

GERMAN CAR DEALERS SHADY METHODS

American Consul Reports on Ante-War Conditions.

"QUEER" DEALS ARRANGED

Factories Finally Have to Organize to Protect Themselves From Their Agents.

WASHINGTON, June 21.—The light is thrown on crooked practices that prevailed in the sale of automobiles in Germany before the war in a report on the German automobile industry by Vice-Consul Robert L. Gray Jr. of Lucerne, Switzerland. The report, which has been made public by the state department, says:

"Until shortly before the war all German automobile manufacturers were selling their cars on a commission basis. A certain specified territory was allotted to a commission agent for a number of years, as stipulated by contract. The agent was required to sell a certain number of cars per year or else forfeit his contract, or be placed in a position which eventually necessitated him to relinquish his agency in the event he could not dispose of the number of cars he was under contract to sell.

"Every car was sold at a fixed price set by the manufacturer. In case the agent sold this car at a lower or higher price he forfeited the contract. The agent's commission was included in this fixed price.

"When, toward the end of the year, an agent saw that he had not sold his required number of cars and would not be able to do so before the end of the year, he immediately set to work to sell the car at a price much lower than the set factory price. This reduction sometimes involved the sacrifice of his entire commission on the sale of the car at the normal price, and, in some instances, where the situation was desperate, the agent sold the car at a price which not only involved his entire commission but required him to make up the price at which the car was sold to him by the factory.

"Of course, the buyer of the car paid the set and fixed factory price to the agent, however, with the understanding made beforehand that the agent would make him a present, before or after the purchase, of 1000 marks, or a horse, gold cigarette case, diamond ring, etc., according to the terms of the discount offered by the agent in order to effect the sale of the car. Again, inasmuch as the agent was naturally controlling the market in his allotted territory for the sale of the car he represented, it was not long before he was demanding higher commissions and a better contract with the producer.

"If the agent's demands were not granted he, in many cases, simply took another representation at the expiration of his contract, and then, as manufacturer and did everything possible to influence the market against the car formerly represented by him, and in this he generally succeeded. In fact, conditions were such that the agents were, to a great extent, controlling the producers.

"In order to protect their interests the producers formed a combination to bring pressure to bear against the agents and their methods and to prevent what threatened shortly to be the complete control of the producer by the agents. This organization of the producers was known as the Society of German Automobile Manufacturers.

"This resulted in the agents combining and forming an organization known as the Union of German Automobile Agents. This resulted in the producers, starting with the larger manufacturers, installing their own agencies in all the large cities in Germany and elsewhere, as soon as the contracts with their former agents had terminated. The smaller companies, in a great many cases, followed suit.

"In all the large cities in Germany there will now be found branches of the principal manufacturers with offices and exhibitions. As this system was introduced only shortly before the outbreak of the war, it is impossible to give statistics of comparison of a reliable nature. However, the results obtained so far have been extremely satisfactory.

GORDON CORD HOLDING UP

IN 14 MONTHS NOT AN ADJUSTMENT, SAYS PETERSON.

Dealer Here After Road Territory Trip More Than Ever Enthusiastic at Showing.

Leon Peterson of the Pacific Tire company, 437 Stark street, northwest, distributor for Gordon cord and fabric tires, has just returned from a successful trip through the territory in the interest of the Gordon.

He traveled in his Oakland sedan six and saw a lot of country in a comparatively brief time. Mr. Peterson first went down the Willamette valley, where he traveled around and met dealers for a few days, then retraced and went to Washington.

His trip took him as far north as Seattle, where are situated the headquarters of the Pacific Tire Company, of which Ardo M. Peterson, brother of Leon, is the president.

Mr. Peterson said the success of Gordon tires in this country has been remarkable. Exceptional mileage has been delivered by the new Gordon cord tires, that is to say, comparatively new, for they have been out for the past 14 months.

