

FRANCIS WOLFF WAS PIONEER ROADMAKER IN OREGON COUNTRY

Blazed Wagon Road From The Dalles to Colville Valley to Carry Supplies.

Of necessity the first roads in a pioneer country were makeshifts and followed old Indian trails and fur traders' pack routes or were hastily blazed to bring in supplies of gold miners. Of this latter character was the first wagon road from The Dalles to the Colville valley in what is now the state of Washington. It was made by Francis Wolff who brought the first merchandise on wagons into the valley. Starting from The Dalles, Mr. Wolff drove up through the Walla Walla country and by fashioning together carriages crossed the Snake river at the mouth of the Palouse. After driving north through the Palouse region he crossed the Spokanes in the arid mountainous region and passed into the Colville country by way of Walker's prairie. Major Lougenbel followed his wagon tracks when he came to establish the military post at Colville.

Pioneer Road Building
To enable the people of Colville valley to transport their surplus produce to the new mining camps on the Kootenai river it was necessary to build a road to Focene prairie, a distance of about 60 miles, chiefly through timber, says the Spokanes Spokesman Review. The people volunteered the labor and the merchant of Colville donated the money. The road was laid out by D. H. Ferguson, a pioneer merchant. John Hofstetter as overseer, and an Indian as guide. Pioneers worked there by the dozen during the summer and fall of 1867, and roughly completed the road that has been used ever since.

The most historic highway in the Inland Empire was the famous military road, surveyed and built by Captain John Mullan, United States army, begun in 1853 and completed in 1860. This great task ended, Mullan's command was disbanded at Walla Walla in August, 1860, and the outfit sold. "This ended my work in the field," he reported, "costing seven years of close and arduous attention, exploring and opening up a road 224 miles from the Columbia to the Missouri river, at a cost of \$230,000."

Early Experiences
Captain Mullan wrote, in June, 1852, that four Missouri river steamboats had arrived at Fort Benton, Mont., with 350 passengers from St. Louis en route to the Bitter Root, Deer Lodge and Walla Walla valleys. "They came provided with their carriages and wagons, purchased animals at Fort Benton, and have already started for their new homes. The boats made the trip from St. Louis in 32 days, and the teams will make the trip over the new military wagon road to Walla Walla in 40 days."

We complain of the high cost of living, and seldom pause to reflect on the tremendous cheapening influence of railroad transportation and modern wagon roads to take the farmers' produce to market or the freight car. It costs now about 10 or 12 cents to ship 40 pounds of wheat from the Inland Empire to tidewater. Compare that charge with the freight rates paid by the early day merchants in this region in 1867. It cost 12 1/2 cents a pound to freight goods from Wallula, on the Columbia, to old Fort Colville. Although the Willagette river had a surplus of farm produce of every kind and prices were as low or lower than anywhere in the United States, bacon brought 62 1/2 cents a pound at Colville in 1865, coffee 75 cents, sugar 60 cents, beans 35 cents, and 25 cents, and 40 cents, butter \$1 and shot 40 cents. Calico brought 3 1/2 cents a yard and a spool of thread or a paper of needles sold for 25 cents.

Bigger Loads Make Trucks Worth More

An important factor in helpful and economical truck operation is the effort on the part of many truck owners to carry capacity loads to a greater extent than formerly. But there is room for considerable improvement in this, as is shown by some interesting figures furnished by W. B. Froude, local truck salesman manager of the Portland Motor Car company, Packard distributors.

"It is estimated that 370,000 motor trucks are now being used in this country," says Mr. Froude. "The loads these trucks are carrying average only about 45 per cent capacity. This is an average daily loss in depreciation overhead alone of \$1.05 for every truck in operation.

