

## MOTOR CAR DEALERS PLEASED WITH SHOW

Members of Association Enjoy  
Banquet at Benson.

## BOARD MEMBERS PRAISED

Portland Automobile Men Plan Even  
Greater Things for Northwest  
Automotive Industry.

Members of the Dealers' Motor Car Association of Oregon, under whose auspices the 1919 automobile show was held in the Hippodrome building February 24 to March 2, gathered around the banquet table at the Benson hotel Wednesday evening to hear reports on the exhibition. The guests united in declaring that the show was successful in every particular.

Speakers were optimistic regarding the future of the automotive business in Oregon and made a number of suggestions to improve business methods and service that were received with enthusiasm.

The association's board of directors, which consists of A. B. Manley, president; C. M. Menzies, secretary-treasurer; M. O. Wilkins, manager, and H. H. Eling, H. M. Covey, received praise for the manner in which it planned and conducted the show. On motion of C. L. Boss a committee was appointed to select a gift for each member of the board as an expression of appreciation of their services.

M. O. Wilkins, manager of the show, presided during a brief and informal programme and then turned the reins over to A. B. Manley, who acted as toastmaster. Mr. Manley reviewed former shows and the activities of the board of directors for this year's show, expressing his thanks to each of the members for their work.

Among the speakers were M. O. Wilkins, A. B. Manley, C. M. Menzies, H. H. Eling, H. M. Covey, C. L. Boss, A. H. Knaus, Charles G. Irwin and R. F. Pike.

Those who attended the banquet were: A. B. Manley, M. O. Wilkins, G. E. Horn, E. E. Cohen, Bert Eling, L. V. Rawlings, Charles G. Irwin, A. L. Denney, J. H. Graham, P. B. McCracken, H. A. Yeager, N. J. Carey, Ora P. Willis, W. R. DeLay, J. Chandler Egan, W. J. McCallum, S. M. Hulm, A. B. Cutler, A. C. Stevens, C. L. Boss, A. H. Brown, A. L. Smith, Howard M. Covey, A. H. Knaus, Frank B. Thompson, S. G. Wershekol, C. M. Menzies, A. B. Smith, C. N. Pritchard, C. G. Francis, Dea Wright, A. Junge, L. Therkelsen, Isaac Bruun, W. D. Chiesman, Lewis E. Obye, R. F. Pike, Arnold Cohen.

Car association of Oregon which these men represented are:

Apperson Motor Car company, Atterbury Truck Sales company, Auto Rest Garage, Ballou & Wright, C. L. Boss Auto company, Braly Auto company, Bruun Motor Car company, C. H. S. company, Cook & Gill company, Covey Motor Car company, Cutler Manufacturing company, Diamond T. Truck Sales Agency, Daniels Sales Agency, Charles C. Fagan company, Inc., Francis Motor Car company, H. J. Graham, Howard Motor company, Manley Auto company, Mitchell, Lewis & Staver company, Northwest Auto company, Northwest



W. J. McCallum, experienced automobile man, who has just been made manager of the Northwest Auto company.

Oakland company, Obye Motor Car company, Oregon Motor Car company, Oldsmobile company of Oregon, Palace Garage, Inc., Portland Motor Car company, Regner, & Fields, Inc., Roberts Motor Car company, Robinson-Smith company, Rushlight & Penney, Inc., A. C. Stevens, Talbot & Casey, Inc., Twin States Motor Car company, E. D. Van Dersal, W. H. Waiteford, D. C. Warren Motor Car company, Westworth & Irwin, Willys Overland Pacific company.

### Gummed Pistons.

When the crank shaft turns over with a steady and unusual resistance it probably means that there is a deposit or gummy substance under the piston rings. This may be removed by putting an ounce or two of kerosene through the petcock of one cylinder at a time and running the engine with the spark plug wire disconnected to that cylinder for a few minutes.

Don't neglect the lubrication of your car. Watch your pressure gauge.

## McCALLUM NEW MANAGER

EXPERIENCED MAN APPOINTED  
TO SUCCEED MENZIES.

Northwest Auto Company's Chief  
Comes to Organization With  
Established Reputation.

W. J. McCallum, with the International Harvester company for 31 years and an automobile man of wide experience, has been promoted from department manager to manager of the Northwest Auto company by Fred W. Vogler, president of the company, to succeed C. M. Menzies, resigned. Mr. McCallum assumed his new duties with a record for past performances which his friends declare insures his success in his new position.

During the years that he was with the International Harvester company Mr. McCallum was in charge of some of the firm's largest branches, including the one at Edmonton, Alberta, Canada.

He left Canada for Mrs. McCallum's health and came to Portland, arriving several months ago. He was with the International people here for a while and then entered the employ of the Northwest Auto company as manager of the truck department.

When Mr. McCallum's appointment as manager was announced all the department heads of the company tendered their resignations to him, all of which he refused to accept, declaring that the men had been hired by Mr. Vogler and his predecessor and had made good.

"Before coming to the Northwest Auto company I was well acquainted with the concern by reputation and am proud to be associated with the company," Mr. McCallum said yesterday.