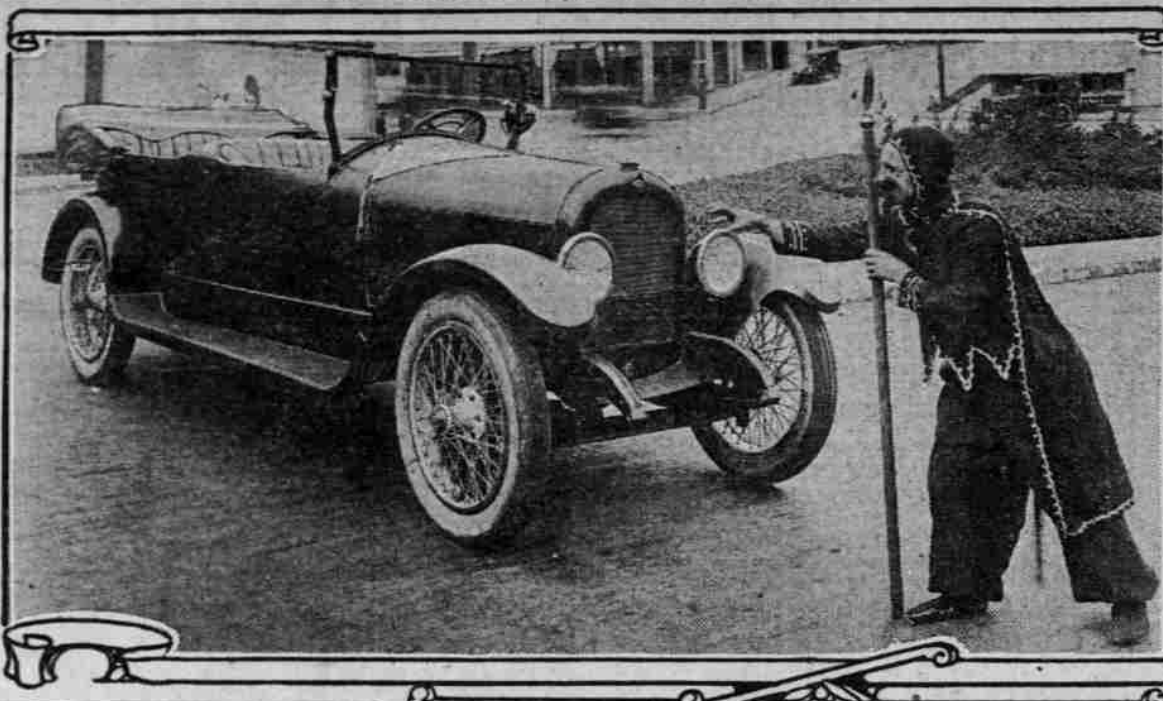
"But in all that time," said Mr. Peterson, "we haven't had one of them come back for adjustment. This is a fact which we stand ready to prove and back to the limit. Not one. And we have a good many Gordon cords, and Gordon fabrics, too, that have been working under the hardest conditions."

PASCO MOTORIST IS INVENTOR

C. W. Johnson Gets Patent on New Kind of Non-Skid Chain.

PASCO, Wash., June 21.—(Special.)—Word has been received by Charles W. Johnson that letters patent have been granted to him upon a non-skid auto chain invented by him. Mr. Johnson declares his chain will outlast others because every link has a wearing surface and will prevent skidding in any direction and slipping of the wheel within the chain. Mr. Johnson, well-known local attorney, is also a machinist and worked several years at that trade. He is secretary of the Franklin County Automobile association.

THESE PICTURES SHOW HOW IT WAS DONE.



GRAHAM GETS MONITOR

CASE SIX DISTRIBUTOR TAKES ON ANOTHER LINE.

Classy Little Auto in Looks and Performance Almost Like Smaller Edition of the Case.

There isn't a more pleased man on automobile row today than J. H. Graham, the genial distributor here for the Case six, the Scripps-Booth and the Denby truck. The reason is that the new Monitor car for which he recently took the agency has arrived, and not only comes up to everything he has expected of it, but goes his expectations considerably better.

