

PARTS SUPPLY DIG

Overland Branches to Keep Six Months' Stock.

NEW ORDER IS ANNOUNCED

Purpose is to Provide Against Any Freight Shortage Contingency. R. E. Gibbs, Western Parts Manager, Explains.

Under a new policy of the Willys-Overland Company, to be immediately effective, a complete stock of Overland parts, ample to meet all estimated needs for six months in advance, is to be kept on hand by Overland branches. Through this stock may at times fall below estimated needs for six months, it is realized, instructions to branch managers are positive that no time must it be permitted to fall below a minimum of the estimated parts that will be needed for four months in advance.

Announcement of this new order was made here last week by R. E. Gibbs, Western division manager for Willys-Overland, Inc., with headquarters in San Francisco. He was in Portland in the course of a trip of inspection of the parts departments in the Portland, Seattle and Spokane Overland-Pacific branches.

No Danger of Shortage. Mr. Gibbs was formerly a representative of the general parts department of Willys-Overland at Toledo. But he was recently transferred to take charge of parts for the Western division, where special supervision was required because of the possibility of the freight car congestion holding up shipments of parts from the factory.

There is now not the slightest danger, however, of a shortage in any Overland parts, Mr. Gibbs gives assurance. The new order provides ample leeway against almost any possible freight shortage. Ordinarily, says Mr. Gibbs, 30 days is more time is required to obtain any parts ordered, and in any quantity, from the factory. And to allow 60 days is giving a double factor of safety. But the new Willys-Overland arrangement goes even that leeway 100 per cent better, for by requiring every branch to have on hand never less than a supply of parts for the next four months a two months' margin is provided over the slowest freight transportation.

Big Reserve Margin. And ordinarily even this big margin will be increased, for branches will usually have six months' supply of parts. "The Willys-Overland Company realizes the great importance of having its owners of adequate service arrangements," said Mr. Gibbs. "And service cannot be given if parts are not available. To provide against any possible contingency, such as a freight blockade that might cut off any part of the country from the factory, arrangements have been made for local dealers to carry a large reserve stock of parts at all times.

These parts, of course, represent a big investment. However, it is an investment that pays. Satisfied owners are one of Willys-Overland's biggest assets, and our policy in regard to parts and service enables us to keep Overland owners satisfied. "We now have parts depots through the United States so located that none of them is further than 24 hours by express from another depot. In case of any emergency additional parts can be obtained by express from another depot within 24 hours.

Portland Branch Supplied. "I find the Portland Overland-Pacific branch already has practically a six months' supply of parts. The manager of the parts department here, L. D. Ames, who works under Branch Manager H. H. Eiling, brought up in our parts service. He is typical of the men who make up the Willys-Overland organization.

"When we promote a man we do so from our own organization. We like to get a young man early, when we can inculcate in him the Willys-Overland high ideals of service, usefulness and courtesy, and then to advance him as he merits it."

