

HEAVY DUTY TRUCKS USED IN NORTHWEST

Representative of Diamond T.
Discusses Conditions.

3½-TON JOB IS FAVORITE

T. C. Huxley Jr., District Sales
Manager, Says Operative Condi-
tions Harder Than in East.

The Pacific northwest is one of the best markets in the country for heavy trucks. So declares T. C. Huxley Jr., district sales manager for the Diamond T Motor Car company, with headquarters in Seattle, who is in Portland in the course of a trip over his territory. Mr. Huxley has some figures to back up his statement. Though the Diamond T truck has not been represented in Oregon very long, there are already a large number of these trucks in road and logging work throughout the state, and the demand almost invariably has been for heavy duty trucks.

"Eighty per cent of our truck sales here, and the same applies to Washington," said Mr. Huxley, "have been for 3½-ton trucks. This is so unusual a situation that the factory has been taken off its feet by it, you might say. They consider it a very remarkable fact for in the east the truck size for which there is the biggest call is the 2-ton job."

Diamond T on Road Jobs.
"Our 3½-ton jobs are made with such over-size specifications, including an exceptionally heavy frame and large motor, they are equivalent to the ordinary 5-ton truck. The 3½-ton size is proving immensely popular on road work. We now have about 10 trucks working for contractors on the lower Columbia river highway paving work between Portland and Astoria."

"This last week we sent four big 3½-ton logging jobs, with trailers, to Klamath Falls. These were driveway deliveries, down the Pacific highway to Ashland, and thence across to Klamath Falls. This is a pretty long drive-away, but nevertheless it serves two useful purposes. First, it advertises the truck, and secondly, after such a drive the trucks are in perfect condition for work by the time they arrive—broken in before they are delivered. We send a mechanic along with them to make any minor adjustments necessary."

"Our factory, which is at Chicago, considers the Pacific northwest one of its very best markets, not only at present, but potentially. I have just received word from the factory that one of the head mechanical inspectors is shortly to come to the northwest, to go over trucks for users."

Best Grades Out Here.
"Conditions of operation are so much different out here than in the east and middle west that the factory as well as the owners will be greatly the gainer by his visit here. Back there a truck owner thinks he is doing something wonderful if he drives up a 7 per cent grade, while in the Pacific northwest going up 14 to 20 per cent grades is all in a morning's work."

"For example, I was in Astoria the other day, and rode myself on a Diamond T truck up a 14 per cent grade right in the city. The Diamond T owner didn't realize it was even a grade, he was so used to it, and even greater ones."

Though Mr. Huxley's headquarters at present are in Seattle, he is arranging shortly to remove to Portland and make this his base of operations for Oregon, Washington, northern California, Idaho, Utah, western Wyoming, eastern Nevada and British Columbia—that's all.

August Jung, Diamond T distributor for Oregon, says Mr. Huxley has worked up a remarkable business in Diamond T trucks for the brief period he has represented the truck here.

PLANES SOLD JUST LIKE CARS

Boston Company Acquires Ground
for Hangars and Beginners.

BOSTON, Mass., June 28.—Airplanes for sale on the same basis as cars and trucks is now an accomplished fact in Boston. C. E. West, manager of the Stewart Truck company, has leased the old camping grounds at Boxford and is building six hangars. That will be the training ground for flyers and exhibition field.

Mr. West has in shipment to him here five machines, and five more are to be delivered before June 15. One of these is on exhibition in his sales-room, where he will keep on hand a stock of parts and give service just as he does for the motor vehicles. The others will be housed at Boxford until sold and will be used in flying.

AIR CASUALTIES ARE HEAVY

French Flyers Suffer Big Losses
Last Year.

PARIS, June 28.—During the first six months of 1918 casualties among French air pilots and observers attained 71.3 per cent. This included 16 per cent killed, 25.3 per cent wounded, and 29.4 per cent missing. Of these latter 70 per cent were afterward reported killed. In aerial flights 116 pilots were killed, and 213 by accident. In comparison with this it may be stated that the infantry during the same period lost only 51 per cent. Gunners, bombers and mechanics are not included in the figures of losses.

Magneto Failure.

Irregular magneto action sometimes occurs because of end play in the armature bearings. The end motion of the armature may be sufficient to upset the action of the contact breaker and render the time of firing uncertain and irregular. Inserting a fibre washer to take up the slack is the correct remedy.

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to
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AND FLANDERS**

UNIVERSAL TIRE FILLER COMPANY EXPANDING.



C.H. Gossett

George W. Germain

WHY SPEEDOMETER QUIT

IT HADN'T BEEN LUBRICATED IN
SEVERAL MONTHS.

Stewart Service Station Manager Re-
lates Experience With Un-
thinking Motorist.

"A somewhat indignant motorist drove into our service station a short time ago and complained that his speedometer had stopped recording," said Thomas M. Hart, manager of the local Stewart products service station, the other day.

"He was all worked up over it, and I, too, was somewhat surprised until I began to question him."

"How long have you had your car?" I asked. "A little over a year, I guess," he replied.

"Ever had any trouble before with your speedometer?" "Oh, no, not a bit until this morning."

"How far have you driven your car?" was my next question. "Nearly 10,000 miles," was his proud reply.