"I can't give it higher praise than to say it's almost a smaller edition of the Case six," declared Mr. Graham. "The likeness of its specifications to those of the Case influenced me in the first place to take the agency for this territory, but the appearance of the car certainly does me a lot of good, for more specifications alone don't always tell the story."

"But the Monitor not only is a very handsome car, with refinements that a car owner would only expect in a car of higher price, but its performance is right up to the advance notices. Just take a glance at these units, for instance. It has a Red Seal Continental 6-cylinder motor, of 40 horsepower rating, but developing more. Then the clutch is a Borg & Beck. It has Grant-Less transmission, which with the clutch forms a unit power plant. The differential gears are Brown-Lips. The spring suspension makes it a wonderfully easy riding car, and the upholstery is of genuine leather, covering deep springs padded with real horse hair."

Mr. Graham has ten carloads of Monitors rolling for Portland from the Monitor factory at Columbus, O. The Monitor is not a new car, having been made for the past eight years. The models received here are the 5-passenger and two or four-passenger chummy. They come in either black or monitor green.

AND NOW IT'S SOLID TIRES

B. F. GOODRICH RUBBER COMPANY INCREASES GUARANTEE.

Manager Cadwell of the Portland Branch Announces New Adjustment Basis Is 10,000 Miles.

Following closely the recent announcement by the B. F. Goodrich Rubber company, increasing the mileage guarantee on fabric tires to 6000 and on Goodrich Silvercord tires to 8000 comes another equally important.

This second announcement has to do with solid truck tires. C. B. Caldwell, Portland manager for the Goodrich company, received word last week that, effective immediately, all Goodrich solid truck tires will be guaranteed for a straight 10,000 miles. As with the new guarantee for Goodrich pneumatics, this applies also to truck solid tires bought before this added guarantee was announced.

An Emergency Tool.

Two blocks of hardwood about six inches square, held together with two small bolts with wing nuts, make a useful clamp to compress a dough patch in an inner tube. These have often proved invaluable in emergencies on the road.

TIRES TIRES TIRES

We have been preparing for this special sale for weeks. We are able to offer these exceptional values because we are members of a chain of 124 stores that are actually selling more than a million dollars' worth of tires monthly.

Our central organization buys in carload lots; we make quick turnovers; our profits are small on individual sales—everything works for economy and every tire means a saving to you.

HUNDREDS OF TIRES AT ROCK-BOTTOM PRICES

30x3.	Vitalite Non-Skid.....	\$11.25	30x3.	Goodyear QD. Plain.....	\$25.75	31x4.	Vitalite Non-Skid.....	\$24.50
30x3.	Century Plainfield.....	13.75	30x3.	Goodyear QD. Plain.....	25.50	31x4.	Standard Four.....	25.50
30x3.	Kelley Springfield.....	15.75	30x3.	Vitalite Non-Skid.....	24.75	31x4.	Perfection.....	25.50
30x3.	Kelley Springfield Plain.....	15.50	30x3.	J&D Non-Skid.....	25.50	31x4.	Portage Non-Skid QD.....	\$38.00
30x3.	Fisk Plain Tread.....	13.75	30x3.	Century Plainfield.....	30.00	31x4.	Firestone Non-Skid QD.....	30.50
30x3.	Kokomo Plain Tread.....	14.00	30x3.	Archer Cord.....	25.00	31x4.	Perfection Non-Skid.....	39.00
30x3.	Firestone Plain Tread.....	13.25	30x3.	Keystone.....	25.50	31x4.	Kokomo Non-Skid.....	39.00
30x3.	Vitalite Non-Skid.....	14.95	30x3.	Congress Non-Skid.....	\$23.50	31x4.	Century Plainfield.....	43.00
30x3.	Keystone Non-Skid.....	12.15	30x3.	Fisk Plain.....	25.25	31x4.	McGraw Non-Skid.....	\$32.00
30x3.	Century Plainfield.....	17.50	30x3.	Firestone QD.....	25.25	31x4.	Kokomo Non-Skid.....	40.00
30x3.	J&D Non-Skid.....	18.00	30x3.	Alax Plain QD.....	24.00	31x4.	Congress Non-Skid.....	\$39.25
30x3.	Perfection.....	18.55	30x3.	Century Plainfield.....	25.50	31x4.	Firestone Cord.....	45.00
31x4.	New McGraw.....	\$24.30	30x3.	Perfection.....	25.50	31x4.	Perfection.....	45.50
31x4.	McGraw Plain.....	19.50	30x3.	Savage Non-Skid.....	\$20.15	31x4.	Congress Non-Skid.....	\$39.25
32x4.	Montford.....	\$20.00	30x3.	Kokomo Non-Skid.....	16.50	31x4.	Firestone Cord.....	45.00
32x4.	Perfection.....	30.50	30x3.	Standard Four.....	16.50	31x4.	Perfection.....	45.50
32x4.	Vitalite.....	24.25	30x3.	McGraw Non-Skid.....	\$18.50	31x4.	Congress Non-Skid.....	\$39.50
32x4.	Kokomo.....	32.00	30x3.	Vitalite Non-Skid.....	21.25	31x4.	Savage Non-Skid.....	46.50
			30x3.	Century Plainfield.....	21.25	31x4.	Victor Springfield.....	53.00
			30x3.	Kokomo Special.....	21.25			
			30x3.	Savage Non-Skid.....	21.25			
			30x3.	Victor Springfield.....	18.75			

