

THOSE SMITH BOYS PUT OVER GOOD ONE

They Stage Race in Opposite Directions Around Goble-Kalama Loop.

BUICK CAR AGAINST BUICK

George W. Dean Responsible for Madhouse Racing Idea That Has Salesmen Running in Circles for Glory.

BY LAIR H. GREGORY. Frank V. Smith, former carpet buyer for J. G. Mack & Co., sells Buick cars for the Howard Auto Company.

And thereon hangs the yarn now about to be spun by the two confident salesmen, each driving a Buick and hating himself for the easy nonchalance with which he does it, a clash, a challenge, an appeal to Manager George W. Dean to settle the ruction, a proposal, its acceptance and the mad dash those Smith boys made in opposite directions around the Goble-Portland-Kalama-Goble-Portland loop to settle the question of driving supremacy.

They were going over the prospect lists at the office the other morning, making ready for a busy day, when Frank V. Smith chanced to remark that while he wasn't strong on this driving through track, in fact, what it came to country driving he was there, boys, he was there.

How They Talk. "Oh, yes," retorted D. Montgomery Smith, "for an ex-carpet buyer you drive very well"—or words to that effect.

"I can drive past you on any road, for all your 14 years' experience," snapped back Frank V. Smith—or words to that effect.

"What?" said D. Montgomery Smith, jumping to his feet.

"Yes, what?" said Frank V. Smith, jumping to his feet, too.

Hostilities were averted, for Manager Dean came in just then. They put it squarely up to him to say which was the better driver, King or Smith, and very neatly, did Mr. Dean.

"Boys," he said, "if you really want to settle this, let's settle it right." And then he outlined a little plan.

"Next Sunday morning," he explained, "each of you will be here with your car and one observer. You will start from in front of this office promptly at 9 o'clock.

"One of you will drive first to Kalama, Wash., cross the ferry to Goble, and return that way to Portland. The other will drive first to Goble, cross the ferry to Kalama, and return that way to Portland. Your speed limit will be 25 miles an hour—I don't want to be accused of being—and the first one in wins. Does it go?"

It did. It went big. And so it happened that promptly at 9 o'clock last Sunday morning, Frank V. Smith in his Buick, with Edward V. Knox, another Buick salesman, as his observer, set out from the Buick quarters at Fourteenth and Couch streets, for Goble.

And D. Montgomery Smith, equipped also with a competent observer, set out in his Buick for Kalama, via Vancouver, Wash.

This race will never go down on the books, but it was a grand little contest for all that. Frank V. Smith, bounding along the smooth road on the Oregon side, reached Goble in exactly one hour and 27 minutes. While D. Montgomery Smith was still struggling through mud on the Washington road, his rival signaled Captain Haven, the Goble ferryman, crossed the Columbia, and at 11:15 was leaving Kalama on his return via Vancouver.

He and his observer watched for D. Montgomery's Buick as it came back. They recognized the tracks of Smith's car when they were a few miles this side of Kalama, but to their great bewilderment, they did not meet him.

HERE THEY ARE—THE SMITH BOYS ON THEIR LOOP-THE-LOOP RACE VIA GOBLE AND KALAMA, AND THE PICTURES PROVE IT.



1—Frank V. Smith (Left) and D. Montgomery Smith, Shaking Hands About It When They Got Back—Which Proves They Did Get Back. 2—Frank V. Smith and His Buick, on the Goble Road—Which Proves He Really Was on That Road. 3—D. Montgomery Smith and His Buick on Captain Haven's Ferry at Goble—Which Proves He Really Was on the Ferry.

ROY WILSON HOME

Road Man for Manley Auto Co. Had Grand Vacation.

NEW HUP GIVEN HARD TEST

He Took New Comfort Car With Him and Tried to Break It, but It Proved Bungle-Proof and Is Now in Perfect Condition.

Roy Wilson, himself, is back home again from a long vacation in Southern California, full of pep and new ideas to put into his work as territory man for the Manley Auto Co., Oregon distributor for the Hupmobile, the Grant Six, and the National Highway car.

He was gone six weeks and had the very time of his life. He says so. Indeed, he was away so long that some folks got the idea that Southern California climate had won a convert and that he wouldn't be back at all. There never was a chance for that, he says.

