

FORD DEALERS BID MANAGER FAREWELL

W. S. McNamara and Successor Honor Guests at Dinner.

SEATTLE POST IS TAKEN

Stephen A. Stellwagen, From Home Offices at Detroit, New Head of Ford Motor Branch Here.

BY L. H. GREGORY.

Portland Ford dealers at a dinner at the Benson hotel Tuesday night regrettably said goodbye to W. S. McNamara, retiring manager of the Portland branch of the Ford Motor company, and warmly greeted his successor, Stephen A. Stellwagen, who comes here direct from the home offices of the company at Detroit.

After having passed the better part of five years with the Ford branch in Portland, during which he rose from chief clerk to assistant manager and then to manager, Mr. McNamara has been transferred to Seattle as manager of the Ford branch there. The transfer is a promotion, as the Seattle branch is the present Ford distributing center for the Pacific northwest.

From assistant manager at Portland, Mr. McNamara went to Wichita, Kan., as manager of that plant. Shortly after the United States entered the war, this plant was closed and he was brought to Detroit to take an important executive position in the company's blast furnaces. On the death last year of the late A. W. Jones, then manager of the Portland branch, Mr. McNamara was sent here as his successor.

"Will a Duck Swim?" "It is with extreme regret that I leave the city where I have passed so many pleasant years," said McNamara in a brief address at the dinner. "My relations here with dealers and the public have been so pleasant that it is especially hard for me to leave. I will always have a steadfast friend in me."

"When I was asked in Detroit a year ago whether I would like to return here as manager of the Portland branch, I said: 'Will a duck swim?' and that is how I feel about Portland."

As his assistant manager at Seattle, Mr. McNamara takes with him W. H. Goodwin, better known to his host of Oregon friends as "Nat." Starting at the Ford branch three and a half years ago as city salesman, Mr. Goodwin successively won promotion to wholesale manager and then to territory man, which position he leaves to accept the Seattle promotion.

Mr. Stellwagen, the new Ford manager in Portland, is a man of the hustling type from which Ford executives are chosen. He has been for many years with the Ford company and during the war was in charge of the important war work done by the company for the government.

Some interesting facts about the present status of Ford production and the vast extent of the war work done at the plant were told by Mr. Stellwagen at the dinner.

1,000,000 Fords Next Year. "The Ford Motor company completely mobilized its resources for war work for the United States government," he said. "Yet despite that fact, the gigantic task of returning from a war to a peacetime basis has been accomplished and the plant is now in full production."

"With Mr. Ford and his son Edsel now in complete control of the company, with a free hand to carry out their policies, great things are in store. The Ford Motor company is now turning out 3200 cars a day. For the coming year its output will be 1,000,000 cars. Even so, at the end of last year it was 145,000 cars behind in filling orders, and this number is increasing every day."

In Ford parts alone, the business of the Ford Motor company last year aggregated \$150,000,000. This year it will reach \$200,000,000. The parts business alone will be a care of the great overhead, and thus Ford cars are, and will be sold at a lower figure than any other manufacturer can ever meet. Mr. Ford's policy of giving the public the benefit of the lowest price on his cars, consistent with cost, is too well known to require comment.

"Let me cite to you a few facts as to some of the war work done by the Ford Motor company—not to glorify the company or its work, for that is done, but to let you know that you have reason to be proud of the organization with which you are associated."

No Profitsteering Here. "Take the steel helmets for soldiers. All the helmets for the A. E. F. were made by the Ford Motor company. When the first contract for more than 1,000,000 helmets was awarded, the price set by government experts as the least at which the helmets could be made was 21 cents each. Figured on that basis, an advance of half the estimated contract price was made by the government to finance the work."

"The helmets were actually made at a cost of a fraction over 10 cents each. Not only was this entire contract completed on the money advanced, but when it had been completed the Ford Motor company returned to the government \$120,000 of the sum, the entire amount of which it had been estimated would cover only half the cost."

"Among many other war essentials made by the company were axes for caissons. We produced a new steel, as superior to vanadium steel even as it is to ordinary steel, and from it turned out axes of so high a quality that government inspectors were amazed. Not one of these axes proved defective, under the severest tests. In fact, they never succeeded in breaking one of them."

