

Hupmobile

See this "Comfort Car" at the Auto Show. The allotment for this territory is limited. An early order will guarantee you a car.

Frentzel-Wailes Motor Co
722 COTTONWOOD STREET
PENDLETON, OREGON

BUYERS GET OVERLAND CARS DIRECT AT PLANT

Half of the cars are delivered now in front of the Overland factory to dealers. This causes the dealers to scout around Toledo to find storage space in which to place the cars until driving conditions are good or they can get freight cars.

All available space in the city has been utilized for storage. Out-of-town dealers are now using the Terminal building. Swane field has also been used for short period storage, and is still filled with cars. Some dealers are taking the Overland cars to the old Allen plant at Fostoria where they keep them until freight shipment is possible.

New Tools for New Cars

In the meantime hundreds of retail customers by a group of men from the Overland tool order department getting tools to make the new model of Overland 4s. When the factory was changed over to making this new car many new tools were needed at once. The Overland representatives went to all important tool factories in the country and placed orders wherever they could.

After them came follow-up men regularly to hurry up deliveries of the Overland orders. The success of

the nation-wide buying of these men has been a big factor in keeping the output of the new Overland at the high figure shown last month.

In spite of extreme difficulties in obtaining adequate supplies of materials and the handicap of bad railroad freight service, the Willys-Overland plant made and shipped 12,241 cars in January—7000 more than the corresponding period of 1919. This was only 162 cars less than the output for January, 1916, the company's record January. The Overland's largest single month's production was 15,827 cars, made in March 1916.

Overland transportation delays which the Overland must contend with, along with other industries, is such a handicap that the January production record in spite of traffic conditions is considered a tremendous feat. Vice-President Clarence A. Earl indicates he thinks so, for he has written an open letter to all employees, complimenting them on last month's work.

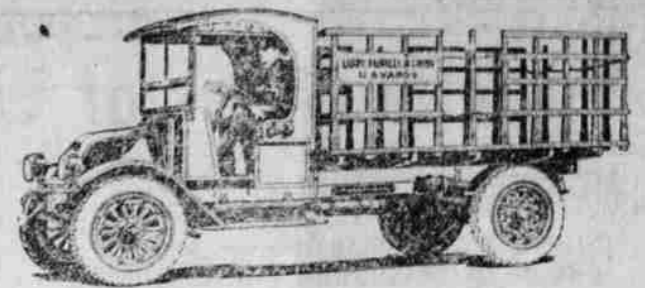
Freight car Lack Handicaps. Inability to get enough freight cars to ship the Overlands to the dealers has greatly increased the number of machines which are now driven from the factory to the sales representatives. Every morning the streets around the factory are filled with the new cars going out in groups of from 20 to 50 machines, and every other as many as 100, led by one pilot. In one week more than 1000 Overland 4s were driven from the factory. Dealers in cities as far as 1000 miles from Toledo have sent squadrons of drivers to get their allotments of machines.

INLAND EMPIRE TO SEE 380 MILES OF HIGHWAY

STOKANE, March 12.—During 1920 eight counties in the Inland Empire will build approximately 380 miles of permanent highway at an expenditure of \$2,375,000. Five of the counties are in Washington and three in Idaho. Those in Washington are: Whitman, 40 miles, \$200,000; Adams, 70 miles, \$1,100,000; Douglas, 20 miles, \$75,000; Spokane, 60 miles, \$475,000; Lincoln, 60 miles, \$250,000. Counties in Idaho are: Bonner, 40 miles, \$175,000; Boundary, 50 miles, \$200,000; Kootenai, 40 miles, \$150,000.

STUDENTS WEARING CHEAP CLOTHES SO STORES RAISE PRICES

BUTTE Mont., March 12.—Because Butte high school students, in an endeavor to reduce living costs, are wearing overalls and gingham aprons, local merchants have advanced prices of those articles 50 per cent, it was asserted Tuesday night at a meeting of the school board. The board went on record in protest against such action, which was condemned as profiteering.



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L. A. Menton, Manager.

223 E. Court St.

CALIFORNIA TOURISTS TRAVEL AT LOW COST

From Oakland to Los Angeles and return for \$2.78 is the record claimed by a party of Oakland motorists.

Driving a Chevrolet "EB", "EB" Starz, A. L. Warmington, W. M. Meyers, F. E. Smith and Jimmie Hallow, started for Los Angeles to attend the opening of the speedway at 5 o'clock in the afternoon previous to the race. Warmington and Starz alternated at the wheel. After driving all night the party reached Los Angeles in time for breakfast and a short rest before going out to the race course; but the fast time made was not the most interesting feature of the trip.

Starz has a hobby of juggling with figures. He seems unable to forget that the war is over and that he is not still wrestling with mathematical problems as a field artilleryman. So, as usual, Starz's notebook was in evidence.

At the start the speedometer showed that the "EB" had already been run 14,812 miles. On its return to Oakland the Chevrolet had traveled 15,647 miles, giving a total of 304 ml. for the trip. In covering this distance the Chevrolet consumed 52 gallons of gasoline at a cost of \$11.66. Ten quarts of oil were used at a cost of \$3, making a total cost of \$14.66 for the round trip, or \$0.176 per car mile. This figures one-third of one cent per mile per passenger, or \$2.78 per passenger for the entire trip, just \$27.92 below the railroad fare.

