

**CITY SALESMANAGER
OF WIDE EXPERIENCE
IN DIFFERENT LINES**

J. Stanley Clemence Regards Earlier Training as Business Asset at Present.

J. Stanley Clemence, city sales manager of Ballou & Wright and Harry Hanshue, famous driver of the Apperson Jackrabbit did not like the idea of working for \$60 per month and "found" for the Edison Electric Light & Power company in California. They were stationed at a plant on the Kern river in the southern part of the Bear state, Hanshue as a surveyor, and Clemence in an office.

That's why Clemence is now holding down his present job. So in 1902 they rolled up their blankets and went to Los Angeles where Hanshue secured both jobs with Leon T. Shettler, now manager of the Santa Monica automobile course. Clemence took to the books and Hanshue worked as an automobile demonstrator.

When Shettler went into the racing game he made Hanshue a racer and Clemence as racing manager. Finally he opened up a branch auto agency at San Diego and put Clemence in charge. "Cut throat competition" was the rule," said Clemence, "and I looked for a chance to get into another line. After the 1907 panic which pinched us all I secured a position with Chandler and Lyon and when they opened their branch house in Portland I came here and after two years with them joined Ballou & Wright as city salesman."

Clemence is now 30 years old but he has experiences which many older men cannot boast. Born at Hamilton, Ont., in 1884, he has served as telegraph operator, jockey, news "butcher" on trains, express messenger and half a dozen other things. And if he had his life to live over again he declares he could not miss a one of them, because each has taught him something that proves of value today in a position which demands tact and keen business insight.

**Traveling Salesmen
Cover Northwest**

The oldest traveling man in the employ of Ballou & Wright, in point of service, is O. H. Schneider, formerly of Rochester, N. Y., who for the last nine years has traveled the northwest for his firm. At present he handles Ballou & Wright orders in western Oregon and southern Washington.

Eastern Oregon and Idaho is covered by Harry A. Williamson, who got his job about a year and a half ago by simply hanging on and persistently applying for it in face of repeated "turn-downs." And he has worked up a big name by the same system.

Western Washington is supplied by the Seattle branch, and is covered by W. D. Lord, better known among the knights of the grip as "Daddy" Lord. Eastern Washington is traveled by W. A. Alderman, who resides in Spokane, but works under orders from Seattle. Before a man secures a position as

COURTESY PREVAILS IN SALES DEPARTMENT



Top—J. Stanley Clemence, city sales manager. Bottom, left to right—H. A. Williamson and Otto H. Schneider, traveling salesmen.

salesman with Ballou & Wright, he usually is given a thorough course of instruction from the stock room up, with a view of giving him first hand knowledge of the hundreds of various accessories which make up the big stock. But that is not all. In addition to an exhaustive knowledge, he has to possess the qualifications of courtesy, efficiency, and have a firm grip on his temper. He must go on the theory that the customer is always right until he proves himself wrong. He must have a good working knowledge of automobiles, motorcycles, carburetors, lighting systems and many other things that touch his profession.

**ADVENT OF BICYCLE
INSPIRES BUSINESS
NOW GROWN LARGE**

C. F. Wright Outlines History of Establishment Which Has Assumed Proportions.

(Continued from Page One)

and wanted Wright to come out and join him. The invitation was accepted quickly, and in 1901 Wright had sold out his interests in Great Falls and the two reunited, opened a small store at 147 First street, Portland at that time had a population of 50,000 people, and their store quarters measured 25 by 100 feet.

Mr. Ballou still continued to travel and Wright took charge of the bicycle store. Their force consisted of Mr. Mr. Wright and a repair man. In 1902 they went into the wholesale bicycle supply business.

Larger Quarters Bought. Between 1901 and 1904 their business grew so rapidly that they were compelled to move further uptown into larger quarters, and in 1904 the company opened up at 88 Sixth street, and while there Ballou & Wright added a motorcycle department.

In 1911 they moved to their present large quarters at 80-82 Broadway. Here they are overcrowded already despite the fact that they occupy two stories, each 50 by 100 feet, a big mezzanine floor, a huge basement and in addition have an outside warehouse. Not including the warehouse their business occupies more than 20,000 square feet of space, and the payroll carries the names of 50 employees.

