

ROADS MOSTLY GOOD IN EASTERN OREGON

Cold Weather, However, Is Reported by Portland Auto Men Making Trip.

BLUE TRAIL IS PRAISED

Magnificent Views More Enjoyed Due to Absence of Dust—Even Bad Stretches Made Passable by Freezing.

Eastern Oregon roads are now for the most part in remarkably good condition, but the weather is extremely cold, according to Jean W. Peters, traveling representative for the Portland branch of the Howard Automobile Company. Mr. Peters is still driving a Willys-Knight car over the Eastern Oregon roads, while Mr. Hays returned last week from a similar tour at Vale, Ontario, Baker and Condon, and each is an expert on road conditions their reports can be depended upon as authentic.

"At the beginning I wish to say that the roads were never in better condition than they are at the present time," says Mr. Peters in a special letter written for The Oregonian and dispatched a few days ago at Baker. "Recent rains have done to set in the dust, at the same time filling up most of the chuckholes in the road, which were once so disastrous to a car and to a fellow's back."

"Leaving the Columbia River Highway pavement I struck stretches rather bad, due to the fact that neither sun nor wind had had a chance to smooth out the rough and wet spots. Still this road was not what one could call very bad."

"From Hood River on to the Dalles and Wasco, even as far as Lone and Heppner, where just a few days ago one would have had a chance to say the roads get better, the going is now fine. The surface is rough, but clean, and there are no longer treacherous chuckholes covered by the blanket of dust."

"The 'Blue Trail,' from Heppner to Pendleton, until 10:30 o'clock in the morning, having unlimited faith in the Willys-Knight, which I was driving, I said 'Let 'er buck' and away I went."

"Leaving Pendleton the roads are good. Cabbage Hill, which is seven miles long, was in splendid condition. I did not strike any traces of mud or places rough until after I had passed Dead Man's Hill. From that point forward I saw places that would certainly have made tire chains necessary if the ground were soft, but as the ground was dry and covered with both frozen and hard lumps of ice, snow and mud."

"After passing Meacham I struck good roads all the way to La Grande. Aalde from that run from Pendleton to La Grande all roads are good in Union, Wallawa and Baker Counties."

"With respect to the machine. In all my 13 years' experience with automobiles of both domestic and foreign manufacture I never saw a car run smoother and develop more power for its size on all the grades, than the Willys-Knight. If anyone doubts my judgment in this matter, let them consult with C. A. Galloway, of Elgin, to whom I delivered the car."

"Now for the first time I realize the grandeur of her scenery, the salubrity of her climate, the greatness of her mountains, the grazing advantages in the valleys for sheep and cattle, and her immeasurable agricultural resources, which in total spell wonderful opportunities for the worker."