AUTOMOBILE CONQUERS VAST CHINESE DESERT

The vast Gobi desert of Mongolia has been conquered by an automobile. Dry, wastes that were old before the beginning of the Christian era and whose shifting, whispering sands have tolled off the countless hours of civilization, have been traversed for the first time by means other than the swift Arabia horse or the mild-eyed, plodding camel.

George Mackowski, former lieutenant in the Polish army, with five companions, traversed 3,500 miles of desert in a twin-six Packard to prove the possibility of substituting the motor for beasts of burden—to bring goods from Mongolia and Turkestran to world markets.

It took two months and a half of driving along tortuous caravan trails, up dried river beds and skirting great mountains and table lands in temperatures varying from the scorching heat that caused evaporation of water in the radiator to biting cold that made it necessary to heat water before it could be used. Deep sand and sharp stones wore out four sets of chains, yet one set of Goodyear cords carried the car over the entire trip without trouble and made the 12 spare excess baggage.

Two trailers containing equipment were used, but one was engulfed in the desert sand and was left a silent monument to man's achievement. Camels carrying gasoline, followed far to the rear and at times the car would be forced to wait three days until the "ships of the desert" came up with a supply of gas.

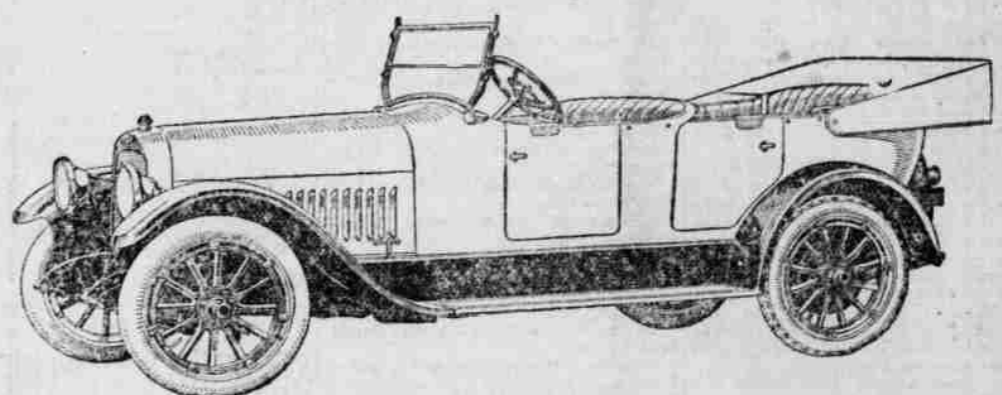
In the heart of the desert the party was confronted by an apparently impassible mountain range, through which the Chinese guide and chauffeurs knew no pass. Here superstition that the desert spirits were warning that no further attempt should be made to penetrate the desert, gained ascendancy over the Orientals. They refused to continue.

Nomadic Chinese fled at sight of the "devil wagon" and no information as to a pass could be obtained. Finally a more stout-hearted tribesman was encountered and information obtained whereby the weary travelers reached Urumchi to the amazement of the inhabitants and their own relief.

After resting a few days the return trip was made under conditions fully as hazardous as the first.

MOSCOW ROTARIANS PLAN TO PROVIDE FINE CAMP FOR TOURING AUTOISTS

SPokane, Mar. 12.—Moscow, Ida., is to have a camping ground for automobile tourists if efforts of the rotary club are successful. The city council has agreed to ask the opinion of citizens to whether the city park should be used for that purpose. The park has abundance of shade, good lawn, flowers, walks and drives.



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Thousands of people have fully determined to buy a new car for delivery before the first warm day of spring.

Many are doomed to disappointment.

We are facing the greatest shortage of good automobiles the industry has ever known. And this shortage will be most acute when cars will be most in demand.

Dealers have been unable to accumulate any stock cars for spring delivery.

You will run less chance of disappointment if you place your order for a Studebaker now.

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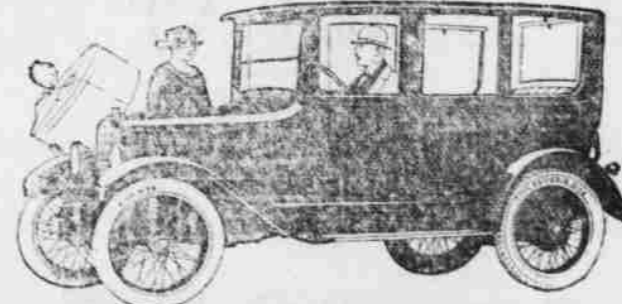


35,000 Owners Praise The New Triplex Springs

MORE than 35,000 owners of the new Overland 4 are enthusiastically telling their friends of the wonderful riding qualities of this car. Triplex Springs smooth out the rough road bumps!

"It would be an insult to put shock absorbers on this car." "The most advanced piece of work yet produced in the motor car line."—These are some of the sincere compliments paid Overland 4 by proud owners.

The Sedan weighs only 200 pounds more than the Touring Car



OVERLAND SALES CO.
EAST COURT AND THOMPSON
E. G. SAYLOR