

NORTHWEST BRANCH NOW LOCATED HERE

Samson People Select This City
Over Seattle as Better Dis-
tribution Point.

Charles G. Irwin, of Wentworth & Irwin, local distributors of GMC trucks, Doane trucks and Samson trucks and tractors, has recently returned from a trip to Stockton, Cal., where the distributing center and factory branch of the Samson line for the coast is located. The main factory is located at Janesville, Wis., where the General Motors corporation, of which the Samson company is a subsidiary, has a large plant for the manufacture of all kinds of farm equipment.

Irwin announces that Portland will have the wholesale branch of Samson trucks and tractors and will be the center of distribution for the Northwest. D. D. Phillips, formerly with Wentworth & Irwin, is slated to be Northwest manager of the Portland branch. The Samson tractor is manufactured with either one or two plows, the truck capacity being a three-quarter ton light delivery carrier suitable for city or farm work.

The General Motors company, which also manufactures the GMC trucks makes a specialty of manufacturing complete farm equipment for the purpose of lightening the labor of both farmer and farmer's wife. Plows, tractors, rakes, scores of articles for use in the country, are included in the list. An ice box that makes its own ice is but one of many.

Everything sold by this company is sold on approval. All articles are made to give satisfactory service, and such as fail to do so within a reasonable length of time are taken back and the money paid for such is refunded. A location has been found for the housing of this branch here in Portland, and in the course of the next few weeks the organization of the venture will take form. Wentworth & Irwin will have 10 counties for the distribution of Samson products.

Street letter boxes invented in Europe can be opened only when a postman's bag is fastened beneath them to receive their contents.

TRUCKS TO WORK ON MEDFORD ROADS



Fleet of Federal trucks equipped with Firestone tires, used for road work and dump-hauling near Medford. Or. Del Wright, manager of the local branch of the William L. Hughson company, Federal distributors, is standing at the extreme right.

Highway Arch at California-Oregon Line Is Suggested

Considerable interest has been aroused in Southern Oregon by a suggestion offered to the Ashland Commercial club by Frank Jordan that an arch be erected at the interstate line between California and Oregon on the Pacific highway and dedicated when the highway paving is completed this summer. Plans for dedication ceremonies are being made at the Washington-Canada, the Washington-Oregon, and San Francisco, but none at Oregon-California line. The Ashland Commercial club decided to refer the matter to the Oregon State Chamber of Commerce. If erected the arch would come on the line between Jackson and Siskiyou counties.

Shoe Buckles Sold For \$125 Per Pair

Boston, Feb. 7.—Slipper buckles which retail for \$125 a pair were among the exhibits at the national shoe convention. One set for which this price was asked has center pieces of genuine jade, surrounded by rhinestones. Another buckle on display bears a neatly cut cameo, embedded in rhinestones. These are much cheaper, the price being a mere \$50 a pair.

STUDENTS ABLE TO REPAIR CORD TIRES

Instructors Show This Kind of
Tire No Harder to Deal With
Than Other Kinds.

Another myth which has gripped the popular fancy, to the effect that the repair of cord tires is not practical, has been exploded by the announcement by instructors in the Firestone Tire Repair school, Akron, Ohio, that graduates from the school are taught to repair fabric, cord and giant pneumatic tires with equal facility.

Certificates of proficiency in the repair of tires are being awarded students from various sections of the country each week. Diplomas are given only to those completing the course satisfactorily, after having passed a written examination.

Announced purposes of the school are to improve the quality of tire repairing, to give men who contemplate entering the tire repair business the advantage of training based upon years of experience, and to permit men already so employed to introduce into their businesses the

latest and most improved methods of repairing.

One of the most important accomplishments of the instructors is said to be the perfection of a practical method of repairing the expensive giant pneumatic cord tires which are coming into such general favor for trucks on account of their cushioning properties.

From two to three weeks is sufficient for the student to gain a rudimentary knowledge of the work, but instructors advise most students to spend from four to five weeks on this course in order to become thoroughly proficient in the repair of tires. No tuition fee is charged, although a deposit is required to cover possible loss or breakage of tools.

Courses of study include mounting and changing tires of all types, sectional repair of fabric tires, sectional repair of cord and pneumatic truck tires, retreading, tube repairing, tire troubles and their causes, proper care of tires, use of accessories and repair materials, repair shop production, and cost methods.

Prospective students are advised in a school bulletin that the school already is filled to capacity, that there is a waiting list of candidates and that applications for enrollment may be made through the Firestone branch most convenient to the applicant.

When Brakes Are Dangerous

In descending long, steep hills, if the brakes are applied so that the wheels cannot turn, the car is apt to skid in a most precarious manner. Under such conditions tire chains with cross chains on every link and a transmission brake form the best method of descent.