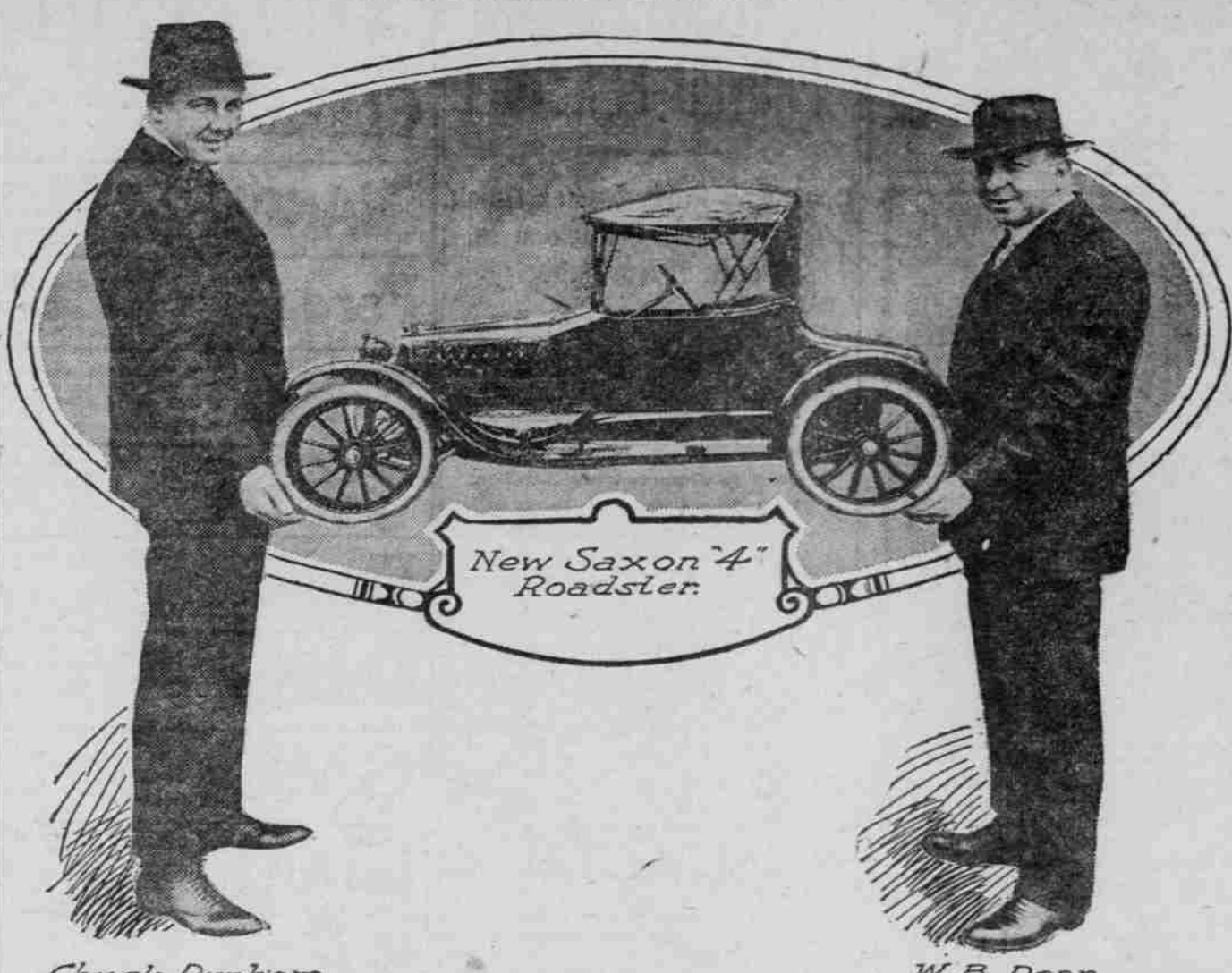
"All of the people of Eastern Oregon seem to be hauling wheat," said Mr. Hays upon his return to Portland. "Wheat is stacked high in the warehouses, in the stockyards, on platforms, in yards and wherever else they can find any room."

To relieve the car shortage situation partially they are putting tops on some of the steel coal cars.

"Next year should prove the banner of all time for automobile business in Eastern Oregon, every next fellow will have more than enough spare money to buy a car. Usually it is rather difficult to sell cars in the country at this season, but not so this year. Mr. Dean tells me he has sold five cars in the state today and that dealers in the territory are still after more deliveries."

GOOD-LOOKING CARS FACTOR Appearance of Salesman's Auto Is Considered Important. Big manufacturing, jobbing and wholesale houses whose representatives for the sake of speed, economy and convenience call on their trade in motorcars are reckoning with a new force in the salesmanship of their products in the attractiveness of the cars their salesmen operate.

HERE IS PORTLAND'S NEWEST TYPE OF CAR WITH ITS OREGON DISTRIBUTOR ON THE RIGHT AND HIS STAR SALESMAN ON THE LEFT.



Chuck Dunham.

W. B. Doan.

NEW AGENCY OPENED

Oregon Motor Car Company Is Locomobile Distributor.

LATE MODELS ARE HERE

Chassis Is Lowest of Its Type in Conformity With Present Ideas. Motor Dealers and Salesmen to Meet Tuesday.

Coinciding with the visit to Portland last week of Factory Representative Crosby, of the Locomobile Company of America, came the announcement that the agency for the Locomobile car in the state of Oregon has been awarded to the Oregon Motor Car Company.

Two of the new Locomobile models, a pleasure car and an enclosed car, are already on the floor of the Portland company. The Locomobile has not been represented actively in this territory since the resignation of F. H. Downes, sole salesman at the Portland Pacific Kiesel-Kar branch, who was manager of the "LoCo" branch here.

