field, returned home last week from an extensive visit in the East, but he refused to divulge any secrets, if, indeed, he had any.

Evidently the automobile men are going to vote for Hughes on Tuesday. At the meeting of the association on Monday night nine expressed their choice for Hughes and only two favored Wilson.

A C. Ruby will not have any trouble remembering the number of his new automobile license. It is 33,333.

Race Driver Once Had "Cradle." INDIANAPOLIS, Ind., Nov. 4.—Johnny Aitken, the famous race driver and auto designer, had a 1904 model National for a "cradle." Not one in which he was lulled to sleep when an infant in years, but the one that "raised" him when an infant at the motor car racing game. Today he is a full-grown motor racing giant, with good chances of being the champion of this season's speedway contests, due to his remarkable winnings recently at Cincinnati, Indianapolis, New York and Chicago tracks. He has won \$20,000 prize money since September 1.

Philadelphia's clean-up week cost taxpayers \$12,000 for disposing of 90,000 cubic yards of refuse.

SCENE FILM TAKEN

American Beauty Spots to Be Taken to Movie Fans.

HIGHWAY IS INCLUDED

Automobile Party to Cover 25,000 Miles, Every State and All of Most Famous of Attractions—Data Collected.

To make motion pictures of the whole United States is the job A. L. Westgard, who claims to have traveled more miles of roads in an automobile than any living man, has now set himself.

Thousands of reels of film have been exposed on "scenic" the country over, but hitherto no comprehensive plan of picturing everything worth picturing

has been followed. Mr. Westgard, who knows the beauty spots as few other men know them, believes that he can show Americans things about their own country of which they scarcely dream.

The automobile motion picture tour, which is to extend for more than 25,000 miles, take more than a year and include every state in the Union, is made under the auspices of the National Highway Association, of which Mr. Westgard is director of transcontinental highways, and with the cooperation of the Interior Department, which has arranged for Mr. Westgard to take all the pictures he wants in any and all Government reservations, National monuments, National parks and forest reserves.

Starting October 20 from Trinidad, Colo., Mr. Westgard will pilot his two big Paige-Detroit automobiles southward, staying in the warm countries during the winter months. He will not only point his lenses at the well-known scenic beauties, such as the Garden of the Gods, the Columbia River Highway, Grand Canyon, Petrified Forest, etc., but upon thousands of scenes, industries and natural curiosities that the general traveling public knows little about. Having crossed the continent 11 times in automobiles by every available route and gone north and south from the Gulf and Mexican border to the Canadian line by the same means more times than he can count, Mr. Westgard is in possession of unique information regarding roads, views, natural wonders and the like to enable him to find and photograph many scenes never before pictured.

Roads Data Collected. Two automobiles carry the party of six, consisting of Mr. Westgard, his wife and son, a cook and assistant to L. E. Taylor, who will have charge of the actual exposures. The cars are completely equipped with everything needed for the most exacting tour—a camping outfit, ropes, pulleys, tools, searchlights, barometers, compass, etc., not only to make it possible to get to inaccessible points, but to enable Mr. Westgard to make more of those maps and collections of data about roads which have been his life work.

At least as the half dozen reels it is planned to expose in each state are completed they will be sent to New York, where they will be developed and printed and final selection made. Only the best, not only from a pictorial but from a photographic standpoint, will be selected for the final tanning.

Ranchers' Ideas Jump From Ford to Chalmers. Members of Gooseberry Wheat District Able to Enjoy Luxury After Harvest.

THIS is a story about the little hamlet of Gooseberry, a community lucked away in the southwest corner of Morrow County, and about one of its 22 inhabitants, a man by the name of Eric Bergstrom, who, like all other Gooseberryites is thankful that wheat

is so dear, for wheat, it may be explained, is the basic stock in trade at Gooseberry.

One day last week Mr. Bergstrom was gazing longingly in the display windows of the H. L. Keats Auto Company at Burnside street and Broadway.

L. Y. Billingsley, ever alert and always with an eye for business, passed the usual compliments on the weather and offered to tell him all about automobiles.

