

PRODUCTION OF CARS INCREASED RAPIDLY

But the Big Trouble Now is to Get Rail Shipments.

FACTORIES UP AGAINST IT

More New Models at the New York Auto Show, but Fewer Special Jobs, Says F. W. Vogler.

"Automobile production is increasing rapidly, but the big difficulty now is to get freight cars. For the past two or three years the factories seem always to have a new ailing for being unable to give us more cars. Sometimes their reasons are more consistent than at other times, but now when they place responsibility on the railroads and can show hundreds of finished cars awaiting shipment, we simply have to acknowledge that the problem is beyond their control."

So declared F. W. Vogler, president of the Northwest Auto company, on his return last week from visiting various factories represented by the Northwest Auto company, and taking in the New York automobile and truck shows. He doesn't see much prospect of improvement in the way of help from the railroads in overcoming the freight car shortage, to judge from the following: "I could get very little encouragement from railroad officials as to when we might expect improvement in freight car conditions. I suggested to one or two that when the roads are returned to private ownership by March 1 there should be improvement because of the return of competition. They pointed out, however, that very little new rolling stock has been added to any road for the past three years, and that it takes thousands of cars annually to replace those lost in wrecks and those that die natural deaths and find their way to the scrap heap, let alone provide for any increase."

More Models Than Last Year.
"The late James J. Hill forewarned this condition several years ago and repeatedly warned that railroads were not increasing their rolling stock fast enough to take care of the increased demands that would inevitably be made upon them. Present conditions more than sustain his forecast."

Of the New York automobile show, Mr. Vogler says that whereas last year there were 57 different models of cars on exhibition this year the number totaled 81, an increase of 24. Last year the show was conducted by the automobile dealers of New York, while this one was staged by the manufacturers. It is altogether likely that all future New York shows will be under the auspices of the National Automobile Chamber of Commerce, he declares. The reason for this is that the manufacturers have always taken advantage of the New York show to introduce their new models and invited all their distributors and dealers to come to the show.

As a consequence the New York dealers found that they were conducting the show for the benefit of manufacturers rather than for themselves, so this year they arranged with the factories to conduct the whole show as in the past. Mr. Vogler commented on the absence of freak designs and special paint jobs. Very little change, if any, was noticeable in body construction, but there were some chassis changes. The absence of brightly-colored cars, he says, was undoubtedly due to the fact that the manufacturers controlled the show, and they discouraged the demand for specially-painted cars. Most factories establish a standard color, generally dark blue or black, and any variation from that means upsetting the routine of their factories.

Special Paint Jobs Costly.
"Orders are piled up so high nowadays," said Mr. Vogler, "that the whole effort is centered on quantity production. Further, I am told, the difference in cost of turning out a specially-painted car over the regular color is greater than the average person realizes. If a purchaser were asked to pay the actual difference he would imagine he was on the scent of a profiteer, and to avoid this the job is always quoted at a loss. Another noticeable feature of the show was that practically all cars selling around \$1400 and over were six-cylinder."

"There was also an increase in the number of eight-cylinder cars shown this year. The Lafayette, an eight made by Messrs. White and Howard, formerly with the Cadillac factory, caused much favorable comment and was a big center of attraction for dealers and distributors. There was also a much larger display of accessories than in former years and the opinion was expressed that the day will soon come when there will be exclusive automobile accessory shows."

"I could not help noticing the different atmosphere among manufacturers and distributors. It may be an indication of a permanent change of conditions. At all former New York shows factory representatives were solicitous of the distributors, but in those days the factories had to hustle for business. This year, with their output sold for months ahead, their attitude was entirely different. They seemed to assume a free and independent air, and it was a case of the distributors paying court to the manufacturers."

FIVE-MILE ROAD TO BE BUILT

Lewis County Commissioners Call for Bids for Concrete Pavement.

CENTRALIA, Wash., Jan. 24.—(Special.)—Monday, February 16, at 2 P. M., the Lewis county commissioners will open bids for the construction of five miles of concrete pavement between Winlock and Cowitz prairie to be built under the Donahoe road law. The pavement will be 18 feet in width and will connect the metropolis of southern Lewis county with the Pacific highway. J. E. Price & Co. of Seattle recently purchased the bonds amounting to \$138,000 to provide funds for this work.

Construction of this job will be the first in Lewis county under the Donahoe law, but other neighborhoods are making plans to avail themselves of the plan.

Bucoda Wants Highway.

CENTRALIA, Wash., Jan. 24.—(Special.)—Bucoda citizens in the near future plan to send a big delegation to Olympia to place before Governor L. F. Hart and State Highway Commissioner James Allen the matter of routing the Pacific highway between Centralia and Tenino, through Bucoda instead of Grand Mound, as at present.