The schedule of prices on the LoCo "28" ranges from \$5600 to \$5900, and on the "48" from \$6500 to \$6800. W. C. Garbe, manager of the Oregon Motor Car Company, arrived in Portland one week ago to attend a general conference of all branch managers, distributors and traveling salesmen of the Standard Motor Corporation, A. H. Brown, Northwest manager; P. E. Sands, Seattle dealer; H. A. Clodfelter, A. T. Brown and W. L. Hickey, who travel through the Northwest territory, were also present at this conference, which commenced Thursday and ended last night.

The Oregon and Washington delegates joined the California contingent at Salt Lake and continued to South Bend and Detroit on a special car. During Mr. Garbe's absence the first models of the Denby truck, a new line annexed recently by the Oregon Motor Car Company, arrived in Portland. One sample of each model is now on hand, including the ton, ton-and-a-half, two-ton and two-and-a-half-ton capacities.

"A low-built chassis, specially designed to receive a fine body, is an important feature of the new Locomobile models," said F. M. Leighton-Smith, sales manager of the Oregon Motor Car Company, last week. "There is a general feeling that American cars are rather too high in appearance. The new Locomobile chassis is the lowest of its type, foreign or American."

"It has a lower radiator, bonnet and cowl, and the body is carried much nearer the ground, producing a finer proportion and a more distinguished appearance. The low step facilitates entrance and exit. The closed cars are particularly attractive because of their style and accessibility."

The members of the Dealers' Motor

CAR ASSOCIATION OF OREGON WILL BE "AT HOME" IN THE ROOMS OF THE PORTLAND PRESS CLUB NEXT TUESDAY EVENING, COMMENCING AT 8 O'CLOCK, WHEN THE SALESMEN OF THE VARIOUS AUTOMOBILE COMPANIES BELONGING TO THE ASSOCIATION WILL BE THE GUESTS.

For the benefit of the salesman, various selling performances will be staged with the idea of instruction. Typical "deals" will be tackled by experts and handled on the floor in full view of the guests. Sales managers, credit men and bankers will be called upon to pick certain so-called good "propositions" to pieces. Twenty-two different companies now belong to the dealers' association.

Motor Car Hailed as Latest Cure of Lung Trouble.

Former Los Angeles Bank Clerk Gets Out in Open and Recovers Health.

ALFRED GILL, of Los Angeles, Cal., Nov. 25.—The motor car is hailed as the latest cure for lung troubles. No longer is it necessary for the sufferer to betake himself out on the desert in search of relief from the dreaded "white plague." All that is necessary is a motor car, according to Alfred Gill, to overcome this ill.

Alfred Gill is a former Los Angeles bank clerk who had to get out in the open for his health. His lungs were affected; and he was told by Dr. W. Fred Stahl, well-known throat and lung specialist of the Angel City, that if he did not get out in the open and give up the work in the bank, he would follow several fellow-bank clerks who had died from the same cause during the previous few months.

Bank work was all that young Gill knew and he was afraid to give up his place over the books of the bank for fear that he could not make a living on the outside. Finally Dr. Stahl made him see where it was no worse to be without a job than to die like his fellow-clerks on the job had, so Gill took the jump.

The young bank clerk had a very small bank roll so he was not able to invest in any business, but he hit upon the idea of a traveling garage. With the small amount of capital he had, he purchased a Chevrolet "Four-Ninety" touring car on the time-payment plan. He then had a small truck body built to replace the touring body. This he stocked up with tires, oil, tools and a small line of accessories and started out to get the business on the highway.

At first business was slow. It looked as if the venture was bound to fail; but little by little the young man with his traveling garage worked up a business and today he has his health and is making more money than the highest paid clerk in the bank.

Astec corn 1000 years old was recently planted in Kansas. It grows much faster than modern corn and the grains will be at a premium.

OIL IS NOT GREASE

Lack of Distinction Causes Many Ruined Cars.

FRICITION IS BIG ISSUE

Three Principal Lubricating Mediums Are Oils, Compounds and Graphite—Selection of Proper Grade Vital to Automobiles.

The average consumer and a large percentage of garage men seem to think that oil is oil and grease is grease. A great many consumers ruin their cars due to this belief.

Buying cheap lubricants for an automobile because of a low first cost is a case of "a penny wise and a pound foolish."

