

NUMBER OF LOCAL DEALERS MOVE TO NEW LOCATIONS

Some Changes Already Made, Others Pending; Auto News Notes of General Interest; To Rebuild Auto.

Many of the local automobile dealers are moving this week. The Portland Motor company will be in new location at Twenty-third and Washington by the middle of the week. The United Auto company has already moved part of its office into the building at Sixth and Alder streets, and will be entirely moved by the end of the week. The Brush Auto company has moved to the location formerly occupied by the United Auto company. The Parker company should be able to get into its new home at Fourth and Everett streets by the first of next week at the latest.

The Ford Motor company, represented by James Cochrane, has definitely decided to build a new assembling plant at Seattle. This decision was made on account of H. P. Rice, the factory agent of the Ford people, being heavily interested in the northern city.

C. F. H. Root, formerly with the Michigan Motor company, is now connected with E. W. Hill, who has taken the Oregon agency for the White company of Cleveland, Ohio.

A. M. Beaver, the Michigan automobile agent at Ashland, Or., has been in the city for the past few days as the guest of the northwest branch of the Michigan Auto & Heavy company. Mr. Beaver stated that the roads down in his part of the state are in exceptionally fine shape for this season of the year. In fact, he claims that the roads in southern Oregon have been in good condition all the winter.

C. W. Martin Jr., for some time southern district manager for the Goodyear Tire & Rubber company, with headquarters at Atlanta, Ga., has been appointed manager of the company's motor truck department. Mr. Martin has been transferred from Atlanta to the general offices at Akron, where his headquarters will be located.

The initial trip of the seven passenger National touring car between St. Helens and Portland, was inaugurated this week by S. C. Morton of St. Helens.

Carrying seven passengers, the big car had no difficulty in accomplishing the 20 miles between St. Helens and Portland, in one hour and 40 minutes, and Mr. Morton is confident that a regular schedule of an hour and one quarter can be established through the summer.

A remarkable feature of this schedule is that the time made is better than the regular train schedule between the two cities.

ard Automobile company, who returned from a trip through eastern Washington; an enthusiastic over the prospects for the automobile business in that region during the present season.

The season has just opened in Walla Walla and more automobiles of the several different lines have already been shipped into Walla Walla this season than were ever shipped there before during an entire season.

In and about Spokane, the automobile business seems to be more than holding its own with other commercial enterprises, and in fact is apparently the most prosperous.

Tomorrow afternoon two mechanics will start rebuilding "First to Hazelton" Flanders "20", the parts of which for two weeks have been on exhibition at the Portland branch of the Studebaker corporation. This is an excellent opportunity to see how automobiles are made.

Bruce Malcolm of the service department of the Paige Detroit Motor Car company is in Portland at the Standard-Dayton Auto company, local agents for the Paige car, and will remain in this territory for some time looking after the interests of his factory.

The Warren-Detroit Auto company is sending a man to visit each of the agents throughout the United States and personally meet the owners of all Warren cars. This is an innovation in the way of giving service to automobile owners. C. K. Grindle is the expert factory mechanic now in Portland at the Portland-Detroit Auto company. It is very interesting to watch Grindle locate the slightest trouble that a car may have. He will first drive the car for a block or so, then seems to instinctively know just what bolt or nut to adjust in order to put the car in perfect condition.

F. L. Bolton, formerly superintendent of the Portland Motor company's machine shops, and who has been in the Winton people since the car was introduced in Portland, until recently when he resigned, has now opened a repair shop on Sixteenth street near Washington.

E. M. Sieret, president of the local Ford Motor Car agency, has assumed the management of the firm. A. J. Edwards, former manager, resigned on account of a much needed rest. Mr. Edwards has been hard at the automobile game for some time without taking a vacation, and the worry had begun to wear on his nerves, making it necessary for him to have a rest.

CHALMERS DINNER DATE IS APRIL 16

Automobile Man to Be Guest at Commercial Club at 6 o'Clock P. M.

