

## FLU CURE PLENTIFUL THROUGH THE EAST

But They Use It Chiefly as Preventive, Says McPhail.

### STUTZ DEALER BACK HOME

Willys-Overland Strike Officially Declared Off; New Truck Firm Opens Here; Other Gossip.

BY L. H. GREGORY.

One of the most impressive things about the east just at present to the westerner sojourning there is the great prevalence of flu-cure. We get this from no less an authority than C. D. McPhail, of the Autostor Motor Sales company, Oregon distributor for the Stutz, who got back home last week after six weeks' absence, in the course of which he took in the Chicago show, visited the Stutz plant at Indianapolis, saw the sights in New York, stopped briefly in Cleveland, ran down to New Orleans for a few weeks of southern sunshine and returned by way of Los Angeles and San Francisco.

There is quite a lot of flu in the east, declares Mr. McPhail, but the amount thereof really is infinitesimal compared to the vast and copious amounts of flu-cure.

This is taken internally, as a cure and as a preventive. Quite a fleet of battleships, Mr. McPhail avers, and a hospital ship or two thrown in, could float without touching bottom in the quantities of flu-cure drunk daily in Chicago, Detroit and New York.

**The Boys Very Hospitable.**

But Mr. McPhail says this for them—they are hospitable with their flu-cure, and don't try to drink it all up themselves. As a visitor from the broad west, he could, had he been so inclined, have remained paralyzed through the entire six weeks. Of course Mr. McPhail wasn't so inclined. However, he did think once that he was on the point of catching the flu, but managed to stave it off.

The common belief here that flu is rapidly passing itself out and will amount to nothing in another year or so is not accepted in the east, declares Mr. McPhail. The boys back there expect it to be virulent for many years to come, and are making preparations accordingly. In two cities where he made stops he met the acquaintance of automobile dealers who showed him their private stocks of flu-remedy. One man had \$10,000 worth of anti-toxins, while another confessed that his stock, at the last previous inventory, stood him just \$12,000. Mr. McPhail sees no immediate prospect that distillery stockholders will go bankrupt.

Mr. McPhail confirms the recent reports brought back here by Arnold John as to race track and other activities at New Orleans. Not in the city proper, but in a sort of little principality in a county by itself, but not far from the city. There you can fritter away a week's wages in no time at faro, roulette, keno or claims twenty-one, and bet on the horses to boot. And they also have made reasonable provision against the ravages of flu.

**Sporty Stutz Coming.**

In his six weeks away from Portland Mr. McPhail visited about every Stutz dealer in the country, more or less. He went through the Stutz service stations in Chicago, New York, Cleveland, New Orleans, and other towns, getting pointers for improving his own service organization, out at that, he says, he found that he was right up abreast of any of them.

Under its new management the Stutz factory, Mr. McPhail learned from a personal interview with President Ryan, is going to turn out some models that will be the talk of the country. A specialty will be made of classy bodies for sport models, and for the first time Stutz will manufacture enclosed cars.

In Los Angeles, says Mr. McPhail, everybody has gone crazy over dollies up body jobs. He says that sells there it is individuality that sells a car. Los Angeles dealers will take a 1915 or 1916 Stutz, for example, put on a special body, new windshield and top, and sell the car for \$1000 to \$2000 more than a new 1920 bear-cat model sells for. He predicts that the same craze for special bodies will spread to Portland and Seattle.

"I went back east just only about half convinced that there would continue to be a great shortage of automobiles after the early summer period, but now I am thoroughly convinced that not only will there be an even greater shortage all this year than last, but that it probably will continue over into 1921," declared Mr. McPhail.

**Huge Export Demand.**

"I hadn't realized what conditions confronted the industry. Not a factory in the country that isn't yelling for more steel, glass, wheels, upholstery material and about everything else that goes into a car. The shortage of glass for windshields and windows is very acute, so acute as seriously to affect the output of enclosed cars. And there is no hope for betterment of conditions for at least another year.

"On top of all this, even at current exchange rates, the export demand for automobiles is simply enormous. For instance, the Stutz factory alone is shipping 50 cars a season to Havana, 150 to Spain and 400 to England. Yet every one of these foreign agents is hammering and pounding the factory on the back to get its allotment doubled.

"All the Shriners back east and in the middle West know that the Shrine convention will be held in Portland, and they are all intensely interested and determined to be here. This convention is giving Portland an enormous amount of advertising. I did my own modest bit in spreading the word and urging all Shriners I met to be sure to come here for the big time."

