

PORTLAND HAS STAR SEATTLE SALESMAN

Lee J. Kearns Here With D. C. Warren Motor Car Co.

HE BRINGS A FINE RECORD

For Past Three Years He Has Been Sales Manager for the Seattle Willys-Overland Branch.

Now Portland has gone and done it. Done what? You ask. Why, lured away one of its most aggressive sales managers from Seattle's automobile row, and at census time, too, which makes the faux pas absolutely inexcusable from a Seattle point of view.

This will introduce to Portland motor car owners Lee J. Kearns, for the past three years sales manager of the Seattle branch of the Willys-Overland Pacific company, who has come to Portland to become sales manager for the D. C. Warren Motor Car company.

Mr. Kearns is not one of the type of automobile salesmen who slip around from place to place like butterflies. He was with the Willys-Overland Pacific organization in Seattle for six years continuously and in that time advanced from plain salesman to sales manager.

He didn't make the jump all at once, either. From salesman he won his first promotion to territory manager for the Western Washington territory. Then he brought back with him from the road and made manager of the used car department. And he was a good used car manager—so good that men he had sold used cars to would come back to him when they were in the market again, which is about as high a compliment as can be paid any used car manager.

From that position he was raised three years ago to sales manager for the Seattle branch, which he has held until his resignation late in December to accept the offer from the D. C. Warren Motor Car company.

Mr. Kearns comes to Portland full of enthusiasm for his work, for the three lines of cars he represents and for this territory. "I always have liked Portland," he declared, "and am certainly pleased at the opportunity to make my home here. Portland is one of the best automobile territories on the Pacific coast and it will become a lot better than it is at present."

"One thing I find that motorists and dealers alike realize in Seattle better, however, than they do here. That is that this coming spring is going to see the greatest demand for automobiles in the history of the automobile business."

Factories Lack Material. "It will be terrific. Motorists and dealers here haven't as yet quite come to a realization of what the demand will be. It will be so great that the present shortage of automobiles will be nothing in comparison."

The factories at present, and this applies to virtually all of them, are facing a great shortage of material and on top of that a labor shortage. The men they have are not doing the same amount of work, for many higher wages, that they did back in pre-war days. And the material situation is really acute. The result is that it will be a physical impossibility to supply cars enough to anywhere near meet the demand. The purchaser who has been foresighted enough to place his order for a car early is the one who will get his car."

Here is an extract from a story which appeared in the recent issue of the Seattle Times relative to Mr. Kearns' departure for Portland:

"Back in the old days of automobile history in Seattle he was associated with some of the big men of the industry, all of whom formed a sales organization which had no equal in the northwest. One by one they embarked in business for themselves or attained high posts as their ability was recognized. Some of them were Fred Hill, C. M. Goble, K. E. Burkhardt, Ed Young, Roy Tait and H. R. Ludwig look back with pride on the early days when they were associated together in a single organization."

Won Prize in 1916. "As a salesman Kearns achieved distinction, winning one of the prizes awarded in class D by the Willys-Overland factory in 1916, two prizes being annexed by the Seattle organization. Kearns was awarded a handsome gold watch and Fred Hill received a valuable pin."

"In entering the new field in Portland Kearns is not embarking entirely in unknown territory. In Portland as well as in Seattle he has a big circle of friends and he furnished the Rose City with one of its exciting moments several years ago when he drove an Overland six from Seattle to Portland in faster time than any car prior to that time had achieved."

"With his family he moved to Portland Friday and has already assumed his new duties in charge of the retail sales end of the D. C. Warren Motor Car company. He has extended an invitation to Seattle motor fans to make the establishment their headquarters while visiting in the neighboring city."

FRANKLIN REAL ROAD CAR

LONG DISTANCE RECORDS DEMONSTRATE ROADABILITY.

Several Marks Set Up by Car With Air-Cooled Motor Over Bad Dirt Roads.

Not all the noteworthy motoring records of 1919 were made on the race track. Spectacular as were the contests at Indianapolis and Sheepshead Bay, the year's most interesting to light a number of examples of sustained driving ability and motor performance worthy of more than passing interest.