At a special test in one of the government arsenals to see what pressure would break one of the axes, the testing machinery broke down at a pressure of 22,000 pounds. That ended the test.

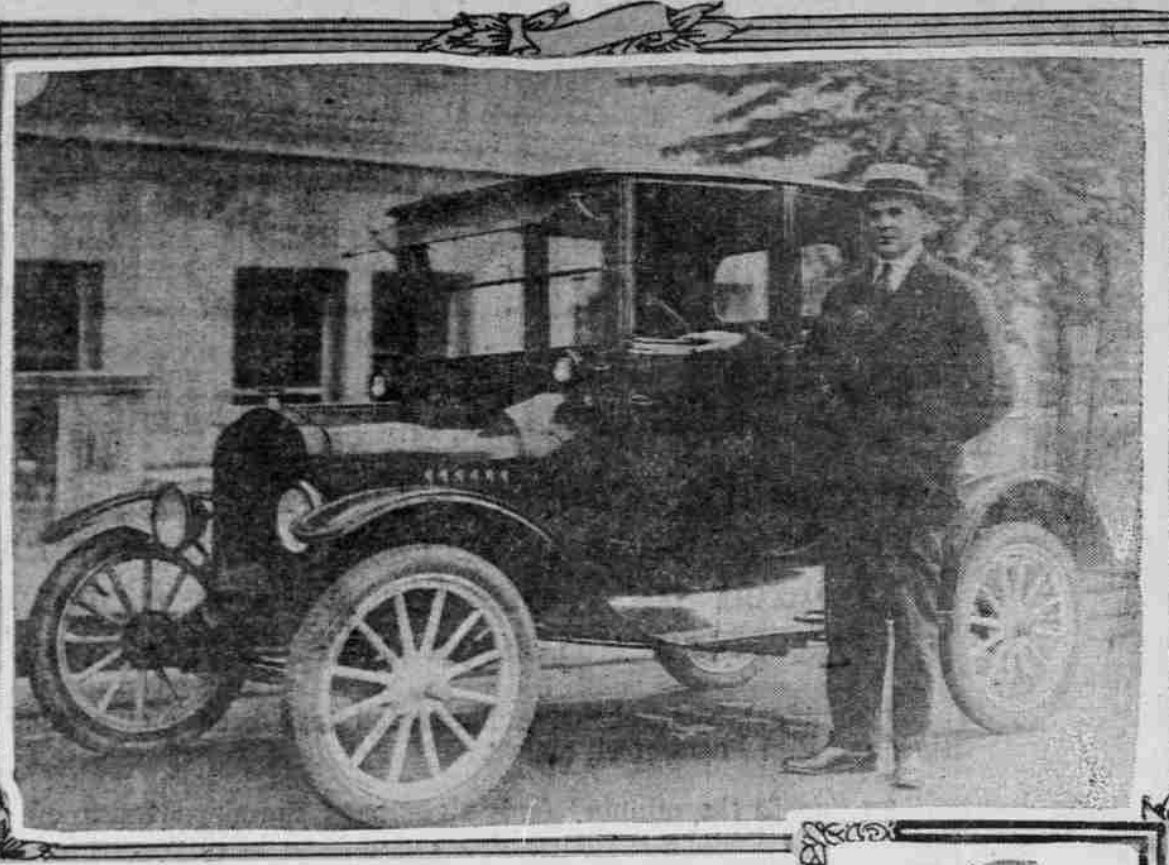
"The government itself was unable to produce axes of this quality at its own arsenals. And its axes cost approximately \$100, while the Ford Motor company made its axes at a cost to the government of a fraction over \$24 each, far below the estimates."

Special Cylinder Devised. "The Ford Motor company produced more Liberty motors and better motors than any other concern. In fact, it originated the tubular steel cylinders without which quality production of Liberty motors would have been impossible."

These are just a very few of the many war activities of the Ford company and of the sums it saved the government. They speak for themselves as to what the Ford Motor company did. Now we are back to peace and to peacetime production and efficiency that marked all its war work will go into Ford cars."

