

ROMANCE OF MOTOR TRUCK IS RELATED

Railways Give Way to New Fast Invaders.

SHORT HAUL IS FOSTERED

Dan Gilkey Tells of Modern Development of Infallible Means of Fast and Sure Transport.

One of the romances of modern business in the United States is the development of the motor-truck industry. This wonderful industry has grown from a mere "lot" in 1908 and 1909 to one of the greatest factors in the transportation system of the country.

Trucks are eliminating many short-line hauls of the railroads because these powerful motor vehicles can do better and more economical work than the railroads.

When I first entered the motor-truck business the men who sold them were considered in the light of "mystery men," says Dan Gilkey, head of the Acason Motor Sales company, distributor of Acason trucks in this part of the west and who learned the truck business here in Portland. "We were few and far between, we truck salesmen, and we had to sell 'em. The men who bought were hard boiled in the extreme and they wanted facts and we had a hard time digging them out."

Was Made Truck Industry.

"The trucks those days were not what they are now. Then they ran while and failed, and the man who bought was soured on trucks for a long time to come."

"Then came the war, along in 1914, and the nations of Europe were forced to commandeer every motor vehicle that their nationals had. These were used on the battle fronts and they made good. More were built, and American trucks were rushed over to help out. These made good. The Americans entered in 1917, and the Americans were followed by American trucks. These more than made good."

"American business now is going ahead in leaps and bounds and trucks are the reason. The man who is doing his hauling with horses is out of season, and out of competition, because the neighbor who uses motor equipment is running rings about him."

"The result is that the man who uses trucks gets all the business and soon the horse adherent is going back, and he lands in the poor house, if he does not wait a long time."

Modern Acason Plant.

"The plants in Detroit devoted to the manufacture of Acason trucks are the most modern in the motor hub of America. These factories are light and airy and the men employed there are experts in their lines. There is no labor trouble there because all the men are well treated and happy and they like their jobs."

"Ever since the first Acasons were built there has been a system of minute inspection of all parts going into the trucks. No truck is allowed to enter the final assembly unless it is right and in good condition. Then it is inspected by another corps of men."

"The demand for Acason trucks is enormous and growing all the time. By the time spring is here there will be enough orders to keep the factory hollering for help and unable to supply as many trucks as the country wants."

"I can honestly urge that every man who wants a motor truck for spring delivery had better get his order in now."

TIRE WORKERS EDUCATED

MILLER COMPANY HAS AMERICANIZATION CLASSES.

Plan So Successful at Factory It May Be Extended to All Miller Branches.

Believing that one effective method of battling the I. W. W. is in giving the foreign-born an opportunity of studying and learning American ideals and principles, the Miller Rubber company has inaugurated an Americanization class at its plants at Akron, O.

The class is in charge of Mrs. Louise F. Copp, who uses practical methods in her teaching. When instructing a class in history she has pictures of American statesmen, past and present, all about the room so that the students may become familiar with them. She believes that in this way a picture of Abraham Lincoln will have a greater meaning whenever it is seen by a foreign-born person.

The students, who vary in age from 17 to 50, are not compelled to attend, but the classes are arranged to occupy only one and a half hours each week. The employment manager notifies Mrs. Copp as soon as a new foreign-born employee starts work at the factory and she personally invites him to the class. So far it has proved very successful and in a bulletin to the Northwest Auto company, distributors for Miller tires, the Miller Rubber company announces that arrangements will probably be made whereby similar classes may be started at all its factory branches.

When in Low Gear.

When it is necessary to employ the low gear for a considerable period, it is possible to obviate the overheating that would ordinarily result by keeping the mixture in the cleanest possible condition.