The date of the dinner to be held in honor of Hugh Chalmers, president of the Chalmers Motor Car Co., of Detroit, Mich., who will visit Portland as the guest of his northwest distributor, H. L. Keats, has been set for Tuesday evening, April 16. The dinner is being tendered Mr. Chalmers by the affiliated business men's clubs of Portland, and will be held in the dining hall of the Commercial club, beginning at 6 p. m. Mr. Chalmers will arrive in Portland in the forenoon of April 15. He will be met by a committee appointed by the different organizations entertaining the noted visitor. Mr. Chalmers' position is

Self-Starter Proves Its Practicability

1912 Cadillac, After Making Remarkable Run of 1500 Miles Over All Kinds of Roads, Returns Without a Scratch—Real Target, Car Proves Its Test.



Judges examining seal over starting crank on Cadillac after trip through southern Oregon; seal found to be in good condition; marks placed on same properly identified.

Mr. Miners, of the Covey Motor Car company, returned to Portland Saturday with the 1912 Cadillac, on which the seal was placed over the emergency starting crank February 21 by the automobile editors of the local newspapers.

This car has covered a distance of 1500 miles since that time, the starter being used on an average of at least 50 times a day, and the seal upon examination by the automobile editors, was found to be as they left it February 21. This car was used for demonstrating in all the towns between here and Cottage Grove. In some places the roads were found to be in a very bad condition. At times there were no roads after the hard rains, but after two days of clear weather and north winds the roads would be in fair shape again. The coun-

ties are all active in improving the roads, and it will only be a short time before they will be good at all times of the year.

Mr. Miners was surprised to find the towns in the valley in the flourishing condition that they are in, and to see the number of big buildings completed or in course of construction in all places; also the amount of pavement that each town has.

At Eugene they are at the present time double tracking the entire city with a streetcar system.

He left again yesterday morning for points in Oregon to further demonstrate the Cadillac car and look after owners in places that he visits, the seal still being intact. He intends to cover 5000 miles before removing the seal; in fact, he says there is no need of a crank at all with the Cadillac car.

the automobile world is an enviable one, he being recognized at the head of his profession in all matters pertaining to the construction of pleasure cars.

The receiving committee will meet and entertain Mr. Chalmers at a private luncheon at the guests of Harry L. Keats, and they will then attend the opening game of the Pacific Coast Baseball league in Portland. The Chalmers Motor Car Co. have presented the league with a Chalmers car to be given to the best all-around player in the league for the 1913 season. This car will be awarded by a committee of newspaper men after the season is completed, and the man making the best average for the season will be the winner. The car to be presented will be on exhibition at the baseball park on opening day.

At the dinner to be given in honor of Mr. Chalmers he will talk on salesmanship and advertising as viewed from a manufacturer's standpoint. There is no one man in the country today better fitted to discuss this subject than Hugh Chalmers.

bles registered in California during the month of February, is of interest, both to the dealers and buyers of the Pacific northwest, as it shows the cars that are being sold in what is the second largest automobile state in the Union, being second only to the populous state of New York.

The compilation shows that 147 varieties of automobiles were registered in California during February, the Ford leading with a registration of 273, the Buick second with 184, the E. M. F. third with 157, the Overland, 125, and Cadillac 122.

These were the only cars to pass the century mark.

The only cars to pass the half century, were the Flanders with 87, the Chalmers with 70, the Reo with 59 and the Mitchell 56 cars.

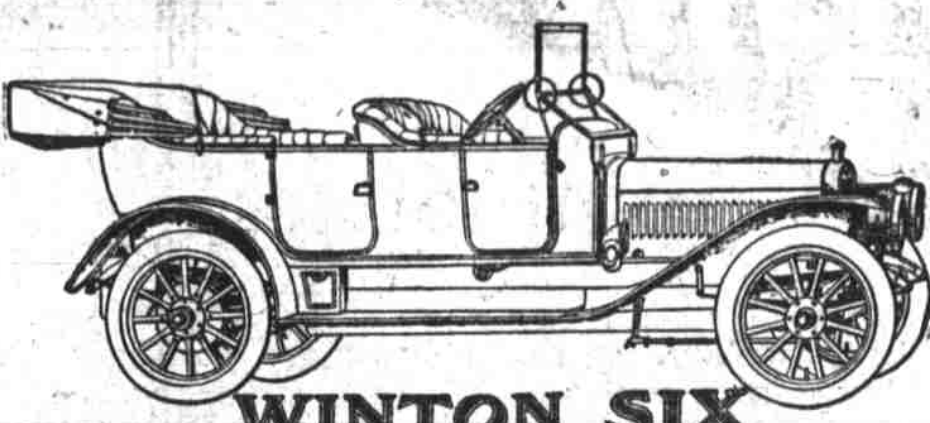
It is a remarkable feature of the compilation that among the high price cars, the Locomobile and Oldsmobile were tied with 17 registrations each.

