

WILLARD EMPLOYEES MEET HERE IN 1921 FOR CONVENTION

Delegates Who Attend Gathering Here Last Week Decided to Hold Next Convention Here.

"We'll be back again next year," was the universal comment of the Willard men who came here from all over the Northwest last week for the purpose of getting together, 150 strong, and planning how they might be of better service to the users of motor cars.

The convention was held at the Benson hotel and the visiting men were the guests of the Portland Storage Battery company, local Willard battery distributors, during their stay in the city. Numbers of them came to see and remained to see the show.

Several factory officials were present at the convention, notably S. W. Rolph, manager of renewal sales, who came for the purpose of going over the matter of local conditions with the dealers and explaining to them the best means of solving many little and big questions of service that demanded an answer before, as S. Harper, manager of the local agency, expressed it, they could give a "still better Willard service." H. S. Bentley, manager of the sales department, was on hand, together with S. E. Baldwin, advertising manager, and E. Elmo Martin, efficiency expert retained by the Willard factory.

Some good hard work was done during the two day session and a better understanding was reached by those assembled of the wide scope of the battery question.

"What we want from the dealers in all parts of the country," said the factory officials, "is that there be cooperation between them and the public and between them and the factory. One will result in the other, and such a coordination of ideas will bring about that efficiency of administration that is as much to the advantage of the motoring world as a good battery."

Much satisfaction was expressed by the Eastern men over the way their proposition is handled here in the Northwest, and the visiting dealers were vastly cheered over the fact that their work was not unappreciated by the heads of the organization.

The crowning event of the convention was a banquet given by the local Willard agency and a ride over the highway, the machines furnished by the courtesy of the local automobile dealers.

J. A. Clemenson Goes On Change of Venue With Auto Springs

John A. Clemenson told on the proposition of pushing air springs as one of the best means of helping spread comfort and consolation among humanity, has not gone from the field of cone shock absorbers, but has merely indulged in a change of venue, so to speak. He is now engaged in selling Thompson air springs here.

Formerly with the Burness & Martin company, distributors of Gruss air springs in this territory, Clemenson made quite a success in smoothing out the bumps in the highways of the state by artificial means, and carries with him to his new work considerable experience and knowledge as to what the motor car owner desires in the way of additions for comfort and the life of the car.

The Thompson air spring is a recent invention and is really a Portland product, in spite of the fact that it is manufactured under the name of the Thompson Vehicle Spring company of New York. It is one of the springs that may be installed without cutting the popular addition to car equipment.

Site of Dort Motor Factory Is Historic

The site of the executive offices of the Dort Motor Car company in Flint, Mich., was the original site upon which Angus Smith, the founder of the city, erected the first trading post in that part of the country. Years later, J. Dallas Dort, now president of the Dort Motor Car company, and William C. Dort, now president of General Motors, formed a carriage company from which, in later years, the enterprises of Flint developed. It is an interesting fact that the site of the Dort executive offices has been the center of activity in Flint's development ever since the city was founded.

Auto Battery Filler Relieves Annoyance

Many car owners have suffered the annoyance of trying to pour distilled water into their storage batteries and having much of it slop over. Here is a little device that makes this operation accurate and easy. Drill a hole in the cork that fits an appropriately sized bottle. Into this hole thrust a quill or glass tube. Next drill a small hole in the neck of the bottle just about where it swells out into the body. The flow of water can be regulated by covering and uncovering this hole, which admits air to the bottle.

Wedge Is Big Help In Inspecting Tire

When examining the inside of a casing for a puncture, fabric break or weak spot, most of us try to force the beads apart with both hands, supporting the tire meanwhile upon our shoulders as best we can. This task may be enormously lightened by using a wedge made of a substantial bit of wood three-quarters of an inch thick and three to five inches long, according to the size of the tire. This wedge is slipped between the beads and pulled around the circumference of the casing with one hand, while the other hand is free to hold the tire.

Should Change Oil Every 1000 Miles

Few motorists realize that a comparatively large quantity of water gradually accumulates in the crank case, mixing it with oil and forming an emulsion, which has impaired lubricating qualities. This accumulation of water

WILLARD OFFICIALS ATTEND CONVENTION



Some of the high lights furnished by Willard battery sparks. They are, from left to right—E. Elmo Martin, efficiency expert, retained by the Willard factory; H. S. Bentley, manager of sales promotion for the Willard organization; S. E. Baldwin, advertising manager; C. S. Harper, general manager of the Portland and Seattle stations; S. W. Rolph, factory manager of renewal sales; and R. E. Meggel, manager of the Seattle station. This photo was taken at the local Willard agency shortly before the members of the convention left for a trip over the highway.

