

CAMP-CAR BEARS ILLINOIS PARTY ON LONG JOURNEY

Rock Island Business Men Bring Families From Mid-West Along National Parks Highway Route

When the family goes touring these days the modern motor car is a thing of usefulness and a joy forever—that is, if it's open camping and not hotels where the family will spend the night. The past year has seen numbers of "road wagons" make their appearance within the bounds of Portland, and even at this late date a Reo speed wagon drops in with all the conveniences of a cottage on wheels.

John Dee of Rock Island, Ill., manufacturer, garage man and automobile dealer, got the noble idea of converting this Reo into a touring camp-car. He put the car in shape, built a special body for it and equipped it with four special swiveling seats; medicine chest, 20 gallon water tank for hot water, electric lights throughout, lockers underneath the body for cooking utensils, camp cook stove and equipment, a "kiddy koo" for baby Betty, and beds that swing out from either side. The beds are enclosed with specially tailored covers which they have real springs on which to sleep.

SEASONS PROVIDED FOR
Besides all this there are special compartments for winter clothing and for bathing suits.

The Dee party consists of Mr. and Mrs. John Dee and Baby Betty Dee and Mr. and Mrs. H. H. Hoffman. Both men are prominent business men in Rock Island. Hoffman is manager of the official magazine of the Modern Woodmen of America, known as the Modern Woodman.

The party came through Iowa and Minnesota and followed the National parks highway, which they say is excellent, and into Portland via Pasco, White Salmon and the Columbia river highway and say that they are in love with Oregon.

OREGON ROADS LIKED
"Your Oregon spirit is certainly a wonderful thing," says Dee, "and your roads—well, I'll tell you, if we had roads like yours in Illinois we'd think we were in heaven."

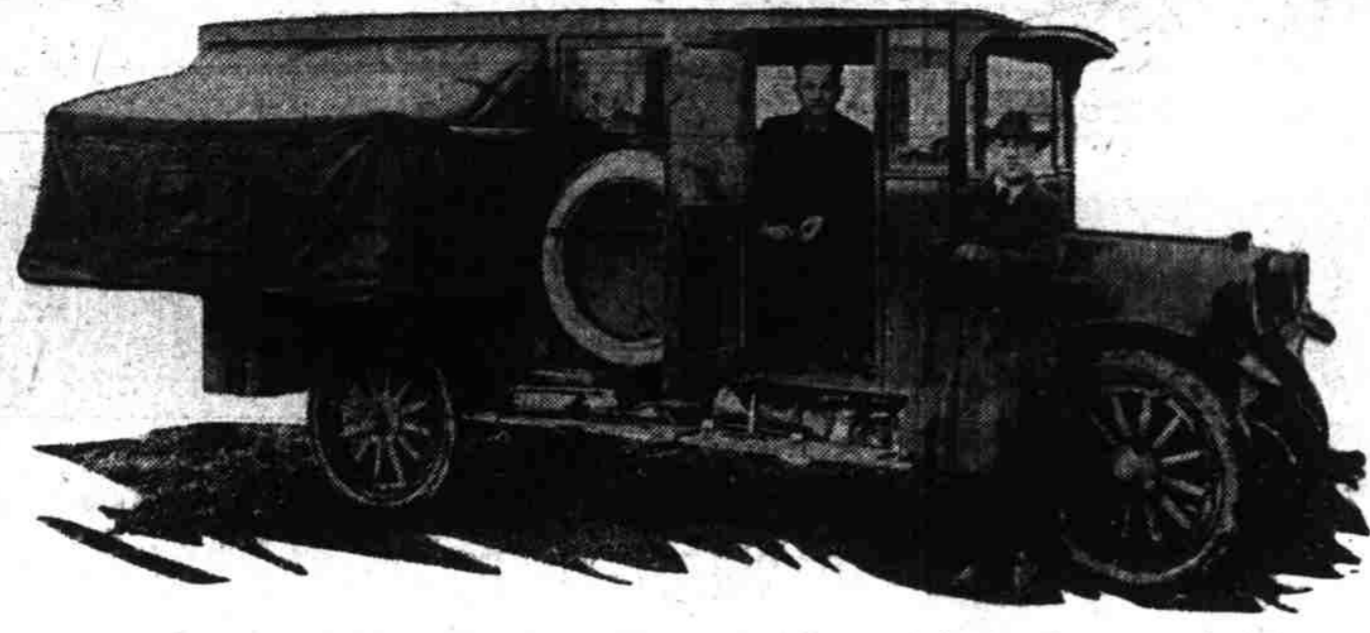
After spending several days in Portland visiting Dr. sister of John Dee, the party journeyed southward, bound for home via San Diego, Texas and Missouri. They expect to arrive in Rock Island in time to pluck the family turkey now being fattened for their Thanksgiving dinner.

