

OVERLAND CREWS GOING TO FACTORY

Oregon Delegation of Fifty Is Largest From Western States.

JOHN NORTH WILLYS HOST

Two Days Will Be Spent at Big Plant in Toledo—Two Pullmans Leave City Crowded With Salesmen.

Primed for the biggest, tallest time of their lives, more than 50 Oregonians, augmented by delegations from Seattle and Spokane territories, who arrived from the north earlier in the morning, were pulled away from the Union Depot yesterday morning, bound for Toledo, Ohio, where they will spend two days inspecting the big Willys-Overland factory plant and will enjoy the special hospitality of John North Willys, head of the company.

Before the final whistle blew every Overland dealer and sub-dealer in the State of Oregon, not to mention numerous guests, had been induced to make the trip and H. H. Eling, manager of the Portland branch of the Overland-Pacific Company, claims that the Portland territory is seeing more than both the Seattle and Spokane branches combined and more than either the Southern California or the San Francisco divisions.

Two Pullmans Crowded. The Oregon delegation of 54 persons alone will require two Pullmans and even then three must sleep in the drawing-rooms in order to accommodate all. And at that Mr. Eling had to turn down several of the best salesmen in the territory and a few other worthy chaps for lack of room.

The last dealers to fall in line for the trip were E. M. Ward, of Prairie City, and John J. O'Bryen, of Baker and Haynes. When word came from Mr. Ward, accepting the invitation, Mr. Eling remarked that he would be happy to hear from Mr. O'Bryen that he had also changed his mind. He had hardly sent the words from his lips than a messenger boy hopped in with a telegram from Mr. O'Bryen announcing that this last holdout among the dealers had decided to make the trip. Mr. Eling reports that the effect of the factory trip has been unusual. Last week he says a large number of automobile men dropped into his office asking for agencies and incidentally hinting that they might like to take the trip to Toledo. He says he had to turn down one of the best men in the state because another fellow chanced to drop in just ahead of him.

Those making the trip to Toledo are going to have a few surprises sprung on them while at the factory. A newspaper is to be published especially for the occasion containing a number of local hit jokes on each and every one of the Overland dealers. The takeoffs on the men from Oregon were written by Mr. Eling, who spent a whole evening trumpeting and in humor to poke at this and that dealer.

Here Are Some of the Jokes. The following excerpts from his manuscript furnish a splendid idea of his remarkable talents in that direction.

For the benefit of those who desire to learn to dance we have imported at a fabulous expense Albert Rousseau—whose fame is known among the young female set of Albany, Eugene and Corvallis. He is a sure, some dancer—some Chesterfield. He is not only famous for his dancing, but is also admitted for his test chestnut pompadour hair and for helping his partner sell sixty-odd Overlands in Eugene. Sherman, grandson of ex-President Hayes, who made Eugene famous for Overland, is one proud father as the grand daughter of ex-President Hayes won the prize at a recent baby show, \$9 5-10.

For the football fans—We would suggest that you get in touch with Cuyler Van Platten, who knows the game from soup to nuts. His father's knowledge of this true American game is equal to his ability as an Overland man.

Don't start anything you can't finish with J. P. Morselock. Gee, he can quote you back months ago on anything you say. You won't be able to get by with it. And if you leave he'll argue it out by letter.

That long-standing joke, "Who shoots the holes in the cheese" can now be answered to our entire satisfaction by Christensen and Haberlach, of Tillamook. Christensen is the cheese inspector of Tillamook cheese and Haberlach is the attorney for the Tillamook Cheese Association. Some cheese, by the way!

Dave Kurian, who sold Overlands—He rents money at his little bank at Hillsboro. He sold Overlands—He rents money at his little bank at Hillsboro. He sold Overlands—He rents money at his little bank at Hillsboro.

Found—An Oasis. Oregon has gone bone dry—George Whitehope Miller to the rescue. He was once a chemist, then he had the Overland line in Ashland, and now has graduated and has the whole of Jackson County. George has only 14 miles from the coast, Hill, California, and he will no doubt be very popular with the Overland men.

