

AUTOMOTIVE NEEDS INCREASE IN JAPAN

Development During Last
Three Years Notable.

PACE IS SET IN TOKIO

While Motoring Paces Handicap of
Bad Roads Highways Are Be-
ing Improved Rapidly.

Automotive development in Japan during the last three years shows a great numerical increase in cars and trucks, but a retrogression in operating conditions, writes H. Sibley in the current issue of the Commercial Car Journal.

At that time there were less than 2000 motor vehicles in the empire; about 20 trucks and one motor fire engine. Now the estimated amount is about 10,000 vehicles, and in Tokio alone a dozen fire-fighting vehicles besides a great number of street sprinklers, ambulances, hearses, light delivery trucks and over 200 motor buses. Most of these latter are Republics, with also a large representation of Clydesdales. In 1917 there was only one gasoline filling station; today they may be found all over the city. Ten thousand vehicles, however, in a population of 60,000 persons, is still a very small proportion, from American standards.

Poor Roads Retard Progress.
Many elements have retarded progress. The principal setback, however, is inadequate roads. From time immemorial Japanese cities have been "paved" with loose gravel, which was left for traffic to roll out. Speedy motor cars did not improve the condition of these highways any. They instead simply dry cleaned the streets by sucking up all the finer binding material, scattering it to the four winds, resulting in decidedly uneven surfaces. There are very few stretches of asphalt in Tokio, and none of them of any length. The rest is gravel, which, through heavy traffic and neglect, develops a gray stone dust in dry weather and a particularly greasy and enduring mud in wet weather.

Added to this, the motorist has other burdens. One of these, and not a small item, is a 25 per cent increase over the American for import duty and ocean freight. Before Ford reduced his price last summer a touring car without self starter cost in Tokio 2200 yen, which is equivalent to \$1100. On top of this the owner had to pay a municipal tax of \$186 annually. Gasoline that sold for 45 cents a gallon three years ago now sells at 70 cents at a filling station, or 85 cents at a tank.

Traffic Laws Hamper.
Free negotiation through the city streets is hampered greatly by existing restrictions. The motorist is barred from streets 24 feet wide and under—and most of them are of that width—without a special police permit.

All Japanese motorists, and the majority of foreigners, maintain chauffeurs. Few "gentlemen" have the courage to drive their own cars, and many of the Japanese have a sort of footman in addition to the chauffeur. The former's duties include opening doors and asking directions of policemen. This in itself is a purpose. The chauffeurs have names and the houses are numbered haphazardly. The most definite direction one can get is the name of the "ward" or "ken" in American cities. For instance, if Mr. Yamamoto at a large restaurant was sought it would be necessary to house-to-house canvass of all the houses in this large district until you happened upon No. 14. Numbers are never consecutive.

Chauffeur Hard on Car.
The native chauffeur is notoriously hard on a car, both in operation and in neglect. The native importer in Japan stated that the proportion of repairs here to the number of cars used was enormous. The native is often a raw hand in the matter of mechanics, and, contrary to the general impression in the states, lacks our Yankee instinct for such things as a car. It is neither adaptable nor inventive. However, he must be given credit for infinite persistence and patience, and perhaps a few more years will bring him up to the mechanical plane of his western brother.

But unfortunately for his ultimate success in driving the Japanese chauffeur, with some exceptions, is excitable, often losing his head in an emergency. A characteristic bit of driving occurred not long ago when a young native chauffeur ran over a woman and then became so "rattled" that he turned the car directly upon six men cooling themselves on a bench in front of a shop. All six were injured. However, one can hardly be blamed for losing his head occasionally, in view of the congested pedestrian traffic everlastingly congesting the streets, wandering here and there with a peculiar precedent to follow as to direction.

Many American Makes in Service.
Among the trucks, Republics easily predominate, and are employed in the following services: Fire-fighting, street sprinkling, freight transportation, motor buses, etc. Packards are making good reputations for themselves, a noteworthy fact is that some of the trucks first used in Japan, the Isotta-Fraschini and Fiat, both high priced vehicles purchased by the Imperial railways, are still running. Bethlehem, White, Selden, Federal, Clydesdales are other familiar names, and the Kelly is also making particularly rapid strides in public favor, due as much to efficient representation as to the inherent qualities of the truck.

Farm tractors have made their debut in the Japanese island of Hokkaido, where 15 Fordsons are in operation. This island still contains much undeveloped but excellent farm land, and as compared to the rest of the country it is sparsely settled. It has been open to colonization only about 50 years, and from observations obtained by the writer on a recent visit, is a land of promise for many such American products in the line of automotive equipment as bears on freight transportation, motor buses, sawmill and logging machinery, and farm equipment. Manufacturing is encouraged there, and the new towns and cities are laid out with straight and broad streets.