Many of these road records were made by non-professional drivers in Franklin touring adventures in different sections of the country. A world's record for a long distance dirt road was made by E. H. Cramer of Waterloo, Ia., who on October 23 traversed 895.4 miles of Iowa back country dirt roads in 24 hours elapsed time. Mr. Cramer made the run (a good part of it in a heavy down-

pour of rain) in a stock Franklin touring car and drove the entire distance without relief. The car also carried two passengers who acted as official observers. The actual running time was 23 hours and 20 minutes or an average of 37.98 miles per hour.

Closely approaching this record is the remarkable run made by J. T. Peacha of Duluth, Minn., who on July 22 covered 729.5 miles of Minnesota dirt roads in a stock Franklin touring car in 24 hours and 37 minutes actual running time, or an average of 33.74 miles per hour. The elapsed time was 23 hours and 30 minutes. Mr. Peacha himself drove the entire distance and was accompanied by three observers representing local newspapers and a national tire concern.

Indiana annexed some real honors. There must be something about the Hoosier state that breeds good drivers, for three of its residents, all hailing from Indianapolis, have each made records in Franklin touring cars recently.

Will Diddle covered 825.6 miles within 24 hours elapsed time (22 1/2 hours was the actual running time). F. A. Pohl was a close second with 808.2 miles to his credit within 24 hours elapsed time, and J. H. Manion rolled up the very respectable total of 746.1 miles within 24 hours elapsed time. None of the men had any relief at the wheel.

Nor was Ohio to be left out of the

HERE IS SUMMARY OF TOWNSEND BILL

National Highway Measure Is Now Before Congress.

STATE HAS JURISDICTION

Highway System in Each State to Be Built and Maintained by Government Is Provided.

There has been much discussion of the Townsend bill among motorists and those interested in the automotive industry since the introduction of this proposed legislation in congress. Without expressing any opin-

ion, etc., are transferred to the federal commission. In those cases where the states have entered into legal agreements which require the services of the department of agriculture, the secretary is directed to act as agent of the commission.

8. The commission is directed to report annually to the congress such reconsiderations of policy, and for such additional legislation for both the national system and the federal aid act as it shall seem to be for the public interests.

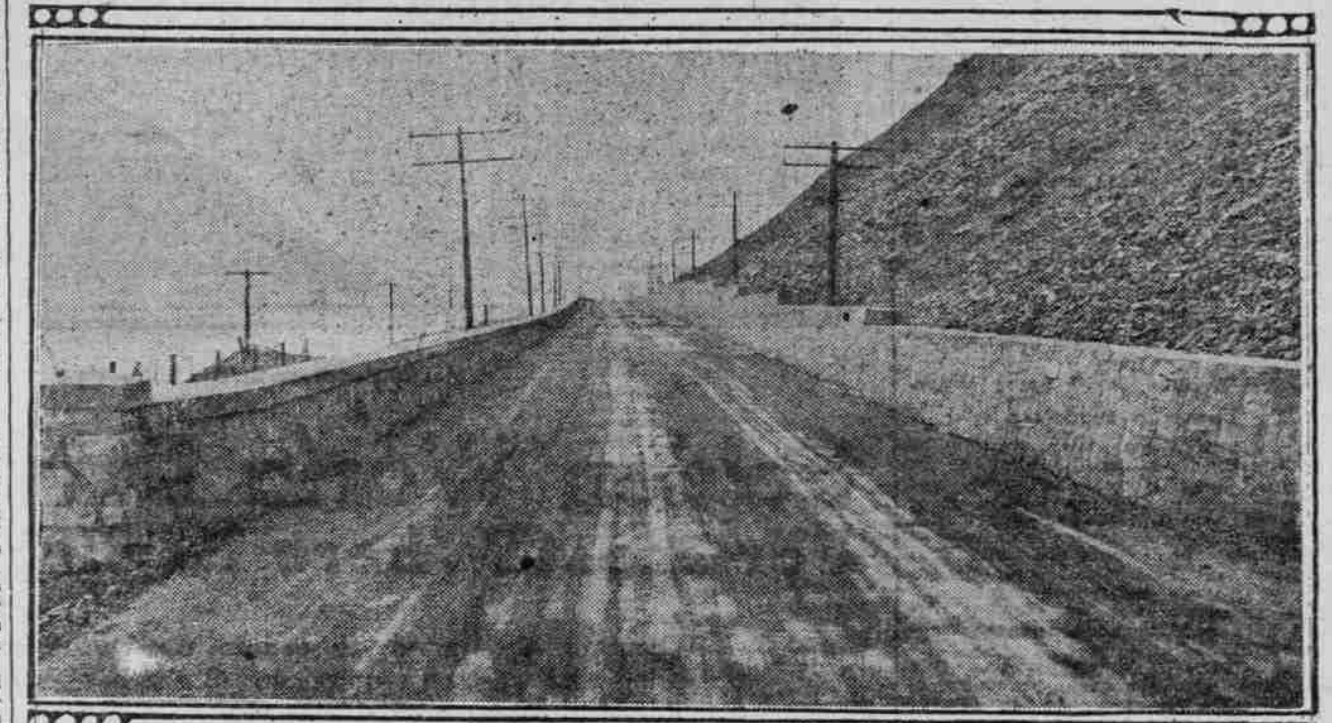
9. Wherever a state has caused to be constructed a main highway, selected as a part of the national system, to a standard deemed adequate by the commission, the commission is directed to construct a similar mileage of highway connecting with or correlated to the national highways, except that in such cases maintenance shall be undertaken by the state.