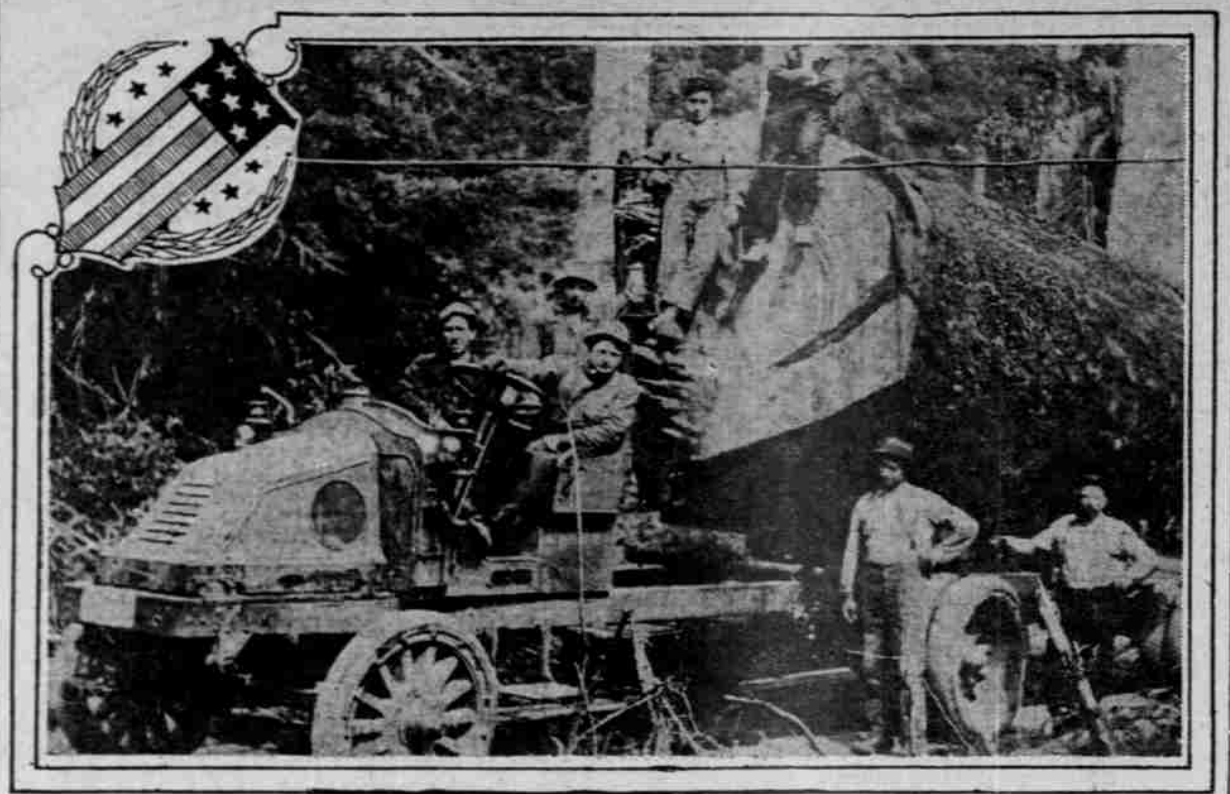
W. L. Powell, head of the accessory department of the Covey Motor Car Company, has been receiving some remarkable reports from motorists who have had installed on their cars Grus leaf spring oilers, for which the Covey Motor Car Company is Oregon distributor.

This oiler is a small and very simple attachment, but Mr. Powell will testify that it certainly adds wonderfully to riding comfort. This it does by lubricating the leaf springs and thus limbering up the whole spring. "Grease and graphite are only temporary substitutes for oil, which is the only proper spring lubricant," said Mr. Powell. "The great difficulty has been to apply the oil and get it between the leaf springs. This difficulty the Grus leaf spring oiler meets perfectly. Any motorist who has been bothered with hard riding, rusty old springs, will be positively astonished to note what a difference in the riding qualities of his car these spring oilers will make.

"Not long ago I sold a set of these oilers to a car owner whose springs were literally brown with rust. He questioned the wisdom of buying them because he said they could never be effective on his springs, because of their rustiness. However, I persuaded him to give them a trial, putting a solution of two-thirds kerosene in the oil cup of the Grus oiler for the first few days so as to cut the rust. "The result was astonishing. I saw that car a few days later. The old rusted that the springs that had made them so stiff that riding in his car was very uncomfortable had been dissolved and had run out in a brown liquid. The springs were perfectly lubricated and the car rode like a new model. "In six months that the Covey Motor Car Company has been handling the Grus spring leaf oiler some 600 sets have been sold, not one of which has been returned.

Eliminating Smoke. A good smoke costs less in Havana than anywhere else in the world, always provided, however, that the smoker is not an automobile, says American Motorist. So long as gasoline was only 4 cents a gallon, automobiles in Cuba smoked just as noisily as they did elsewhere, but now, since the price of gas has gone up to 12.25 per gallon, smoking automobiles are as rare in Cuba as the non-smoking ones.

KELLY-SPRINGFIELD 3 1/2-TON TRUCK WITH UNIVERSAL TRAILER BRINGING OUT BIG SPRUCE LOG AT CLALLAM BAY, WASH.



Kelly-Springfield trucks are being much relied upon by the Government in its spruce operations. The one shown in the photograph is carrying a spruce log that scales 1200 feet. It is 10 feet in diameter and weighs more than 12 tons. The Kelly-Springfield distributor in Oregon is the Manley Auto Company.

HUP CONQUERS MUD

New Model "R" Gets Through Pass Creek Canyon.

HEZ ROBERTSON AT WHEEL

Manley Auto Company Representative Takes Hupmobile Through Canyon Under Its Own Power. First to Jacksonville, Or.