Good oils and greases in a motor car mean that friction is reduced to a minimum—feed the working parts of a machine cheap lubricants and friction begins its sly work of depreciation. Fully 80 per cent of the prematurely worn-out cars are caused by improper or insufficient lubrication.

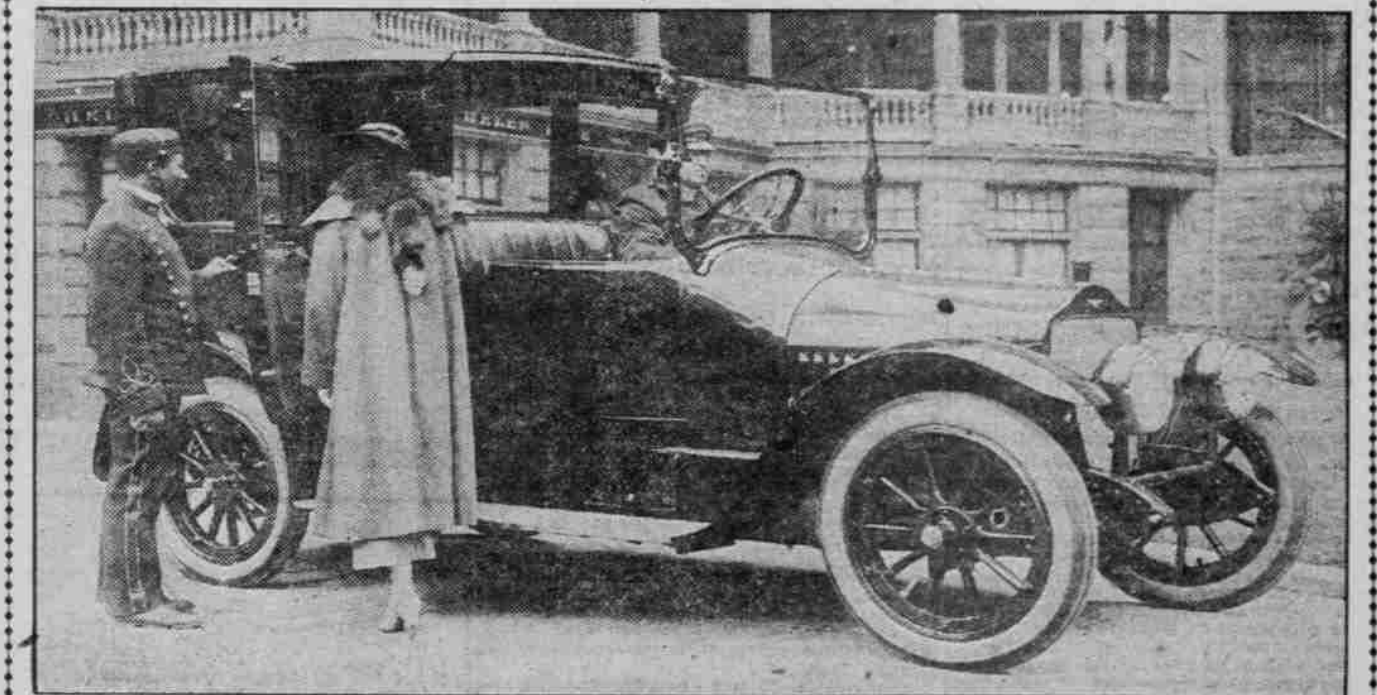
"The three principal lubricating mediums used for preventing friction in the engine, gears and bearings of automobiles are mineral oils, greases or oil compounds and graphite," says Walter Shulman, of the Pacific Coast branch of the Joseph Dixon Crucible Company.

"The first item varies from light fluids to extra heavy viscous bodies. The greases, or non-fluid lubricants, are a heavier bodied lubricant than the oils and should be compounded from mineral oils. However, a great many cheap compounds are on the market and the consumer should avoid these for his car's good as well as for his own. A grease that contains clay, wax, talc, rosin or resinous oils or other impurities or foreign matter should not be used."

"Graphite is a solid form of lubricant and when properly mixed with an oil or oils as carriers adds wonderfully to their efficiency. There are several grades of graphite."