10. No money shall be expended in any state on this system until the assent of the legislature has been given, except that the assent of the governor shall be considered sufficient until the first meeting of the legislature after the passage of this act.

11. Nothing in this act shall affect the jurisdiction of the state, either civil or criminal, over persons or property upon such highways.

12. For the purpose of this act \$50,000,000 shall be appropriated, to be come available at once; \$75,000,000 to

NEW PAVEMENT ALONG FRONT OF SHELL MOUNTAIN ON COLUMBIA RIVER HIGHWAY BETWEEN CASCADE LOCKS AND HOOD RIVER.



NO MORE ROCKS WILL SLIDE DOWN ON YOU HERE IF THIS NEW WALL HOLDS. Before the pavement was laid, several thousand dollars were expended in building this rock wall against the mountain with the purpose of preventing further rock slides across the highway. The highway is now paved all the way from the front of Shell Mountain and for some distance beyond, about 11 miles in all from Cascade Locks and half the distance from there to Hood River. The remaining 11 miles will be paved this spring.

reckoning. The roads between Cincinnati and Cleveland are not exactly a paradise for the driver, but that fact didn't deter Cliff Luaders of Cincinnati from taking on a bet that he could make the round trip in 17 hours. And he won his bet—for, accompanied by Cincinnati press representative, he left Cincinnati in a stock Franklin touring car at 4:10 o'clock on the morning of November 6, made the round trip to Cleveland covering 563 miles, and was back in Cincinnati again at 8:30 in the evening of the same day. The actual running time was 15 hours and 45 minutes. Mr. Luaders never left the wheel and the only stops were made to take on fuel at Marion and Cleveland.

Another long distance run made recently by a Franklin touring car was hung up by J. W. Banks, Newark, N. J., who on November 11 made the 398 miles from New York city to Montreal in 9 hours and 59 minutes. The quickest scheduled train journey possible between the two cities is 13 hours.

AXLE EFFICIENCY AIDED

PNEUMATIC TRUCK TIRES INCREASE IT GREATLY.

Tests by Big Axle Company Show Efficiency Is as Much as 50 to 100 Per Cent Greater.

Many manufacturers are specifying pneumatic tires as original or optional equipment on trucks, according to L. J. Sparks, Firestone representative in Portland. Increasing demand from truck operators and tests conducted by the manufacturers, which tell a story of superiority of the pneumatics for many types of work, are reasons for their growing popularity, he says.

Mr. Sparks tells of an investigation by an automotive engineer in the employ of one of the large axle manufacturing concerns of the country. This company, he says, has kept performance records on 50,000 of its axles in service on trucks in various sections of the country.

"The company found," he continues, "that the use of pneumatics increases the efficiency of its axles from 50 to 100 per cent. In fact, it quite often has been found practical, with pneumatics, to make a 1 1/2-ton axle do the work of a two-ton axle."

BUY GASOLINE BY THE TIN

No Filling Stations for Motorists in England.