The first passenger car since the Fall rains has gone through Pass Creek Canyon, Douglas County's famous winter mud handicap on the Pacific Highway, under its own power. The car was a 1918 Hupmobile Model "R," driven by Hez Robertson, of the used car department of the Manley Auto Company. He was on his way from Portland to Jacksonville to deliver the car to Joseph Cronemiller, Deputy Sheriff there. Mr. Cronemiller, being the owner of an earlier model Hup, was rather prejudiced in favor of the car, but hadn't absolutely promised to buy. But when Hez drove into Jacksonville with the new Hup, covered as it was from man to cover top with Pass Creek Canyon mud, Mr. Cronemiller hesitated not a moment longer, but paid down his money and took it.

Second Trip Not So Hard. And what is more, he made it. His return trip through the canyon was two days later than his first trip through. The weather had been warm those two days, had mudholes had dried up considerably, and as a result Mr. Robertson found the trip back really easier than the first trip. "And that first trip, which was made on Thursday a couple of weeks ago, he says he will not forget for a long time. He left Portland on Wednesday and drove to Cottage Grove the same day. "And I was a foolish young man, as I very soon discovered," said Mr. Robertson. "It took me three hours to gain the other end. Most of those three hours were devoted to reaching the other side of one awful and bottomless stretch of mud half a mile long and of unfathomable depth. "Outside of this one mudhole, which is in a dip near Comstock, nobody should have trouble in driving through Pass Creek Canyon, for the rest of the road there is in better condition than I have ever seen it."

"But that mudhole—I got into it, and I thought I would never get out. The mud was absolutely bottomless. The car would sink down until the body would be resting in mud. "The only possible way to make progress was to step on 'er and move forward by jerks a few feet at a time. This I did for nearly three hours be-

ROADS GETTING BETTER

COOS AND CURRY HIGHWAYS ARE NOW OPEN.

Machines Drive Through From Gold Beach to Marshfield and Find the Going Fair.

MARSHFIELD, Or., April 20.—(Special.)—April weather has brought about a betterment of highways in Coos and Curry counties and several machines from the southern part of Curry County have come through to Coos Bay, a distance of about 113 miles from Gold Beach. "I never appreciated fully the advantages of a light, compact car until that battle with the mud. A heavy car could never have got through, but it would be sinking yet. "After getting through this mudhole, I found the roads very good to Jacksonville. "I already explained, Mr. Robertson found the going considerably better two days later when he came back that way in Mr. Cronemiller's old Hupmobile. The mud had hardened quite a bit, and though the performance of the first trip had to be repeated at times, it was not such a prolonged ordeal as before. "If this weather keeps up," said Mr. Robertson, "I believe any car can easily get through the canyon by another week. By May 1, the canyon ought to be open to ordinary passenger car travel."

"Pepp" Is His Name, and He Is Full of It.

New Sales Manager for Brunns Motor Car Company Right on the Job.

"WHAT'S in a name, anyhow?" ruminated Isaac Brunns, of the Brunns Motor Car Company, Lexington Six distributor, as he looked at the name of a man the other day who had just been recommended to him as salesmanager. The name was David C. Pepp, Residence, Chicago. Recommendation, the highest. "Pepp, Pepp," continued Mr. Brunns to himself. "Well, that sounds good. I'll just engage this Mr. Pepp." And a wire to Chicago that same night clinched the deal. "Whereupon, just week, appeared in Portland David C. Pepp and took immediate charge of Mr. Brunns' sales force. Mr. Pepp apparently is as active as he sounds. He says the Lexington is one of the most popular cars in the East, and that as soon as folks out this way have an opportunity to learn all its good qualities, the factory will not be able to ship them out fast enough to Mr. Brunns. Incidentally, he is also on the lookout for a couple of live salesmen. Mr. Pepp isn't a stranger to Portland. He used to live here and has many friends in town.

How to Test Oil Level.

When testing the oil level by opening the level cocks in the crank case, it is essential to run a wire through the cock before concluding that the level is low. It frequently happens that sediment settles over the level cocks and prevents the flow of oil in spite of the fact that there is plenty in the reservoir. Eighty per cent of the European output of oil is produced in Russia.

GOVERNMENT USING PORTLAND-MADE TRAILER IN GETTING OUT SPRUCE.



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the companies to become producers as well as refiners and distributors. Kansas has 31 refineries, with a daily output of 15,375 barrels of crude petroleum. For eight years Standard Oil has been under the guardianship of the Kansas Supreme Court and was prohibited from producing any oil on its own account.

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—makes Today's Record read Every 3d Truck in Oregon is a

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