12-Year-Old Boy Makes Long Drive

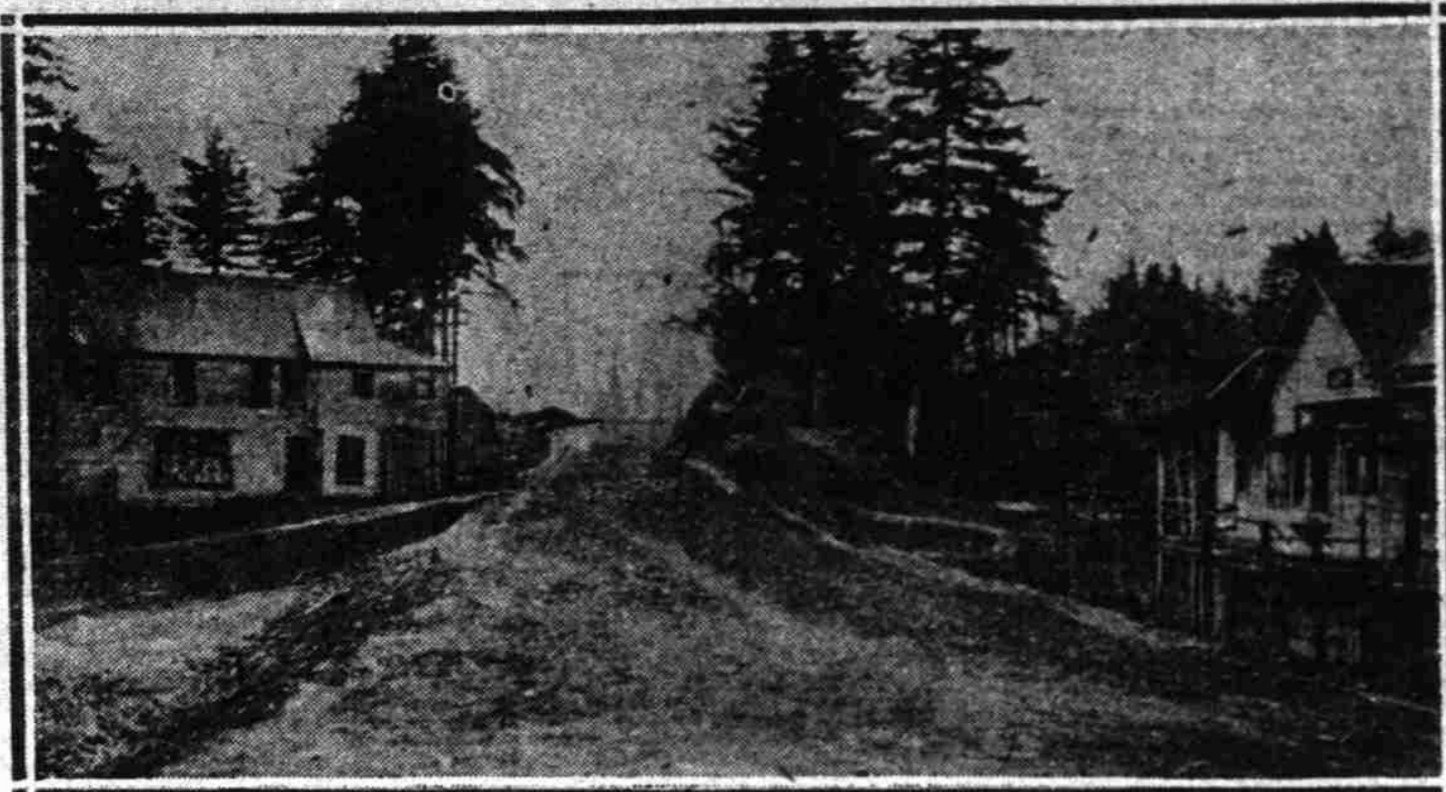
A 12-year-old boy, after driving half way across the continent, arrived in Los Angeles last week, according to word received by D. C. Warren of the Warren Motor Car company, local Veale distributors. This is a feat never before performed by one so young.

The boy's mother and little brother of 10 were with him, but not once in the long, difficult journey did either of the other members of the party hold the wheel.

STARTERS FOR OLD MODEL PIERCE ARROWS PACKARDS LOCOMOBILES
We will install Westinghouse Starting and Lighting System on your old car. Now is the time to have it done.

ELECTRIC SERVICE AUTO CO.
891 Oak, B'way 1764

HIGHWAY WORK ON UPPER COLUMBIA



(Photograph courtesy C. L. Boss, Maxwell distributor)

The grading of the Columbia river highway between Cascade Locks and Hood River is making rapid headway and the work is expected to be completed by May 1. The first portion of the new work extends from the present end of the paved highway, which is a little the other side of the Multnomah county line, for a distance of 8.2 miles. The grade has been made directly through the main street of Cascade Locks. At the present time the highway is open to the center of town. The fills have been graded and will enable parties to reach the town without any trouble.

The contract work is being handled by A. D. Kern, who has also two more contracts for the balance of the work between Cascade Locks and Hood River. The Viento section, which is 3.5 miles, amounts to \$71,000, the Ruthton hill section of 2.4 miles amounts to \$40,000, and the Cascade Locks section of 8.2 miles amounts to \$105,950.

The work of grading has been suspended during the rains and the rest of the winter will be confined to rock work. The steam shovels are being used and the work is expected to be ready for paving by the first of May.

The branch of the KisselKar, spoke on his recent trip to the Kissel, Doble and Federal factories. Del Wright, manager of the Portland branch, made a talk on the opportunities of a young man in the ranks of the KisselKar branches. Following the reading of the weekly the guests were called upon and then each one in turn was summoned to his feet for a few remarks.