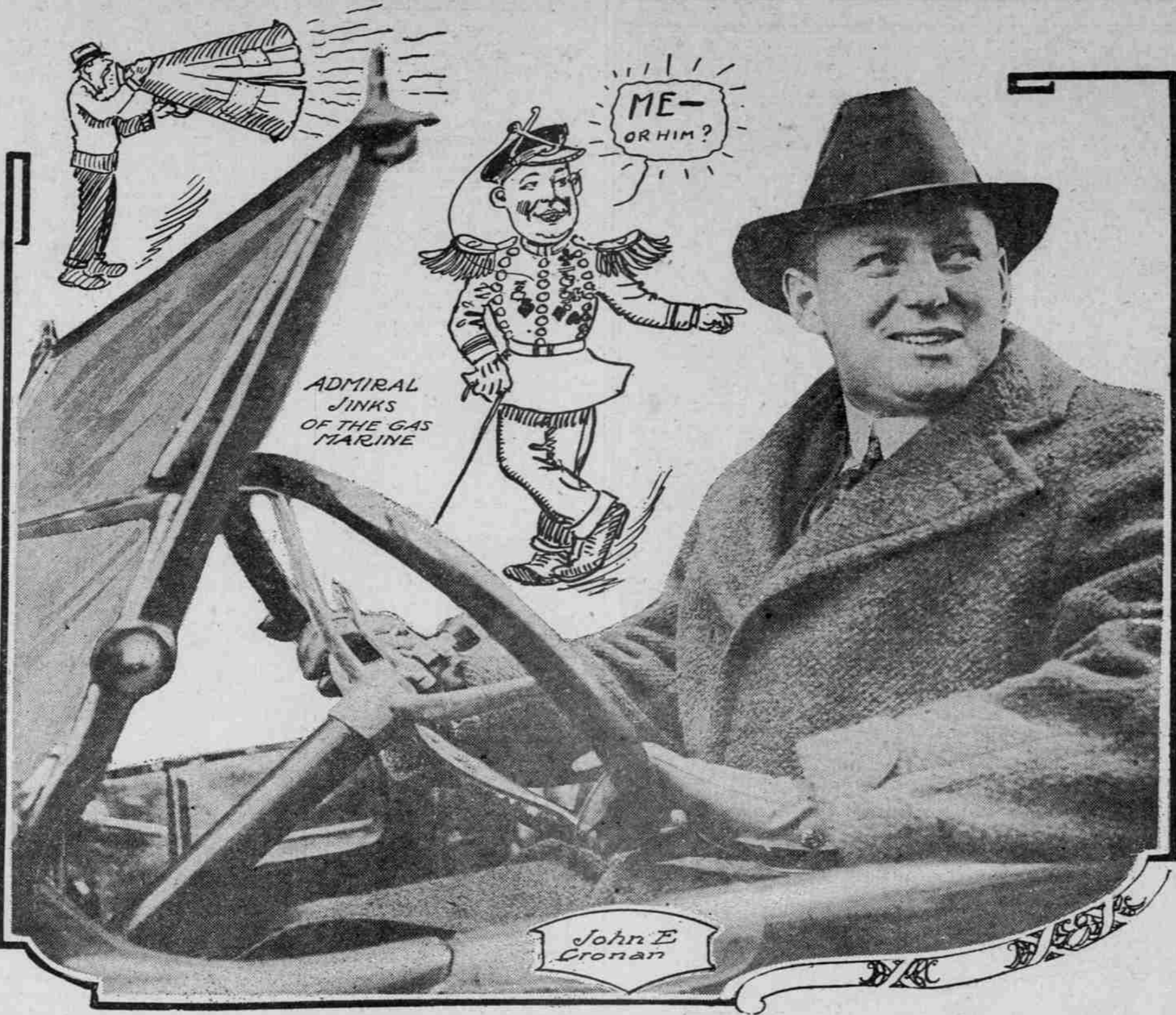
Claud L. Welch will, no doubt, try to impress you that he has racing ability, but as his wife is not allowed to bet, he is serious. It is she who is the driver.

Your attention has, no doubt, been attracted to our ivory-towered friend, Dwight Misner, formerly a Montana rancher, now our dealer at Salem, the home of the feeble-minded, the State Penitentiary, and the booby hatch. This possibly is the reason why he brought such an unusual man along as Ben W. Olevit, Secretary of State.

Mr. Misner's favorite indoor sport is coupon tic-tac, which he is very fond of. These coupons, however, have four legs. Why did Russ Harness invite our congenial friend, Carl Shoemaker, the State Game Warden, to come along with us? Answer—Because his mice pies are made out of buckmeat, and the butcher does say that Russ' butcher bill is "nit" per month.

Fishing and hunting is very good in Russ' territory, Douglas County. In fact, the town of Ridgeville invites the whole world to come once a year and eat their fill of barbecued deer meat.