Engineers Being Educated.
As for the rest of Japan, both in cities and country, road improvement has been at a standstill up to recently. Now, however, several cities and municipalities have made large appropriations for street paving and road improvement. Native engineers have been sent to America to study road engineering, and one of the large projects is the 20-mile highway between Tokio and Yokohama. A feature of this will be a concrete suspension bridge, the first in the orient, with a length of 1475 feet and width of 48 feet. The vehicle space, however, will be only 20 feet wide. In a

few years doubtless it will be regretted that this was not made 100 feet.

Superficial observers of Japanese motor conditions are disposed to express surprise that Japan has not made greater progress, and that in this respect she does not compare favorably with America, or at least Europe. But one should bear in mind that Japan has been open to western civilization only about 60 years, whereas America has had the advantage of several hundred years of civilization influences. If Japan continues to progress at the same rate she has been doing in the past half century, who knows but that in a short time Americans may be sending to Japan for the best designs in motor carriage.

EXPORTS SHOW INCREASE

Year 1920 Registered Substantial Gain Over 1919.
The foreign trade of the United States in passenger cars, trucks, motorcycles, parts, gas tractor engines and tires reached a total of \$182,478,457 in 1920, an increase of slightly more than \$175,000,000 over the preceding year, according to a report from Washington. By expanding its overseas business by expanding its exports, the industry pushed its total export sales for all years well above the billion dollar mark, the statistics show.

NEW TYPE OF FORD IS TRIED OUT BY WAR DEPARTMENT.



ONE OF UNUSUAL CARS PARTICIPATING IN RECENT TRACTOR TESTS

Former Secretary of War Newton D. Baker should be able to travel the most insurmountable roads with this eight-wheeled Ford. The secretary wasn't satisfied with just looking it over; he hopped in and took the wheel just to see how it "handled." General Peyton C. March, chief of staff, is third from the right. This photo was taken during the course of a tractor test at Washington, D. C., by the war department, shortly before the democratic administration went out of office. Many tractors and "tractorized" autos were tried out during the tests.

showing that the world has bought from the makers of this country \$1,315,548,810 in these lines in all years since 1907.

All of the component automotive lines combined in rolling up the increase in 1920. Passenger car exports jumped from \$75,700,527 to \$165,255,521; trucks gained an approximate \$11,000,000 to a 1920 total of \$46,745,751; parts value rose to \$42,562,136 from \$25,362,093; the tire exports were \$5,570,103, as against \$2,829,959; and motorcycles grew from \$6,697,246 to \$10,745,550.

PAIGE OUTLOOK BRIGHT

DEALERS PREPARED FOR RETURN OF BUYING SPIRIT.

Agents Are Not Overloaded, but Are Ready to Meet Market Demands, It Is Said.

"Paige has scheduled a goodly production of cars and trucks for 1921, basing its plans on the fact that the necessary adjustments of American commercial affairs have been completed and that the American people are about ready to resume normal business relations," Harry M. Jewett, president of the Paige-Detroit Motor car company, has written Cook and Gill, Inc., Portland dealers for Paige cars.

"We have been optimistic and confident during the recent days because we believed the discomfort suffered was necessary and that nothing could possibly keep such a universal ability as the Paige car from being sold for very long," continues President Jewett.

"But we did not push our optimism to the extent of loading up our dealers with more cars than they could healthfully digest when the demand was slight. Now that the turn has come and the buying spirit is once more in evidence our dealers are in excellent shape to co-operate with us to bring our plans to a successful fulfillment and to make 1921 a profitable year for all concerned. In fact, they are eager to back us to the limit and are not only taking full quotas of cars, but in some instances they are exceeding 100 per cent. We have every reason therefore to believe the year will be an excellent one."

"One feature of our own situation which is very helpful is the fact that we are offering a complete new line of cars and trucks, models that have already scored some notable achievements in the way of sensational performance and consequently the new Paige cars are starting off the year under very favorable conditions."

AUTO SHORTAGE IS POSSIBLE

History Repeating Itself, States Chevrolet Dealer.

"History is repeating itself in the automobile business," says Leroy R. Fields, local dealer in Chevrolet passenger and commercial cars, here. "There is increased demand for motor cars. A shortage results. Usually there are not enough to go around. The purchaser who plans to buy one type of car must often change his choice or suffer a long wait for delivery."

"This same condition will be true this year. And those with common sense are profiting by previous experience to avoid inconvenience to themselves. No matter when they expect to take delivery of their cars, they are placing orders now so as to be sure of what they want when they want it."

"The manufacturer cannot tell just what kind of car you want and just when you want it. He cannot give you complete, intelligent and satisfying service until you tell him. So he produces a conservative number of cars and then makes further manufacture on orders that begin to come in. Whether you get yours in the first or the second class is up to you. This season's models are now well established. Their qualities have been tested in service. There will be no change in the next few months."

