Isaac Brunn Gets Results on What's to Be Done With Selfish Visit to Factory.

## HIS ALLOTMENT IS BIGGER

Be One Grand Mob Scene.

For several months Mr. Brunn has been subsisting on occasional ship-ments of Lexingtons, all of which were sold long before they reached here. Pleadings by wire were of no avail, so finally he packed up and hastened back to the factory to see what a personal appeal could do. He was informed that an increase

in factory facilities will make it pos-aible greatly to increase his allot-ment and that results will be felt at once in increased shipments of cars. Already several carloads are on the

way. Mr. Brunn was mightily impressed by the vogue in enclosed cars in all the eastern cities. He avers that the proportion back there is pretty close to three closed cars to two open ones. Oregon and in fact the whole Pacific coast have taken a long time to be-come educated to the advantages of enclosed models, but in the past season there have been abundant signs that the turn has come and that from now on enclosed cars will constantly gain in popularity. Women Demand 'Em.

"One thing I have noticed about enclosed cara," said Mr. Brunn, "that is that after a man has bought one he never will have anything else af-ter that. The woman folks are strong factors in the gaining popularity of the enclosed model. "Women like to ride in comfort,

rain or shine, and they are responsi-ble for many a closed car purchase. Many a man buys a closed car be-cause his wife wants him to, but af-

Mr. Brunn brings enthusiastic ad-

with the aid of auxiliary seats, seven passengers.

The model, according to Mr. Brunn. Future Promises Compact Equipis completely equipped with those accessory features that add to the comfort and artistic appearance of a car. Coach work, finish and color combinations are as distinctive as the

Another feature of this new Lexsedan is its lightness. Mounted on a

brake, non-rattle frame and Moore multiple exhaust system, which con tributes to greater economy and in-

creased power.

Mr. Brunn also visited the Crowe Elkhart factory at Elkhart, Ind. He is distributor for the Crowe-Elkhart in this territory, though he hasn't had any cars for some time. But a new Crowe-Eikhart model is now function and also ready and will arrive in a few days. gasoline mixture.

### Jentle Jabz. By Christy Walsh.

THE DUKE OF DEALERS. MNG things by halves is the success. If you are so afflicted there is one consolation—the best half of

the year is at hand.

The annual epidemic of spring fever disappeared with the flu. Vacation days and sunburnt necks are fading. The peak of the summer is behind us, And Palm Beach suits are selling at half price, clearly discerning the first suggestion of early fall. Many a ball game has been jerked

out of the oven in the last half of the ninth. Many a gridiron victory has been garnered in the closing half of the contest. And it is painful and needless to recall that the late war was heroically won after the foe had piled up an alarming advantage in the first half of the squabble.

If up to date you have failed to

reach the mark you set in Januaryget busy! Bring on your expedition-ary force of reserve energy. Trot out your wrecking crew and win the

came before the final frame. Get on. law of averages is as infallible in selling automobiles as in war or baseball. Your opponent cannot win

continuously unless you let him scare you into half-hearted endeavor. Look at N. Bonaparte and some of the fast stuff he put over. Why, this kid from Corsica had all of Europe humbugged until he took an order at Waterloo too big to fill. Every nation within fighting distance had been his prospect. Every flag his bath

Wellington hadn't made a sale sinc the appearance of his latest models; the Belgians had failed to take an order since the auto show; the Dutch were turning back carload shipments to the factory and old Blucher, always late for demonstrations, was away behind on his drawing account Suddenly the boys got together at a dealers' meeting and gave the cor

oral an awful dusting.

If you have been pressed or apressed by competition it's time to do little dusting. If the car you sel is not predominating in your terri-tory it is the fault of your salesmen and yourself. Competition is just as impregnable as you admit it to be. Wellington proved that and Foch

If you were trimmed in the first

half of 1919, make the remaining half Waterloo for your business rivals. Arm your salesmen for the big ampaign. Instill them with the firm belief that their car, their organization and their ability is superior to any in the field. Be the Duke of Dealers and ship

DOWN, DOWN WITH ROAD HOG

Driver Who Blocks Traffic?

In motoring out the highway or over much-traveled arteries leading out of the city, has it ever been your experience to come up behind a slow-ly moving procession of machines, seemingly blockaded up ahead some-where, and after idling along at a snail's pace for half a mile or more, come to a big seven-passenger car or And Wait! When New Lex-Sedan
Arrives, He Predicts, There'll

And Wait! When New Lex-Sedan a tiny flivver packed in the middle of the road, with the perspiring owner out repairing or changing a tire?