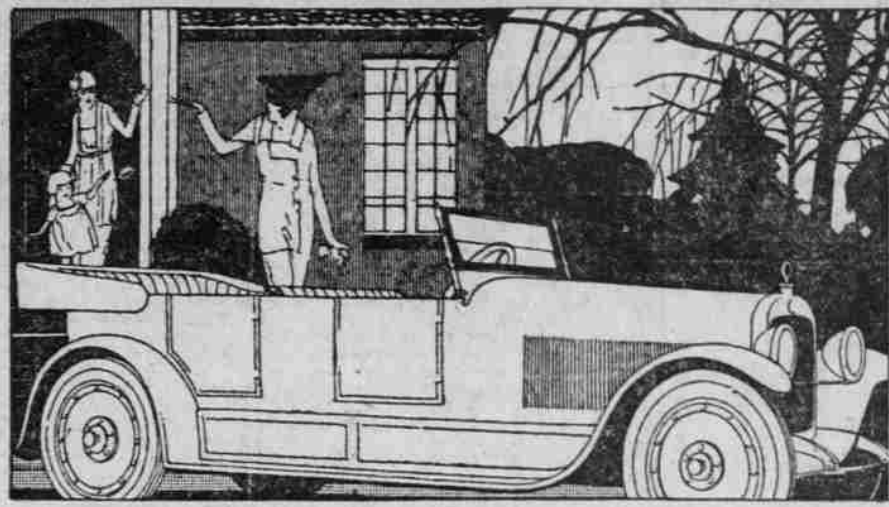
All Tires Guaranteed \$500 to 6000 Miles

Mail Orders Promptly Filled. Your Money Back If Not Satisfied Upon Receipt of Tires.

PORTLAND TIRE CO.

331 BURNSIDE ST., PORTLAND

JORDAN



Prophetic of Imitation

Irresistible is the lure of exquisite lines and rich colors, caught and embodied in this newest motor car—the Jordan Silhouette.

Note the new French angle at the dash,—adding a touch that is at once different and prophetic of imitation.

Note the cocky tilt to the front seat cowl—the perfectly flat top-edge—the fenders distinctively different.

In the deep tonneau, there is a cordovan leather boot and saddle bag—a pleasant surprise for everyone who has grown

tired of new fashioned things and craves the old.

Deep seat cushions rest almost on the floor—upholstery in soft hand-buffed leather.

Doors are wide-opening. Mouldings are rectangular. Top carefully tailored. Slanting windshield. Patented rattle proof spring shackles. Cord tires.