The building of macadam roads has been abandoned in Maryland.

NEW PIERCE-ARROW HERE

1921 CARS AT FAGAN COMPANY ATTRACT ATTENTION.

Left-Hand Drive and Stream Lines Are Noticeable Changes From Former Models.

Charles C. Fagan, head of Charles C. Fagan company, Inc., had a little automobile show of his own last week at his show room at the corner of Ninth and Burnside streets, the occasion being the arrival here of two of the 1921 Pierce-Arrow cars. The show room was thronged the entire week with interested motorists, who gave the new cars a thorough "once over" from stem to stern, and a few opportunities were offered to take the cars out of the show rooms for trial runs on the road.

The new Pierce-Arrow lives up to the most sanguine expectations of motor fans and marks a new milestone in motor car construction, in the opinion of many who visited the show rooms last week. Two of the cars, a touring car finished in a beautiful shade of blue, and a four-passenger sedan finished in gray, ar-



UNDERWOOD UNDERWOOD

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HUDSON SUPER-SIX

Have You Noted Its New Price Advantage?

Regardless of your ability to buy any car you choose, consider if you can find the justification of finer quality, in a costlier car than Hudson.

To appreciate its value you need not be a Hudson enthusiast in the sense of those thousands who hold it essentially the greatest of all cars. But you must recognize its long-held position among the leaders in performance, reliability and distinction.

And consider what an endorsement is represented in its more than five years leadership of fine car sales.

Now that its price advantage is even more intensified, will not its sixth year of sales leadership show even a greater margin of popular preference?



C. L. Boss Automobile Co.
615-617 Washington Street

SUNSET RECORD SMASHED

SAN FRANCISCO-LOS ANGELES RUN IS GRUELLING.

Studebaker Light Six Negotiates Distance in 9 Hours, 15 Minutes and 50 Seconds.

LOS ANGELES, Cal., March 12.—The latest performance of the Studebaker light six, breaking the valley route record between San Francisco and Los Angeles, last week in the remarkable time of 9 hours, 15 minutes, 50 seconds, lowering the previous record held by a high-powered heavy car, has created a sensation in California automobile circles.

Three weeks ago the same car and crew smashed the coast route record between San Francisco and Los Angeles by 2 hours, 35 minutes, 20 seconds, and established a new round trip record of 21 hours and 23 minutes, elapsed time.

The crew of the record-breaking car was composed of Hart L. Weaver and James F. Gurley of the Chester N. Weaver company, who took equal turns at the wheel on the gruelling test. Phil Sheridan, San Francisco newspaper man, was the observer, and W. Cook of the Chester N. Weaver company, mechanic.

The hazardous test was severe on the car, but it was no less a test of the men who were in the crew. The pilots were under a heavy strain during the entire trip and the mechanic and observer were forced to draw on every reserve of nerve they possessed.

The pilots were occupied by watching the road, but the men who sat in the tonneau could only sit as silent witnesses on the thrilling run.

The most thrilling and perhaps the most dangerous stretch of the fast dash was between Tulare and Merced, when the car was driven through a dense tule fog for a distance of more than one hundred miles. Commenting on the run through the fog, Sheridan, the observer said:

"Only wonderful luck and the finest kind of driving could have brought the car through the fog. The atmosphere was so dense that it was almost impossible for Cook and I to see the road."

The new car is to be turned out in four open and six closed models, as follows: Open models, runabout, four-passenger, six-passenger and seven-passenger cars; close models, limousine, coupe-sedan, sedan, coupe-sedan, brougham and landaulet.

It is probable that all, or nearly all, of the different style cars, will be seen in Portland before this season is over.

New Highway for Nevada.

CARSON CITY, Nev., March 12.—Governor E. D. Boyle has signed the bill establishing a new highway from Leno to Carson City, by way of Lahontan and Dayton. The road will traverse one of the oldest settled sections of Nevada, including rich agricultural regions. Construction of the highway is to start as soon as surveys can be completed, contracts let and material assembled.

IS YOUR AUTOMOBILE ENGINE SICK?

Are your spark plugs dirty? Has your engine lost its power? Do the cylinders pump oil? Do the cylinders need re-boring?

Here Is the Remedy: Use Zeinicker Ever-Tyte Piston Rings. Three-piece, entirely different. Not a step, not a miter. Ever-Tyte. Less wear on your cylinder wall than any other piston ring. Greatest oil and fuel savers in the world.

Here Is the Proof: We guarantee Zeinicker Ever-Tyte Piston Rings to produce higher compression, develop more power, and use less fuel and lubricating oil, you to be so judge.

We will refund the full purchase price to any purchaser upon the return of the rings, if they fail to give absolute satisfaction within a period of twelve months from date of installation.