Automotive Show Will Open Its Doors Two Weeks Hence

The eleventh annual automobile show will throw open its doors to the public two weeks from tomorrow and the choicest displays in both cars and trucks will be exposed to the eyes of people from all over the Northwest. Local dealers declare that this show will be by far the best that has ever been put on in Portland and no time or money is being spared to make the Ice Palace at Twentieth and Marshall streets and the Armory at Tenth and Davis streets attractive and in every way fitted to serve as a suitable background for the special exhibits sent on by the builders of the various makes.

Portland has the distinction of staging the largest show in the Northwest both because this city has a larger representation of cars and trucks than any other city, and because it is fortunate in having the sufficient floor space for putting on a show.

The show will be split in two parts, in order that both cars and trucks may be displayed in all their variety. The truck has come to be in a position where it merits close inspection from visitors, and the truck show at the Armory is receiving as much attention from the committee in charge of arranging for the shows as its more elite brother at the Ice Palace.

The Ice Palace will house 176 cars of 77 different makes, and the Armory will contain about 100 trucks, of all sizes and capacities from little trucks used in the cities for quick delivery to big fellows for tank, woods, and road service.

The Dealers' Motor Car association of Oregon, which is arranging the details of the exhibits, and which has appropriated thousands of dollars for the decorating of the two buildings, is making every effort to bring fellow members here from all over Oregon and attract others in the industry from Washington, Montana, Idaho and Northern California. M. O. Wilkins, president of the association, has been in Chicago, attending the show there, and will no doubt have received many excellent ideas in the East that may be used in connection with the local fiesta. The decoration plans are to be most elaborate.

Promising Market

With the import tax on automobiles reduced from 75 to 48 per cent, France promises to be a growing market for American cars. The reduction came as a presidential decree. Automobile dealers in France predict a further reduction to 33 per cent, provided the United States tariff is similarly reduced.

Sheet metal splints, adjustable to various sizes, have been patented by a Virginia surgeon for temporarily dressing broken limbs.

O. L. Lawson Is Made Sales Manager for Oregon Motor Firm

O. L. Lawson, for the past nine years with the selling force of Studebaker cars, has been named sales manager of the passenger car department of the Oregon Motor Car company, and will have charge of that company's territory in this distribution.

Lawson has been associated with the Studebaker for a sufficient length of time to have become saturated with Studebaker ideas. He is one of the live ones of the row, and in securing him the officials of the Oregon Motor Car company feel that they have made one of the best selections possible for making their sales department a success. With enough experience during his acquaintance with the automobile industry to have acquainted himself with most of the finer points of the trade, combined with a reputed originality of idea, he is being looked upon as a distinct asset for the further development of the territory during the coming years.

Service Managers To Organize Bureau To Prevent Abuses

A service managers' bureau will be one of the new 1920 features of the National Automobile Dealers' association if recommendations of the executive committee adopted at Cleveland are approved by the officers and directors.

The service managers' problems are growing. Virtually the entire automobile industry now realizes that the abuses of the garage and service station must be corrected and the dealer must take the lead in this reform.

Recently two service managers' associations were organized in the East, one in New York and the other Newark. Immediately upon organizing the service men realized that the dealers' association that the logical outcome for this further organization was the establishing in the dealer organization of a service managers' bureau which would take up these problems directly with both dealers and manufacturers.

Northeastern Oregon
Baker—Throughout the whole of Northeastern Oregon roads are reported to be soft, muddy and in some places almost impassable even to teams because of the warm weather that has melted the snow and ice on hillsides where the ground had been so frozen that the resulting water was not absorbed. Few automobiles are now making country trips despite the fact that the weather is mild.

Automobile Salesmen Attention

Are you capitalizing your ability?
—are you an automobile salesman?
—are you selling the right car?
—have you confidence in the car you are selling?

IF NOT, OPPORTUNITY IS RAPPING AT YOUR DOOR

We have an opening for high grade automobile salesmen who can sell passenger cars on a plan that is different, cars that are differently equipped, cars that are really serviced with iron-clad contract. Are you interested? If so, address A-860, Journal.

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and you will be surprised at the increased efficiency of your motor. Those who have tried the U. & J. know that results in car performance more than justify the change.

40% Added Mileage Guaranteed

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Distributors 235 Second Street Phone Main 7320

Announcing Our Annual USED CAR SHOW

Starting today, February 8th, in our Salesrooms at S. W. Corner Fifteenth and Washington Sts. We extend a most cordial invitation and hearty welcome to every present or prospective motor car owner to come to our showrooms and see the most complete line of nearly new and slightly used cars in the Northwest.