The state agency for the Indiana truck has been taken by a new company in Portland. It is the Pacific Motor Sales company, headed by Sherman Hayes, for the last six years salesman at the Ford, Willys-Overland Pacific branch. Associated with Mr. Hayes in the new firm are W. H. Ziegler, for the last two years Overland salesman, and H. V. Hartzell and O. O. Poyfarr. They have obtained quarters at 325 Gilliam street, near Broadway, in the United States tire company building. The Indiana truck is one of the best known truck lines in this territory. It has been represented here many years, and there are many Indiana trucks throughout the state. It is built of standard units throughout.

A gasoline economy test for motor-cyclists will be held under the auspices of the Rose City Motorcycle club at 2 o'clock today. All riders must be on hand at the starting point, East Thirty-second street and Rex avenue,

ONE OF THE NEW MODELS HERE THAT WILL SURPRISE PORTLANDERS.



SINGER TWELVE—Seven-Passenger Touring, Victoria Top

TO PACIFIC NORTHWEST DEALERS AND PATRONS OF THE PORTLAND AUTO SHOW:

We take pleasure in introducing to you the famous

We also take this opportunity to present

## SINGER TWELVE CRAWFORD SIX

"The Car Artistic," which is embodied Beauty, Charm and Individuality.

Another aristocrat of motordom, which combines Graceful Lines and Comfort with Durability and Economy.

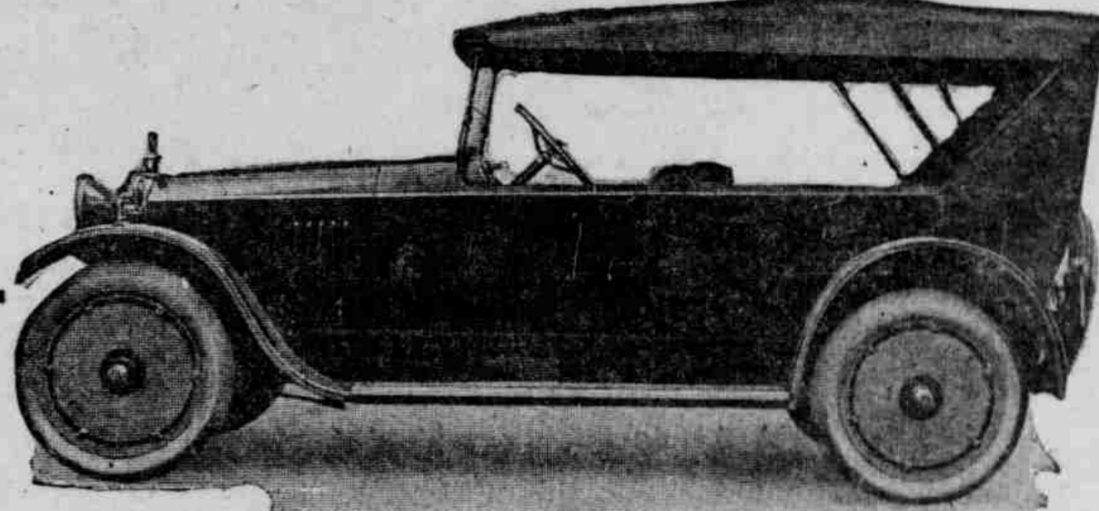
BOTH OF THESE MOTORCARS ARE CUSTOM-BUILT CLASSICS

Distribution of SINGER and CRAWFORD in the States of Oregon, Washington and Idaho will be directed by