"So far as I am concerned the aggressive and progressive policies that have proven successful in the past will be continued. I feel that I will have the loyal support of the entire organization in my new work."

## GARFORD WINNER IN DENMARK

American Truck Excels Those of  
Foreign Make in Rigid Test.

News of a secret test conducted by military authorities of Denmark and involving 20 American and foreign-built motor trucks has just been received in the United States.

The trials resulted in a victory for American automotive engineering. A Garford truck won first place in the competition.

The information concerning the investigation comes in a letter to President E. A. Williams Jr., of the Garford Motor Truck company from F. Bulow & Co. of Copenhagen.

The test was an unique one, secretly conducted. Without announcing their intentions Danish military officials obtained one each of 20 different makes of trucks, both American and foreign.

These trucks were disassembled and accurate and minute measurements were made of cylinder bores, bearings, gears and various other parts upon which there supposedly is much wear.

The trucks were then reassembled and placed in regular military service. For two months the trucks underwent the most rigid tests. Over roads which in this country would be termed impassable and in all sorts of weather they hauled heavy materials for gun factories, munition works, etc., for great distances.

The work was proportioned evenly among the 20 trucks and accurate records were kept in order that all should cover the same mileage and operate under the same conditions as to load, road and weather.

At the end of the two months the trucks were torn down a second time and accurate measurements of the various parts were made as before. This, of course, was to ascertain which of the trucks withstood the strenuous service with the least evidence of wear.

The results disclosed that the Garford led all competitors.

## BUICK TRACTOR SUCCESS

WAR MACHINES BUILT FOR THE  
BRITISH DISTINCT IN TYPE.

Engine Differs From Conventional  
Car Only in Lubricating  
System.

The Buick Motor company has been making a military tractor for the British government, according to word received by the Howard Automobile company, distributors for the Buick passenger car here. This tractor differs materially from the tractors utilized by the United States government for towing and carrying purposes, and for this reason is of special interest.

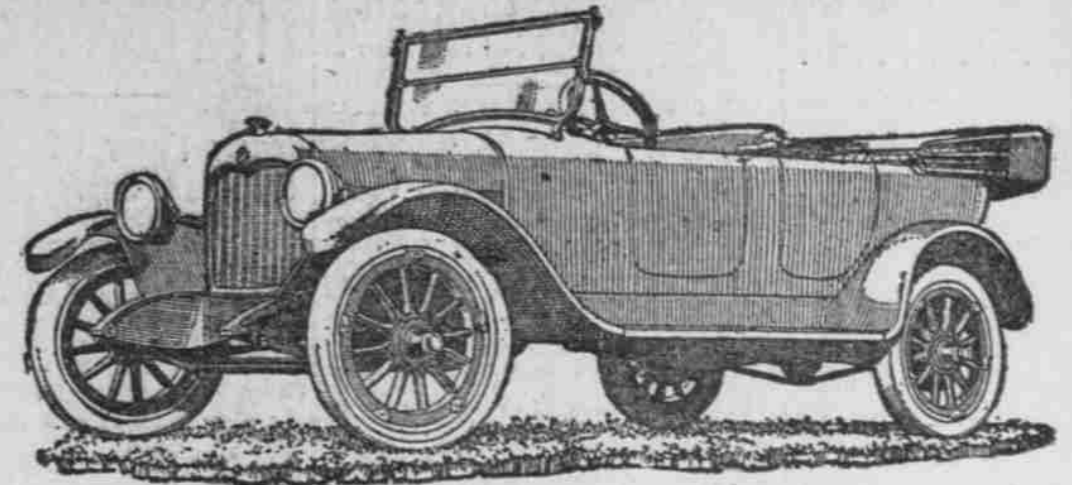
The fact that many fundamental ideas used in the construction of Buick passenger cars have been adopted by the British designers of the truck is a tribute to the well-known American manufacturer. The tractor in the main is distinctly British in principle, its particular distinction being that it is built up with what is called the hull, upon which the body, power plant and transmission system are carried, and which also provides the support for the tracks. It is, in fact, a magnified sled that runs over metal tracks.

The engine, a standard six-cylinder, four-cycle Buick design, differs from the conventional car motor only in the construction of its lubricating system. The bore and stroke of the engine are 3 1/2 inches and 4 1/2 inches, respectively. The cylinders are cast in bloc and have all the valves in the head.

The lubricating system differs from the standard Buick motor in that it has a compound gear pump instead of a single gear pump. The Deico motor generator is used in the Buick, while the carburetor, of standard Marvel design, such as is found in Buicks, is located on the left-hand side of the engine.

## South America Takes Tractors.

In the fiscal year of 1918 more tractors were shipped from the United States to the Latin-American countries than in all of the preceding four years, according to a daily consular report.



## Each New Day Brings a Better Maxwell

MOST anyone would think that after building motor cars on one chassis plan that close on to perfection would be reached.

That is true in a large measure; but it happens to be only the point at which the Maxwell executives began.

They decided to keep on building Maxwells better and better as each new day went by.

The locomotive engineer drives his engine better every day. The banker who loans money does so with more and more judgment. The man at the forge—likewise.

This is the principle on which the Maxwell is built. It is not new in the business world. But it is sound.