The Silhouette is built for either four passengers or seven. And you have your choice between Burgundy Old Wine and Brewster Green for the finish—either is good.

Mitchell, Lewis & Staver Co.
Broadway at Oak.
JORDAN MOTOR CAR COMPANY, CLEVELAND, OHIO

NOW YOU SEE HOW THE DRIVERLESS MARION IN THE FESTIVAL FLORAL PARADE WAS STEERED.

One of the big features of the Rose Festival floral parade was the entry of the Dealers' Motor Car association of Oregon, preceded by a doled-up and decorated Marmon car that led the dealers' section, apparently of its own volition, for there was no driver in the seat. But here you see the secret. When the Northwest Auto company entered this Marmon in the parade the engine had first been removed from under the hood. This left room for a man to conceal himself under the hood, and he steered by means of a tiller. But what made the car run, you ask? Why, a storage battery furnished power enough to run it slowly, its power also being turned on and off by the man under the hood. Really and truly, the devil fellow walking before the car had nothing to do with making it go.

AIR COMPRESSOR HERE

POLICY OF FIRMS CALLS FOR SERVICE AS WELL AS SALES.

United States Two-Stage Air Compressor Handled Here for the Pacific Northwest.

George Larrabee, of the Air Compressor & Equipment company, 329 Couch street, who introduced the United States two-stage air compressor on the Pacific coast, explains that the man interested in an air compressor today must view things differently than a few years ago.

Large size, high-pressure tires are here to stay. The number of cars in use is growing fast with free air demands increasing proportionately. The inflating machinery must not only be capable of delivering higher pressure than ever before, but it must be so constructed as to stand more severe service.

"The United States two-stage unit is such a machine," says Mr. Larrabee, "and it has proved its case in thousands of garages, tire shops and service stations. It was the air compressor that solved the high-pressure problem for the government during the war."

"It pays maximum returns on the investment and is the kind of machine that grows in favor the more closely its record and construction is studied. The use of air compressors has fulfilled its obligations to the government, in supplying hundreds of United States two-stage automatic air compressors for war service here and abroad, the entire organization is again on a peace basis ready to afford the best of attention to regular requirements. carries a complete line of air compressors and equipment and its policy is service as well as sales. It is exclusive distributor for Oregon, Washington, Nevada and Arizona, for the United States two-stage air compressors."

GOLF EVENTS ARE SCHEDULED

Championship Meets to Be at Del Monte August 30 to September 9.

SAN FRANCISCO, June 21.—The amateur golf championship and open

championship of California will be held at Del Monte from August 30 to September 9, inclusive, according to an announcement given out by the California Golf association. The women's championship will be contested at the same time. An opportunity also will be given professionals to contest for a gold medal which will carry with it the title of open state champion.

Among the special events scheduled is a team match between Northern and Southern California players. Each team will consist of 30 players.

The open championship of California, open to amateurs and professionals, will begin on Monday, September 1. The qualifying round for the men's California amateur championship will be played Wednesday, September 3. Friday, September 5, is the date selected for the beginning of play in the California women's championship.

PAUL STAIGER EXPANDS

ASSOCIATES IN AUTO SALES CO. BROUGHT OUT.

Paul Staiger & Co., Merged in Auto Sales Co., Which Handles the Auburn Beauty-Six Here.

By a deal completed last week Paul Staiger & Co. acquired the sole ownership of the Auto Sales company, distributor here for the Auburn Beauty-Six.

They have merged the firm of Paul Staiger & Co. into the Auto Sales company and will do business under that name.

The Auto Sales company was organized several months ago by Mason V. Myers, Harry Anderson and Paul Staiger. Mr. Staiger first acquired the interest of Mr. Myers and then that of Mr. Anderson, who formerly was sales manager for the Oregon Motor Car company. Then he and Mr. Albert, his associate in Paul Staiger & Co., merged that firm in the new one.

Paul Staiger & Co. made a specialty of automobile painting and an automobile painting department will be a feature of the Auto Sales company, as will a thoroughly equipped repair shop and service station and a storage garage.

