

BUTLER FIRM HAS SELDEN AGENCY

Local Firm Is Made Oregon Distributor for Newly Arrived Selden Trucks.

The Butler Motor Car company was last week appointed Oregon distributor for the Selden truck, a new arrival on the row, and through a representative of L. M. Fields, Inc., of San Francisco, arrangements were made for shipments and for merchandising the trucks.

The Selden truck, which is one of the oldest trucks manufactured in America, is built by the Selden Truck Sales company, which claims to have built the first gasoline-driven vehicle in the United States. The truck has been manufactured for 19 years, the first carrier said to be still in existence.

The Butler Motor Car company has temporary quarters at 367 East Burnside street. The firm, which has been active since last June in the handling of used cars, is composed of J. W. Butler and his son, Howard Butler, who before entering the automobile business were salmon packers at Bay City, Or., under the name of the Bay City Storage and Fisheries company.

Though the Selden truck, up to this time has had no representative in this territory, the truck is by no means unknown. The Benson hotel has been operating a Selden bus for some time, one of the old chain drive models of 1 1/2 tons capacity. The Meier & Frank company has had two of the same capacity trucks in use. The truck that is now coming to Portland, the first shipment of which is due to arrive about the middle of this month, is made in three sizes, 1 1/2, 2 1/2, and 3 1/2 ton models, with a possible shipment of 5-ton carriers later on. Shipments will be regular through the spring months, declares Howard Butler, manager of the local company.

The regular equipment of the truck consists of two type dash lights, motor and odometer. It is a worm drive truck, with standard units as Continental Red Seal truck motor, Selden - Brown - Line transmission, Timken rear end and worm drive, Timken I-beam drop-fore and rear axles and Timken bearings throughout. The Stromberg carburetor is also on all the trucks.

St. John & Titus Co. Interest Is Taken Over by L. E. Titus

A business deal is announced at Centralia in which L. E. Titus takes over the entire business of the St. John & Titus corporation. The deal includes the interests heretofore held by A. C. St. John in the garages of the firm at Centralia, Tenino and Olympia. The exclusive Ford agency for the territory mentioned is also included. The business heretofore will be conducted under the firm name of L. E. Titus.

No changes in management or policy will be brought about by the deal, Titus announced. General supervision over the three branches and the entire territory will be maintained as heretofore by Titus. The management of the Centralia branch will continue in the hands of C. E. Armentrout; the Tenino branch will be headed by W. G. Davies, and J. D. Mansfield will continue at the head of the Olympia branch. The service policy, featured prominently at every branch in the past, will be continued and improved whenever room for improvement is found, Titus asserts.

'Whiz' Firm Gains Standing and Many Portland Patrons

The R. M. Hollingshead company, which has established a branch house in Portland, is ranked well up in the list of Portland industries. Their broad business policy, which has been a feature of their activity since their arrival locally, has been in a large measure responsible for their signal success.

J. A. Schmoker, who is probably the best known representative of the "Whiz" firm in the city, has done much to spread his line over the city. "Whiz," which by its name seems to be a fast flying bird of some sort, consists of an assortment of oils, varnishes, greases and the like, for use in garages or by private owners in the seclusion of their own garages. It seems to have taken rapid hold and may now be classed almost as a Portland product.

The local headquarters of the R. M. Hollingshead company are at Nineteenth and Upshur streets.

Walla Walla Helps To Pay for Survey

Good roads' enthusiasts of Walla Walla county have pledged \$100 as this county's share of the \$1400 necessary to make a survey of the old Mullins Trail road extending from Lyons Ferry to Washtucna. Adams, Franklin and Columbia counties and to contribute the remainder of the fund. A committee has been named to take up the matter with the commissioners of these counties, and it is probable that the highway of road will be considerably improved next year.

More Bonds Favored By Arlington Body

The Chamber of Commerce of Arlington is one of the first organizations in the state to endorse the movement to secure more funds for the improvement of the main trunk highways of the state. At a recent meeting it passed a memorial to the legislature to adopt and submit to the voters at the coming primary election an amendment to the state constitution authorizing a bonded indebtedness for highway construction in an amount sufficient to complete the trunk highways and to match such federal aid as may be available.

Pendleton to Have Fine Camp Grounds

Committees from the Pendleton Commercial association, the Automobile association and the city council will cooperate to provide a first class automobile camp ground here before summer. It was decided Tuesday night. Four sites are in prospect and the joint committees are not only to select the site, but arrange for financing its improvement and upkeep.

SHOCK ABSORBERS

JAMES J. GRAYLEY of the Alemito Lubrication company is now in the East on an extended trip for the purpose of visiting the Eastern shows and of calling in at Kansas City, where the manufacturers of the Alemito Diecasting and Manufacturing company, producers of the Alemito Lubricating system, have their factory. It is his purpose to be gone about a month.

G. E. Halberston of the Marion Automobile company of Salem, distributors of Oldsmobile, Studebaker, Franklin and Master trucks, was a visitor in the city last week. His firm has one of the largest and most complete garages in the state in connection with it.

M. C. Fleming, formerly an advertising man of this city, has taken the Vancouver, Wash., and Columbia river counties' distribution for the Standard eight, Economy six and Hackett four, four makes handled in this city by the Lewis E. Obye Motors company.

A. V. Beasley, manager of the Used Car Exchange, at 137 Lowndes street, has just returned from an extended California trip. He says business is thriving in that state, and that there seems to be a healthy demand for used cars. California does not seem to be in any better position than Oregon in the shipments of new cars.

