

AUTOMOBILE CHAT OF EVERY NATURE

Rain of Past Week Interfered With the Sales of Local Dealers.

SEASON PROMISES TO BE A BANNER ONE

Portland Auto Men Are Making Sub- stantial Progress in the Building Up of the Trade—Brief Hints and Gossip of the Day.



Fred A. Bennett's Forty-Horsepower Race Car.

NEWS AND SUGGESTIONS OF INTEREST TO AUTOISTS

Dates of Race Meets, Use of Denatured Alcohol, the Latest in Driving Scarfs, and a Variety of Items for the Owners and Operators.

The city council of Pueblo, New Mexico, has promised \$20,000 toward the construction of a road for automobiles from Pueblo to Mexico City.

Automobiles have penetrated Afghanistan, the Amir having so much enjoyed riding in them during his recent visit to India that he has purchased four.

It has remained for David L. Cannon, a drover and a stockbuyer in eastern Michigan, to employ a motor car to look up stock among farmers and drive them to his home.

It is conservatively estimated that nearly 20,000 cars are registered in the six states comprising New England. According to the latest statistics, Massachusetts was in the lead, with 24,377.

The Atlantic City Automobile club will hold a four days' spring race meet, probably beginning April 22. A summer show on one of the big piers also is contemplated.

Tests of denatured alcohol tend to prove that it is a success only in engines of comparatively low speed, as it vaporizes too slowly to work effectively in high-speed motors.

There is no longer such a thing as the "automobile season." Improvements in propulsion and modern closed cars make motoring in winter months as easy and comfortable as in summer.

Automobile scarfs are knit of silk, in dark red, blue, green and gray shades, both plain and with stripes at the ends, and have long silk fringes. Often the length is more than five feet, and they are worn wound twice around the neck and tied in a knot, like the old-fashioned mufflers. They are exceedingly warm and comfortable, and, even for city dress, rather smarter than the long handkerchief muffler which for the last few years has taken the place of the folded silk handkerchief.

Automobile men proved of great aid to the Indianapolis Y. M. C. A. in raising \$250,000 for a new building, giving the free use of machines by which motorists were speedily transported about the city.

An automobile recently purchased for an officer of the New York fire department several times has made a speed of 48 miles an hour through slush-covered streets, and once attained a rate of 20 miles an hour in summer.

May 31 and June 1 are the dates definitely fixed for the spring endurance contest of the New Jersey Automobile and Motor club. The route probably will cover 250 to 400 miles, with a start from Newark.

One advantage of denatured alcohol as a fuel is that its use will materially decrease insurance rates on garages, for when on fire it can be extinguished with a stream of water that would only spread gasoline flames.

The carburetor in a gravity-fed car should be placed at least six inches lower than the lowest part of the gasoline tank, otherwise the car probably will fail to climb hills, owing to lack of gasoline reaching the carburetor.

A leak in a honeycomb type of radiator can be repaired on the road by blocking up the leaking hole with a cork or putty. The tubular type of radiator may be repaired by binding a string very tightly around the defective tube.

Much more consideration now is being given by builders to the baggage-carrying capacity of their cars. Several new models show a roomy apartment for impediments, greatly enhancing the pleasure and convenience of those fortunate to own them.

Walter Wellman, who is fitting out in Paris for a dash to the north pole, has had a special automobile constructed to aid him. The coming British expedition to the south pole also will be supplied with an automobile specially designed for travel over ice.

Philadelphia motor cyclists are talking of a show all their own.

Not a single person was killed in Vermont during 1906 by automobiles.

An automobile show is to be held in Copenhagen, Denmark, in September.

Membership of the Chauffeurs' club of Maryland doubled during the past year.

Motor baggage trucks are in use in large stations of the Pennsylvania railroad.

Indianapolis is credited with having more automobiles than any other city of its size in the country.

Scarcity of skilled labor has compelled a big Omaha firm to discontinue the manufacture of motor trucks for a year.

The best results along the line of winter touring have been obtained by cars of medium weight and short wheel base.

It is better to leave behind the tool box than one's courtesy and consideration for fellow-travelers on the road.

Denver motorists, members of the Colorado Automobile club, have decided to invest \$10,000 in their new clubhouse.

Mail boxes have been installed on the outside of London motor buses from which letters are collected at regular intervals.

The Tacoma Automobile club is making an effort to secure the rescinding of the order barring cars out of Rainier National park.

A race from St. Petersburg to Moscow is being discussed by the Russian Automobile club. Grand Duke Sergius has offered a cup.

F. C. Donald has been elected president of the Chicago Motor club, vice W. H. Arthur, who resigned owing to pressure of business.

Improvements in the interior of the capitol building are to be made soon. D. D. Neer, a Portland architect, was here yesterday gathering data and measurements for the remodeling of the third story and its reappointment into office rooms.

The room which was occupied with the temporary offices of the state engineer, library commission and corporation department during the session of the legislature, will be rearranged.