As a conclusion, Mr. Robinson, who acted as toastmaster for the occasion, was called upon to be heard from, whereupon one of the most enjoyable features of the evening followed. Mr. Robinson, during the early days of the automobile industry, was prominently identified with the Thomas Flyer and several other time-honored cars and his reminiscences proved highly interesting.

Following the banquet, Managers Wright, Robinson and Satterwaite left for San Francisco to attend the annual meeting at headquarters.

Paradoxical as it may seem, the war has had the effect of increasing rather than diminishing the demand for automobiles. In like manner, but far easier of explanation, the number of positive prospects for motor trucks have increased.

This is the view of the situation taken by F. W. Vogler, president of the Northwest Auto company. It sums up his observations after a personal investigation in the field prior to his departure for the East to visit the national automobile and truck factories which he represents.

From his observations on the ground Mr. Vogler declares with positive conviction that the dealers in the smaller towns and cities of Oregon, Washington and part of Idaho and Montana will enjoy the greatest business of any winter period in the history of the business.

"On the face of things," said Mr. Vogler on his return to his headquarters here after visiting nearly all of his dealers and branches, "it would seem that the demand for passenger cars would not be stimulated by the war. Most persons assume the automobile is on the 'non-essential' list. Such is not the case, however, for the automobile is a vehicle of such utility and value that it forces recognition of its merit.

"The motor truck situation is even more promising, if such condition can exist. I say without hesitation that particularly in the Northwest, because we are so far removed from the factories, representatives of all reputable trucks will find little difficulty in disposing of their allotments."

In Colorado the roads were found to be of a different kind—rocks and chuckholes. In Arizona and New Mexico the roads were decidedly worse. On the Great Mojave desert they met a large touring car with a broken engine. The Maxwell towed the disabled car 25 miles through the sands.

When opportunity knocks at your door, you will probably find that she is riding in a Ford car.

Runabout \$345; Touring Car \$360; Coupelet \$560; Town Car \$645; Sedan \$695; One-Ton Truck Chassis \$600. These prices f. o. b. Detroit.

Any one of the following Ford dealers will be pleased to fill your order and guarantee you most satisfactory after-service whenever you may require it.

Francis Motor Car Co. East 13th and Hawthorne
Pacific KisselKar Branch Broadway at Davis
W. H. Wallingford Sixth and Madison Sts.
Palace Garage Co. 12th and Stark Sts.
Rushlight, Ransom, Penny Broadway at E. Third St.
Talbot & Casey, Inc. Grand Ave. at E. Ankeny

It will pay you to know the Ford dealer in your neighborhood

HIGHWAY COMMISSION FILES ACCOUNTS FOR PERSONAL EXPENSE

Benson, Thompson and Adams Draw \$69.48, \$279.07 and \$557.66 Respectively.

Up to December 1 the members of the state highway commission had drawn from the state road funds \$966.21 for personal expenses and \$332.27 for transportation.

For personal expense the amount drawn by each commissioner was as follows: Benson, \$69.48; Thompson, \$279.07; Adams, \$557.66. The vouchers turned in by Chairman Benson were largely for telegrams and telephone charges in connection with the business of the commission.

As nearly all the meetings of the commission have been held in Portland, the expenses of Chairman Benson are naturally light. On the mileage side of the account Chairman Benson is credited with 2277 miles. Commissioner Thompson 11,020 miles, and Commissioner Adams 7014. This was paid for at the rate of two and one-half cents per mile.

Commissioner Adams is the only member to turn in an expense voucher every month. By months his expense account was as follows: March \$55.15, April \$18.90, May \$11.45, June \$41.95, July \$18.20, August \$19.60, September \$107.61, October \$23.55 and November \$26.05.

During the summer Mr. Adams purchased an automobile on his own account, and in his expense for July there appeared an item of \$18.70 for auto hire. This was based on a charge of 10 cents per mile for gasoline and other operating expense of his car.

In August he made a trip through Southern Oregon as far as Crescent City, Cal., and in his August voucher is an item of \$120.90 for automobile hire, or at the rate of 15 cents per mile.

In September the state was charged by him for auto \$25 miles, and in October 223 miles, at the rate of 10 cents per mile.

Gerlinger Represents Seiden.—E. E. Gerlinger, former head of the Gerlinger Motor Car company, is now Pacific Northwest sales manager for the Seiden Truck company, with headquarters in San Francisco. Gerlinger's territory covers the entire west this side of Denver.

Christmas in Chicago.—W. C. Garbe, head of the Oregon Motor Car company and W. C. Garbe Motors company, left last week for an extensive trip east on which he will visit the Studebaker and Denny factories for whom he is distributor in this territory. Mr. Garbe will, in all probability, spend his Christmas in Chicago and New Years in Detroit. He expects to return shortly after the first of the year.

Introducing Mr. Knight.—Ralph Knight, well known automobile salesman of this city, has been appointed to take charge of the Nash sales for the Portland Motor Car company, Packard and Nash distributors.