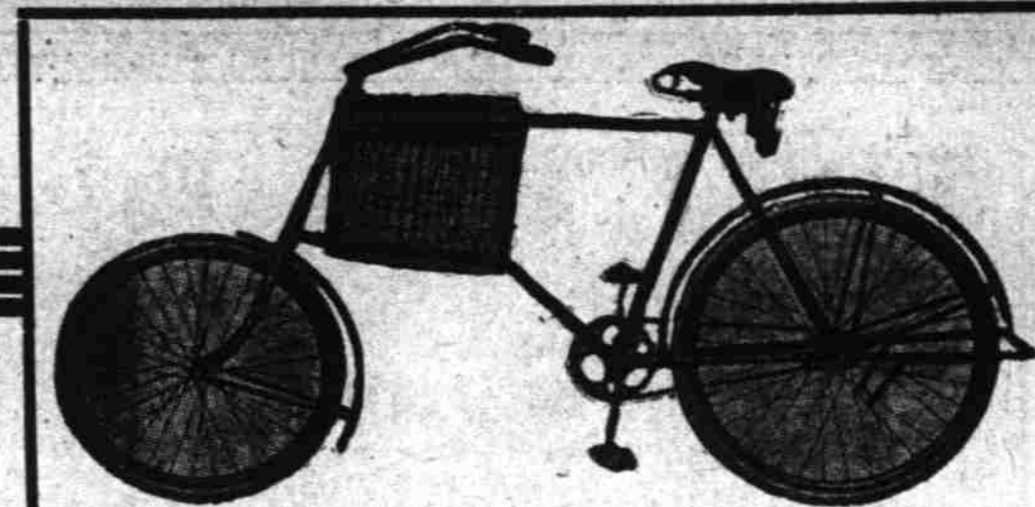
Moreover they have a branch store in Seattle on East Pike street, near Broadway, which occupies something more than 12,000 square feet of space. The Seattle branch was opened in February of 1913. A. H. Jones, formerly northwest manager of the United States Tire company, is its manager and G. Gray Lemley the assistant manager and purchasing agent.

**Thousands Invested
In Auto Accessories**

From a \$25 stock, consisting of six spark plugs and half a dozen clocks, purchased in 1901, the automobile accessories and supply stock of Ballou & Wright has grown to a point where it represents an investment of \$100,000.

In it are carried hundreds of articles for autos and autoists, ranging from tiny cotter pins to tires, linen dusters to gloves, and lunch baskets. Even cut glass vases for m' lady's limousine, are not forgotten. Indeed the entire gamut from necessities to luxuries is run. Approximately one-half the space on the ground floor of the big establishment at Broadway and Oak is given over to the stock and in addition much of it is held in the basement and at the company's warehouse.

A poor salesman is worse than a dead one because you can't bury him.



**1914
Model**

Fully Equipped
With Coaster Brake
\$45

SERVICE—The Keynote to a Merchant's Success
The Commercial Bicycle

Is Especially Designed to Properly and Economically Meet the Quick Delivery Problem

While many merchants are using autos and wagons for their deliveries, they must all have some other method of delivery quicker and more economical. Particularly is this true of the increasing number of their telephone and other special orders. In this day of strenuous competition the merchant that holds his old customers and gains new ones is the one who gives prompt and courteous attention to all orders, not only in the matter of filling them, but also in the matter of their delivery. The Commercial Bicycle is, as the name implies, a bicycle carefully designed and built to meet the delivery requirements of the up-to-date merchant. Such a bicycle must be constructed to carry a load without interfering with its easy riding qualities. The strong, roomy carrier of the Commercial is placed low between the two wheels, where it is easiest carried. In this position the load does not affect the balance of the bicycle, is evenly distributed and supported, and, not being attached to the handle bars, does not interfere with the steering.

The Carrier being built into the frame of the bicycle does away with straps and the consequent loss of time, is under the eye of the rider at all times, and, being locked, secures the contents against damage or theft. The contents of the Carrier are always protected, while the fact that the Commercial is so entirely different from any other bicycle marks it against theft.

The Carrier of the Commercial will easily sustain a load of 250 pounds, and the frame is constructed under a test of 1000 pounds to insure against hard service.

The Commercial, being specially built for the purpose, is the solution of your delivery service problem, giving you at a reasonable cost price a complete delivery vehicle that can be operated by a boy and requires very little upkeep.