A. S. Robinson of the Robinson-Smith company described by the toastmaster, A. G. Rushlight of Rushlight & Penney as "the largest Ford dealer in Portland, particularly in size," arranged the dinner and its details. Walter Jenkins and some very entertaining assistants

HE GOES TO SEATTLE WITH BEST WISHES OF HIS MANY PORTLAND FRIENDS.



sang and told stories and, what is more, made the dealers sing, and like it. Those attending were:

W. S. McNamara
A. S. Robinson
W. S. McNamara
A. G. Rushlight
C. E. Francis
George Francis
Lee Ogden
Sam Penny
Donald Goodsell
Fred Carr

DIRT ROADS ARE NOT INCLUDED
Federal Aid Only When Hard Surface Is Planned.

Governor Henry J. Allen of Kansas, who is chairman of the state highway commission, recently informed the Atchison board of county commissioners that no federal aid would be allowed for grading and bridges and no federal aid on dirt roads and bridges, and so informed the commissioners a couple of months ago. But at a meeting the commission went on record as being in opposition to giving federal aid to dirt roads in the eastern portion of Kansas.

CLERGYMEN WANT AUTOS
MOTORCYCLES, TOO, SOUGHT FOR CHURCH WORK.

Bishops Request Episcopal Board of Missions to Provide Gasoline Aid for Priests.

A new market for motor cars and accessories is a possibility as a result of a recent request of several bishops of the Episcopal church for motor cycles and small automobiles for the use of their clergy in covering the great distances between the half dozen parishes, which is the usual allotment for a priest in a western missionary district.

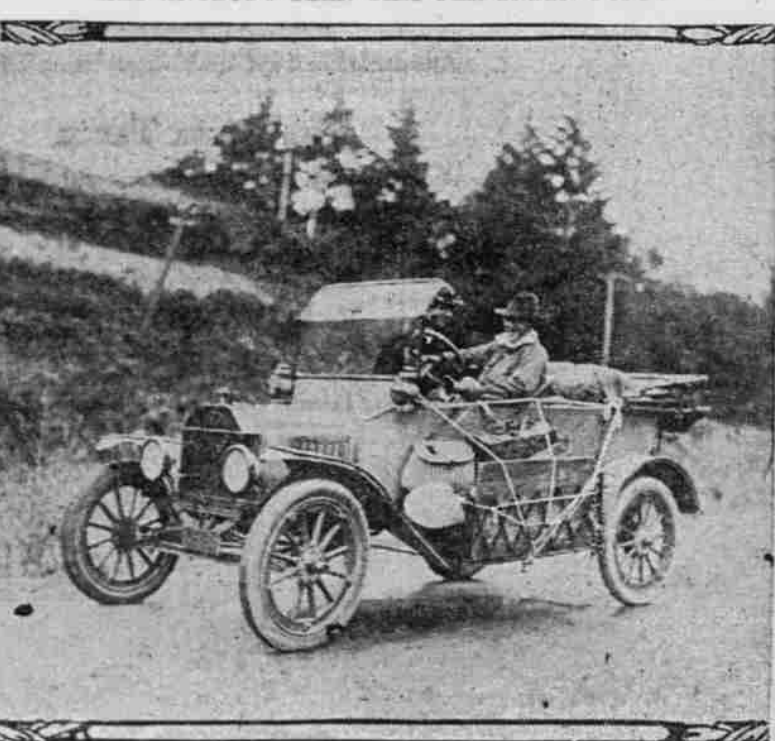
Clergymen have long been individual purchasers of cars, but now the board of missions of the Episcopal church is considering the wholesale purchase of motor cars and motorcycles.

Bishop James Wise of Kansas prefers motorcycles for his priests. Several high-powered motorcycles, Bishop Wise recently wrote the board of missions, will enable him to provide a number of small-Kansas towns within a 60-mile radius of Topeka with service each Sunday, clergy being sent from Grace cathedral in Topeka.

In Texas where there is so much road, the Episcopal church has four diocesan motor cars have been requested by Bishop Clinton L. Quin of Houston and Archbishop Garner of the diocese of north Texas at Amarillo. In localities where a train a day or every other day is the rule both believe the motor car will be a potent factor in saving the people services weekly instead of once or twice a month as is now the case.