Del Wright, manager of the local branch of the William E. Hughson company, has left for Chicago, where he will attend the show in that city and represent the William E. Hughson company's branches at the meeting of the National Automobile Dealers' association to be held at the La Salle hotel.

J. H. Miller, superintendent of the International Motor company's plant at Allentown, Pa., manufacturers of Mack trucks, was in the city last week as a visitor at the stamping ground of Frank Atwell, local manager of the Mack International Motor Truck corporation.

John Sharp of the J. H. Graham Motors company, distributors of Case six and Davis six, has left for the Chicago show. It is his intention also to visit the Case and Davis factories while he is in the East.

Banks Mortimer, who formerly wore the colors of the selling force of the Covey Motor Car company, has recently joined the selling force of the Hamilton Motor Car company, and will sell Stephens Sullen sixes for that company, which has the local distribution.

Arnold Cohen of the Oldsmobile company of Oregon is on his way to Chicago, accompanied by Mrs. Cohen. This trip marks Mr. Cohen's initial trip to that section of the country, his sidekick, Eddie, having attended to most of the long flights up to this time.

Ralph Peterson, sales manager for the Whittys-Overland Pacific company, has but lately gotten back from a sojourn in Frisco, where he attended a meeting of Overland sales managers. He reports things looked pretty much as usual at the New Year's eve celebration in the Gate City, and from all reports and some personal observation on his part, the gates were still ajar as in the good old days.

C. B. Reynolds, manager of the Goodyear Tire and Rubber company, will leave this week for California, where he will attend the convention to be held at Los Angeles for the company's district and local managers. The new Los Angeles plant of the Goodyear company will in all probability be in operation by the early part of July, and the present convention is called for the purpose of determining Pacific coast policy.

Studebaker Bulldog Is Still Invisible, but It Will Have Collar

J. K. Leander, branch manager of the Studebaker corporation of America, was twirling a dog collar around his finger. "Why the neckwear?" was the inquiry.

"About the Studebaker Bulldog? Of course. By the way, is it a real dog?" "Certainly. And it's a pup of the best breed, bluest blood, and has all the earmarks of the best families."

"No, pointer. We're going to use it to point out the new features of the 1920 Studebaker. It's a hound for that sort of thing."

"I imagine it is. Have you got it around here?"

"No, you won't be able to see it until the show."

Making Weenies Is Only One Use That Auto Can Be Put

The universal character of the automobile, which was first discovered by the man who formed the opinion that the motor car was supplanting the horse because he found a piece of rubber tire in a link of sausage, is against proved by the versatility of a woman in Eugene.

Finding the water pipes in her house had been cracked during the recent cold spell, she procured strips of inner tubing two inches wide, wrapped them about the broken portions, secured them with string and then put on a layer of adhesive tape, the kind used on bicycle tires. She has found that the makeshift is holding its own and then some against the water pressure.



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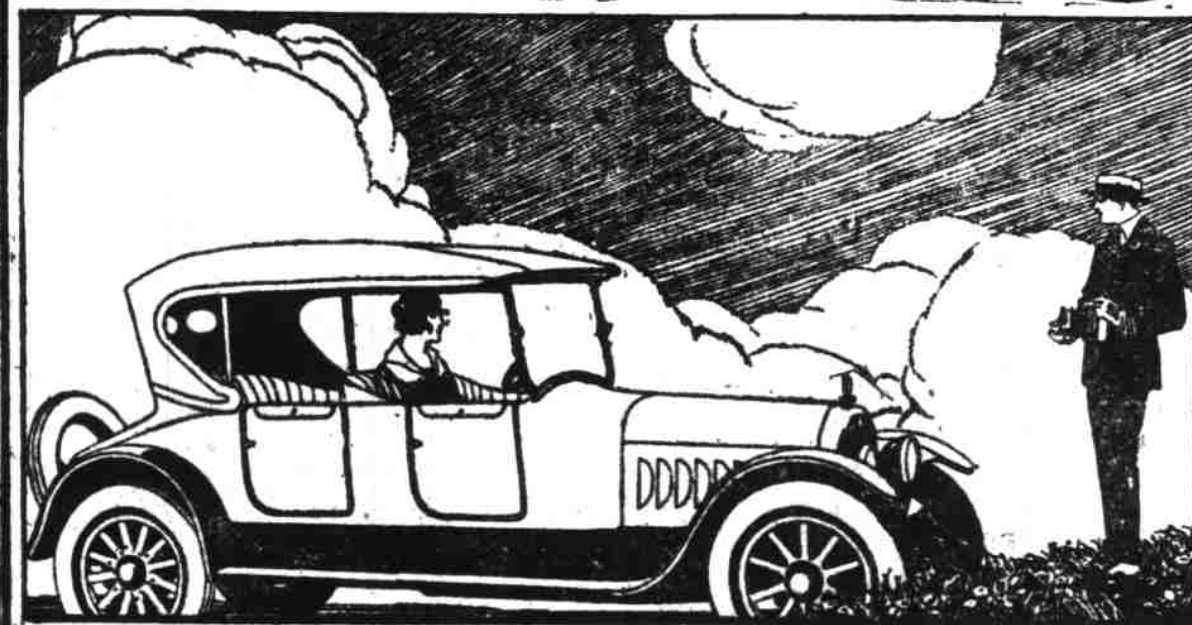
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