### THE EILERS AUTO SALES CORPORATION

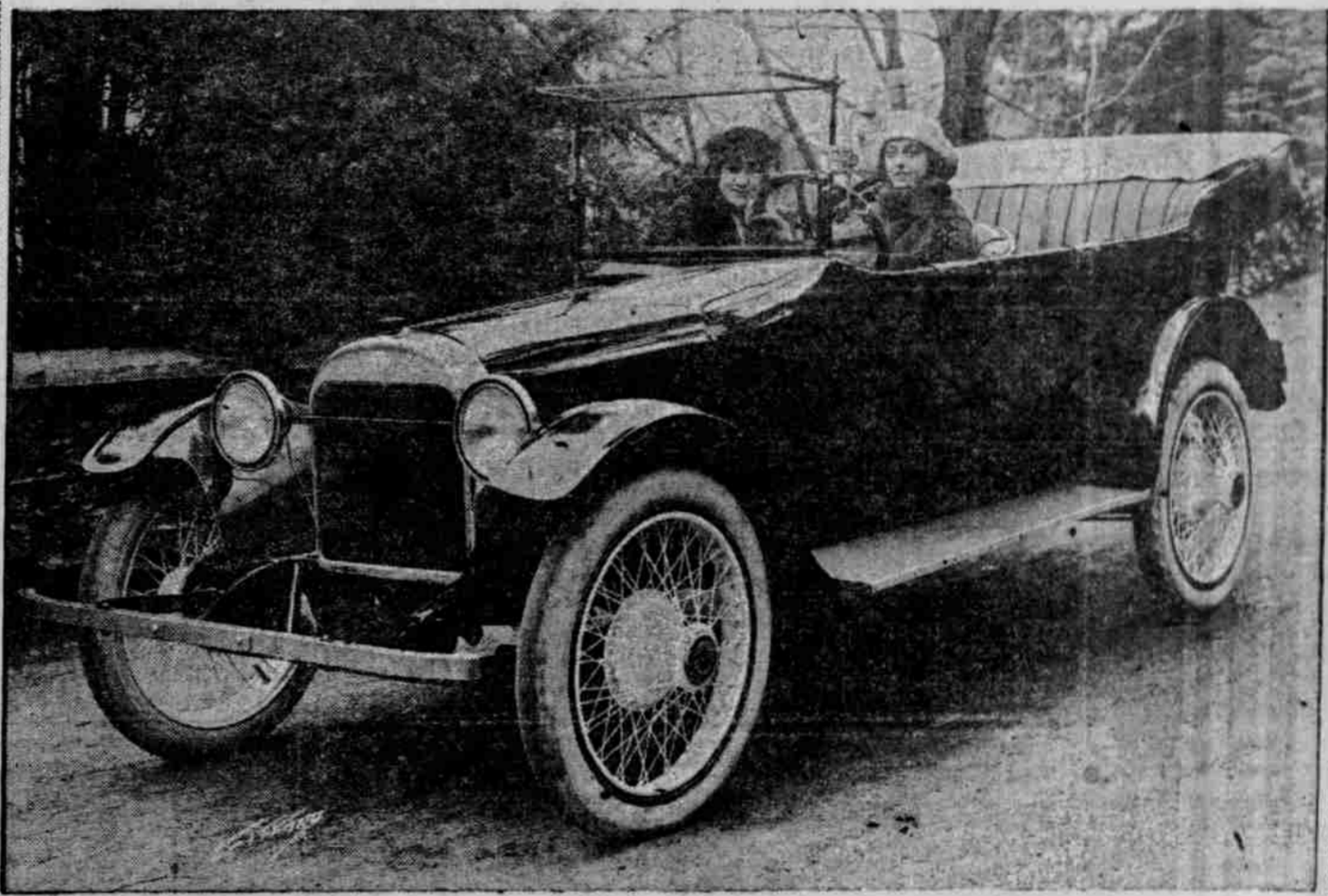
Executive Offices, 287 Washington Street, Portland, Oregon

CHOICE TERRITORY IS OPEN TO RELIABLE DEALERS. Full particulars will be given on application, either in person or by mail. Our retail sales organization will be announced in the near future.



CRAWFORD SIX SEVEN-PASSENGER TOURING

At the Show See the New OAKLAND—The Lowest Priced—Highest Value Valve-in-Head Six on the Market



## OAKLAND SENSIBLE SIX

A GENERAL MOTORS PRODUCT

The OAKLAND SENSIBLE SIX is the lowest priced high-grade six-cylinder car built today. Because, first—scientific, simplified design which reduces the manufacturing cost, at the same time improving the quality of the car. Second—the large production, which makes the Oakland Company the sixth largest producer in the world.

THE NEW MODEL has the refinement and improvement of five years' consistent manufacture of a light-weight, high-grade, six-cylinder, valve-in-head motor car.

Although very moderate in cost—in fact, priced hundreds of dollars below comparable SIXES—the OAKLAND, by reason of its practical design, its large production and the great resources back of it, has the qualities demanded by experienced discriminating purchasers.