It is believed the office of the attorney general will be moved from the second floor to the third, where it will be more accessible to the supreme judges. The commissioners of the supreme court are also to have their quarters on the third floor.

The state engineer may be transferred to the lower floor, in the office now occupied by the state printer, who in turn will make his headquarters in the room opposite his present office.

There is also a rumor that the second floor is to be tiled, that the elevator is to be occupied by electricity and that fire escapes are to be built. The legislature appropriated \$25,000 for improvements.

The new Ringier hall now ready for dancing parties and society entertainments. Best floor in city. Ringier dancing classes meet every Tuesday and Saturday and children Saturday afternoon. Private lessons daily. Grand avenue and East Morrison street. East 5870.

PROFESSOR OF CIVICS ASKS ABOUT OREGON

(Special Dispatch to The Journal.)
Salem, Or., March 23.—Secretary of State Benson has received a letter from Professor George H. Haynes, instructor in political science at Worcester Polytechnic institute, Worcester, Massachusetts, regarding the success and practical application of the new measures. Among other things the letter says: "I am interested in getting data as to the workings of the Oregon initiative and referendum. A stock argument against such modern legislation here in the east is that it puts questions to the decision of majorities who know little of the real issues involved. I know of no state, American or foreign, which has taken such pains as has Oregon to avoid this by giving each voter simple opportunity to inform himself as to the matter to be voted upon; at least, so I judge from reading the law." Professor Haynes states that he wants the information for use in discussing direct legislation before his classes in government.

On Extension Broadway Car Idea.
Lot 75x100, on west side of East Twenty-fourth street, between Hancock and Tillamook, surrounded by large houses; street extra wide and gravelled; gas, water, sewer, cement sidewalks, shade trees. Price \$1,800. B. M. Lombard, corner Twenty-fifth and Hancock, or room 11, Third and Madison, northeast corner.

Milwaukie Country Club.
Eastern and California races. Take Hallwood and Oregon City cars at First and Alder.

PLANS FOR REMODELING STATE CAPITOL OFFICES

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THE OREGON DAILY JOURNAL

BUSINESS PURPOSES REQUIRE MORE ROOM

Columbia Woolen Mills Store
Leases Additional Quarters in
the Commonwealth Building

From an idea conceived in 1902, followed shortly thereafter by a determination to put it into active effect, Grant Phegley, manager of the Columbia Woolen Mills company, has brought that idea to the forefront of the mercantile business in the Pacific Northwest. Not only is the Columbia Woolen Mills company the largest manufacturer of its kind in the Northwest, but it is the largest from the Canadian line to San Francisco and from the shores of the Pacific to the Rocky Mountains. As a result several bright employees of the business are combating a monthly pay roll of \$300,000. It is now nearly 1907, and an average of 25 suits a week turned out by the factory—now 125 suits a week—and 100,000 yards growing so rapidly that the estimate can be based only on the weeks that have gone, for every week the excess of the former in actual business is demonstrated.

So great has been the increase, so rapid that the company has already once enlarged its quarters and is now about to move its manufacturing department into large and commodious rooms in the Commonwealth building. In that place, over 1,500 square feet of space has been leased, where tailors and dressmakers will be working on the large manufacturing scale of the business.

At the time of the opening of the store, Mr. Phegley severed his connection with a local tailoring establishment and stated to a reporter that in the inauguration of a new career of this kind, although fully aware of the marvelous possibilities of the plan, he was inclined to be conservative and placed his original orders for goods while in that frame of mind. He purchased in small quantities, little aware that the business was about to grow to such proportions from the very outset. As a consequence, almost before he knew it, he was keeping the wires busy beseeching the eastern mills to hurry additional orders of goods forward to Portland.

Today the weekly business of the Columbia Woolen Mills company will average from 75 to 100 suits, or nearly four times the amount at the outset. While he had seven or eight men working for him at that time, with a monthly payroll of about \$200, he points with pride to the fact that he now has five times that number, with a monthly payroll of nearly \$2,000. It is a significant fact that his business, his number of employees and his pay roll have all increased in substantially the same proportion about fourfold.

When I started this business, and Mr. Phegley, "I had only a handful of goods and was very cautious about obligating myself too heavily. My notions were not in very good harmony with facts as I soon found them to be. I bought with limited ideas and it was not long before I had to change my mind and increase my purchases. For instance, I purchased more goods by four times this spring than I did last. I have already purchased over 10,000 yards of spring goods for this season." As the average cloth to a suit of clothes is about three and one-half yards, it will be readily seen that the present stock of the Columbia Mills company is sufficient to furnish suits of clothes for Portland men all spring long. There has not been an instance, since the store was opened, according to Mr. Phegley, that the stock has been ordered, and, on the contrary, most orders have had to be duplicated. "This number of spring suits sold by one tailoring company is a record for the amount of business that is being done."