Motor Transport Is Making Pronounced Advances All Over

Motor transportation along lines of general hauling and inter-city express is making pronounced advances. In many parts of the country small communities have been built up, entirely dependent upon motor transportation. The probable returns from these hamlets and communities is so small that the railroads cannot extend their lines to reach these points, consequently all shipments depend upon trucks. In many instances businesses that started in a small way at a remote point have proved successful, entirely because motor truck facilities made the market and raw materials available.

There are other communities that have railroad facilities but of such limited extent that they do not meet the requirement. The mobility of motor truck operation is a pronounced advantage over railroads, as is evidenced by the experience of Francis O. Farney. About four years ago Farney purchased his first motor truck, a Mack. He started in a small way, but gradually acquired a growing business and as it developed additional motor equipment became necessary. Farney operates a motor express line between Scappoose and Portland, and recently purchased from the Mack International Motor Truck corporation a new 2½-ton Mack truck of the worm drive type. The new truck is

TOURISTS NOW TAKE HOME ALONG



John Dee of Rock Island, Ill., who reached Portland last week in this "home on wheels"

LOCAL SALESMEN WILL DISTRIBUTE STEAM PRODUCTS

F. E. Manchester Will Handle All Models of New Company; First Business to Be Done in 1920.

F. E. Manchester, head of Stanley Steamer sales for Portland for the past two years and for the past few months manager for the C. H. S. company, Moon and Dixie Flyer distributors, will have the Portland distribution for Stanley steam products under the new company, the Dahlhjem Steam Carriage company, recently organized to handle Northwest distribution for the Stanley. The company will cover Oregon, Washington, Idaho and Western Montana.

The company is a triangular partnership, with one of the partners in each of the three centers of distribution for the territory. Manchester will have the Portland branch, R. C. Dahlhjem will handle the Spokane territory and A. L. Perry will look after the Seattle branch. The company has a five-year contract on the Stanley, which is coming out with a variety of models. The large car has been reduced in price to \$4850, and one light model will soon make its appearance to sell in the neighborhood of \$2500. According to Manchester there has been considerable call for a light car and a roadster. Going a step farther, the company manufacturing Stanley steamers will put out each of the popular models known to manufacturers of gasoline driven automobiles. In addition to the passenger car, the company here will handle the Stanley steam tractor and the Stanley steam tractor, the latter vehicle being a distinct surprise to the trade in general. Built to haul two plows, the tractor in demonstration work during the past summer hauled as many as four plows with ease.

The company has been organized under the name of the Dahlhjem Steam Carriage company and plans are being laid for spring business. Little will be done before the first of the year except to cover the territory in a general trade investigation. A headquarters for the Portland branch has not yet been decided upon, according to Manchester.

equipped with cushion wheels. Consistent and dependable service by Farney has created for him a responsible clientele. He realizes the importance of return loads for inter-city hauling, and knows his trucks must be kept busy, and they nearly always carry a capacity load. His service, the responsibility of which he attributes largely to the performance of his Mack trucks, he said, has been one of his best business building assets.

Shock Absorbers

W. R. Delay of the D. C. Warren Motor Car company has left the city to return to his home in Iowa for a short time, where his father is ill. Following the recovery of his parent, Delay will probably pay a visit to the Velle factory before returning to Portland.

Howard M. Covey of the Covey Motor Car company is still out in the woods after deer. Reports of the party's success has been meager. A. B. Smith of Robinson & Smith, is with Covey.

Ted Herlihy, Chalmers booster for the C. L. Boss Automobile company, is back from an extended trip into Eastern Oregon. He found the territory there in as good condition as could be expected with crop damage in some localities. Business, though quiet, shows improvement, says Ted.

Rod Murphy of the Twin States Motor Car company has returned from a trip to the Chandler and Cleveland factories. He returns with all kinds of pep for pulling additional business out of the fire before the first of the year.

J. A. Frye, district manager for Canton-Blackstone tires, with headquarters in San Francisco, was a guest of the Howell-Swift company last week. Howell & Swift are distributors for this line of tires.

L. R. Jackson, coast manager for Firestone, Brownie Corlake, factory representative for motorcycle tires, and J. A. Woods, coast motorcycle tire man for Firestone, were in town last week, hobnobbing with Leland J. Sparks, manager of the local Firestone branch.

Sidney Beck, quondam head of the accessory department of M. Sellers & Co., was in Portland last week calling on the trade. Beck is now with the Hoover Spring company of Frisco.