This is the strongest guarantee given by any piston ring manufacturer. If your repair man tries to cheat you or sell you a piston ring, so-called just as good, order direct from Evinsrud Motor Company.

211 Morrison street, Portland, Oregon. Phone Marshall 1745. Wholesale and retail distributors of Zeinicker Ever-Tyte Piston Rings for Washington, Oregon and Idaho. Discounts allowed to the trade. A live dealer and representative wanted in your town.

BUICK SALES HEAD HAPPY

BETTER BUSINESS REPORTED TO HEADQUARTERS.

Brighter Conditions Are Already Here, Says Head of Auto Distribution.

"It is not a case of what is going to happen in the way of brighter conditions. We want to say in all frankness, so far as the Buick Motor company is concerned, the time is here," says E. T. Strong, Buick general sales manager, in a letter to the Howard Auto company, local Buick dealers.

As further evidence that there is a decided improvement throughout the industrial centers of the United States, Mr. Strong tells of a number of recent telegrams in each instance expressing anxiety in respective localities for immediate delivery of shipments containing certain models.

"Need shipments badly." "Please rush two cars." These are characteristic messages received by the Buick sales department, he states. "Immediate" and "rush" appear in most of them and requests for additions to original orders are frequent.

"The sun is beginning to shine in this part of the country, get ready for it," is the message from H. E. Pence, head of the Pence-Buick company of Minneapolis, which in normal times buys its Buicks by the trainload.

"Since February 1 we have enjoyed a real revival in our retail business, not only in the city of Philadelphia, but in other centers of large population in our territory," the Philadelphia branch telegraphed the factory, and in evidence it presents the statement that in two weeks in February the Philadelphia retail department sold a total of 33 lots, all for immediate delivery.

From its Chicago distributors the Buick received a request for the shipment of eight carsloads as quickly as possible, while rush orders for varying amounts, received from Dallas, Tex.; Memphis, Tenn.; Pittsburgh and Denver give indication of the widespread character of the revival of demands for motors, Mr. Strong states.

Change oil every 1000 miles.

Alabama Man Seeks Patent on Interesting Accessory.

ENTERPRISE, Ala., March 12.—Henry A. Dorsey recently demonstrated a new stump-pulling device of which he is the inventor and which, when attached to a Fordson tractor, accomplishes the feat of pulling about 400 stumps daily. The machine has 3000 horse power delivered off the drum. Two to six stumps were jerked out at a single pull.

The device is known as the Dorsey stump puller and skidder and has been fully patented with the probable intention of manufacturing it for distribution as a sort of tractor accessory. The present plan is to distribute the device through tractor and implement dealers.

STUMP PULLER FOR FORDSON

ANNOUNCEMENT

THE NEW STUTZ MOTOR CARS ARE IN

AND WILL BE ON DISPLAY AT FORMAL OPENING SUNDAY, MARCH 20, 1921

WILLIAM C. JACKLIN STATE DISTRIBUTER

WASHINGTON and MORRISON at TWENTY-FIRST Main 6359

PORTLAND - - - OREGON



The Time Is Here to Buy a TRUCK

The need for motor transport will be greater this year than ever. You have been thinking for several months about buying a truck and there is no time like the present to decide.

Every indication points to the return to normal business conditions. That means the demand for motor trucks will increase and those who have a truck will be prepared to meet it.

Be Prepared

The first step is the selection of your truck. Of course we advise the MACK. But don't take our word alone for it. You, no doubt, know somebody or some firm that owns a MACK truck. Ask for a recommendation. We know the MACK is the best motor truck in the world and are confident MACK owners will tell you their opinion is the same.

Mack-International Motor Truck Corporation

Tenth and Davis Sts.
Broadway 691



PERFORMANCE COUNTS



How Long Will Your Battery Last?

WITH any battery, the answer is—Until a certain amount of active material has fallen off the plates.

In the Philco Retainer Battery, this falling off is long delayed. The active material is held firmly in place by Philco Retainers—thin sheets of slotted hard rubber whose slots are so numerous that they allow the free passage of acid and current, but so narrow that the active material cannot readily pass through. The Philco Retainer is like a log boom, which lets the water through but holds the logs back.

VAN MATRE-HOWARD BATTERY CO., Vancouver, Wash., 405 Main Street.



With the PHILCO Slotted Retainer THE "CORD TIRE" BATTERY

The Philco Retainer as it looks to the active material

The Philco Retainer as it looks to the current

The Philco Retainer as it actually is

Change oil every 1000 miles.

GMC TRUCKS

GENERAL MOTORS COMPANY

TRUCKS

Have Just Added Two New K-Series

G. M. C. Trucks

To Their Fleet

Another Truck Owner Is Convinced of GMC Quality

Wentworth-Irwin, Inc.

Second Street, Corner Taylor

Portland, Oregon