Measure Makes Interstate Transport of the road, with the perspiring owner out repairing or changing a tire?

Has it ever happened to you? Of course it has, and many times.

This variety of road hog is common in many localities. He never thinks Isaac Brunn, of the Brunn Motor Car company, distributor here for the Lexington Minute-Man six, returned last week from a trip to the Lexington factory at Connersville, Ind., with the pleasing information that at last he is going to get a real supply of cars to fill the demands from his territory.

This variety of road hog is common in many localities. He never thinks of getting off the pavement to the side of the road where he will not impede traffic, but chooses the narrowest part of the highway "squats" down and stays there until he sees fit to move.

He heeds neither the traffic demands nor the machines waiting to pass his car, but goes serenely on reference to fill the demands from his territory.

Indianapolis Oklahoma City 57, 484 Cieveland 2076 1816

WASHINGTON, Oct. 4.—Early and favorable action is expected in the senate on the bill providing a punish ment by fine or imprisonment or both for the transportation of stolen motor vehicles in interstate or foreign commands nor the machines waiting to pass his car, but goes serenely on The bill, introduced by Represent
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This variety of road hog is common to the sate of the United States, the total estimated to which amounts to \$7,800,000,000, Mr. Dyer said thieves found the automobile field one in w

Quick Action Expected in Proposed National Law.

HOUSE PASSES DYER BILL

ject to Penitentiary.

worse.

"The total number of cars reported stolen in 18 western and middle western cities during 1918 was 22,273. The city of Detroit headed the list with 2637 cars stolen; Chicago, second, 2611; St. Louis, third, 2241.

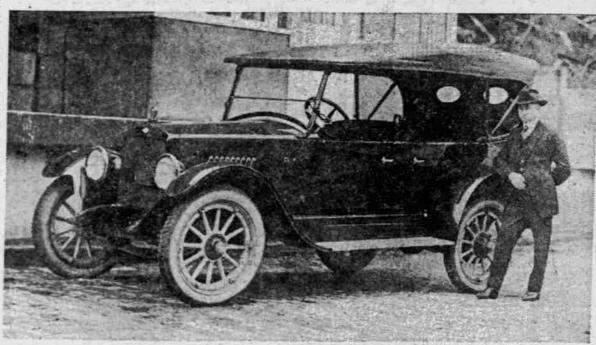
"Kansas City led in the list of a total percentage of stolen cars not recovered, 46 per cent St. Louis was second with 40 per cent of stolen cars being lost absolutely."

The following table submitted by Representative Dyer gives, in addition to the cities mentioned, the record of the other 18 cities referred to:

Recovery

Recov-ered. 1 1954 608 627 669 852 291 1082 1499 1376 990 1334 Indianapolis
Oklahoma City
Cleveland

THIS CAR IS THE ALLEN FOUR. A NEW ARRIVAL HERE



The D. C. Warren Motor Car company has taken the distribution of the Allen, which as the photograph shows is a snappy looking little car, for Oregon and southwestern Washington, in conjunction with the Velle six and the Peerless eight.

Mr. Brunn brings enthusiastic advance information about the new Lex-sedan, soon to be here, which embodies many improvements over all previous enclosed car types. It is of the four-door type, the sides of the body are unusually high and the doors all are of full width. The six side windows are of equal size and square in shape to conform to the straight-line effect of the doors.

The glass in these windows can be lowered or raised or entirely removed to suit the convenience of the occupants.

Lighter Than Nest Sedans.

With the four wide doors, access to the interior of the car will seat comfortably, with the ide of arctive to block traffic in both directions is halted or slowed down. It has been suggested that this type of the source, too, which has risen 100 the house of representatives. It is repair of a car or tire to block traffic in both car of the car will seat comfortably, with the following the past year on this stop to rest by the roadside or to vehicle theft act, the term "motor vehicle" including an "automobile automobile automobile truck, automobile automobile automobile automobile automobile automobile automobile automobile truck, automobile automobile automobile automobile automobile automobile automob

The car will seat comfortably, RADIO SET FOR AUTOMOBILES

ment for Machines. It is becoming quite apparent that practical and useful radio equipment car itself. Three colors are optional, for automobiles is not far away. Ex-Brewster green perimenters have been working with with Spanish leather and velour to the problem for years, with some measure of success, but generally embarrassed by the awkwardness of the sedan is its lightness. Mounted on a Lexington Minute-Man six chassis, it is described as being several hun-dred pounds lighter than many cars of similar size, a fact due to the scientific elimination of a number of parts and utilization of light but sturdy metals.