"Have you kept the swivel joint and flexible shaft well lubricated at all times?" I ventured.

"I put some grease in the cup on the swivel joint about four or five months ago, I believe, but I have never touched the flexible shaft."

"The mystery was solved, I thought. I detached the shaft and found that a link was broken. I showed the chain to the man. It had been running inside the casing perfectly dry, without a speck of grease, for several thousand miles, undoubtedly."

"Then it was my turn to deserve to feel a little indignant at least."

"During the past year have you ever put any oil in your car?" I asked politely. "Oh, of course I have. I never

permitted my car to run without sufficient oil."

"Listen, my friend, why not give the Stewart speedometer the same attention, the same chance to make good? Do you not realize it is a finely constructed piece of mechanism that revolves at an average speed of 600 revolutions a minute as long as you drive your car?"

"There will never be any strain upon the flexible shaft chain if you will only keep it lubricated. Why, do you know this the twisting of a cotton string that will operate a Stewart speedometer? Think how perfectly it's balanced and jeweled. There can be no strain, therefore, on the shaft chain if it is lubricated. And yet, to be sure beyond even reasonable doubt that the chain will not break, each link is individually subjected to a one-half horsepower twisting test and then put through the same test again after the chain is assembled."

"You can readily see that there is hardly the remotest possibility of any Stewart flexible shaft giving trouble if the motorist will simply give it the same attention he gives the other parts of his car."

POOR CONTACT AND BATTERY

It's Hard on Whole Electric System
of the Car.

The starting motor takes the current from the storage battery through brushes. It sometimes happens that these brushes, for various reasons, are not making proper contact, and this means more or less failures of the system. When trouble arises in this system these brushes should be carefully examined. Again, one of the cells of the storage battery runs down before the others, which are therefore called upon to do more work than they are able to handle. Also a grain of grit or foreign matter may be between the contact points of the switch and may make a world of trouble before it is discovered and dislodged.

HOT WATER AND THE BATTERY

It Has Its Uses to Soften Pitch Seal-
ing Storage Battery.

Hot water may be used for softening the pitch which seals the storage battery. A convenient apparatus consists of a can holding about five gallons of water and provided with three cocks to which are connected three lengths of hose which run to the openings in the

three cells. The water is heated by a single-burner gas stove, and when boiling hot is run into the cells until the pitch is softened. It is advisable to drain out the acid before starting. Also it is desirable to place the battery in a large pan or sink to confine any escaping water.

FUMES BAD, DON'T YOU KNOW

Londoners Complain of Smell of
Gasoline Used There.

Residents of London have been complaining recently of the foul gases emanating from the poor quality of gasoline which motorists are compelled to use. It is said that the fumes aggravate lung troubles.

"One effect of the carbon monoxide

sooner we get good petrol the better it will be for our health. I do not fore they could get from a vehicle in health. The fumes are rapidly diluted be harmless."

with immense quantities of air. Be-

to the road to the pavement they would

be harmless."

be harmless."

be harmless."

be harmless."

be harmless."

be harmless."

be harmless."

be harmless."

be harmless."

be harmless."

MICHELIN

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31 x 4	27.90	4.50
33 x 4	34.50	5.50
34 x 4	35.75	5.70
Oversize Cord Casings		Tubes
34 x 4	51.25	5.70
34 x 4½	58.00	7.10
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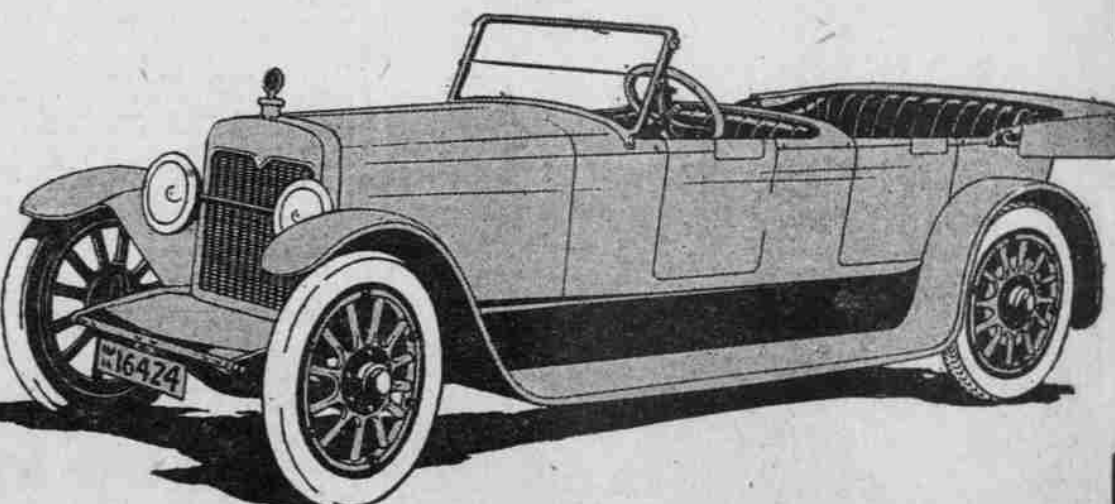
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