

DEALERS UNABLE TO SUPPLY DEMAND FOR 1920 PRODUCTS

All Automobile Row Optimistic Over Prospects for Greatest Business in History of Salem as Distributing Center

The Fageol truck and Tractor company, a new corporation with a capitalization of \$15,000, has opened salesrooms at the corner of Ferry and High streets. The incorporators are Charles E. Lebold, F. C. Fritze and D. Webster.

The Horton Tire and Rim company has but recently entered the Salem field with salesrooms at 178 South Commercial street. Mr. S. G. Robinson is manager.

The Valley Motor company has taken over the Ford business of Pe-

ter Diedrich at Stayton. Luther Stout will act as sales manager.

J. H. Hart, formerly a merchant in Portland has opened a Briscoe agency in Dallas.

Two automobile stage lines are now operating between Silverton and Salem, and the rivalry for business is keen.

Lee Gilbert couldn't get the Elgin into the Albany show last week, the association having a rule that a local agency must be established at

least six months before it is entitled to such recognition. But Gilbert held a show of his own and spread printer's ink.

F. H. Bucholz, of the B. & C. Motors company, spent last week in the southern part of the state talking Sandow trucks.

H. F. Bonesteel, Page and Dodge dealer, has been spending some of his profits in improving the general appearance of his showroom.

The J. F. Doppmaier company has opened a sales agency at the Great Western Garage, trafficking in the Case, Stephens and Grant. The company also holds franchises for these cars at St. Helens, Albany and Eugene.

Messrs. G. E. Halvorsen and C. H. Clancy insinuated themselves about Albany on Friday, going to its Linn metropolis to attend the auto show to glean pointers on how it is done.

Ralph Urban has just completed and now occupies a concrete garage at Stayton.

The B. C. Motor company will,

About March 1, open a sales agency at McMinnville for the Lexington Minute Man Six and the Auburn Beauty Six.

D. Samuels has recently purchased the Capital Garage property on Liberty street and will occupy the building with used cars and a repair shop.

Wayne Quayle has purchased the Battery Shop at 263 North Commercial street. He has the state agencies for the M. & M. batteries and is factory representative for the Gray & Davis equipment.

The Salem Auto Exchange has secured an Anderson Six which will be ready for demonstration at the exchange, 229 Sitae street, regularly following the Auto Show.

J. H. Hileman, 291 North Commercial street has secured the exclusive agency for Firestone tires and has a complete stock, all sizes, now on hand.

Otto J. Wilson, Buick dealer has seven carloads of Buicks now en route to Salem. They left the factory February 7 and are expected to arrive about February 25. They are coming on flat cars.

O. J. Hull has secured the state agency for Penny Packer top converters and also holds the agency for Bull Dog starters. Mr. Hull has recently employed an expert trimmer and upholsterer and is now prepared to do all kinds of automobile upholstery, making and repairing auto tops, etc. He is located at the Y. M. C. A. building on North commercial street.

Portland-Salem Course Pleasant Winter Trip

If the motorist is blessed with a constitution sufficiently robust to withstand the road shocks between Canby and Aurora, he will find the drive to the state's metropolis otherwise pleasant, the east side highway being hard-surfaced with the exception mentioned and a short distance outside of Salem.

The writer covered this portion of the Pacific highway last Lord's day in a sedan, following the course through New Era, Oregon City and Sellwood, getting our rubber wet only at the points named. The worst stretch is through the hamlet of Barlow, which is not only exceedingly rough but muddy as well.

Between Canby and Aurora a new survey has been made along the railroad track, but will not be opened to travel until paved. The old highway has had no attention and is badly raveled. The new highway will shorten the route somewhat, eliminate grades and dangerous railroad crossings.

But under present conditions, from Salem to Portland is an easy three hour drive, and this route may be recommended to motorists as a pleasant winter trip.