When he left Portland, December 16, Wilson took with him a brand new Series R Hupmobile that had not been run a mile. He shipped it to San Francisco, and the rest is the rest of his six weeks trying to break it.

Well, he tried just about every way in the book to bungle up that car somewhere and somehow. But it wouldn't bungle. It proved absolutely bungle-proof. But seldom does a car have such a run for the money.

When it was shipped back to Portland this week, its speedometer showed that Wilson had run it 2484 miles in his combination testing-touring operations. Yet it ran as sweetly as a car could run; in fact, was in perfect condition.

Just to see what the new Hupmobile motor, for which so much has been claimed, would do, Wilson tried it out for 200 miles on a straight road straight distillate. The test was entirely satisfactory. It did just as well on distillate as on gasoline.

During his stay in California, Wilson motored from San Francisco to Los Angeles, San Diego and the California border line just opposite Tia Juana, Mex. Then he motored back to San Francisco, doing a little exploring meanwhile on the side roads. He is warm in his praise of the California highway.

While in San Francisco, A. E. Manley, president of the A. B. Manley Auto Co., arrived, also on vacation. This was the night of the Grant motor, while Wilson drove to Los Angeles. Mr. Manley took in the New Year's celebration in San Francisco, then took the train to Los Angeles and met Wilson there, and accompanied him on a run to San Diego and back.

James Randall, also of the Manley Auto Co., and also on vacation—their vacations seem to run in crowds—likewise accompanied Wilson on part of his touring in Southern California.

One point which Roy Wilson emphasizes in his account of his trip is the fine treatment he received from the California Automobile Association. At the office in San Francisco, the secretary, Mr. Grant, supplied him not only with maps, but with complete road data, telling what roads were paved, what were not, and everything else a motorist, in a word, would want to know. And the best of it was that the information proved absolutely accurate. Roy is now a great admirer of Mr. Grant.

Temporary police licenses were issued in Portland last week to the following buyers of latest model motorcars, pending arrival of the official state licenses from Salem. The list is compiled by M. G. Wilkins, publisher of the Automobile Record:

- F. J. Curriegan, Lents, Ford. Gustav Walstrom, 485 Roselawn avenue, Ford. L. E. Stroud, 806 South Edison street, Ford. J. C. Russell, Linton, Ford. Henry G. Fielding, 897 Cleveland avenue, Ford. Mrs. C. G. Mounce, 4836 Sixty-fourth street, Southeast, Ford. Dwight Edwards Company, 34 North Front street, Ford. United States Rubber Company, 24-26 North Street, Ford. A. L. Pullan, 229 Pine street, Liberty. Charles Lerner, 149 Front street, Chevrolet. F. B. Ley, 314 Grand avenue North, Ford. H. S. McCracken, Blake-McCall Company, Dodge. Mary C. Wood, 603 Holly street, Peerless. Fred Smith, Troutdale, Buick. D. Marimato, 207 Everett street, Ford. A. N. Lesure, 548 East Twenty-first street, Oldsmobile. W. C. W. Davis, 4127 Fifty-seventh avenue Southeast, Chevrolet. George Schaefer, 406 Stanton street, Ford. Max Bramberger, 456 Sherlock building, Overland. S. M. Larrabee, 555 Hawthorne avenue, Dodge. S. M. Mearns, 494 Northrup street, Velle. A. E. Clark, 1208 Northwest Bank building, Ford. W. A. Norby, 239 East Forty-eighth street, Ford. American Tire & Rubber Company, 74 Broadway, Ford. Mrs. L. S. Alexander, 749 Overton street, Ford. Carl L. George, 228 First street, Ford. John P. Nelson, Columbia Contract Company, Ford. A. C. Smith, 205 North Edison street, Chevrolet. N. Smith, 121 North Third street, Chevrolet. G. N. Smith, 121 North Third street, Chevrolet. Floyd P. Brewer, 145 Sixth street, Dodge. F. Negard, 1711 Broadway street, Ford. Merrill P. Parker, 301 East Third street North, Buick. Dooley & Co., 312 Board of Trade building, Buick. L. S. Shirley, 151 East Seventeenth street, Chalmers. H. H. Schejger, Portland, Ford. O. C. Kadolph, 1135 Woodward avenue, Ford. Oscar Holmes, 1235 Delaware avenue, Ford. William F. Kell, Portland, Ford. Standard Oil Company, Gresham, Ford. Mrs. Neta von Klein, 696 East Fifty-fourth street North, Oakland. National Laundry Company, East Eighth and East Clay, Ford. Gelman & Bader, Front and Gibbs streets, Ford. H. M. Shepard, 60 North Broadway, Ford. William J. Sowers, 6029 Eighty-sixth street Southeast, Ford. Coast Steel & Machine Company, 50 First street, Oldsmobile, Ford. Dr. M. Basallian, Corbett building, Oldsmobile. J. Brandt, Tigard, Or., Chevrolet. W. L. Thomas, 106 Cook avenue, Ford. F. A. Ellis, Portland Transfer Company, Ford. Albina Fuel Company, 61 Broadway, Ford. W. C. Lawrence, 80-86 First street, Franklin. George W. Lawrence, 80-86 First street, Franklin. O. J. Boyd, Edin Brau Hotel, Ford. Roy O. Vincent, 1037 East Sixteenth street North, Ford. M. B. Carter, 1136 East Thirtieth street North, Ford. G. N. Smith, 121 North Third street, Ford. Wells-Fargo Company, 81 Sixth street, Portland, Ford. M. L. Still, Associated Oil Company, Hupmobile. Mrs. Marcia Pike, Beaverton, Or., Oakland. Merrill P. Parker, 261 Third street, Ford. D. E. Wood, 1808 Hamlin street, Ford. Cover Motor Car Company, Twenty-first and Washington, Dodge. T. J. Munkers, 600 Thompson street, Dodge. Mrs. Max Daus, 285 Loveloy street, Buick. Dr. W. A. Wise, Tillamook, Or., Ford. J. W. Strubbs, 11 Broadway, Chandler.