ROADSTER TOURING SEDAN COUPE  
PROMPT DELIVERIES

### THE WILLAMETTE OAKLAND CO.

BROADWAY AT FLANDERS STREET  
PHONE BROADWAY 4184

The National setex, shown above in side and front views, has some remarkable new features in automobile construction.

The new National arrived here just in time to be entered in the automobile show by the Manley Auto company. The setex, as the late model is called, is altogether different from previous National cars. The National company has returned to speed in the motor with which this car is equipped. It will do 75 miles per hour any day of the week and 90 on Sundays. In fact, buyers are warned to keep an eye on the speedometer to keep from going too fast in ordinary driving, for the motor is responsive to the lightest touch on the accelerator. It is designed by the engineer in charge of the Liberty motor production board, is manufactured in the National factory and has several important Liberty motor features. The new setex has a wheelbase of 130 inches, yet will turn in 40 feet. Its lines are different than those of former Nationals, being much more snappy, and the car is built low over the road. In the picture are E. C. Habel (left), sales manager for the Manley Auto company, and Merrill Moore (right), who will sell the National and Stearns-Knight lines.

Announcement has been made by Martin F. Swift and Joseph G. Hoyle, of the Pacific Tire & Rubber company, distributors here for Blackstone fabric and Canton cord tires, that C. H. Kepner has joined their organization as salesman. He has had long experience in the tire business at one of the big factories. F. L. Hawley, for the last several months salesman for the firm, has been promoted to sales manager. He has added H. R. Jansberg to his force.

J. J. Gravelly, manager of the Alente Lubricator Company of the Northwest, is home from a six weeks'

trip east, during which he attended the auto show in Chicago, New York, Cleveland and Kansas City. He has taken the agency here, he announces, for "Spring Life," a new lubricant for automobile springs, for the velvet recoil decoder to take up spring recoil, and for Miller's triple seal piston rings.

The agency for stretchless Incon tires has been obtained for Oregon by W. H. McManis & Co. for many years in the saddlery and leather findings business. The company also announces that it will manufacture many accessory articles used by motorists, including half-sole tires. Quarters on the West Side opposite the postoffice building have been obtained for its accessory business by the firm, with F. C. Johnston as manager.

Jerry Wilson has been appointed sales manager for the automobile accessory department of the P. J. Cronis company. He was formerly with the James S. Remick Company of Sacramento, Cal.

Jefferson High School Principal prefers Franklin car to all others.

England speeds up again

British Renewing Interest in Auto Racing Events.

That England is again giving attention to automobile speed events, after a suspension of five years, is indicated in the recent speed trials held at Westcliffe under the auspices of the Essex Motor club. The course was one kilometer (five-eighths of a mile) in length, along the esplanade, which normally would be very fast, but in its wet condition, owing to a rain that came up unexpectedly, slowed up the cars to some extent. Ninety cars were entered in the various events. An Austro-Daimler car driven by W. D. Hawkes took the honors of the afternoon, having finished in 13 events, capturing seven firsts and six seconds. His car was equipped all around on Goodyear cord tires.

Shortage of Autos Works Hardships on Physicians and Patients.

THIS TIRE GAUGE IS SAFE ONE

Service Station Man Makes Theft-Proof Arrangement.

Boys Not to Drive.

At a motor car service station on a highway leading out of a large eastern town, the manager was constantly losing his small tire pressure gauges, which were appropriated by motorists who stopped to inflate their tires. To make it difficult for a tourist to slip the gauge into his pocket, the owner equipped his air line with a large model gauge with a dial, which was too bulky to be easily taken away. He chose a large diameter pressure gauge of the type used on boilers or air compressors and screwed it to a flat block which was furnished with a screw eye, so that it could be hung from a hook.

The legal department of the California State Automobile association has sent out a warning to employers not to permit boys under the age of 18 to operate trucks or delivery wagons. Traffic officers throughout the state have announced that they will rigidly enforce the section of the new state law providing that no chauffeur's license or badge shall be issued to any applicant under the age of 18.

England, France and Italy are planning to ship cars to America with prices ranging from \$10,000 to \$20,000 apiece.

Max Ostenberg, formerly with the service department of the C. H. S. company, and Archie Eastman have formed the Hood River Motor Car company to handle the Moon Six at Hood River.

They have opened a new showroom and service station in the Knights of Pythias hall at Hood River and plan to give Moon owners of that locality real service. Mr. Ostenberg is well known as a "trouble shooter," and well-versed auto mechanic. He has been with several large Portland firms for the past 12 years, including the Studebaker, Mitchell, Veile and Moon lines.