The Statesman's Classified Ads. Bring Results

GOOD ROADS DRIVE STARTS YEAR OF 1920

More Than \$7,000,000 Provided For Highway Construction in Different Parts of United States

OREGON WILL LEAD IN BIG PAVING CAMPAIGN

Present Plans Indicate That Entire State Will Benefit Before New Year

The greatest impetus ever known in the history of highway construction in the United States is planned for 1920, during which twelve-month approximately \$100,000,000 will be expended in roadbuilding.

Road construction in Oregon during the year 1920 will be benefitted to the extent of approximately \$2,670,000 as a result of revenue derived by the state from motor vehicle licenses and the statutory tax on gasoline and other oils, according to a report prepared today by Sam A. Koser, assistant secretary of state. Based on the motor vehicle registration thus far this year and the estimated increase in the number of automobiles and other motor-driven vehicles for the remaining eight months of 1920, Mr. Koser believes there will be received from these licenses prior to January 1, 1921, the sum of \$2,250,000.

After paying the administration expenses, which it is estimated will not exceed 3 per cent of the total or about \$67,000, there will be a total of \$2,183,000 available for the highway funds. Of the total amount received in licenses, after deducting the administration costs, one-fourth will go to the counties of the state while the remaining three-fourths will be turned into the state road funds.

All of this money, however, regardless of whether it is apportioned to the counties or state must be used for highway construction. In addition to \$2,183,000 to be made available for road work through revenue received from licenses it is estimated by Mr. Koser that the state will receive no less than \$475,000 from taxes on the sale of gasoline and other oils. This money will also go into the road funds and will be expended under the direction of the state highway department.



Beauty Power Comfort

Beauty, power, and comfort are masterfully combined in the Auburn Beauty-SIX.

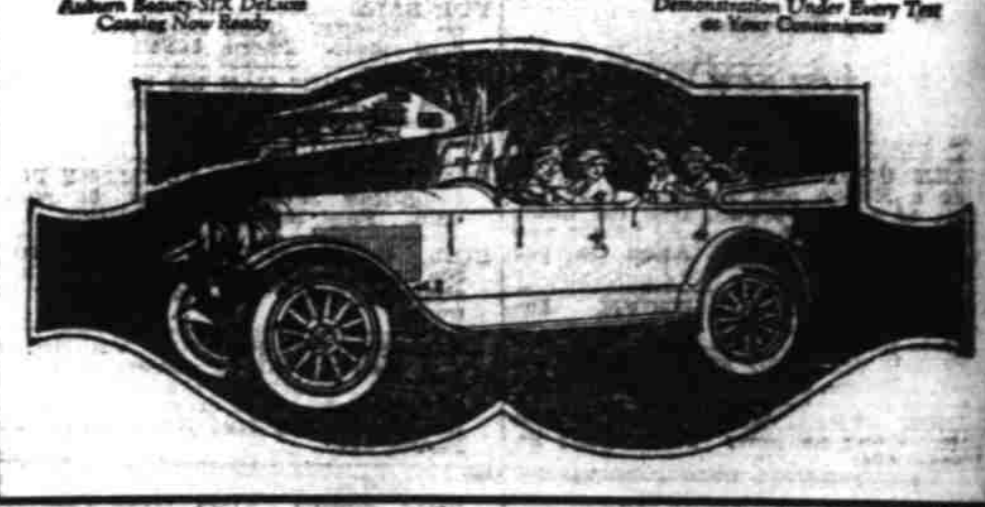
The imprint of creative designing is to be found everywhere in this beautiful car. Its graceful lines imbue it with identifying individuality. Its appointments and fittings establish new standards of elegance.

The Auburn power plant is the consummate achievement of twenty years successful automobile engineering. The secret of Beauty-SIX comfort lies deeper than ample riding-room, quality upholstery, and adequate springs—it is found in perfect chassis balance, eminent roadability.

Five models—Five Passenger Sedan, \$2,775; Four Passenger Coupe, \$2,775; Five Passenger Touring Car, \$1,795; Four Passenger Tourster, \$1,795; Two Passenger Roadster, \$1,845. Smart color combinations. Demonstration on request. De Luxe Catalog now ready.