In Passing
Don't cut in immediately after passing a car going in the same direction

THE INTAKE

Experiment Proves Plan for Contracting on Cost Plus 10 Per Cent Is Not Satisfactory.

In the opinion of the state highway commission the plan of contracting for road construction on a cost plus 10 per cent profit basis is not a signal success and consequently two contracts held by the Warren Construction company which were about one-third completed have been cancelled.

One not been cancelled for the reason that they are practically in a completed stage. The estimated cost of them is \$70,000.

In main substance the reason assigned for abrogating the contracts was an improper rendering of accounts. On behalf of the contractor it is stated that the difficulty over accounts arose chiefly from the different methods of cost keeping used by the contractor and

HIGHWAY COMMISSION CANCELS CONTRACTS HELD BY THE WARRENS

Horses Are Cheaper

The volume of heavy draft horses in the vicinity of Canonsburg, Pa., has dropped almost \$100 the last few months. The introduction of motor trucks, together with the high cost of feed, has placed a premium on the truck and decreased the value of the horses.

Other Contracts Awarded
The estimated cost of the two was approximately \$100,000. In addition to these two contracts the Warren Construction company was awarded three others on a similar basis. One was for macadam in Wheeler county, one for macadam in Gilliam county and one for grading in Clackamas county. They have not been cancelled for the reason that they are practically in a completed stage. The estimated cost of them is \$70,000.

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the state and that in adapting the system of the contractor to that of the state errors crept in making segregations.

Company Was Willing
"The only criticism we have to make," said the Warren Construction company, "is that the action of the highway department was precipitate. We would have been perfectly agreeable to a mutual agreement to cancel if we had been given an opportunity, as there was no profit for us at 10 per cent.

"Take the item of small tools, for example. Under the contract we supplied those at our own expense at a cost of 4 per cent. Also there was considerable overhead expense in the way of engineering and bookkeeping which could not be charged against the work. There are other small items which, in the aggregate altogether absorbed the profit."

It is planned by the highway department to take over the equipment and complete the work.

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WE WILL TAKE CARE OF YOUR DELCO TROUBLES. ALSO REPAIR, ADJUST AND INSURE ALL OTHER LIGHTING AND IGNITION SYSTEMS. GENERAL AUTOMOBILE REPAIRING.

Bolton Service Station
404 DAVIS STREET
Between Ninth and Tenth Streets



Speedy—Efficient—Economical Makeshift—Unreliable—Costly Slow—Uncertain—Costly

Today,—8 out of 10 merchants need motor trucks and don't realize it;—that's why their business 8 times out of 10 is falling behind their competitors,—for want of motor trucks.

When you realize what a motor truck will do for your business, don't make the mistake of taking on the burden of too big a truck; don't buy a makeshift, and don't wait too long to buy.

To-day you can get a Maxwell One-Ton, Worm-Drive Truck for several hundred dollars less than you can buy any other one-ton truck of equal specifications. How long this low price will last, no one can tell. We expect to sell Maxwell trucks at a premium in a few months.

Maxwell Truck Costs Less To Operate
Besides this lowest first cost, a Maxwell Truck has the lowest upkeep cost of any real truck, even lower than horses.
—it uses very much less gasoline per mile, with or without load,
—it weighs hundreds of pounds less than any other one-ton truck,
—it therefore easier on tires than any other one-ton truck,
—is just as strong and enduring as the heaviest one-ton truck made.

Maxwell Truck Immediately Lowers Delivery Costs
The Maxwell One-Ton, Worm-Drive Truck has power enough and the chassis strength enough for a bigger, heavier truck.
Its rugged, sturdy chassis, from its reserve-powered motor to its unbreakable rear axle, is built for endurance and dependability.
It has the speed and ability to get there and back, that is not possible in a heavier truck, or with horses.
Its spare parts cost very little.
—and it will increase your delivery efficiency and immediately lower your delivery costs at least fifty per cent.

The MAXWELL ONE-TON, WORM-DRIVE TRUCK is the only truck for you to buy—its efficiency, endurance, low first-cost, and low operating cost break all previous truck records.

Come in quick and see for yourself the figures on Maxwell trucking and operating costs that are the wonder of the transportation world. Cash or easy terms while our allotment lasts.

One Ton Chassis, \$985; Chassis with Cab and Windshield, \$1025; Combination Box Body, \$1035; Combination Box Stake Body with Cab and Windshield, \$1075; Stake Gate Body with Cab and Windshield, \$1080; Express Canopy Body, \$1095. F. O. B. Detroit

C. L. BOSS AUTOMOBILE CO.
615-617 Washington Street

MAXWELL ONE-TON TRUCK WORM-DRIVE TRUCK
MOST MILES PER GALLON—MOST MILES ON TIRES