The gasoline filling station for motorists was an innovation that originated in California and quickly spread to all parts of the United States. Yet, strangely enough, this convenience and practical idea has never been adopted in England.

An English writer in an American motor magazine recently commented upon this fact as one of the most surprising that he had discovered in an American visit. The convenient gasoline stations along the highways impressed him more than any other feature of American motoring.

In England, when you need gasoline or petrol, as it is called there, you have to go to a garage and get it, nor is it served to you from a pump. You buy it in two-gallon tins and have to open the tins and transfer it to your gasoline tank via a funnel. It is admittedly inconvenient and wasteful, but that is the way English motorists started to buy their gasoline and probably they would not welcome any change in the method.

Do not operate motor vehicles, or allow others to operate your vehicles when in a state of intoxication.

ion as to its merits, the bill having very enthusiastic supporters and very bitter opponents, here is the bill itself in brief:

1. A national system of highways to be constructed and forever maintained solely at the expense of the national government.

2. Two main highways in every state, linking up with main highways in adjacent states or connecting with the main highways of bordering countries or touching main waterways in combination.

3. The mileage in each state is to be 1 per cent of the total mileage of highways in that state, except where such percentage is sufficient to provide two main highways. In these cases mileage is to be extended to meet this need.

4. All highways are to be constructed of materials and of a type adequate to meet the needs of present and future traffic, with a right of way of 66 feet and a wearing surface of not less than 20 feet, save where excessive costs, physical conditions, etc., render further limitations advisable.

Kind of Construction

5. Construction and maintenance of the system is to be under the jurisdiction of a federal highway commission of five, selected by the president, with the advice and consent of the senate, with due regard to geographical location.

6. The commission is directed to confer with state highway departments regarding locations of highways, and in its discretion may contract with state highway departments to undertake the actual work under supervision of the government.

7. All of the powers and duties of the department of agriculture and of the council of national defense in relation to road construction, maintenance,

where construction work will be carried on this year. One stretch in particular, between 3000 and 4000 feet long, will be rebuilt and, while the county will furnish the money for the grading and crushed rock, the government will furnish all the TNT required to blast out the rock.

The forest service has established a powder magazine near Eugene where the TNT will be stored and plans to use thousands of pounds of it in the county this year. The explosive comes from the government's great storehouses in Arizona, where thousands of tons are stored.

Work on the government contract on the McKenzie highway between Blue River and Belknap springs has not yet started, as there is still considerable snow in the road. Supervisor McDuff and Commissioner Harlow found between six and eight inches of it when they were there a few days ago. This contract covers a stretch of 15 miles and the contract price is between \$90,000 and \$100,000.

Penalties are imposed on all who willfully injure or destroy any part of this system or who violate the regulations prescribed, and while authority to make opening in the highways is granted, damage done must be fully repaired.

