

**Announcing
the Mature Haynes Motor in
a Beautifully Refined Setting**

Twenty thousand Haynes owners have driven America's Greatest Light Six engine the astounding distance of a quarter billion miles since July, 1914. In those forty months of terrific usage but a few minor betterments have proved possible.

OUR quarter-century of successful experience satisfies us that the Haynes engine is mechanically mature—a "gem" of engineering achievement. We can only improve its "setting."

Ultra-fashionable French-plated upholstery is used. Deep cushion springs are beneath the comfortable shaped seats. Roominess is a feature.

The doors open wide for easy entrance. The instrument board is compact, with all switches within easy reach of the driver.

Added Exterior Beauties

The new Haynes hood is broad-chested and high. The lines are straight. The weather-tight windshield tilts rakishly. There is a double cowl.

Beige brown, deep carmine or royal green are the colors for the dashing four passenger roadsters and the open cars for either five or seven. All-season sedans, town cars and coupes may also be had in a variety of colors.

Charming Interior Refinements

The tonneau cowl panel in the seven-passenger car is of beautiful American walnut. The auxiliary seats fold into it, and doors close over them. A carrying compartment is at the center.

The Chassis Perfection

Longer, broader, more resilient springs increase the comfort of riding. The spring shackles are automatically lubricated by an ingenious utilization of the lamp wick principle.

The six-inch frame side members hold the body rigid on uneven roads. Squawks and rattles will not develop. Doors will not bind. Nor can a "full load" cause any sagging.

The motor is rigidly supported in the rear. This offers added security to the good Haynes engine and the gear-set. A Bendix starter-drive is used.

THE HAYNES AUTOMOBILE CO., Kokomo, Ind., U. S. A.

A. C. STEVENS Distributor
23d and Wash.

See these latest Haynes! We invite you to call and permit us to show you the various new Haynes creations



25th Successful Year (1893-1917)

Attractive Proposition for Dealers. Write-Wire

"LIGHT SIX"	
(Wood Wheel, Fabric Top)	
Open Car	
Model 28 (5 pass. touring) \$1725	
Model 29 (4 pass. touring) \$1625	
Model 30 (4 pass. TOURING) \$1525	
Model 31 (4 pass. TOURING) \$1425	
Closed Car	
Model 32 Sedan (7 pass.) \$2025	
Model 33 Coupe (7 pass.) \$2125	
Model 34 Town Car (5 pass.) \$2225	
"LIGHT TWELVE"	
(Wire Wheel, Road Wheel)	
Open Car	
Model 41 (7 pass. touring) \$2725	
Model 42 (6 pass. TOURING) \$2625	
Model 43 (6 pass. TOURING) \$2525	
Model 44 Town Car (5 pass.) \$2625	
Model 45 Sedan (7 pass.) \$2925	
Model 46 Coupe (7 pass.) \$3025	
Model 47 Town Car (5 pass.) \$3125	
Demountable tires for all open models	300
To cover war tax, \$14.00 on all models	
All prices f. o. b. Kokomo, Ind.	

See Our Exhibit at Auto Show

COAST SHOW IS NEXT

San Francisco Making Plans for Second Annual Event.

TRUCKS TO BE FEATURED

More Interest Than Ever Taken by California Motoring Public and Dealers in Event to Come Later This Month.

SAN FRANCISCO, Feb. 2.—(Special.)

The importance of the special showing of trucks and accessories in connection with the passenger car display at the forthcoming Pacific Automobile Show here can not be underestimated, according to some of the biggest men in the automobile industry here.

The increasing importance of the commercial car and the need of it in the Government's programme of speeding up business is being recognized not only by the truck and automobile men but by everyone in active business life.

Hundreds of business men will find more interest than this year in the special showing of trucks than they ever found in the automobile shows of the past. They will have the opportunity to judge of the various makes at close hand and they are going to take full advantage of the opportunity.

Special efforts are being made by the truck men to show their cars to best advantage. The entire basement of the Auditorium will be devoted to the display. Practically every make of truck and truck attachment on the Coast market will be shown.