Part of the insulation used in high tension spark coils consists of wax, which melts at a temperature of about 125 degrees Fahrenheit. For this reason great care must be taken to keep coils away from heat. The melting of the wax not only results in the loss of insulation, but allows the coils of wire to become loose and short circuit the

147 TYPES OF CARS OWNED IN CALIFORNIA

A compilation from the records of the office of the secretary of state of California, showing the number of registrations of the many varieties of automo-

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WINTON SIX

22.8 Cents Per 1000 Miles

Sworn affidavits of fifty individual owners show that in four years their WINTON SIX established the

WORLD'S RECORD

For low repair expense, traveling 744,000 miles at a total repair expense of \$170.27, as follows:

Year.	Cars.	Mileage.	Repair Expense.
1911	20	394,333.9	\$ 20.88
1910	10	165,901.9	6.95
1909	10	118,503.0	127.30
1908	10	65,687.4	15.13
Totals ..	50	744,426.2	\$170.27

Averaging 22.8 cents per 1000 miles—a record that means money saved and satisfaction enjoyed by WINTON SIX owners. Ask for the WINTON SIX upkeep book. It gives full details and tell how to

ESCAPE REPAIR BILLS

Portland Motor Car Co.

Twenty-third and Washington
Telephones Main 2583, A-4944

HOUSE COMMITTEE TO CONSIDER PLAN FOR GOOD ROADS

Advocates of National Aid in Road Construction, to Appear in Favor of Resolutions Early in April.

National participation in highway construction will have a hearing in Washington, D. C., early in April when the good roads advocates will appear before the House and Senate committees which are the repository of the resolution just introduced by Congressman Underwood calling for the appointment of a joint committee of house and senate to consider the building of the National Highways and good roads.

Franklin Hooper of the American Automobile Association has had letters sent to all those bodies which cooperated in the recent federal aid convention in Washington, asking that they be named on the joint committee of three to serve on the general committee decided upon at that gathering for the purpose of securing country wide good roads action. President Hooper, Chairman of the good roads board, and Chairman, Westchester of the associate committee made several visits to the capital before advising the less complicated plan of action.

It is expected that the Underwood resolution will be passed at the present session, since legislation emanating from the rule committee has precedence on the calendar.

New To The Time

Belief that the recent substantial accumulation of good roads sentiment is now a country wide in its extent that Congress is ready to give the subject serious thought, influenced the A. A. A. action which substituted the joint committee of house and senate resolution, instead of furthering the proposed bill calling for the creation of a national highways commission. The full text of the resolution follows:

Joint resolution creating a committee of congress to investigate the building of post roads in the United States. Resolved by the senate and house of representatives of the United States of America in congress assembled, that a joint committee of both houses of congress is hereby created, to be composed of three members of the senate, to be appointed by the president thereof, and three members of the house of representatives, to be appointed by the speaker thereof. Any vacancies occurring on the committee shall be filled in the same manner as the original appointment. The said committee is hereby empowered and directed to collect information and to make a thorough and complete investigation of the condition of the public highways in several states of the Union, including the cost of transportation thereon; the improvement, construction and maintenance of such public highway and the cost thereof; the cost of carrying the mail over such highway, and the improvement of the same; and to report thereon to the improvement of the post roads of the United States.

Committee to AM.

The committee is hereby authorized and directed to report to the congress all information obtained from such investigation, together with recommendations as to the advisability of the congress granting national aid to the maintenance and building of post roads and national highways in the United States, and to make recommendations as to the proper legislation to be enacted by congress. The said joint committee shall conclude its investigation and report to this congress all evidence taken and their findings and conclusions thereon. The sum of \$25,000 or so much thereof as may be necessary, is hereby appropriated, out of any money in the treasury not otherwise appropriated, to pay the necessary expenses of the said joint committee, the sum to be disbursed by the clerk of the house upon vouchers

8-PASSENGER GENERAL VEHICLE HOTEL BUS



Handsome Car recently sold by Covey Motor Car Co., to Hotel Lenox.

to be approved by the chairman of the committee.