SCENERY IS FINE, BUT ROAD IS JUST FIERCE

(Continued From Page One)

shade, and an occasional hill from which charming spreads of landscape show tilled fields, orchards, and, at this time of the year, wild riots of color in reds and yellows. The land in many cases seems to have been given over to truck farming, one thrifty man of the soil failing to take his Sabbath ease for fear of losing a good plowing day. His horses divided their attention between the task in hand and the passing motor cars on the highway.

Two miles from Damascus the paving ends. A sign at the side of the road said it was two miles but it might have been wrong. It seemed like four miles. The road is not very good. The scouts would like to recommend that road, for it traverses some wonderful country, but a youthful conscience precludes road praise where none is due. It's a rough road and that's all there is to it. Damascus is reached noon, and by turning to the left and going straight ahead one will, with about 4.5 miles of traveling, reach Boring. Cross the tracks and turn right at the garage. The road between Damascus and Boring is not as bad as some other parts of the route.

ROAD FAIRLY GOOD

As one nears Boring the surface is macadam and gravel and fairly good, though with some sharp curves, and one or two excellent glimpses of Mount Hood in the distance. For adequate descriptions of this phenomenon see any good Oregon prospectus. Out of Boring a few miles lies Barton. Barton is not much of a town to look at. The settlement is not large and unless one has friends there the only significance attendant to reaching the place is that one turns to the left at the sign marked "To Oregon City—13 miles." Don't be misled by that sign; there's another down the road a few miles that says the same thing.

A gradual slope leads the road down from Barton into the canyon, or valley, of the Clackamas. The last part of the descent before the floor of the valley is reached is bad road. Numbers of springs gush merrily from the side of the hill and merrily course down the cuts in the road. Nice place to give the car a bath and fill the radiator. A short stretch from the bottom of the hill intervenes before one reaches the approach to the long steel bridge over the river. To obtain a real view of the scenery one can shoo up to the top of the superstructure and get an eyeful. Taking pictures from the narrow steel ledge at the top in a strong wind is not the easiest feat in the world, and a scotch photographer became so excited at his elevated position that he doubled on his films and didn't discover the error until some miles away.

Leaving the bridge on the south side of the Clackamas is to ford through some mud and coarse gravel extremely annoying even to the rugged nerves of the habitual motorist. The last part for some thousands of yards, the surface gradually becoming more smooth until a fair road can be followed for some miles. Road crews have been working here. A bad stretch or two have to be negotiated on farther in the vicinity of Clear creek, and in fact from this point on to Gladstone the road is not any too good. At Gladstone one comes onto the paving and reaches the bridge connecting with the Milwaukie road.

Taking everything into consideration, the loop isn't what it should be. As a scenic drive few roads can excel the Boring loop offering, but in Clackamas county as well as in some other counties of this state and of Washington, motoring is fraught with mixed blessings. If the country is beautiful, frequently the roads are poor. If the roads are good, something else is the matter. The Columbia river highway is the great exception. Some day, perhaps, we may have a combination of all the good things to the exclusion of those not so good.

HARD WORK AND "BULL" THINKING NECESSARY NOW

Readjustment Now in Progress Is Forerunner of Stabilized Industry, Says Manufacturer.

"While there are many concrete contributing factors in business today that have undoubtedly caused a slight slowing up of motor vehicle sales, it is also undoubtedly true that the mental attitude of dealers everywhere has had its effect upon the general situation," says M. L. Pulsher, vice president and general manager of the Federal Motor Truck company of Detroit.

"There is in every market forces which we call 'bull' forces, which tend to inflate prices," he said, "to keep them as high as possible—and then there is also the so-called 'bear' element which tries to deflate them—to pull them down."

"Business today is good in some places and bad in others—good for some dealers and manufacturers and not good with others. Many factors contribute to this condition, but none more forcibly than the 'bear' tendencies on the part of some short-sighted men who are analyzing the present situation as a 'natural temporary depression' which has arrived and which, they believe, if they sit quiet, will eventually pass over their heads."

"With a thorough knowledge of this situation before him, the wide awake dealer dares not sit down and wait for what he considers a temporary storm to pass—for it will not. He must accept the situation and work."

Ford

THE UNIVERSAL CAR

Oregon Drivers Need Ford Sedans

The closed car is the comfort car in Oregon—in rain, snow, wind storm or sunshine. Just as much air from outside as you want—and no more. Just as much warmth from inside as you want—and no more. Always a clear vision in all directions—safe to drive anywhere.