South Dakota is another Episcopal diocese where motor cars will play a part in evangelizing the state. A priest with a machine can do just four times the work out here as without one. Bishop Hugh L. Burleson of Sioux Falls recently wrote the board of missions. "There are a number of towns off a railroad where the ministrations of the church are eagerly sought by the people, but cannot be given because of transportation difficulties."

HAS ANYBODY SEEN THIS PEA-GREEN FORD?



IT OUGHT TO BE SOMEWHERE IN THE NEHALEM COUNTRY BETWEEN TILLAMOOK OR SEASIDE OR ASTORIA BY THIS TIME.

Don't get excited if you run across a pea-green Ford somewhere in the Tillamook-Nehalem-Seaside-Astoria section this week. The Ford is not dangerous. And there is no reward for the apprehension of the man driving it. But both are unique—the Ford because of its brilliant hue, and the man, Clyde V. McMonagle, camera man for The Oregonian, because for this once he is a newspaper camera man with nothing to do but fish. With Mrs. McMonagle, he left on vacation last week with equipment enough to catch all the trout in the Nehalem. His camera has snapped many a celebrity, but here's once that he got snapped himself.

MANY CHANGES IN VELLIE

1920 MODEL HAS NEW LINES, NEW MOTOR.

Body Presents Innovations in Body Styles, and Motor Is Improved for Low-Grade Motor Fuels.

A brand new Vellie car—new in type, new in motor, new in lines—has been announced by the Vellie Motors corporation of Moline, Ill., as the 1920 model of the Vellie Six. The D. C. Warren Motor Car company of Portland, Oregon distributor for the Vellie, is awaiting arrival of the new car with much eagerness. The first carload is now en route from the factory and should soon be in Portland.

The 1920 Vellie would not be recognized as a Vellie, except for the name plate. Its lines are entirely different from those of the present model. The body is straight-line type, blending into a high-beveled cowl with tapering hood and high radiator. It has bevel-border fenders, something new in motor car styles. This is the first of several innovations achieved by the Vellie body-builders, who have given their initiative and experience full rein.

It has octagonal lamps and a radiator distinctly different in outline. Even a new and more artistic name plate is introduced with this model. The body itself is longer, with broad doors and more room in the deep-tiled seats. The floor boards are depressed to give maximum leg room in the driver's compartment.

But most important of all is a new motor—a motor especially constructed to give the maximum of power and mileage on the low grade of motor fuels coming more and more into use. In addition to larger valves, this motor has an internally-heated vaporizer, super-heating the gas before it enters the cylinders, and greatly increasing the miles obtainable per gallon. More power is gained by larger valves, thorough combustion and a better co-ordination of working parts, with cost of operation materially reduced. Pistons and rods are carefully balanced. The crank-shaft is large, balanced and held in alignment by four bearings.

Every other chassis feature is equally good. Improved Timken axles and bearings, Borg & Beck clutch, Bly starting and lighting system are used. The smaller details also have had consideration. The gasoline tank has been enlarged and fitted with a convenient filler. Soft spring oilers materially assist lubrication. The chassis is protected from mud or water by additional splash guards in front and rear.

JENTLE JABZ

BY CHRISTY WALSH

A Slingshot Yarn. LIFE is a fight. Every bout may not be for a championship, but it should lead to one. There are always three in the ring—competition, father time and yourself. When the old cunts you out your closing odds has come. If you roll the towel before that, it is usually from fright and not from fight.

Never mind the size of competition. You remember the fable of modern Toledo. What is 56 pounds between friendly enemies? What is a few inches in height if your grit and



W. S. McNamara, manager of Portland branch of Ford Motor company, who has been transferred to Seattle as manager of Ford branch there. The picture shows him just before he shoved off from Portland Wednesday to drive to Seattle in his Ford coupe. The insert is a close-up view of Mr. McNamara.

energy are of the compressed variety? The other fellow may have a mile of tissue paper reach. Yours may be shorter but of steel. If you haven't got the nerve and fearless confidence you will never find his weakness.