Prominent Portlanders Who Motor



BEFORE lending the money that has been entrusted to his care by capitalists of foreign countries and of the East, John E. Cronan, president of the Cronan Mortgage Company, is often called upon to investigate the value of farm lands located many miles up the Willamette Valley from Portland, or perhaps in Eastern Oregon or Washington. It is on those particular occasions that his big Hudson Six is helpful in getting him over the country roads which lead to this and that holding.

Mr. Cronan was admitted to the bar in Oregon several years ago, following graduation from the University of Oregon law department, but he has never practiced. In addition to his activities in the loan business, he is secretary of the Portland Chamber of Commerce and chairman of the house committee of that organization. His

latter title makes him responsible for the quality of food dispensed in Portland's big institution of business men. Quite by way of diversion Mr. Cronan acquired the appellation of "admiral" when called upon last August to preside over the destinies of the Astoria regatta. But Admiral Cronan is not the only famous member of the family. His brother, L. W. Cronan, is known as the king-pin operator of the Portland Realty Board, having re-

cently won a prize in a vigorous speech-making contest. Another, Frank Cronan, was married recently to Muriel Sailing, the popular queen of several Pendleton Round-ups, of the last Portland Rose Festival and of the 1916 Astoria Regatta.

BOSS SHARE SOLD

E. W. A. Peake Takes Half Interest in Company.

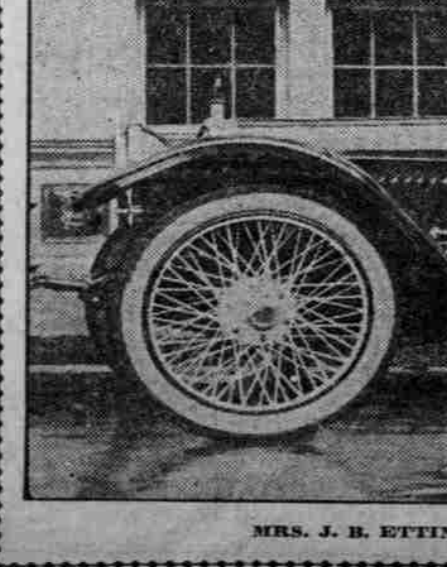
PACKARD AGENT LEAVES

Third Prominent News Development of Week in Motor Circles Is Resignation of Justy Jay Devaux, Chevrolet Handler.

One of the most important recent developments along the local automobile row came last week when W. A. Peake, a Portland capitalist, purchased one-half interest in the C. L. Boss & Co., becoming secretary of a new firm to be known henceforth as the Boss & Peake Automobile Company.

TRAIN OVERTAKEN BY CAR

Hudson Super-Six Hits Up Pace of 65 Miles in Spots.



BEAUTIFUL DARK BLUE MOTOR CARRIAGE IS PRESENTED TO PORTLAND SOCIETY WOMAN BY HER HUSBAND.

luggage, stopped at a drugstore for a drink, at a garage to fill the radiator, and then raced after the train. They caught it at Little River. "We sure hit it up some," says Mr. Reid, "and sometimes the indicator was at 65 miles an hour. We reached Little River in ample time to arrange about the tickets and check baggage before the train left. The train porter was dazed when he saw us. He recognized us as the party left behind at Miami. "You alls awfully meek" have just about floo to get it meek as fas as this all train made it."

Justy Jay Devaux, who has been distributor of the Chevrolet car in Oregon, has resigned in order to take the agency for the Regal car in Lower California. Norman Devaux, Mr. Devaux's son and Chevrolet manager for the Pacific Coast, was due to arrive in Portland last night to appoint a new distributor here.

At the present time the retail privileges on the car are held by Benjamin E. Boone, and it is regarded as likely that he will become distributor for Multnomah and several of the adjacent counties. The branch headquarters at Oakland may supervise jurisdiction over the balance of the Oregon field.

The many friends won by Justy Jay Devaux during his residence in Portland regret to see him return to his old stamping grounds in Los Angeles.

The American Association of Garage Owners has established a schedule of maximum prices to apply to motor tourists throughout the country. The purpose of this schedule is to protect tourists against extortion and place the garage and retail-serving trade beyond the pale of just criticism regarding prices. Members of the association throughout the country have subscribed to this schedule, and the same has been sent to all motor and automobile clubs throughout the United States by Secretary-Treasurer C. M. Carr for posting. Each garage carries the American Association of Garage Owners' sign, which indicates that to the tourist the prices he will have to pay if he stops for accommodations will not be higher than the schedule. Many garages holding membership in the American Association of Garage Owners charge a lower price, as prices are generally controlled by local conditions. The schedule of maximum prices is as follows:

Table with 2 columns: Towns, Prices. Rows include Machinist class A, per hour; Helper class B, per hour; Apprentice class C, per hour; Tourist storage, per week.