"No, thank you," said the sage of Gooseberry, "I came to Portland to buy a Ford."

With this as a cue Mr. Billingsley hurried the wheat rancher into a Chalmers, and finally, after ushering him around to all of the retail Ford agencies in Portland, convinced the rancher there were none of the wares of the peaceful Henry to be had on the Portland market.

Result, the personal check of one Eric Bergstrom, of Gooseberry, was soon written in favor of H. L. Keats as the purchase price of a new seven-passenger Chalmers, the largest vehicle turned out at the famous factory of the humorous Hugh.

"This gentleman may hail from the town of Gooseberry but he is no goose by any means," chuckled the delighted salesman, "and he is a very different sort of purchaser from the usual sort. He has a keen eye for the best car on the market and wind up with a Ford, but this fellow turned the tables in a way that surprised me."

Now that Mr. Bergstrom and his family are out of town Gooseberry has probably suffered the greatest population decrease noted in the country, and the fact that they now have a "3430-revolutions-per-minute motor at their disposal, they are apt to play hooky from the ranch quite often.

Gooseberry used to be a postoffice, but Grove the postmaster, who has a lot to tell about the folks at home will say about the new vehicle of the neighborhood.

PENDLETON MOTORIST IN TEST Franklin Driven From Factory to Home in Fuel Trial.

Here are the combined results of four individual tests of the new series Franklin car, embracing runs aggregating 6941 miles:

Average sustained speed over good and bad roads, 25 miles an hour.

Average number of miles covered per gallon of gasoline consumed, 22.

Average number of miles per gallon of oil used, about \$50.

The tests were made as follows: W. W. McCornack, of Pendleton, Or., took one of the first of the new Franklin cars from the factory in July and drove the 302 miles to Pendleton, averaging 20.7 miles per gallon of gasoline.

Clifford Leuders, of Cincinnati, O., in August drove a Franklin car from Syracuse to Cincinnati, 887 miles, averaging 25.33 miles for each gallon of gasoline.

W. M. Phillips in August drove from Lexington, Ky., at an average speed of 24.1 miles per hour and with an average of 25.7 miles per gallon of gasoline consumed.

E. F. Williams drove from the Franklin plant to Kansas City, Mo., making the highest average speed in the four Franklin tests—28.61 miles per hour for the 1263 miles. He got an average of 29.31 miles on each gallon of fuel.

AUTO MAN SELLS INTEREST CHEHALS Dealer Leaves Partner to Enter Business Alone.

CHEHALIS, Wash., Nov. 4.—(Special.)—H. B. Quick this week sold his interest in the Kresby-Quick Auto Company to J. E. Gabel, and that concern will be known hereafter as the Kresby-Gabel Auto Co., of Centralia. Mr. Quick will continue in the automobile business in Chehalis. He handles the Dodge and Buick, which were handled by the original company, and in addition Mr. Quick has secured the agency for the Cadillac and Scripps-Booth. He will have the territory of Chehalis and surrounding country, not including Centralia. G. L. Schofield has joined Mr. Quick's selling force.

Mr. Quick has established a splendid business since he entered in the automobile trade.

It is possible that later Mr. Quick may build an addition on the rear of his brick block on Park street.



DRILL OF THE "AWKWARD SQUAD" IN WHITE CAR OWNED BY WALTER B. HONEYMAN.