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WHAT ANNEALING MEANS

MACK CHIEF HERE TELLS OF ITS ADVANTAGES.

Mack Truck Cylinder Castings Are Put Through Special Heat Treatment Processes.

Many inquiries are made daily by visitors to the salesroom of the International-Mack corporation who are interested in inspecting the special display chassis. This chassis is of an AC model Mack truck with all moving parts exposed and electrically operated. One of the questions almost invariably asked, according to F. C. Atwell, general manager, is: "What do you mean when you say the cylinders and pistons of the Mack truck are annealed?"

"It is because the cylinders and pistons of Mack trucks are annealed that the cylinders are cast in pairs," explains Mr. Atwell. "The annealing process takes place after they are bored, following which they are finished. Annealing is for the purpose of relieving casting strains. When iron is poured and cools in the mold, it shrinks. This shrinkage is uniform all over the surface. Owing to the intricate shape of a cylinder casting, this causes unequal stresses within the metal which cannot entirely be obviated even by the most careful shaping of the patterns to equalize these strains. By annealing, which is simply heating to a cherry red and holding it there for several hours, the iron is made soft enough to stretch inside, thus relieving the stresses."

"Annealing, furthermore, acts on cast iron in the same way as heat-treatment improves steel. It takes out the hard spots and makes the metal of even and homogeneous texture. This permits the cylinders being finished by the reaming process, more accurate than grinding. Those who do not anneal the cylinders must grind them because the metal is of uneven texture and a tool will spring over the hard spots."

"If the cylinders and pistons were not annealed, which in practically all other engines they are not, a partial annealing process will take place after being put into service, due to the heat of combustion while running."

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- 30x3 Ribbed.....\$ 9.85
- 30x3 1/2 Non Skid..... 13.75
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- 34x3 3/4 Non Skid..... 31.75
- 31x4 Non Skid..... 19.85
- 32x4 Non Skid..... 23.00
- 33x4 Non Skid..... 24.25
- 34x4 Non Skid..... 24.75
- 36x4 Non Skid..... 32.00
- 32x4 1/2 Non Skid..... 27.80
- 33x4 1/2 Non Skid..... 29.50
- 34x4 1/2 Non Skid..... 31.60
- 35x4 1/2 Non Skid..... 29.75
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- 37x4 1/2 Non Skid..... 43.50

32x3 1/2 CORD—\$31.75
8000-mile Guarantee

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BRISCOE GETS BODY PLANT

John Bohnet Company Reported to Have Been Absorbed.

The Briscoe Motor corporation is reported to have acquired the John Bohnet company of Lansing. The Bohnet company is one of the largest manufacturers of closed automobile bodies, and in taking over this plant every facility for building all the bodies for Briscoe closed models is assured. Several changes and improvements to the present plant will be made to take care of 1920 Briscoe production.

REPAIRS DON'T WORRY HIM

Hudson Owner Goes 126,000 Miles at Repair Cost of \$28.27.

Driving 126,216 miles with a total repair expense of \$28.27 is the proud record of G. T. Carlisle of Pomona, Cal. Mr. Carlisle is with the American Beet Sugar Co. at Chino. Two years ago they bought a Hudson Super-Six, according to Mr. Carlisle, had 126,216 Hudson miles to November 1 with only one expense, occasioned when super-six was bumped by another car, entailing an outlay of less than \$30.

Gasoline Weights.

Car owners may be interested to know that 64 test gasoline, which is about what we get now, weighs half an ounce over six pounds to the gallon. On the other hand, the 74 test gas that we once got weighs five pounds and 12 ounces to the gallon.

Safeguard Your Winter Hauling



YOU can count on the storm-battling ability of White Trucks. Deep snows may impede but cannot stall them. After the great blizzard in Philadelphia winter before last, the city's transportation facilities were practically halted—with the exception of White Trucks. This was also true in other cities.

Whenever road conditions are adverse and few wheels are turning, the sustained performance of White Trucks is always in evidence.

In White 3-3 1/2 and 5-ton trucks with Double Reduction Gear Drive this ability to conquer severe conditions has been still further developed.

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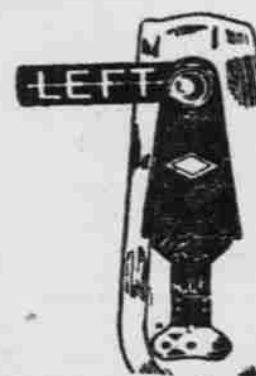
1 1/2, 2, 3 1/2 and 5 Tons

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