Among the prominent features of the Lexington chassis are its oilless spring bushings, non-metallic universes. It is a practical degree of compactness.

> Two pieces of thin metal fastened under the hood in such a manner that the wind from the fan will be de function and also protect the ingoing

Storage Battery Mounting.

flected more directly against the cyl-inders and away from the intake manifold will increase the cooling

If the storage battery is not se

one-finger emergency a practical degree of compactness. State Laws Fall Short.

cured tightly in its place, the vibra-tion and jolts of ordinary travel may very possibly break some of the jars, amounts to hundreds of thousands of

shiftless way. It never brings ANOTHER VIEW ON THE DETOUR BETWEEN CASCADE LOCKS AND HOOD RIVER.



ranger station and Wyeth. This detour is 3.6 miles long. In wet weather It is soft and bad

chine, and "anyone violating the act may be punished in any district in or

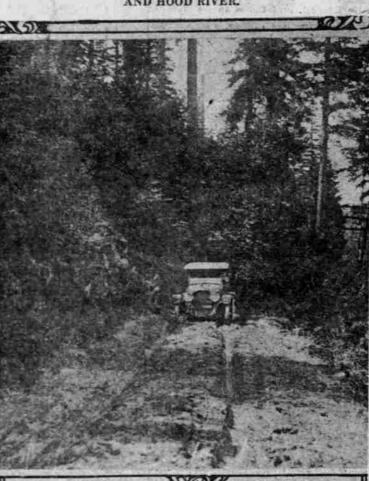
MEDICINE BY AIRPLANE. An airplane and a Hudson Super-Six were the principal actors in a race against time to save a woman's life recently, when a doctor's prescription was rushed from San Francisco to Stockton, Cal., in less than an hour. On arrival of the medicine in an airplane, the phy sician used a super-six to rush it to the bedside of his patient. This is believed to be the first time an airplane has ever been used to deliver a medical pre-

through which such motor vehicle has been transported or removed by such

There has been and is now a most widespread demand for such a law," said Representative Dyer in urging the passage of the measure by the

"State laws upon the subject have them from one state to another and oftimes have associates in the crime who receive and sell the stolen ma-

"The loss to the people of the United



The freight car shortage which is beginning to be seriously felt in many parts of the country has already had its effect upon the sales of motor trucks. In August the sale of Mack trucks alone increased 64 per cent over those for July, and the sales for September continue at the same high

rate. The large proportion of sales of heavy duty trucks indicates that the buyers purchased trucks to enable them to haul large quantities of material that they evidently feel they cannot count on the railroads to han-

Commenting on the situation, R. E. George C. Diehl, chairman of the Fulton, vice-president of the International Motor company, said: "There good roads board, who has sent a is just one solution to our present communication to this effect to the industrial troubles, and that is the production of necessary supplies on the largest scale possible, and their prompt, thorough and efficient distribution. Through its state of the war department, in response to a communication from General W. M. and merch prompt, thorough and efficient distribution. Through its state of the war department, in response to a communication from General W. M. Black. Mr. Diehl thus comments on between the production of the chief of engineers of the war department, in response to a communication from General W. M. ndustrial troubles, and that is the

Increased Mileage. achieved a remarkable record for tire have a traffic department under a chief traffic engineer, having to do, by the use of oversize tires, fitted with interliners and the common size inner tubes. The experiment would not be very costly at any rate.

highway department should, I believe, have a means of separating dirt. I metal dust and such from used oil a filter made in the following manner will be found very efficient: Fasing the filter made in the following manner tubes. The experiment would traffic. It is extremely likely that it would result ultimately in a system enough to fit over the top of a can.

TRUCKS AND CARS TO GO DIF-FERENT WAYS.

> Good Roads Body. traffic are probabilities of the comparatively near future in congested

At Least That Is Possibility of Near

Future, Says Chairman of

more. For taking grease spots out of clothing, some of the inflammable trucks to ruin an investment of many to Stanleyville, in which hydroplanes than our present grades of gasoline. "At road intersections the highway A veteran motorist who has highway department should, I believe.