Mr. Reid drove some friends to the railroad station in Miami. Just before the train started it was discovered that they had forgotten their luggage. It was too late to go after the grips and get back before the train was scheduled to start, so the party carried a few minutes and saw it fade from sight. The travelers were so disconsolate over missing their train and connections north that Mr. Reid said, "If that's the way you feel about it, we'll get your grips and catch the train yet." They drove uptown and got the missing

TOUR MAKES BUSINESS

CADILLAC EIGHT VISITS VALLEY TOWNS WITHOUT ACCIDENT. Prospects for Spring Delivery Are Numerous When Feat of Car Becomes Known Generally.

By covering 2700 miles of Willamette Valley roads without using a tire chain or suffering a puncture and without losing a nickel or a minute because of mishap, Merrill E. Moores, of the Covey Motor Car Company, has proved the worth of Western Oregon roads and the dependability of the Cadillac eight car.

SNOW HALTS CAR THREE DAYS

Hupmobile Then Attempts to Plow Covered Mountain Roads.

After conquering road and climatic conditions of all sorts, the Hupmobile car which passed through Portland recently was brought to an abrupt halt by snow at Salt Lake City. The party was delayed at that point by the snow for three days, after which an attempt was made to plough through the snow-covered mountain roads of Utah and Wyoming to Cheyenne.

After the hardest kind of going the car finally reached Evanston, Wyo. At midnight and early the following morning the start was made eastward. Telegrams from the party, which now includes C. E. Salisbury and George B. Lipe, drivers, and W. A. Krohn, photographer, best explain the struggle of the car and men are having to push forward from Wamsutter, Wyo., comes the following: "Capital Hupmobile car arrived Wamsutter 11 this evening. Covered 206 miles today. Entire distance through sand storm and snow and finally zero weather was encountered. Car had perfect car, but crew had hard time keeping from freezing. Roads winding and rough and many dangerous chuck holes."

BOSS SHARE SOLD

E. W. A. Peake Takes Half Interest in Company.

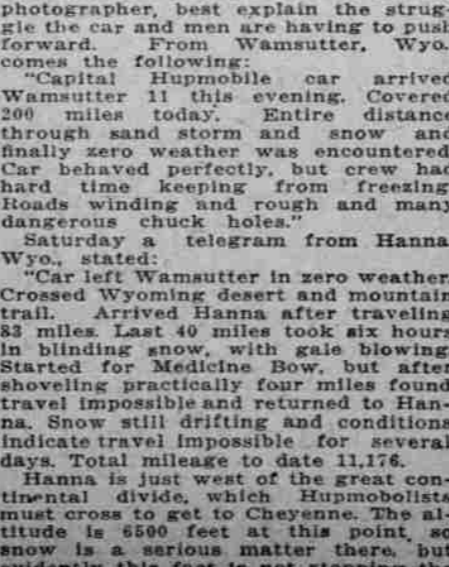
PACKARD AGENT LEAVES

Third Prominent News Development of Week in Motor Circles Is Resignation of Justy Jay Devaux, Chevrolet Handler.

One of the most important recent developments along the local automobile row came last week when W. A. Peake, a Portland capitalist, purchased one-half interest in the C. L. Boss & Co., becoming secretary of a new firm to be known henceforth as the Boss & Peake Automobile Company.

TRAIN OVERTAKEN BY CAR

Hudson Super-Six Hits Up Pace of 65 Miles in Spots.



MRS. J. B. ETINGER ABOUT TO ENTER HER NEW WINTON SIX.

AUTO DIRECTORY

H. L. KEATS AUTO CO. Broadway 5368

Chalmers Broadway at Burnside. Now Demonstrating the New 3400 R. M. P. \$1950 F. O. B. Factory.

(HANDLER) See the Chandler Four-Passenger Roadster GERLINGER MOTOR CAR CO., 363 Oregon St., East End of Steel Bridge

Ford Cars Francis Motor Car Exchange Phone E. 1199—E. 13th at Hawthorne 1917 Models—\$165 Down, \$25 Per Month.

Fords FORDS—1917 models. Easy terms. \$165.70 down, balance \$25 per month. Trade in your old Ford. Ford Service Dept. never closed. Phone for service call. 704 Kearney St. PALACE GARAGE CO. Main 90, A-2442.