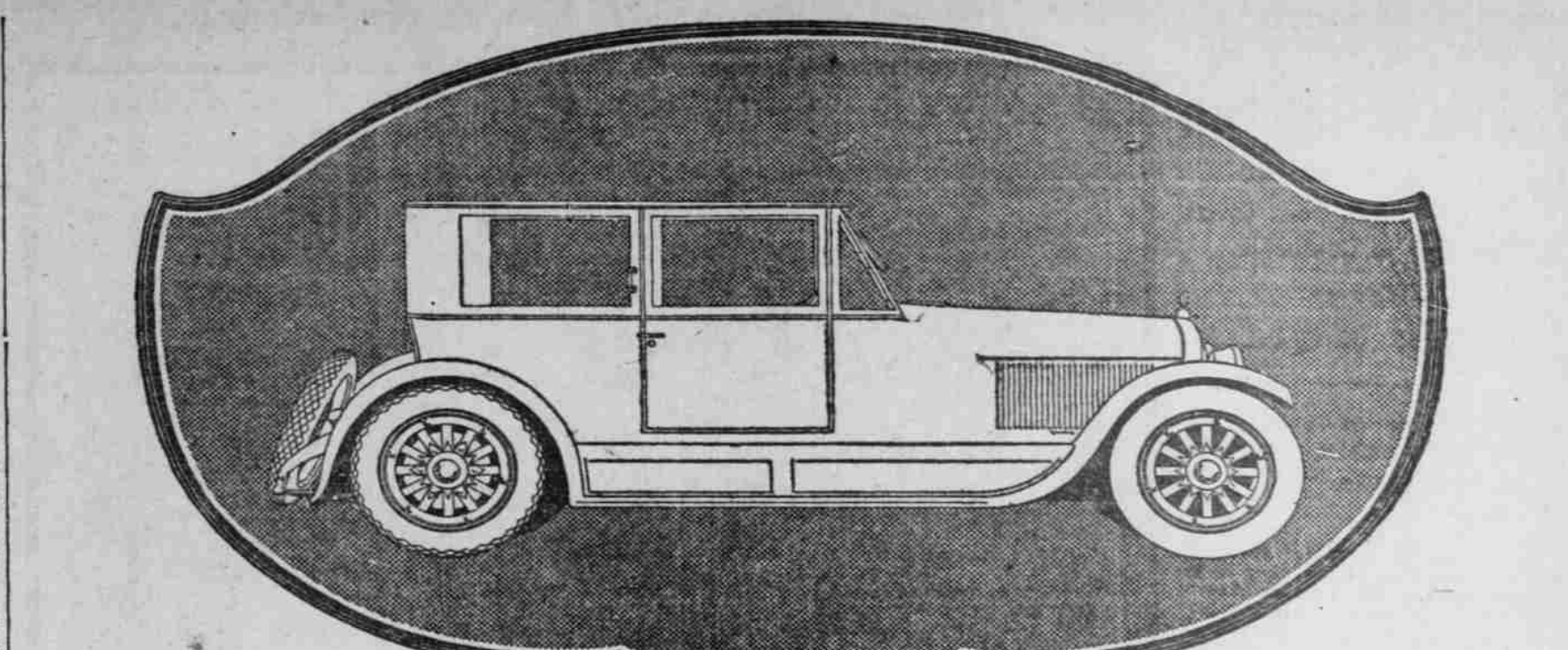
A complete accounting system of every phase of the administration and operation is provided for, with suitable reports of all expenses.

CARS IN DEMAND IN ENGLAND

Nation Millions in Debt. Yet Thousands Spent for Motors.

There is one thought about the Olympia motor show, which closed not long ago, that transcends all its many wonders in light engineering. That is, "Where does all the money come from?" says the Manchester Guardian.

The wages of a chauffeur are nowhere below \$15 a week, gasoline is more than 75 cents a gallon, and few cars cost less than 100 per cent above pre-war prices. Yet high-priced and moderate-priced cars alike have been



The JORDAN Silhouette Brougham

THIS smart closed car is happily designed for the owner who drives. Intimately comfortable for five persons—snug, one might say, but without the slightest suggestion of crowding. The wide windows give all the vision of an open car.

with an abundance of fluent power. The interior is most inviting, with upholstery of finest imported weaves in shades to match the body colors. In lines the body is grace itself. The shape of the doors, the spacing of windows, the curve of fender and the height of hood all contribute to an effect that is fashionably modern.

The day of the top-heavy closed car is definitely past. The Jordan Silhouette Brougham has an all-aluminum body. It is light and conspicuous for its absence of rattle. The car is easily handled,

A new Jordan Motor Car with all that this implies.

MITCHELL, LEWIS & STAVEL CO. Broadway at Oak St., Portland, Or.

JORDAN MOTOR CAR COMPANY, INC., Cleveland, Ohio

selling like hot cakes—selling so rapidly that within three days of the opening of the show prices had risen 10 to 15 per cent. At a table at lunch at Olympia a man and his wife were

disputing as to whether they had ordered a car at \$6000 or \$8000. They were uncertain, and the little difference of \$2000 seemed of no moment to them.

The whole thing partakes of an egregious paradox—the nation countless millions in debt and all classes tumbling over each other to spend their thousands upon motor cars.

JENNINGS' Trimming and Top Shop, Inc.

We have opened a first-class shop for making and repairing Auto Tops, Seat Covers, Trimmings, etc.

Charles Jennings was for eight years associated with the Auto Top company and two years with Covey Motor Car company.

Our work is guaranteed to be the best in the city. Bring your auto to us for good service.

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