Mr. Staiger expects to do a big business in Oregon with the Auburn

Beauty-Six, which already in the brief time it has been represented here has made so strong an impression that the chief difficulty has been to get cars enough to supply the demand.

CAR SWINDLERS ARE ABROAD

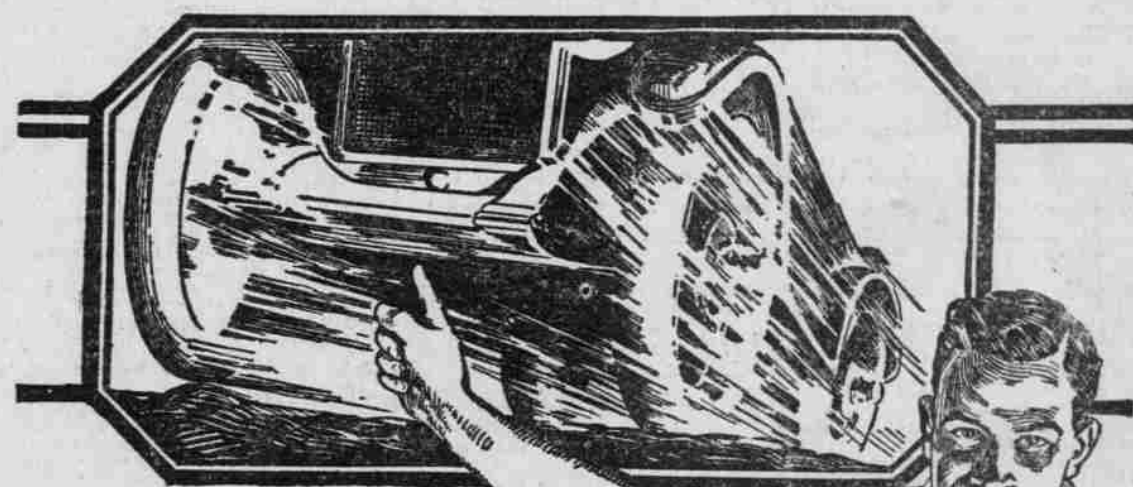
Fakers Selling Automobiles "for Government" Collect Big Sum.

BLOOMINGTON, Ill., June 21.—Swindlers are working the Illinois territory,

offering to sell motor cars, discarded by the war department, for \$350, of which \$150 is cash and \$200 to be turned over when delivery is made. The salesmen carry forged credentials of the government and stipulate that the buyer must not sell the car; must not change the color for upwards of one year, nor tell anyone how the machine was obtained. It is said that the swindlers have been making their headquarters in St. Louis, and that the total proceeds so far are not less than \$50,000.

A letter has been received from H. L. Rogers, quartermaster-general of the U. S. A., and director of purchases and supplies, stating that there will be no new cars for sale, and, for the time being, there will be no second-hand cars to be disposed of. If there should be a surplus of new or second-hand cars, they will be turned back to the manufacturers to be handled through the regular trade markets, as told several times in Motor Age.

Keep front wheels in alignment.



Cradle Your Car on Miller Uniform Cords

THOSE dead-weight blows of the load below the springs are what shatter cars to pieces long before their time.

Here is a way that practically ends this evil—the Miller Cord Tire—buoyant, over-size, elastic. Thousands of cable cords as strong as bow-strings, floated in new, live rubber, layer on layer. It gives and takes as it rolls on the rough of the road—it neutralizes shocks—you ride with bird-like ease.

Miller Tires, Cord and Fabric alike, are uniform in mileage, tire after tire. The result is that every Miller is a long-distance runner. Come here and get the size and type you need. And get acquainted with our expert repair work, quick service and reasonable charges.

Northwest Auto Co.

Wholesale Distributors
Alder at Eighteenth
Dealers Everywhere

GEARED-TO-THE-ROAD

Miller
GEARED-TO-THE-ROAD
UNIFORM MILEAGE
Tires