Look competition square in the eye. Carry the fight right to him. If he has been getting all the business and holds the title in your territory the odds are with him. But what are odds to the gallery gods. The public is the gallery. Upset competition and you upset the odds.

Go after him from the going in the morning. Wade in with every selling apparatus you know. Tell him seven times in the first demonstration. Every knock is a boost. If you must knock, knock him for a goal.

Look at Goliath when he sold pleasure chariots. There wasn't a car in the amphitheater that could touch him. There wasn't a salesman, Jew or gentile, who could rival him. He had a popular-priced vehicle, well advertised, classy looking and solid with the populace. But what did David do? He sold a trailload of roadsters, four carloads of touring cars and taken seven of Goliath's so-called matchless cars in trade. Naturally, the portly party was mentally stunned, and for the sake of publicity we were handed down the fable about the slingshot.

You can be a David in your own home town.

A glove thou shalt never lay on me, O Peet! Admonished Jew as caution be refused. Ere now, Willard ought to know. If dynamite or gloves were really used.

HUGE WILLYS-KNIGHT PLANT
Engine Works at Ellyria to Be Biggest in the World.

ELYRIA, N. Y., Aug. 23.—The Willys-Overland plant in this city has announced the purchase of 100 acres on the east outskirts of the city facing Abbey street and the New York Central tracks.

The company will at once proceed to build the largest engine works of the kind in the world to manufacture the Willys-Knight sleeveless engine and an engine for home lighting plants.

It is announced 9000 men will be employed. This is the third large plant to locate here in a short time.

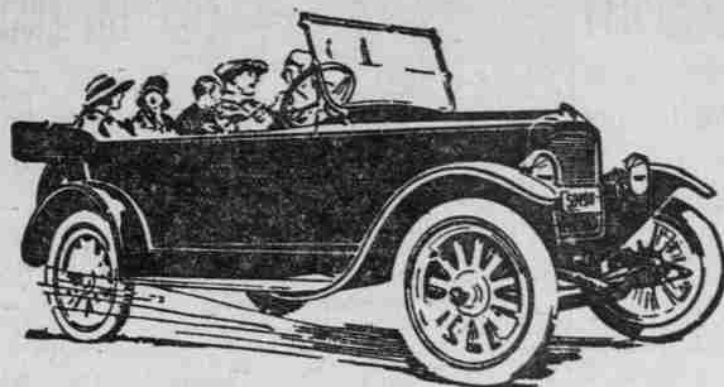
Socket Wrench Aids. A valuable addition to the socket wrench set is an elbow extension to be used in horizontal work on the bench when only one hand is free. Another similar paid is a bench holder with a flattened end, drilled so that it may be screwed to the edge of the bench or held in the vise as necessity dictates.



body doctors!

New ones—for hotel, ambulance, hansom, touring, speedster or anything (or your auto), or your old one made over—WITH A FACTORY FINISH.

G. G. Gerber
—the Radiator Man
11th and Davis.



WE MUST MOVE

YOU ARE THE WINNER
WE ANNOUNCE A SPECIAL SALE OF

USED CARS

Largest Assortment in the City—All Late Models

- Chandler**
Late model. A nice family car with good tires, top and paint. A car you will not be ashamed to own.
 - Oakland Six, 1919**
5 cord tires, new finish. Run but few miles.
 - Jeffrey Six**
Late Model, 5 cord tires, good finish. An astounding bargain.
 - Late Seven-Passenger Buick**
Runs and looks like new, also Light Six Buick.
 - 1918 and 1919 Maxwells**
You can save from \$250.00 to \$500.00 on these cars.
 - Oldsmobile Light Six**
That you can hardly tell from new. Will give good terms on this car.
 - Oldsmobile Eight**
In fine shape with cord tires. Would make a nice family car.
 - A Late Model Vellie Six-Cylinder 5-Passenger Car**
In excellent shape. Can give good terms.
- We have some Maxwells, Panel Body, Light Delivery Cars, just the thing for Laundry, Grocery, Florist or other quick delivery work. Attractive Prices and Terms.