When the hearing on the joint committee resolution is held by the rule committee, it is assured that all national bodies interested in good roads will be well represented, including farmers' organizations and road users' organizations.

Rubber Water Pail for Automobiles.

Procure an old inner tube that has been discarded and select from 3 to 4

feet or more of the rubber that is water-tight. Cut the desired length from the tube and close one end by cementing it under pressure. This is a cheap and easily made substitute for the ordinary collapsible pail, and can be packed in a small place.

Immigrants in large numbers are flocking into Canada, 11,000 arriving at Winnipeg on Wednesday, 80 per cent of whom were from Great Britain.

RAPID LOADING AIM OF BUILDERS

Truck Makers Now Turn Attention to This Part of Business.

Having solved the problem of quick, convenient transportation of freight by the use of motor trucks, many commercial vehicle owners are now turning their attention to the matter of more rapid loading facilities.

The most effective device yet perfected for this purpose, it is claimed, is the power-driven winch. On heavy trucks a winch is not of much assistance, as the operation by hand is not slow and any arrangement using horse power is so clumsy as to be impracticable, except in a few special instances. With the motor truck, however, the winch can be made of invaluable assistance in the loading of heavy freight in amount of its ease of manipulation, and the fact that it derives its power direct from the same motor which propels the vehicle.

The first companies to recognize the value of the power winch for general trucking purposes developed a very simple, but effective form which has been successful used by many trucking concerns for several years. The winch is located at the rear end of the frame and is put into operation by the simple moving of a gear into mesh with a corresponding gear on the main pin-shaft. The rope from the winch passes over a pulley at the forward end of the body, so that it may be used to draw freight up to the extreme end of the loading platform.

As an instance of the value of the winch may be mentioned its use in the loading and raising of safes, otherwise a laborious, difficult problem.

We rebuild the "First to Hazelton" Flanders "20" tomorrow afternoon at our salesroom. We cordially invite you to see how automobiles are built.

What Kind of People Can Afford to Buy an E. M. F. "30" or a Flanders "20"?

This is the question often asked. Note answer:

WE REALIZE, AND WE BELIEVE YOU REALIZE, that buying an automobile is a serious thing. You want your first car to be your only car. That means WEAR—real wear—and wear is backed up only by SERVICE—real service.

THERE ARE TWO THINGS THAT MAKE THIS POSSIBLE—the car itself and the kind of service back of it. Let's consider the car itself. Now, if you can get a car at \$1300 that has the characteristics of a \$2000 car, you are going to save the \$700, are you not?

THE COMMON MISTAKE IN BUYING A CAR IS TO CONSIDER THE CAR ONLY as it looks. We say look beyond, or rather behind—there you will find the promise of the future in an E. M. F. "30" or a Flanders "20." Ask, like Shakespeare, "What's in a name?" The most complete answer to that question is found in "Studebaker," with its 60 years of business experience, its \$7,000,000 factories and its famous guarantee. Do you think they would choose to give anything but "the utmost in value," as found only in an E. M. F. "30" or a Flanders "20"? Smashed world's records on track meets and durability contests back up this assertion.

NOW, LET'S CONSIDER SERVICE—the kind we are supreme in, because we begin where others leave off. An automobile must have a Service and Parts Department, such as ours, just the same as a locomotive must have tracks to run on. Every E. M. F. "30" or a Flanders "20" has this direct factory branch back of it—with its \$50,000 worth of parts, its specialists and experts in a day and night service—all for your benefit, costing no more than the other kind.

WHAT KIND OF PEOPLE CAN AFFORD AN E. M. F. OR A FLANDERS CAR? Our answer is—the people who want what they pay for, not promised results, but the tangible ones. We back up with our famous guarantee—the most unique guarantee in all motordom. It's not a question, can you afford an E. M. F. "30" or a Flanders "20," but can you afford to buy any other car?

Studebaker Corporation of America

L. H. ROSE, Northwest Manager

PORTLAND BRANCH—CHAPMAN AND ALDER STREETS

SEATTLE BRANCH—2201-3 Second Street

TACOMA BRANCH—1129 Tacoma Avenue