AUBURN AUTOMOBILE COMPANY
AUBURN, INDIANA
Automobile Engineers for Twenty Years

See the Auburn at the Show
The B. & C. Motor Co.
178 South Commercial Street

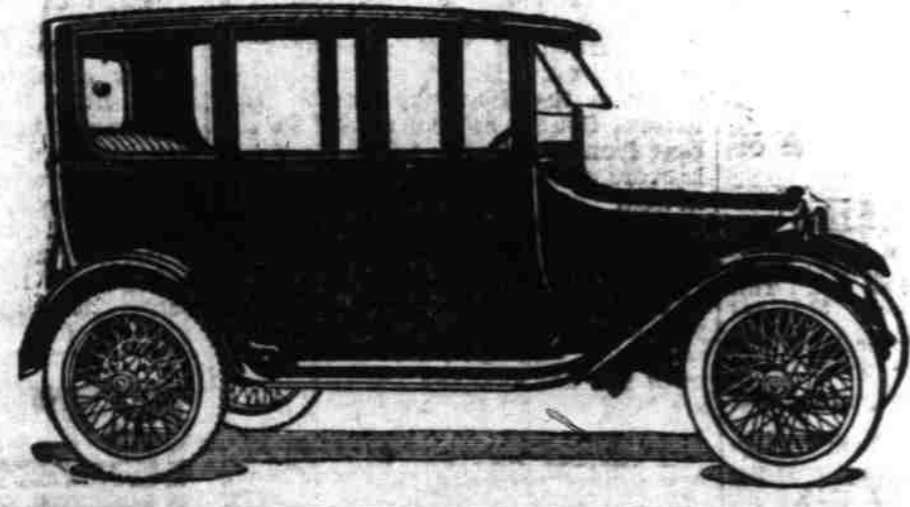


STATESMAN CLASSIFIED ADS—ONE CENT A WORD

DODGE BROTHERS 4 DOOR SEDAN

Women, in particular, will appreciate the high character of the fittings and appointments. The hardware is all of the very best, and the upholstery is covered with genuine mohair velvet. The gasoline consumption is unusually low. The tire mileage is unusually high.

H. F. BONESTEEL
SALEM, OREGON
Phone 423



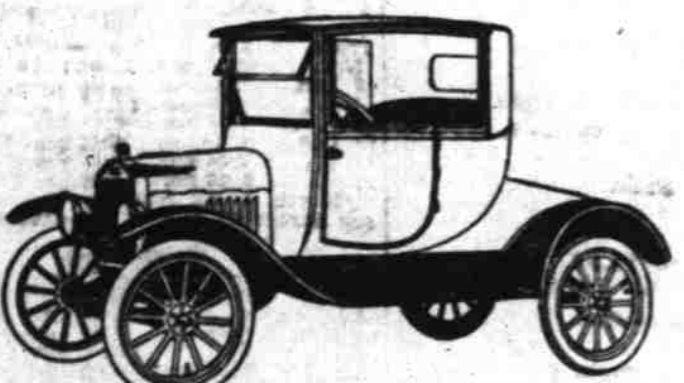
Valley Motor Co.

Last year the total number of AUTOMOBILES and TRUCKS produced, one-half were FORD AUTOS and FORD TRUCKS. This year we shall break that record—Why? Visit the show and you'll k



Touring car \$619.21; self starter \$78.00 extra

FORD OWNERS ARE SATISFIED OWNERS
FORD AUTOMOBILES have stood the test of years, and today they are better than ever. What you get for your money is just as important as what you pay. Don't fail to visit the Auto Show.