New Car Owners in County. Temporary police licenses were issued in Portland last week to the following buyers of latest model motorcars, pending arrival of the official state licenses from Salem.

NEW SHOW SCHEME

Roy Hemphill Would Make It Year-Round Affair.

EDUCATE PEOPLE, HE SAYS

Chalmers and Hal Twelve Distributor Believes Too Little Is Known by Public About Importance of Auto Industry.

BY ROY HEMPHILL, Manager Western Motor Sales Company.

My suggestion for the ideal motor car show is one which would run without intermission from January 1 to December 31. There would be an entrance on the Atlantic Coast and an exit on the Pacific and a continuous performance would be conducted through the medium of the press by the automobile manufacturers.

In place of the "latest thing" in sport or other models, there would be a complete and elaborate exposition of what the automobile industry means to the country at large and is doing every day. Only through an earnest and tireless campaign can the industry secure the prestige and patriotic support which it deserves.

In other words, the automobile industry should be "sold" to the American public. The word "sell" can have but one meaning. I do not mean the financial sales of any particular one of the 550 manufacturers or truck builders, but simply establishing in the minds of the public the value of this unappreciated and comparatively unknown industry. It is common knowledge, even to the boy in the grammar school, that the railroads are our leading and greatest industry. But many, even college men, do not know that the automobile industry is the third in rank.

This means that in one-fifth of the time that the railroads have been climbing in importance the automobile has overtaken every other industry save steel and the railroads. It has become the bread and butter of 4,000,000 men, women and children, directly dependent on its wages. Include the plants of accessory makers and other lines dependent on the motor industry, and in round numbers there are 6,000,000 people who obtain their livelihood from the automobile industry.

The wages paid to the automobile and allied industries total \$745,000,000 per year. This includes 550 automobile factories, 1080 accessory plants, 2380 distributors, 25,000 dealers and 13,500 garages. But wages is not the only proof. The materials built into motor cars come from every section of the country and in the aggregate total annually hundreds of millions.

For rubber alone \$500,000,000 is spent each year. These and other figures which might be quoted are sufficient to awaken an appreciation of the intrinsic value of the automobile industry. With machines distributed into every nook and corner of the country, a large share is distributed through the thousands of dealers, so

METAL SAW IS HANDY TOOL

But Care Should Be Taken in Sawing as Blades Are Very Brittle.

The metal saw is a mighty handy garage tool, but there are certain things to remember in its use. The steel blades are brittle and easily broken unless the sawing operation is properly carried out. For iron and steel, fine-toothed blades should be used, while for brass and soft metal, coarser ones are advisable.