A special attempt will be made to show the economy of operation of the truck as compared to the old horse-drawn methods of hauling and delivering. The truck men, regardless of the makes handled, will work as a unit to emphasize not only the importance of the commercial car in the speeding up of business and the increase of profits, but also to point to the necessity of placing orders for trucks at once before the threatened shortage materializes on the Coast.

The necessary men are looking forward to the best year in their history and are already planning special unique displays at the show with which to attract and hold the attention of the thousands of visitors.

MOTOR TRUCK SOLVES PROBLEM

Automobile Freight Lines Next Forward Step Predicted.

Motor trucks seem to offer the only hope for a solution of our transportation problem. Very shortly we may

hope that there will be many auto-truck freight lines in operation, says Milestones. Not only will this give great aid in carrying on the increasing pressure and volume of business, and so fill an immediate need, but it will exert its influence in other directions. The transportation of persons in passenger automobiles will increase along the same routes and for the same reasons.

All this will give a tremendous impetus to the good roads movement. It is no longer a question of whether we want good roads or not, and now we must have good roads if our work is to be carried on. Many rural communities which have suffered by being off the main lines of the railway will find themselves on through motor routes and be galvanized into new life. If the problems of fuel can be solved, as they seem likely to be solved, these new motor routes bid fair to be permanent.

W. H. Wallingford—By Himself.

Liberty and Premier Distributor Got His Start Trading Second-Hand Cars Back in 1910 at Silver Lake.

BACK in 1910 I was running a general trading business at Silver Lake, in South Central Oregon. Well, the boys used to come in now and then with an automobile they wanted to get rid of. I would trade them for it. Never mind what I traded. Before a great while I was doing a lot of business trading in second-hand cars. And that was my introduction to the automobile business.

Presently Silver Lake got too small for me and I came to Portland. I went to work for Howard M. Covey as a salesman. Later I became salesman for Benjamin E. Boone selling Ford cars. I did pretty well at it. In 1915 E. A. Mitchell and I became partners in the Oakland agency here. We did a fine business. Then, keeping my partnership with Mr. Mitchell in the other line, I took a Ford agency.

When I started the agency I employed three men in the shop and one in the office. In one year and six months I had built it up from a four-man to a 40-man proposition. Last September I moved into quarters at Sixth and Madison streets with the biggest Ford agency on the Pacific Coast, our contract calling for 500 cars a year.

In the meantime Mr. Mitchell, my partner, had taken on the Liberty and Premier, two of the very finest cars in America. Last month I sold out my Ford agency and bought out Mr. Mitchell's interest in these cars. I did it because I believe most thoroughly in the Liberty and the Premier. They are cars that a man can back with all the enthusiasm in the world, and I am going to put them over "big" in this territory.

Incidentally, I also handle the Hood tractor, which has given fine satisfaction in many lumber camps where it is being used.

CARE IN SEPARATING PARTS

Too Great Force Used May Cause Parts to Spring.

When separating sections of gear boxes or crank cases it will sometimes be found that the parts stick together after the bolts have been removed. Care should be taken in separating them, especially if the parts are of aluminum. Driving a chisel or screw-driver between the two sections may make a nick, which will spoil their oil-tightness, or may raise a burr, which will prevent the parts from coming together properly.

The application of too great force may cause the parts to spring. Gently prying at a number of places, after the stuck parts have been tapped all around with a light hammer, will usually separate them without damage.

TIRE PUTTY FOR TREAD CUTS

Quick Repairing Necessary to Keep Out Water and Gravel.

Small cuts in the tread and the sidewalls should be promptly repaired with tire putty by the truck driver, to prevent gravel and water from entering which would cause enlargement of the cut and eventual separation of the tread from the carcass. The most dangerous tread cuts are those between the diamond-shaped blocks of rubber. If the cut is too large to be repaired

by the use of the tire putty it should be taken to a repair man. The treatment of such a repair in a large pneumatic truck tire is the same as that used on tires for passenger cars, except that the large tires are vulcanized in tread and sidewall surface, and sufficient heat for vulcanization cannot be secured in a sectional mold. It is absolutely essential that a repair on a pneumatic truck tire be properly cured. So to insure a perfect job the pot-heater system is used and the repair vulcanized in open steam.