And today, with 300,000 Maxwells built on this plan, anyone will readily understand—

Why a Maxwell runs on and on and never quits with age;  
Why a Maxwell seldom turns in at a repair shop;  
Why a Maxwell is so eagerly sought for in the second-hand market.

One of the last of more than 100 improvements made since the first Maxwell was built is the appearance.



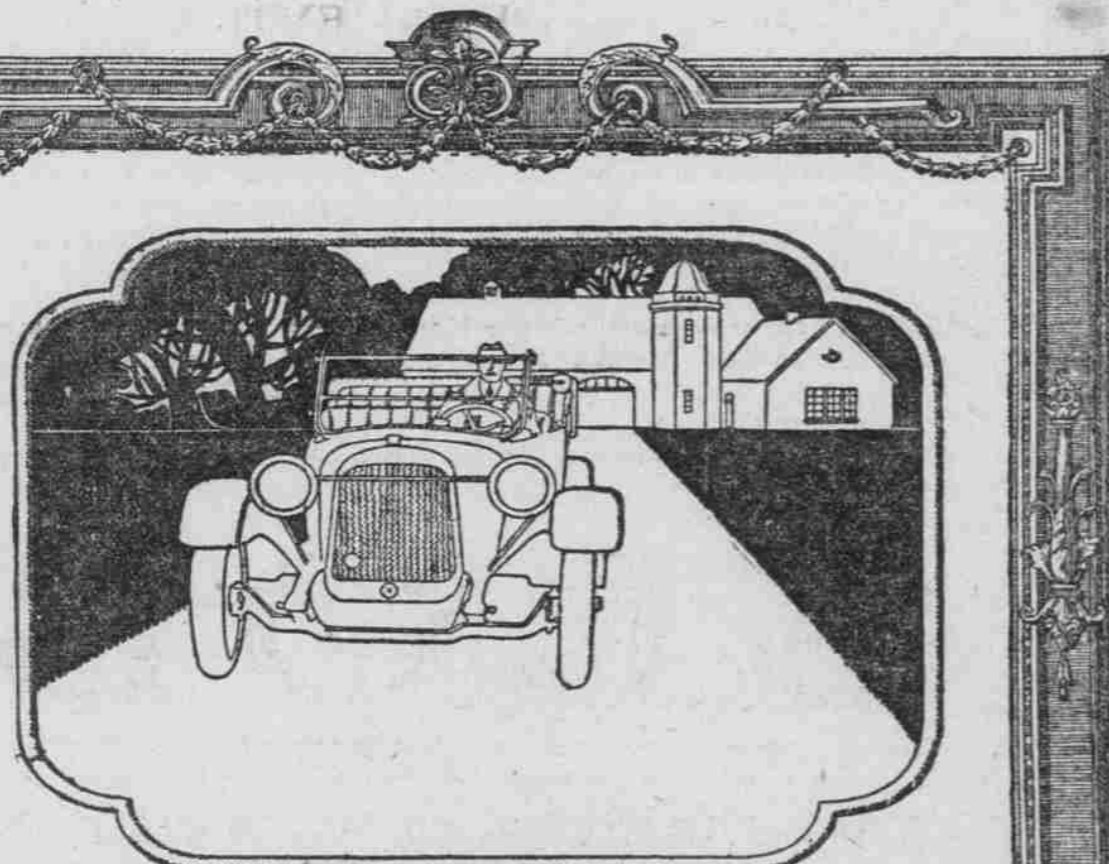
Let your eyes glance over this present-day Maxwell and you'll think the price \$200 more than we ask for it.



## 46 Miles Per Gallon With a Maxwell Car

Maxwell Motor Sales Corporation giving us a \$500 prize for driving Maxwell car, owned by Mrs. Ora G. Sharp of 107 1/2 Fourth St., over 46 miles on a gallon of gasoline, with a representative of The Oregonian and a representative of the Journal in the car at the trial.

**C. L. Boss Automobile Co.**  
615-617 Washington St. Portland



## A Hot Spot Chalmers Knows Neither Altitude Nor Weather

ANYONE who has motored much knows how a change of altitude—even of 600 feet—affects the average car. And when the weather changes, even if you never leave your home town, what a terrible affair it is to get your motor "running right."

A Hot Spot Chalmers knows neither altitude nor weather. For the Hot Spot device is proof against both.

No matter what the day, no matter where you are on the map, the Hot Spot carburizes the gas into a "dry" vapor from which all the power is wrung with amazing ease.

It is throbless, frictionless power, and on a cold day the engine runs warm in an instant or on a hot day runs cold consistently.

For "pulverizing" gas nothing yet has equalled the Chalmers Hot Spot and for racing it into the cylinders (a trick that is highly important), nothing has ever been made to approach the Ram's-Horn.

Either one of these two magnificent devices are worth an hour of any man's time. Both of them provide you a mental feast on modern engineering that you'll long remember.

Come and see them. They've made the Chalmers one of the few great cars of the world.



**C. L. Boss Automobile Co.**  
615-617 WASHINGTON ST. PORTLAND

FOR  
GOOD

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CARS

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