Kissel's Original Idea That Changed the Motoring Habits of a Nation



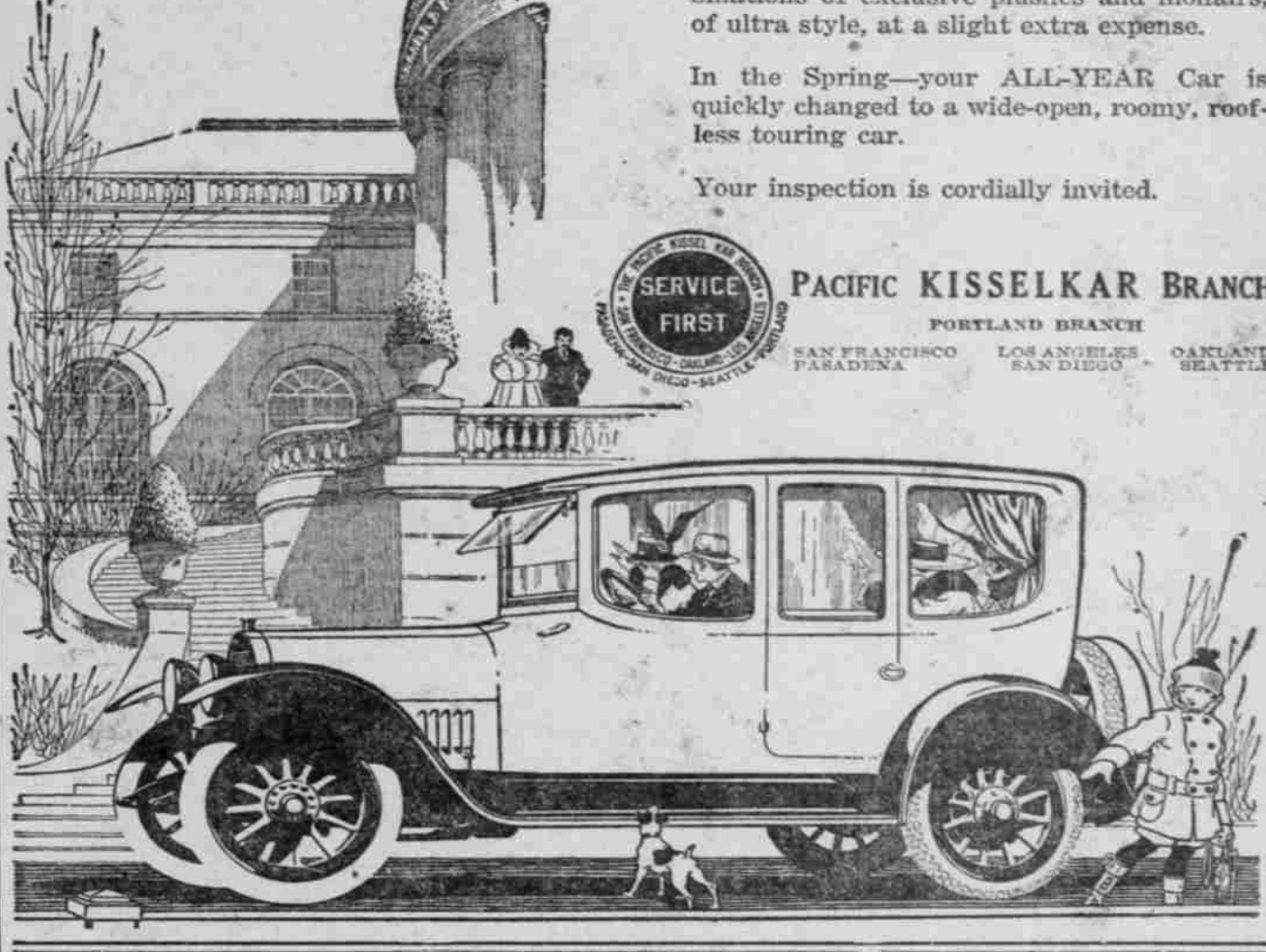
The Hundred Point Six

The car of a Hundred Quality Features—in which you experience real riding comfort, doubly in a car from its superior springs and chassis construction.

Hundred Point Six ALL-YEAR Tops Mounted on Gibraltar Body Touring Sedan - \$1520 Roadster Coupe - \$1520 Victoria Town Car \$1850

Hundred Point Six without ALL-YEAR features \$1095

Hundred Point Six with Gibraltar Body \$1195



BAD ROADS DEFIED Overland "75" One-Ton Truck Sent to Ashland After Rain. TRIP IS TO PROVE WORTH

H. H. Eling, Portland Dealer, Not Afraid of Rural Highways During Winter—"85" Also Makes Trip on Rough Route.

There is at least one chap along Automobile Row who is not afraid of rural roads in the winter time. He is H. H. (Bert) Eling, and he says he would like to deliver a new Overland "75" one-ton truck anywhere in the state by "Overland" means.