"It is true," said Manager Phegley, "that we are actually doing the largest tailoring business in the Pacific northwest. I know this to be a fact. For a time I was engaged in selling cloth on the road and I know the amount of business that is being done by all the leading tailors on the coast."

The Columbia Woolen Mills company is the only tailoring company in the city that maintains its own manufacturing plant. All other houses let their work out on contract or by the piece. In this company's business, the manufacture of its own clothing is not only a source of great economy, but it guarantees a more perfect fit and facilitates the business of the company.

Electric power is used in all of the machinery. When the business was new there were only two sewing machines, while now 15 machines are required to keep up with the orders. These are all of the latest pattern and operated by electricity. Another feature of the mechanical department is a pressing machine. This is a wonderful little instrument and is the only one in Portland. It has a pressure of 1,500 pounds under the iron, which is sufficient to press the most stubborn goods to the thinnest possible crease. "No tailor buys better goods than we," says Mr. Phegley, "and it is also a fact that one buys in the quantity that we do. As an example, I will call to your mind the \$22.50 suit offer that we have been advertising for the last two months. We gave an extra pair of trousers free with every suit. To take care of that business, I ordered 2,500 yards of goods just after the woolen market broke in the east. As a result I bought the goods for 25 per cent less than they had previously sold for. The wholesalers lost money but I took advantage of the market conditions and the result was over 800 suits sold on that special offer in two months. That, as far as I know, breaks all tailoring records in Portland or anywhere else on this coast."

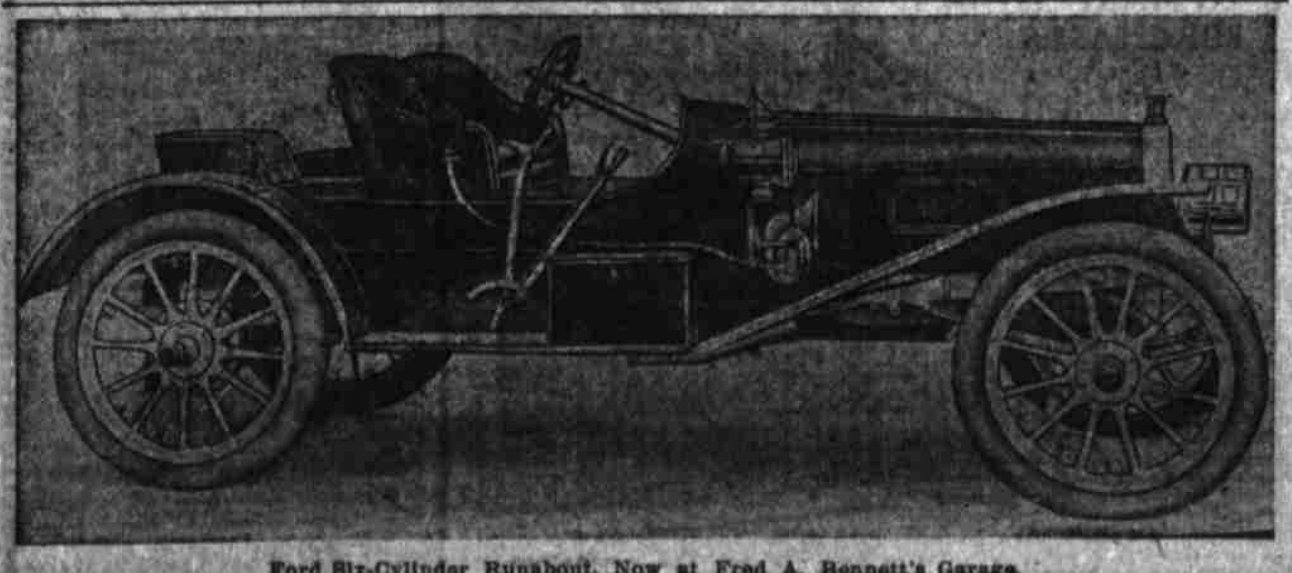
As a result of the phenomenal business which the people connected with the store are pleased to state that our business for January of this year was almost double that of the same month a year ago. For the entire year we had more than 500 suits' sales than for the year 1906.

The great increase in the business of the Columbia Woolen Mills company has necessitated only two increases, but they have been made in one year. The first one was made last summer. Before that time the shop work had all been done on the ground floor in the rear of the salesroom. The business came so fast, however, that a balcony was built, where the tailors have been working all winter. Now, this has become so entirely too small that 1,500 square feet of space has been leased in the Commonwealth building, where all the mechanical work will be done from this time on. The salesroom of the company will be continued at its present location.

WISHED NOT

Had to do it
The absolute truth
Think of it!
Salesrooms in
the same old place—Elks Bldg
Biggest on
the coast
And will do it
No poetry in this
Better goods;
Better clothes
Trousers \$4 to \$10-
Suits \$17 1/2 to \$40-
And it makes us
hurry to keep up

Columbia
WOOLEN MILLS CO
TAILORS



Ford Six-Cylinder Runabout, Now at Fred A. Bennett's Garage.