Pre-heat air entering carburetor and keep carburetor covered in cold weather. This will insure better vaporization.

THE WESTERN MOTOR CAR SALES COMPANY

Invites Your Careful Investigation

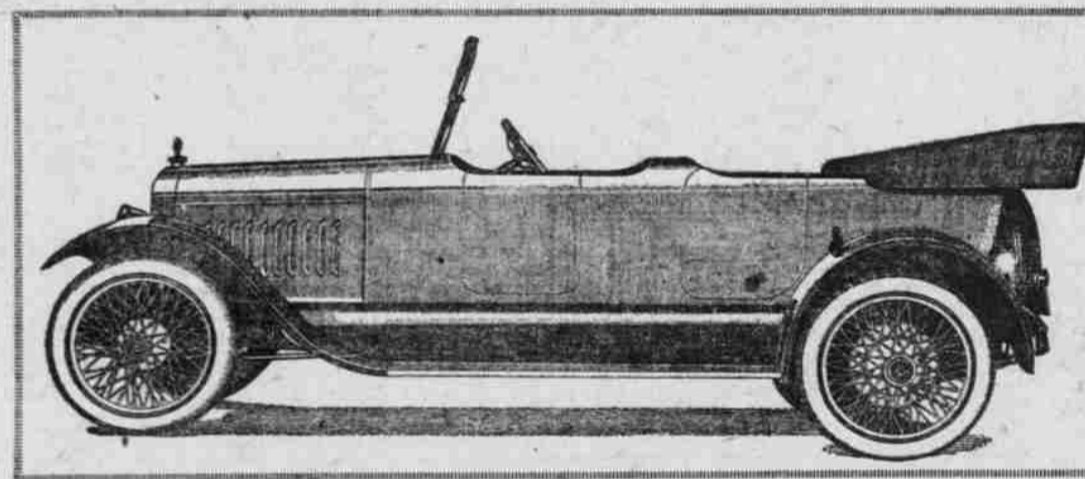
AT THE AUTO SHOW

of



The 12-cylinder valve-in-head motor in the Hal 12 delivers at all speeds, tremendous, smooth power-flow. It is a car of "rare ability," giving hundreds of users absolute satisfaction. This is attained through its

*Comfortable Riding Qualities
Roominess
Luxurious Fittings
Beauty of Body Lines
Power—and Its Built-in Thorough Quality*



It Outperforms, in High Gear, Any Car Represented in the State of Oregon

WESTERN MOTOR CAR SALES CO.

BROADWAY AND BURNSIDE

James A. McNaughton, Pres. J. A. Dougherty, Sec.-Treas. Roy Hemphill, Manager

EXPERT AUTO SHEET-METAL WORK

GERBER

The Radiator Man

Now in Business for Myself. I Manufacture and Repair Radiators, Fenders, Gas Tanks, Mufflers, Dust Skirts, Hoods, Windshields, Bent Bodies and every sheet metal part of an automobile. I specialize on Bug Bodies.

AUTO SHEET METAL WELDING—THE NEW METHOD of repairing torn or broken bodies or fenders on the car. STRONGER, QUICKER, CHEAPER. No more solder or rivets to be continually giving you trouble.

If you want an honest job well done, see

G. G. GERBER

The Radiator Man

53-55 NORTH NINTH, COR. DAVIS. PHONE BROADWAY 1873.

Special Care Given Out-of-Town Work

I invite my old acquaintances to continue our business relations and assure them and others of none but expert, careful work and courteous attention.

Out-of-Town Auto Dealers—After visiting the show, come and see a real metal work shop.



\$382.00 and a Ford

Smith Form-a-Truck

A Smith Form-a-Truck will perform the work of two teams or three one-horse delivery wagons at a saving of about ten dollars per day. Carrying capacity, 2000 pounds, 50 per cent overload. Length of frame, 168 inches; 4-inch channel steel; heavy springs; heavy wheels; Timken bearings; solid tires on rear. Bring your business up-to-date by placing a Smith Form-a-Truck into service.

DEALERS—We have a live proposition for you. See us before some other dealer gets it for your territory. Inquire about our new Universal attachment which will fit any car.

BALLOU & WRIGHT

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FRODO BROADWAY 1826.