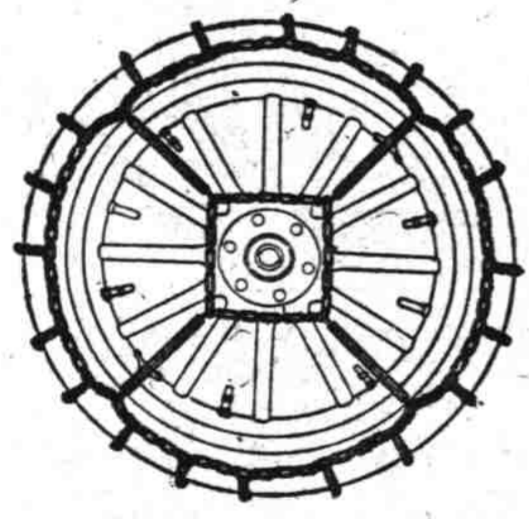
Manufactured by JONES & NOYES, Chicago, Ill.

DISTRIBUTED BY

BALLOU & WRIGHT

Broadway at Oak, Portland, Oregon
817 East Pike Street, Seattle, Wash.

**The Best Insurance
WEED CHAINS**



POSITIVELY PREVENT SKIDDING
GIVE TRACTION PREVENT ACCIDENTS
AND CONSEQUENT REPAIR BILLS

**As Necessary as
Gasoline**

EQUIP ALL FOUR WHEELS
AND BE ABSOLUTELY SAFE

MANUFACTURED BY
WEED CHAIN TIRE GRIP CO.
BRIDGEPORT, CONN.

DISTRIBUTED BY

BALLOU & WRIGHT

Broadway at Oak, Portland, Oregon.

Tire ran from San Francisco to
Portland cut in half, held by
Dobbins' Blow-Out Chains

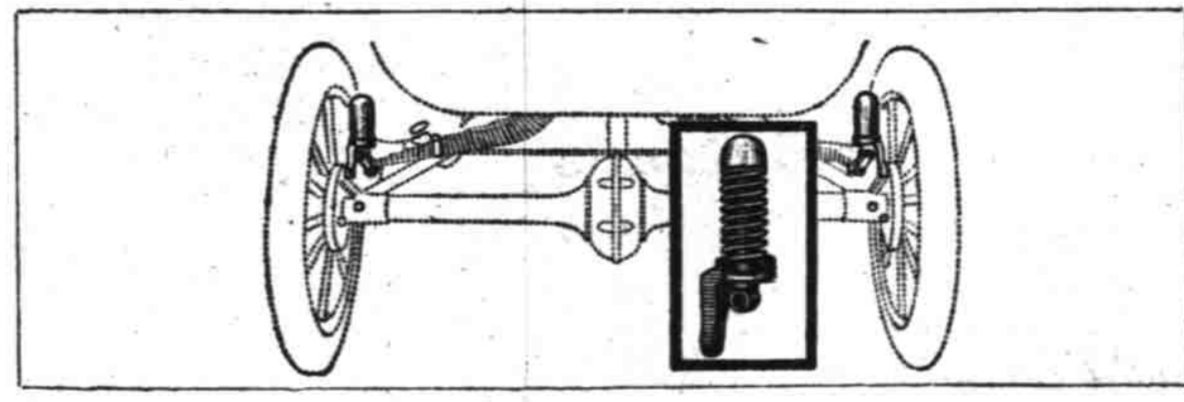


Don't come in on the rim when you have a blow-out—use DOBBINS' BLOW-OUT CHAINS (Inside Patch Included) and save time and trouble on the road. And get the utmost mileage out of your tires. Easily attached—practical and economical.

**HALLADAY SHOCK
ABSORBERS — FOR —
FORD CARS**

Sold at Our Risk; Returnable and Money Refunded
if Not Satisfactory

SET OF
FOUR
\$12.50



SET OF
FOUR
\$12.50

The Halladay Shock Absorber combines features that no other form of absorber contains.

It works directly over the axle, thus absorbing the shock instantaneously. The action on the springs is direct—no cramping nor binding. Springs are packed in grease and will lubricate automatically. Dustless, leakless, handsome. Strictly high quality. Guaranteed.

Saves car, reduces tire expense one-fourth to one-third. Applied in 20 to 30 minutes without machining.

THE "GOAT" Greatest Little Trouble Taker On the Road

Ballou & Wright Distributors

817 East Pike Street
Seattle, Wash. Broadway and Oak, Portland, Ore.