Recently one of the trucks was sold to G. E. Millner, of Ashland, who wasn't quite sure any truck could make country roads throughout the winter.

"I'll tell you what I'm going to do to satisfy you on that point," said Mr. Eling. "I am going to hold that truck in Portland until the rains come and then have it driven over the Pacific Highway from Portland to Ashland, the full width of the state."

And Mr. Eling carried out his agreement just as he is willing to carry out similar agreements providing, of course, residents of other outlying districts go through the incidental procedure of purchasing the trucks.

The Overland "75" truck left Portland in the hands of H. H. Eling, manager of the Portland branch of the company, and arrived safely at Ashland despite the slippery condition of the famous canyons of Southern Oregon.

"85" Also Goes Over Bad Route. About the same time Carl D. Shoemaker, state game warden, drove his Overland "85" touring car from Portland to Roseburg and his letter to Mr. Eling reported that the road was like grease in Pass Creek Canyon and across Rice's Hill, but that he arrived safe and sound without trouble.

Mr. Eling left Wednesday for San Francisco, together with A. R. Dawson, manager of the Seattle branch of the Overland Pacific Company, H. L. Olive, manager of the Spokane branch, and E. Thiesen, treasurer of the company, to attend a conference of all executive officials of the Overland factory on the Pacific Coast. One of the developments at the convention will be the selection of a successor to A. D. Fluegel, who has just resigned of his position as head of the Overland affairs on the Pacific Coast.

Word to the effect that most of the road in Eastern Oregon were practically impassable until the recent rains was brought by J. W. Peters, traveling representative of the Portland Overland branch, upon his return from an extensive trip through the Eastern Oregon field.

Blinding Dust Encountered. "The dust was so thick and the ruts so deep in some places between Echo and Pendleton, and along the Blue Trail around Heppner and Ions that a motorist had to shut his eyes when diving into a bed of dirt, shut down his motor and keep his eyes closed until the dust had cleared," said Mr. Peters. "I tell you it kept a fellow busy bouncing up and down and opening and closing his eyes. After this 'washboard' sensation I nearly went to sleep for lack of bumps after striking the pavement of the Columbia River Highway on my return to Portland precincts."

Mr. Peters says a lot of new cars

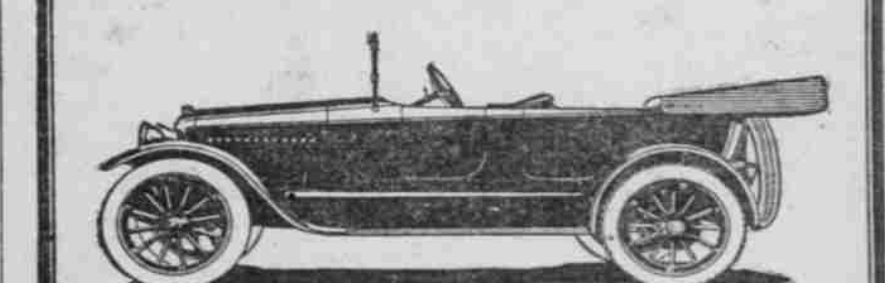
COLE CAR TO COST MORE ANNOUNCEMENT SAYS PRICES WILL ADVANCE JANUARY 1.

An announcement of unusual interest to automobile owners, dealers and prospective purchasers everywhere, is one just made by the Cole Motor Car Company, of Indianapolis, telling of the proposed increase in the list price of its cars, which will become effective January 1, 1917. The amount of its advance has not been stated but this in-

formation is expected to follow shortly. The news of the advance in the selling price of the Cole eight does not come as a real surprise to those who closely follow the activities of the industry, in view of higher costs in the material markets. The company, however, has been able up to this time to maintain its price, announced last January.