Mr. Eastman is a rancher of Hood River. He will look after the business interests of the firm.

### MOON SIX AT HOOD RIVER

NEW FIRM ESTABLISHED IN APPLE TOWN.

Max Ostenberg and Archie Eastman Open Showroom and Service Station There.

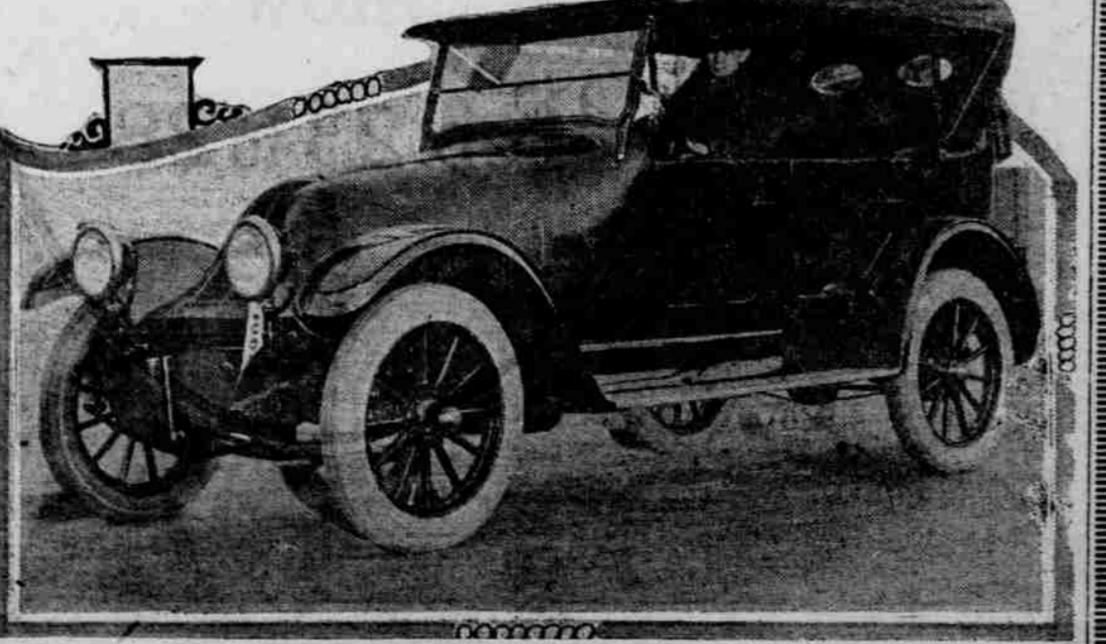
PUT A TIRE IN YOUR SHOW WINDOW.

"Put a tire in your show window" is a slogan the Dealers' Motor Car association of Oregon has adopted to urge upon merchants a little co-operative advertising for the automobile and truck shows this week. The plan is to have merchants all over the city put an automobile or truck tire in their windows, with a card announcing the show. The cards may be obtained by telephone application to M. O. Wilkins, Broadway 1352, president of the association and manager of the show. Any tire dealer will lend the tires for window display during show week.

### ENGLAND SPEEDS UP AGAIN

British Renewing Interest in Auto Racing Events.

That England is again giving attention to automobile speed events, after a suspension of five years, is indicated in the recent speed trials held at Westcliffe under the auspices of the Essex Motor club. The course was one kilometer (five-eighths of a mile) in length, along the esplanade, which normally would be very fast, but in its wet condition, owing to a rain that came up unexpectedly, slowed up the cars to some extent. Ninety cars were entered in the various events. An Austro-Daimler car driven by W. D. Hawkes took the honors of the afternoon, having finished in 13 events, capturing seven firsts and six seconds. His car was equipped all around on Goodyear cord tires.



At the helm of this Franklin six is Hopkin Jenkins, who guides the educative destinies of a good many hundred students at Jefferson high school. Professor Jenkins doesn't profess to be any great shakes as an automobile mechanic, though he has had a lot of driving experience. But he does believe he has achieved something unusual in having driven his present Franklin car more than 12,000 miles without so much as having the valves ground. His car runs like a many-jeweled watch. It goes almost without speaking that he has had no tire trouble in that time, either. This is Professor Jenkins' second Franklin.