He Was Thinking of His Brand New Baby Boy, Not New Models

E. C. Habel, the genial salesman of the Manley Auto company, was more genial and decidedly happier than usual one night at the show.

"Say, Habel, I understand the new Grant is on its way and will be here this week. Guess you're glad," greeted one acquaintance.

"Yes, to be sure."

"Don't know to the ounce, but more than the average," and, say, the little rascal has the loudest siren made today. Some boy. Already the missus has named him Eugene Davey Habel."

The questioner was astonished. Then he discovered that there is a newcomer to the Habel fireside.

is more pronounced in winter than in summer and is found to a greater extent as the number of cylinders increase. This brings out the importance of changing the oil every 1000 miles and for the best lubricating results every 500 miles, in which case the old oil may be run through a charcoal skin to remove the water, after which it may be used again.

Emergency Cable Repair

In cases of emergency, it is possible to attach a cable to the battery by stripping back the insulation for two or three inches, prying apart the strands and then placing a washer on each side of the cable, after which the nut is screwed down, holding the cable firmly in place.

LOCAL FIRM AGENT FOR INDIANA TRUCK

Pacific Motor Sales Company, Recently Organized, Given Exclusive Territory Rights.

The Pacific Motor Sales company has been recently organized to handle the Indiana truck in this territory, and has established itself at 328 Glisan street, near Broadway. It will cover the territory in Oregon and the river counties of Washington.

Those associated in the new company are: Sherman Hayes, formerly with the Overland company here and with an experience in the handling of Overland cars since 1914; W. H. Ziegler, also one of the Overland past masters; H. H. Hartzell, at one time in the furniture business here, and O. O. Poyfair, also one of the quondam furniture men who have forsaken that profession for the odor of gasoline and the rumble of heavy trucks.

The truck is manufactured by the Indiana Truck corporation, with factories at Marion, Ind. The carrier comes in sizes varying from 1 1/4 ton capacity through the sizes 2, 2 1/2, 3 1/2, on to 5 ton freighters. It is a standard truck, with some of the more notable features now well known throughout the truck world included in its makeup.

The truck is by no means unknown in this territory, having been handled here previously by the Northwest Auto company. When that company gave up the agency some time ago, the new company was formed to deal in the futures of the truck, attend to the service and cater to the needs of Indiana users.

Will Build Garage

The Kirkpatrick Motor company at Lebanon has purchased a plot of ground 132 by 160 feet on the east side of South Main street, on which it will erect a brick and concrete garage. This building will be on the paved street leading into the Cascadia road now being surveyed to be paved this spring. The company handles the Ford cars and Fordson tractor.

Clever Exhibit at Show Has Prepared 'Em for the Worst

C. D. McPhail of the Auto Rest Motor Sales company, let a couple of whippersnaps escape him early last week that those who would stick around until Wednesday night would be assured of an original and delightful exhibit at his booth.

And it was one of the cleverest of the show—while it lasted. Through the courtesy of George Wolfe of Lipman & Wolfe, six young ladies from the big department store appeared at the show clad in the latest modes in motoring costumes. "Just to show," said McPhail, "what the men may have to buy for their wives during the coming year, and add a touch of distinction, y' know, to the booth itself."

In this territory, having been handled here previously by the Northwest Auto company. When that company gave up the agency some time ago, the new company was formed to deal in the futures of the truck, attend to the service and cater to the needs of Indiana users.

The Kirkpatrick Motor company at Lebanon has purchased a plot of ground 132 by 160 feet on the east side of South Main street, on which it will erect a brick and concrete garage. This building will be on the paved street leading into the Cascadia road now being surveyed to be paved this spring. The company handles the Ford cars and Fordson tractor.

The truck is by no means unknown in this territory, having been handled here previously by the Northwest Auto company. When that company gave up the agency some time ago, the new company was formed to deal in the futures of the truck, attend to the service and cater to the needs of Indiana users.

Will Build Garage

The Kirkpatrick Motor company at Lebanon has purchased a plot of ground 132 by 160 feet on the east side of South Main street, on which it will erect a brick and concrete garage. This building will be on the paved street leading into the Cascadia road now being surveyed to be paved this spring. The company handles the Ford cars and Fordson tractor.

DRIVE NEW AUTO SLOWLY AT START

Car Bearings, Pistons and Other Parts Should Have Chance to Wear a Little.