Here you will find cars of nearly every make represented on the Coast, all thoroughly overhauled and in the finest mechanical condition, priced extremely low for this occasion. Each car has passed a rigid inspection before being allowed on the floor, and is sold with a guarantee.

We believe this to be the finest selection of used cars ever offered for approval in this city.

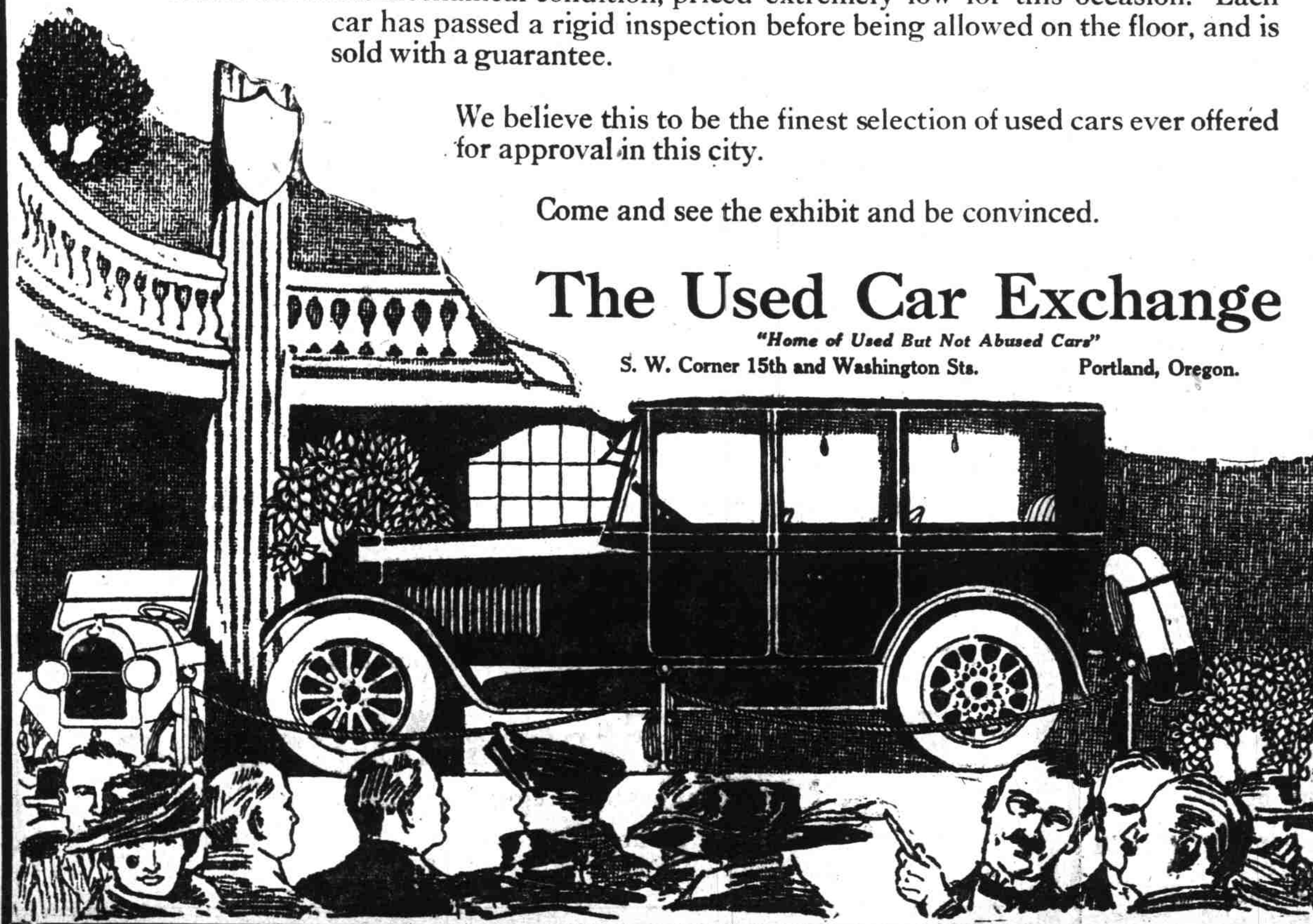
Come and see the exhibit and be convinced.

The Used Car Exchange

"Home of Used But Not Abused Cars"

S. W. Corner 15th and Washington Sts.

Portland, Oregon.



New Tires for Old Ones



The Tires that give you assurance that your name will not be included in

Winter's Long List of Accidents

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SKIDDING AUTOMOBILES

Trade in your Plain Treads and Wear Keaton for KEATON NON-SKIDS. It is most profitable to do so from every standpoint.

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