Boardman School to Cost \$300,000. BOARDMAN, Or., Jan. 26.—(Special.)—The new schoolhouse at Boardman is now well under construction. It will cost about \$300,000 and is built of concrete. The architecture is so arranged as to provide for additional wings without marring the symmetry, whenever the other schoolrooms are needed.

The district is about eight miles long and three miles wide and the town is centrally located. One year ago there were nine children and one teacher in the district. Now there are three teachers and 89 pupils.

DODGE DELIVERY HERE

H. M. COVEY RECEIVES FIRST OF NEW COMMERCIAL CARS.

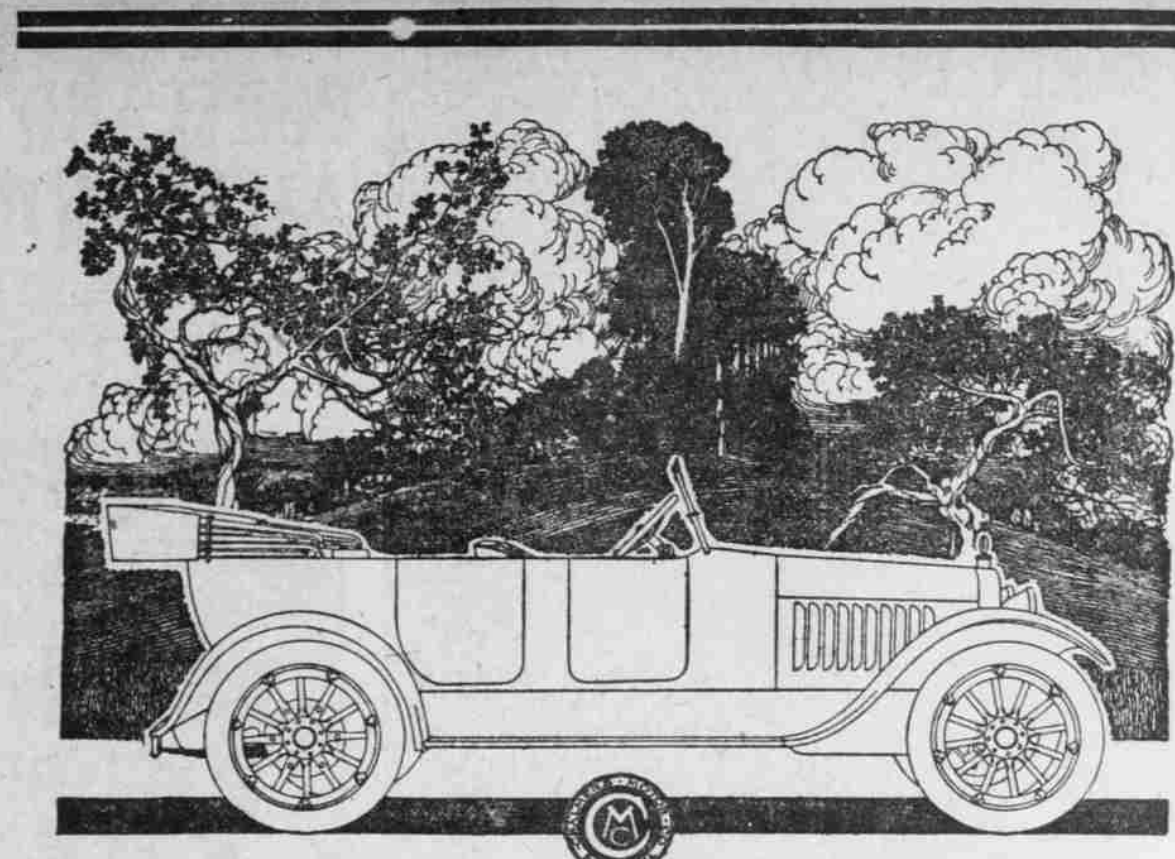
Practical and Substantial Light Vehicle Makes Great Hit in Light Delivery Field.

The first of the new Dodge commercial cars was received last week by the H. M. Covey Motor Car Company. This is virtually a duplicate of the car that Dodge Brothers have been delivering to the Government in large quantities for several months past, but which they have only just placed on the commercial car market.