"When your new car is delivered," says a writer in the American Motorist, "remember that all working parts are new, fitted very tightly and should be handled slowly until the car is run several hundred miles. It is advisable to drive slowly and carefully for the first 500 miles, giving such parts as motor bearings, pistons and various other parts fitted tightly a chance to wear in somewhat. See that your car has been gone over thoroughly for oil and grease, particularly the motor, transmission, rear axle and all grease cups. The radiator should be flushed out and filled with clean water, as sediments of solder or other foreign matter sometimes remain in new radiators and many work into water pump or other working parts, causing damage.

"Have the storage battery examined to note that same is properly charged and full enough of distilled water. Often new cars remain in storage before delivery is made, which would cause battery to run low from standing. If battery is used in this weakened condition it often happens the entire battery is ruined."

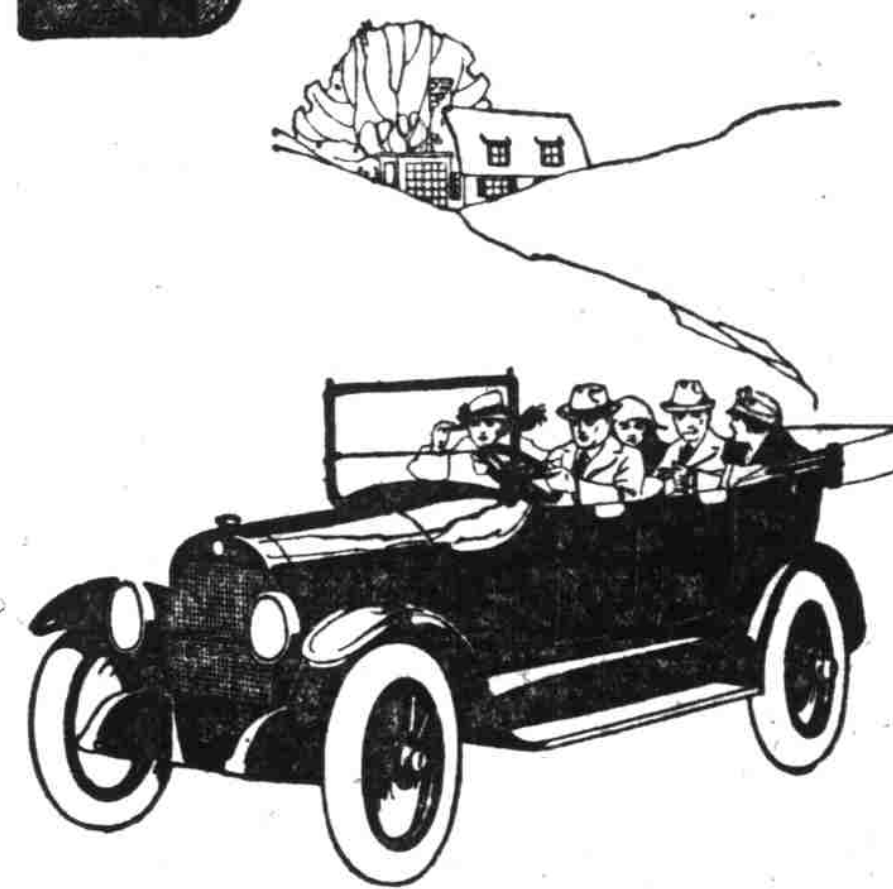
In regard to handling the car, the same writer goes on to say: "When driving up grades on the higher ratios, if the motor shows any tendency to labor, shift back to a lower gear ratio which has been provided for that purpose. Many motorists believe that the best test of a car's ability is to rush all hills, or bad spots in roads, on the direct drive. It should be remembered that the lower speed ratios were provided for use at all times when employing the third or fourth speeds might produce strains in the motor.

"One should never attempt to drive cars at high speeds unless the tire casings are in perfect condition and the road surfaces good. In driving on clay or muddy roads, or on wet asphalt, care must be taken in turning corners, and the car should always be driven cautiously to avoid dangerous side slipping or skidding. When driving on unfavorable highway surfaces always keep one side of the car on firm ground if possible. Brakes should always be carefully applied, especially if the road surfaces are wet. An automobile should never be brought to stop in mud, clay or sand, snow or slush if it can be avoided. Whenever road conditions are unfavorable the smooth tread tires of the driving wheels should always be fitted with tire grips to insure having adequate traction."

The National Automobile Dealers' association is represented by 30,000 dealers throughout the country.

DORT

Quality Goes Clear Through



There is but one standard in Dort manufacture. And every car must measure up to that standard.

You may expect a marked thrift in every phase of operation and you will get it.

You may expect your Dort to drive smoothly, accelerate readily, ride comfortably, and perform competently with but the most infrequent need for service-attention. And it will.