Franklin offers more of "what you actually need and want in an automobile." BRALY AUTO CO. Main 4880, A. 3881. 19th and Washington Sts.

Garford A complete line of motor trucks both worn and chain drive. One-ton, 1 1/2, 2, 3 1/2, 5, 6, 7 and 10-ton tractors. GARFORD MOTOR TRUCK SALES CO 522 Alder St.

GMC General Motors Company Trucks 1/2, 1 1/2, 2, 3 1/2 and 5-Ton The Standard of Portland Business Houses. Columbia Carriage & Auto Works, 209 Front Street.

GRANT SIX Leads in Quality, Size and Power for Its Price. Manley Auto Co. Eleventh, Oak and Burnside Streets. A. B. Manley, Pres. E. C. Habel, Salesmanager.

Hudson Super Six—The Car with the greatest records C. L. BOSS & CO., 615-617 Washington Street

Hupmobile All the Needs of a Pleasure Car Are Found in the Hupmobile. MANLEY AUTO CO., Eleventh, Oak and Burnside. All the Needs of a Pleasure Car Are Found in

Mack & Saurer Capacities, 1, 1 1/2, 2, 3 1/2, 5, 5 1/2, 6 1/2, 7 1/2 Tons. Complete Stock Repair Parts. F. C. ATWELL, Sales Agent. MOTOR TRUCKS Washington at 21st. Tel. Mar. 440

Maxwell Economy records, non-stop records and smallest up-keep records. C. L. BOSS & CO., 615-617 Washington Street.

Mitchell SIX A reliable car, built by a reliable factory, sold by a reliable concern. Prices, \$1050, \$1300, factory. MITCHELL, LEWIS & STAVER CO., East First and East Morrison Streets.

Oakland Oregon Oakland Motor Co., Wholesale. Oakland Auto Sales Co., Retail. 522 Alder St., at Sixteenth. Main 414.

Oldsmobile Distinctive High Grade. Light Weight. OLDSMOBILE CO. OF OREGON. Broadway and Couch. Phone Broadway 1640.

Republic Internal Gear Drive, unqualifiedly guaranteed for the life of the truck; 1/4, 1, 2 and 3-ton sizes. ROBERTS MOTOR CAR CO., Park and Flanders Streets.

Trucks Moreland Distillate 1/4 ton to 5 ton. Vim delivery, 1/2-ton capacity. M'CRACKEN MOTOR CO., 445 Stark St. Main 9019.

White The "Biltwell" Series represents the latest and best in motor cars. New value at medium prices. D. C. WARREN MOTOR CAR CO. 58-60 N. 23d Street. Phone Main 780.

AUTO ACCESSORIES BOWSER GASOLINE and OIL TANKS STORAGE SYSTEMS FOR PUBLIC and PRIVATE GARAGES. S. D. STODDARD, District Supt. Sales, 415 Corbett Bldg. Main 1476.

"Exide" BATTERY Oregon Distributors—FREE Battery Service STORAGE BATTERY CO. 348 Couch Street Phone Broadway 3943

Grus Spring Oiler Stops the squeak, removes and prevents rust, reduces breakage to a minimum, makes car ride 50 per cent easier. Saves on tires and engine. Sold on 30 days trial, with money-back guarantee. J. E. TRYZELAAR, Kents Garage, 29 N. Broadway.

Dr. Spark knows everything Electrical. Specialist in lighting and starting batteries. Day, night service. GIBSON ELECTRICAL GARAGE AND STORAGE BATTERY CO. Alder at 12th

Willard We Stock Them, We Repair Them, Free Advice and Inspection. AUTO ELECTRICAL EQUIPMENT CO., Sixth and Burnside Streets.

SPOT LIGHTS

We are distributors for such high-grade lines as S. and M., Howe and Silverbeam Spotlights. Come in tomorrow and get yours.

ARCHER & WIGGINS Distributors of High-Grade Motor Car Accessories SIXTH STREET AT OAK

Equipped With a BOSCH MAGNETO Power for Fords Ballou & Wright BROADWAY AT OAK

men making the trip, as a wire sent late Monday night stated: "Still in Hanna, Wyo., although snow drifts in places between here and Medicine Bow are quite impassable, the Capital Hupmobile will leave soon en route to Cheyenne. Understand that 12 months, means, of course, a great extension in the activities of the plant. Fifty thousand square feet will be added to the working floor space of the plant. The capacity of the loading platforms is being doubled and new railroad sidings are to be built.

Olds Expansion On. LANSING, Mich., Dec. 2.—Expansion