Selecting the proper grade of oil is sometimes confusing, as different types of motors and oiling systems must be considered. Generally speaking, a light grade of oil should be used in the winter, while a medium or heavy oil should be used in warm weather. Most manufacturers recommend several well-known brands, so that the consumer can obtain the lubricants without trouble. Owners should change the oil in the crank case at least every 1000 miles and before putting in a fresh supply of the lubricant allow kerosene to be inhaled through the intake of the carburetor. This will loosen the carbon deposits which form from improperly burnt oils, due to a bad mixture or oil passing by the rings."

TOILETTE AND SMOKING SETS ARE AMONG FEATURES OF NEW CAR TO REACH PORTLAND.



Down at the White Company's salesroom at Park and Couch streets there is now on exhibit a most distinctive and luxurious automobile—the first of its class ever shown in Portland. The car is of moderate size, fashionable in design. Four persons can be seated on the inside and two in the driver's section. A detachable extension roof, which reaches to the windshield, protects the driver during inclement weather, as well as affording a pleasing variety in the appearance of the car. There is also an emergency top curtain, which is unrolled and attached to the windshield when required. The chassis is of the standard White 39 design, and the car is equipped with self-starter, electric lights, demountable rims, tire carriers and power tire pump.

The last word in luxury and convenience is afforded by the women's cloisonne toilet set, in a case of polished, inlaid mahogany, and a gentleman's inlaid smoking set, with ash tray and cigar-lighter, which is also inclosed in an inlaid mahogany case, both cases being conveniently attached to the side of the car.

MARMON 34 Advance in Marmon Prices Effective January 1, 1917. NORTHWEST AUTO CO. Broadway at Couch, Portland, Oregon. C. M. MENZIES, Sales Mgr. F. W. VOGLER, President. 1100 lbs Lighter. Illustration of a Marmon 34 car.

ROAD WORK ADVANCED

DELENA-CLATSKANIE STRETCH IS HALF COMPLETED.

Nine Bridges Are to Be Built on Short Section of Lower Columbia River Highway.

The new direct course of the Lower Columbia River Highway between Delena and Clatskanie is now 50 per cent completed, according to A. A. Rosenthal, of Portland, who makes frequent trips to the scene of activities to pay off the road crews engaged in carrying the project forward.

The new stretch will be seven miles in length, cutting some eight or 10 miles off the present routes between Delena and Clatskanie, one of which makes the circuitous detour to Mayer. Nine bridges are to be built along the short cut, one of which is already being constructed by Columbia County. The entire road will be ready for automobile travel next Spring, thereby eliminating the most unpleasant feature of the drive from Portland to the sea. There are no grades more than 4 per cent on the new survey.

The new road runs through Beaver Creek Canyon, which embraces some of the most beautiful scenery along the coast. It is estimated that \$3,000 will be required to complete the road, and already \$12,000 of this sum has been advanced by S. Benson, Portland's eminent good roads enthusiast, who formerly lived along the course of this road. The work is scheduled to be completed by January 15.

Turkey talk! No two ways about it! If you want—1000 miles more in the guarantee allowance, and—Anywhere from 1000 to 10000 miles more in actual mileage than with other tires, and—Freedom from tire troubles, and—More liberal service—The one sure way to get them to come to you and say "Savage Tires" (and Graphite Tubes). They make every day Thanksgiving Day. SAVAGE TIRES FACTORY DISTRIBUTORS: JOHN A. WALTERS CO., Inc. Sixth, Pine and Ankeny Sts. Portland.

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Gives Perfect Combustion by Increasing the Oxygen. Consequently, with Distillate or Gasoline,

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For any make of automobile. Installed at the

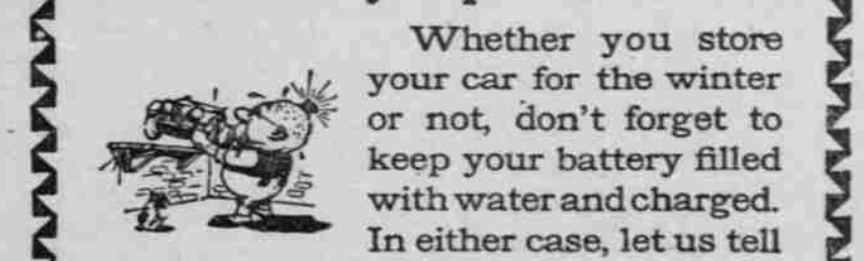
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Auto Electric Equipment Co. Sixth and Burnside

We'll be glad to test your battery at any time