With the sturdy Ford motor and chassis, the Ford Sedan weighs only 1875 pounds. It has the most power per pound of weight—that is why it was—

The first car in 1920 to Government Camp on Mt. Hood, May 17—A FORD SEDAN.

The first car over Willamette Pass under its own power, Aug. 28, 1920—A FORD SEDAN.

Over mountain roads, forest paths or city streets, wherever you want to go in Oregon, a Ford Sedan will get you there and get you back in comfort.

Your new car should be a Ford Sedan. Get it now and enjoy driving every day of the year.

The following prices are now in effect on Ford cars, F. O. B. Detroit:

Chassis	\$360.00	Touring, with starter	\$510.00
Runabout, regular	\$395.00	Coupe, with starter	\$745.00
Runabout, with starter	\$465.00	Sedan, with starter	\$795.00
Touring, regular	\$440.00	Truck, pneumatic tires	\$545.00

For Sale by the Following Authorized City Dealers

Francis Motor Car Co.
Grand and Hawthorne Ave.

Wm. L. Hughson Co.
Broadway at Davis

Talbot & Casey, Inc.
East Ankeny at Grand

Palace Garage
Twelfth at Stark

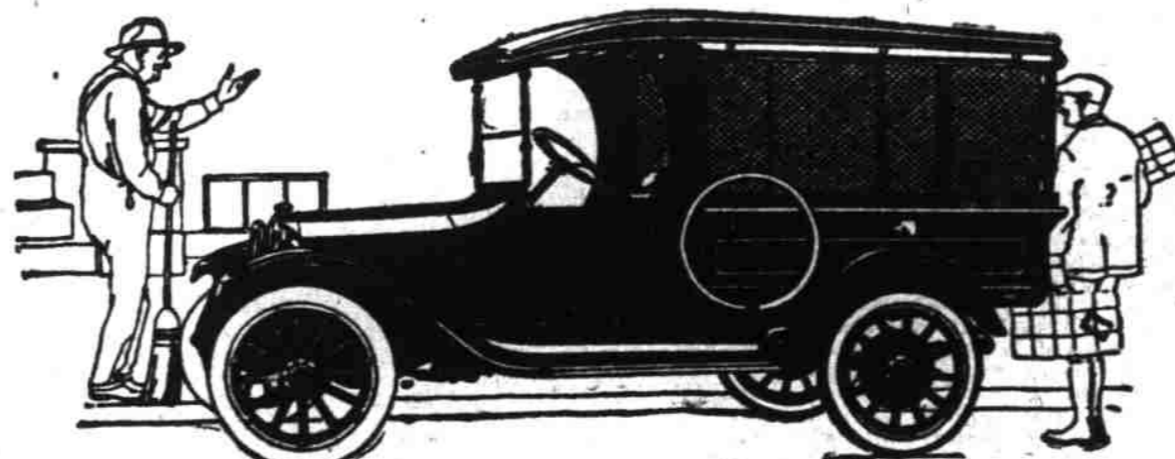
Rushlight & Penney
East Third at Broadway

Robinson-Smith Co.
Sixth and Madison

DODGE BROTHERS BUSINESS CAR

It is hard to imagine a business needing delivery at all which could not profitably use a car so even in service and so economical in cost.

Covey Motor Car Co.
Washington at Twenty-first



ALIVE

THERE'S energy—animation—life—an insistent activity to "do the job"—there's all that about a Columbia Storage Battery.

That's why motorists everywhere speak of that Columbia "difference" in standing up even while subject to a prolonged starting drain that would greatly lower the vitality of the ordinary battery.

Our specialty is service, and we will prolong to the utmost the life of any storage battery you may be using. But when the day for a new purchase arrives—as you expect it to eventually—we will demonstrate "Columbia Reserve Power" so effectually that you simply will insist on putting it on your car.

"Our service always at your service".
COLUMBIA STORAGE BATTERY COMPANY
PARK AND COUCH STREETS
H. M. NISBET, Manager

Columbia Storage Batteries

MACK PERFORMANCE COUNTS

Protect Your Motor Truck Investment

Your business judgment warns you against buying a motor truck the price of which is not guaranteed against reduction. You don't want to be the prey of unscrupulous truck makers.

The prices of all models of MACK trucks are guaranteed against reduction for at least six months from October 1. This should mean much to the prospective truck buyer, as it is ABSOLUTE protection on the investment.

The chance to profiteer did not enter into determining present prices of MACK trucks—nothing counted but actual costs and a fair profit. Performance of MACK trucks is always dependable and so are MACK prices.

MACK-INTERNATIONAL Motor Truck Corporation

Tenth and Davis Streets
Broadway 691