Furthermore—and this of prime importance—the Dort is of such simple and accessible construction that you yourself can, if you choose, care for any of the usual service requirements.

Prices

Touring Car	\$1085
Roadster	\$1035
Fourseason Sedan	\$1680
Fourseason Coupe	\$1680

NORTHWEST AUTO CO.

Alder at 18th St. Portland, Ore.

DORT MOTOR CAR COMPANY

Flint-Mich.

DO YOU REMEMBER?

(Continued from Page One, This Section.)

how much some pirate would have to be paid to tip you in and how much another pirate in a garage would charge to fix up the car.

Then you damned (silently, because the worried Missus, anxiously peering at you from the front seat, doesn't like cursing) the salesman who told you about the car and finally sold it to you. It ran fine for him and for three whole days it had run like a midsummer night's dream for you, and you and the Missus had become more and more attached to the wonder creation. And then it failed you.

"George, did you try the spark plugs? Remember what the man said?" timidly queried the Missus.

"Yes, tried 'em all. And the carburetor, and the fan, and everything else. All the wires seem to be in place. I can't see what the Sam Hill — You remember, don't you?"

"Oh, George, have you got any gas?" "Gas? Sure, and oil, too. The man said the tank was nearly full when we got the car and we've been driving only three days." You remember saying that. "I know, but perhaps we used more than we thought. I remember father once said —"

"Oh, hang father! But I'll take a look to satisfy you." And you went around to the back, or lifted the seat, or did whatever was necessary to find the tank, and lo, you came back with a sheepish look on your face. The tank was empty!

More Small Trucks Of the 42,000 motor trucks made during the third quarter of 1919, there were more of the 1/2-ton type sold than of any other kind.

JOURNAL'S AUTO DIRECTORY

BETHLEHEM TRUCKS Northwest Auto Co. Electric Lights and Starter Distributors, Alder at 18th

Franklin BRALY AUTO CO. Main 4580, A-2851 19th and Washington Sts.

King "8" RUBIN MOTOR CAR CO. Oregon, Washington, Idaho Distributors Broadway and Hoyt. Phone Broadway 89 First Car in the U. S. Sold Complete, including license and 52 weeks of free service.

Mitchell SIXES Mitchell, Lewis & Staver Co. FIRST AND EAST MORRISON

We are Authorized Factory Representatives for UNITED MOTOR SERVICE, INC. With a stock of genuine parts for DELCO, KLAXON, REMY. Sunset Electric Co. Eighth and Davis Streets. Broadway 124 HEADQUARTERS FOR ELECTRIC EQUIPMENT FOR AUTOS

RAINIER Worm Drive TRUCKS SALES AND SERVICE SERVICE GARAGE 351 First St. Phone Main 2417

ACCESSORIES AND REPAIRING ARCHER & WIGGINS

Distributors of AUTOMOTIVE ACCESSORIES Sixth Street at Oak

Columbia STORAGE BATTERY CO. Broadway and Glisan Phone Bdwy. 546 The only battery with a definite guarantee. All makes of batteries charged and repaired.

David Hodes Co. AUTOMOBILE GEARS PARTS AND ACCESSORIES AT REDUCED PRICES ENGINES A SPECIALTY N. Broadway and Flanders

EDISON Gibson Storage Battery Co. Distributors STORAGE BATTERIES 12th and Alder Sts. Phone Broadway 2247

Electric Service Auto Co. 391 Oak Street Broadway 1764 Specialists on Electrical Troubles Free Inspection A Large Stock of Parts for All Electrical Systems. EXPERTS

Hayes Wire Wheels Wire Wheel Distributing Co. 435 Stark St. Phone Broadway 605

Miller Northwest Auto Co. Distributors Miller Tires, Tubes and Repair Materials, Miller Ad-On-A Tires Alder at 18th St. Portland, Ore.

Stewart SPEEDOMETERS and "BIG TEN NECESSITIES" They're More Than Accessories Official Service—Genuine Parts Stewart Product Service Station, 333 Ankeny Street

SERVICE MANAGERS!! Do You Realize the Supreme Value of the "TAP AND TURN" In Valve Grinding Work? UTILITY EQUIPMENT SALES CO., MAIN 881 501 SPALDING BLDG.

WIRE WHEEL Service on All Makes—We Have a Complete Stock for All Cars WIRE WHEEL SALES AND SERVICE CO. 435 Stark Street. Phone Broadway 605

Willard STORAGE BATTERY Willard Threaded Rubber Insulation Service Station—Ninth and Everett