The new Dodge commercial car is of 3-ton capacity. It is a practical, substantial, fine-appearing vehicle. The specifications are similar to those of the Dodge standard touring car, except for such details as over-size tires, heavier springs, steering post set at higher angle and gasoline tank under the driver's seat.

The mechanical features of the Dodge touring car chassis have made such a strong appeal to firms desiring a substantial light delivery vehicle that many of the chassis have been bought separately and equipped with delivery bodies. To fill the demand for a factory-built commercial car on the Dodge chassis, Dodge Brothers have now turned out the new commercial car, which the H. M. Covey Motor Car Company will handle in this territory.

The body of the commercial car is of pressed steel, with a black enamel finish similar to the finish of the standard touring car. For enclosure of the car there is a set of substantial oiled duck curtains for both sides and rear of the driver's seat, as well as for the sides and rear of the body. The driver's seat and back are upholstered in genuine leather. The wire screens of the body are removable.



THERE IS ALMOST NO "UNBURNED GAS" THAT COMES OUT OF THE EXHAUST OF THIS GREAT CHALMERS ENGINE

"Unburned gas" is waste. It means power that was never put to use.

And any engine that throws out any quantity of "unburned gas" through its exhaust is hardly an efficient engine—any more than a man who wastes much of his time is on the job.

Results show that there is almost no "unburned gas" from a current Chalmers engine. Largely because of two important engineering feats: the "hot spot" and the ram's-horn" manifold.

One breaks up, cracks up into infinitesimal molecules the raw gas and then warms it up like toast. The other speeds the gas thus conditioned on its way to the combustion chambers—simplifies a formerly more or less involved procedure.

So that the jiffy a spark plug touches off the gas there is 100%, or very close thereto, results.

All the kick that's in the gas comes out in power—not in the exhaust pipe. And that power is harnessed so wonderfully in this great Chalmers engine that your foot can tease it up or lull it down with a response, once you have called upon it, you will never forget.

Table listing car models and prices: TOURING CAR, 2-PASSENGER \$1535; TOURING SEDAN \$1990; TOWN CAR LANDAULET \$3025; TOURING CAR, 5-PASSENGER \$1685; CABRIOLET 3-PASSENGER \$1775; LIMOUSINE, 7-PASSENGER \$2725; STANDARD ROADSTER \$1485; TOWN CAR 7-PASSENGER \$2725; LIMOUSINE LANDAULET \$3425.

Western Motor Car Sales Co. Distributors BROADWAY AT BURNSIDE Roy Hemphill, Gen'l Manager.

Buyer Knew What He Wanted and Wasted No Time Getting It. J. A. Daugherty, secretary-treasurer of the Western Motor Car Sales Company, distributors of the Chalmers and

"HOT-SPOT" SELLS CHALMERS. He had read about the famous Chalmers "Hot-Spot" motor, had watched the performance of one of the cars in the hands of one of his friends, and

REPUBLIC TRUCK advertisement with image of a truck and text: "An Honest Truck at an Honest Price."

For every-day-in-the-year service—for dependability, efficiency and lowest operating cost—for delivery or heavy hauling—for big business or small—put your confidence in the REPUBLIC. INTERNAL GEAR DRIVE MOTOR TRUCKS

Roberts Motor Car Co., Inc. Distributors. 331 Burnside Street, Between Broadway and Sixth, Portland, Oregon. Branches in all principal cities.

TIRES

SAVE 30 TO 50 PER CENT ON YOUR TIRES AND TUBES. All Standard Makes. Firestone, Republic, Lee, Batavia, Knight, Springfield, Blackstone, Marathon, Congress, etc.

WE CARRY ALL SIZES. 30x3 Firestone Plain Tread \$9.75; 30x3 1/2 Firestone Non-Skid 13.95; 32x3 1/2 Blackstone Non-Skid 12.15; 33x4 Batavia Plain Tread... 20.85; 33x4 Knight Non-Skid Tread 18.55; 34x4 McGraw Plain Tread... 19.25; 34x4 Lee Non-Skid Tread... 24.45

Mail orders given prompt attention. Send draft or P. O. order, or express order. To avoid delay state plainly if straight side or quick detachable, plain or non-skid. SPECIAL DISCOUNTS TO DEALERS IN QUANTITIES

Portland Tire Co. 331 Burnside Street, Between Broadway and Sixth, Portland, Oregon. Branches in all principal cities.