Coupe with self starter \$853.49

MEET US AT THE AUTO SHOW

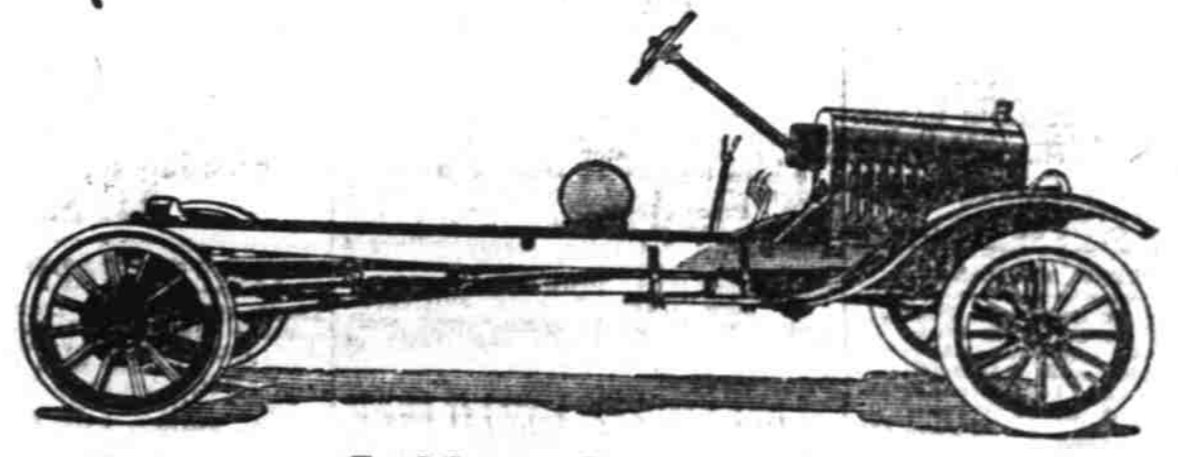
Meet Us At the Auto Show

Ford

THE UNIVERSAL CAR

SALEM AUTO SHOW, FEB. 18 :: 19 :: 20

This will be an Auto Show you cannot afford to miss. We shall be there with every one of the Ford Models illustrated here.



Ford One-ton Truck \$636.16

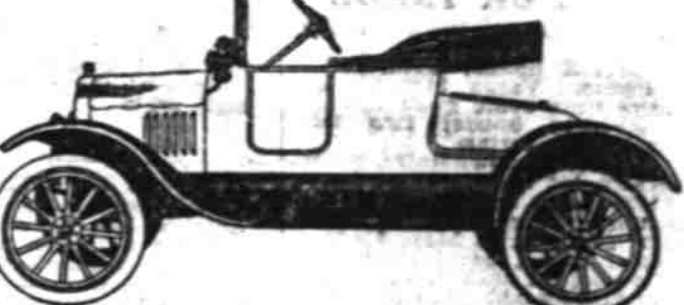
Ford Trucks Are Not An Experiment
Don't fail to see the ford Truck fitted with "Special Designed Cab and Body." You will be convinced it is a farmers necessity.

Valley Motor Co.

Insist on Genuine Ford Parts

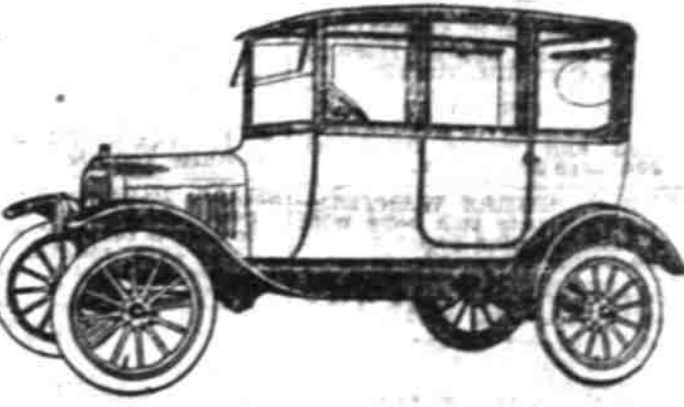
Valley Motor Co.

For sixteen years a corps of expert metallurgists have been studying and constantly perfecting the steel that goes into every part of a Ford Car. No wonder they stand the wear and tear of service.



Roadster \$593.18; self-starter \$78.00 extra

Long years of experience have taught the FORD MOTOR COMPANY how to build the best Automobile on earth for the least money, cheaper than anyone else, and they are doing it. Visit the Automobile Show and be convinced.



Sedan, with self-starter, \$983.64

MEET US AT THE AUTO SHOW