REPUBLIC TRUCKS

90 Republic Trucks Used by Transfer Companies in Portland

A Truck Is No More Efficient Than the

Service That Goes With It

Roberts Motor Car Co., Inc.

and that wider and parallel roads and that wider and parallel roads would be found to be the most economical method of laying out the highway system.

"It is impossible to lay out all roads of the heavy form of construction; in the first place, the money is not available, and, secondly, too many years would elapse before the money years would elapse before the money years would elapse before the money years.

GLENDALE PARK

delay, with any of the dealers listed below.

Francis Motor Car Co.

Palace Garage Co.

Wm. L. Hughson Co. Broadway and Davis

> would elapse before the more sparsely settled sections of the country were developed. It would not be at all dif-ficult to break bulk when leaving the heavy traffic roads, and in a comparaof highway

BRUSSELS TO PARIS BY AIR

Daily Service Now Maintained for Passengers and Freight. A daily air service for passenger

chandise has been established Brussels and Paris. It is prompt, thorough and efficient distribution. Through its transportation efficiency and economy, the motor truck is giving material aid in advancing both production and distribution. Reliance on motor trucks will become more imperative with the comming of cold and unfavorable weather."

There will never be a time when air plane used is a Breguet single engine machine, which makes the trip in about two hours. The number of passengers is limited to two, single fractions of the large figures conspicuously placed on the sides to indicate the total weight that it was permitted to carry; operators and observed at the rate of 29 cents per permitted for using the heaviest trucks should be prosecuted for using the heaviest trucks and leading the first total weight that it was permitted to carry; operators and observed by the car owners for cleaning parts, tools, about the garage. Gasoline is not as good as the enforce such provisions, as there to enforce such provision

> Oil Filter. As a means of separating dirt.

THE UNIVERSAL CAR

The Ford Coupe seems to fit right into the Real Estate business, not alone because of its convenience and always readiness to take the prospective buyer out to the subdivision, but to take him or her in a mighty comfortable motor car. The Coupe has a big, broad seat deeply upholstered, plate glass windows so that the breeze can sweep right through the open car. Or in case of a storm, why, the Coupe becomes a

closed car, snug, rain-proof and dust-proof. In addition, it has all the Ford economies in operation and

maintenance. Electric starting and lighting system. Demountable rims with 31/2-inch tires all around. Tire carrier. Low in first cost, and mighty economical in upkeep. The car of cars for the physician, the salesman, the architect, contractor, builder, and a great family car for two. Leave your order without

Robinson-Smith Co.

Rushlight & Penny

E 3d and Broadway

Talbot & Casey
E. Ankeny and Grand

on White Passenger Trucks

A class of service in which the adveloped whereby each locality would cord tires is becoming increasingly WASHINGTON. Oct. 4.—Separate be able to determine the amount it highways for freight and passenger was feasible for it to expend on each mile of highway construction."

Ing been first demonstrated in the ing been first demonstrated in the United States, their use has now spread to many foreign countries where their performance is proving as successful as in this country. For instance, a passenger and mail line operating in the northern part of New Zealand, over Mount Messenger, is using White two-ton trucks equipped with Goodyear cord tires,

37x5 front and 48x8 rear. The road formation over the route traveled is of clay, and during the winter months has heretofore been practically impassable. The use of big pneumatics, however, now enables the line to operate continuously, no matter what the weather conditions. This feature is of prime importance

of freight roads and passenger roads, drum or other vessel. The cloth should because of the element of dependa





# MOTOR FUEL CONSUMPTION

HIGH GRADE FUEL PRODUCTION MEANS

present-day gasoline,

LOW-GRADE FUEL

## DO YOU KNOW

THAT—Motor gasoline has dropped in specific gravity test from 60.5% to 55% and increased in boiling points from 300 degrees to 455 degrees Fahren-

THAT—Without the application of heat it is impossible to secure any degree of efficiency from this grade of fuel?

THAT-Even the oil companies concede that we will have to use a lower grade gasoline than we are obtaining today?

THAT—We are now facing a shortage and must consider quantity as well as quality?

DO YOU REALIZE THAT BY EQUIPPING YOUR CAR WITH

LOW-GRADE FUEL you will not only obtain maximum efficiency from our

BUT you can operate on distillate, a much cheaper fuel, with increased mileage, power and flexibility?

LET US SHOW IT TO YOU

"MILES AT HALF COST" 92 North Broadway

Correspondence From Dealers Solicited. Exclusive Territory Open.

305 Main Street,

Vancouver, Wash.

Park and Everett Sts.,

Portland, Oregon