"Where Do Old Cars Go?" Joseph J. Bina, of Green Bay, Wis., steps forth with a worthy contribution to the plethora of testimony on "where the old cars go." Mr. Bina says he has driven his old Kisselkar 216,024 miles, "tip to the present," he adds, "two valves have been ground and the motor is running as smart as ever."

Truck Business Gains. An interesting side light on the present state of the motor truck business comes from a statement claiming an increase of 410 per cent in truck sales over the first nine months of the last year.



All That is Best in 1917 Motor Car Construction

You will find now in the 1917 Grant Six.

Get down to details as closely as you please.

Ask for any facts of construction that may seem of importance.

Make any comparisons you choose—Compare preferably with cars of higher price.

You will not find better value than the Grant Six, for there is no better value at any price.

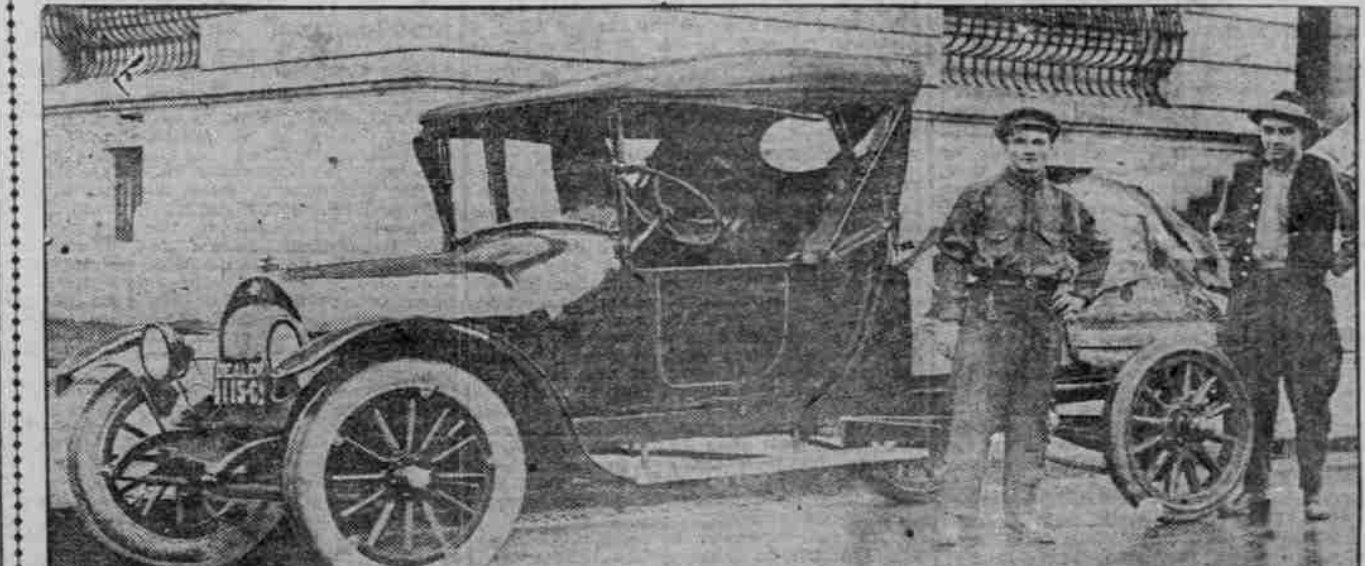
This is a year of big values—but every comparison you may make will but serve to emphasize Grant Six value.

MANLEY AUTO CO. 11th and Oak, at Burnside. A. B. MANLEY, Pres. Phone Broadway 217. E. C. HABEL, Salesman.

GRANT SIX

Four-Passenger Touring Car - \$825 Three-Passenger Roadster - \$825 Three-Passenger Cabriolet - \$1050 E. C. H. Factory

OVERLAND COMMERCIAL CAR IS DELIVERED "OVERLAND" THROUGH MUD TO ASHLAND.



TRUCK ABOUT TO LEAVE PORTLAND WITH QUIN JONES IN COMMAND.