W. H. WALLINGFORD CO.

522 Alder St.

SEE MR. CAREY

Phone Bdwy. 2492

ROADS WORKERS TO MEET

SAMUEL HILL TO BE SPEAKER AT YAKIMA CONVENTION.

Washington Good Roads Association to Gather at Yakima on September 1 and 2.

CHEHALIS, Wash., Aug. 23.—(Special).—N. B. Coffman of Chehalis, president of the Washington State Good Roads association, which will hold its annual meeting September 1 and 2 at North Yakima, has written good roads organizations, commercial bodies and granges, urging attendance of all interested in good roads.

Among the features of the convention will be reports on highway conditions in Europe by Samuel Hill, honorary life president of the Good Roads association; E. A. Stuart of the Carnation Milk Products company, and Hervey Lindley, also of Seattle. Some months ago these three were delegated by the association, while in Europe on official business, to make special observations on roads. Mr. Hill journeyed as far as the Black sea, and returned with much interesting information.

Industrial needs and possibilities in Europe, the needs and possibilities of American commerce, and the financial problems of Europe will be presented. There will be a session devoted to "national highways," with special attention to measures now before congress. Another session will be devoted to "interstate highways," with special reference to those of the Pacific northwest.

Under the head of "state highways," will be discussed the road bonding and paving plan now before the people of Washington in the Carlyn bill. Governor Hart, Senator Carlyn, members of the state highway commission, and others will speak. Discussion will include increased cost of labor and material, whether the state should push construction, or "go slow," the Donahoe road law and whether it solves the problems of lateral, auxiliary and market roads.

"Market roads and satisfied farmers," is another topic on the programme. Owing to the fine condition of the

ALBANY IS AUTO CENTER

TWO NEW GARAGES TO BE PUT UP AT ONCE.

Five Garage Structures Either Under Way or Soon Are to Be Erected.

ALBANY, Or., Aug. 23.—(Special).—The Day Motor company and the Murphy Motor company will build garages at opposite corners of Second and Ellis streets. The Day Motor company was incorporated this week with Earl B. Day, president; Clarence Collins, vice-president and Kenneth Carter, secretary-treasurer. Day has been conducting the agency for Overland and Nash cars and Federal trucks for two years. The other members of the firm have been salesmen for him.

C. H. Murphy, of the Murphy Motor Co., is local agent for the General Motors company, handling Buick and Chevrolet cars and G. M. C. trucks. The garage for the Day Motor company will be 108 by 80 feet, one-story, of brick with pressed brick facing, to cost about \$10,000.

The Murphy Motor company will build a two-story pressed brick building on a 90 by 102 foot lot on which is the old Albany livery barn. This will give Albany five new garage buildings this year. The Albany Motor Car Co. is ready to move into its new garage at Seventh and Lyon streets. Work on the highway garage, a two-story 100 by 100 building at First and Baker streets, is progressing rapidly and is expected to be completed to occupy it about October 1. The Birk-McKern Motor Co., which recently purchased the Ford car and tractor agency from W. W. Crawford, will build a garage 100 by 100 in the down town district.

JUST PROMOTED TO ASSISTANT MANAGER OF FORD PLANT AT SEATTLE.

W. H. (Nat) Goodwin. After three and a half years with the Ford branch in Portland, W. H. Goodwin left Portland last week to become assistant manager of the Seattle Ford branch under W. S. McNamara, just transferred from manager at Portland to the same position in Seattle. Mr. Goodwin has gone successfully from city salesman to wholesale manager and territory man and now to an assistant manager.

Roads Through Forests. The United States forest service will engage in a greatly expanded road construction programme this year as a result of the increased appropriation made by the last congress. Generally speaking, the plan will be to concentrate expenditures on needed links as much as possible. The fund was not specifically apportioned as between states or forests, making it more flexible than federal aid appropriations.

Republic Trucks

15 Sold During Entire Year 1915

56 Sold in the Month of July, 1919

Merit in Republic Trucks. Confidence in the Dealer
Produced the Record.

Roberts Motor Car Company

PARK AND EVERETT

Portland, Or.

Broadway 1369