MORE MILEAGE

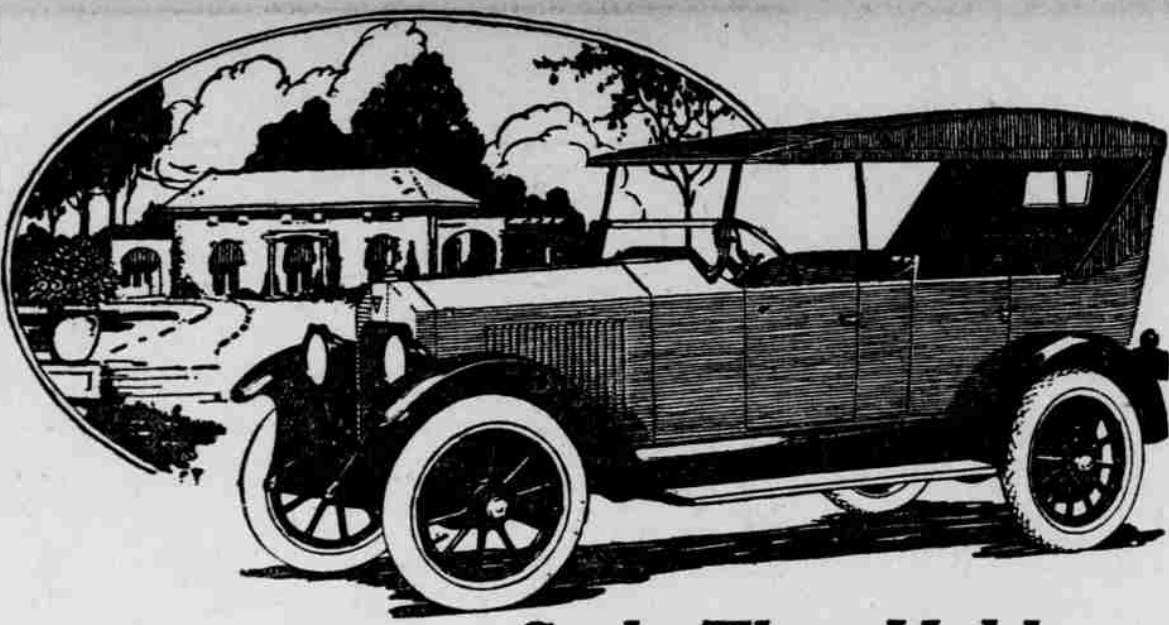
MOTORKOOL OIL

Saves 25% to 50% gasoline. Prevents carbon deposits. Prolongs life of motor. Increases power and mileage. Produces higher motor efficiency.

Money-Back Guarantee

Pacific Motorkool Oil Co.

202 Broadway at Taylor—Phone Main 90
County Agents Wanted in Oregon and Washington



HASSLER AGENCY TAKEN

E. E. FLINT IS MANAGER HERE FOR COMPANY.

West Coast Distributors' Corporation Has Exclusive Rights for the Northwest.

The West Coast Distributors' corporation has obtained the exclusive agency in the northwest for Hassler shock absorbers for Ford cars, and headquarters for the Hassler have been removed to 435 Stark street, with E. E. Flint as manager. The company also has branches in San Francisco, Los Angeles and Seattle, and now holds exclusive distribution rights for the Hassler in Washington, Oregon, Idaho, California, Utah, Alaska and Hawaii.

In addition to shock absorbers for Ford roadsters, coupes and touring cars, the manufacturers have announced two new "double arm" or twin types, with eight coil springs instead of four, for Ford sedans and one-ton trucks. The claim is made by the factory that approximately every Ford car in the country is now equipped with Hassler absorbers.

"The principal feature of the Hassler shock absorber," explains Mr. Flint, "is a conical spring of chrome vanadium steel. It is attached to the spring leaf and the axle of the Ford, one to each wheel. The weight of the car compresses the spring so that it gives readily at the slightest jolt. It supports and assists the leaf spring, yet the tendency of the leaf to rebound and toss the body is eliminated by a step on the lever which holds it stationary at the rebound."

"This throws the force of the rebound into the conical spring of the Hassler and it is absorbed. The mounting of Hasslers diagonally, at an angle to the axle, holds the body in the center of the chassis and prevents sideways. Hassler shock absorbers provide for a gradual and comfortable action downward, but prevent the tossing upward motion that causes the discomfort in driving a Ford."

"When you stop jars and jolts you eliminate most of the troubles experienced by the motorist. Jars and jolts mean abnormal wear on the car and discomfort for the passengers. One heavy jar will do more damage than a mile of ordinary driving. Tires wear longer when the load of the car is cushioned, gasoline is saved and wear and tear on the motor eliminated because the absorbers keep the wheels to the road and prevent the necessity of going frequently into low gear, at consequent speeding up of the engine."

ESSEX DRIVES IN CLOUDS
Car Tops High Sierras at Elevation of 10,000 Feet.

Everyone has heard of aviators sailing their ships through the clouds, but who ever imagined that a motorist actually would drive his car through the same barrier? The feat has been accomplished, however, by Arthur H. Patterson of Stockton, Cal., who on a recent trip in his Essex across the storm-ridden Sierras, reached an elevation of 10,000 feet, passing a point

Style That Holds First Place

The instant recognition of the Velie's leadership in the authoritative style is one of the big chapters on the motor cars of 1920.

Velie holds and increases this prestige every day. The style grows on critics of the beautiful in car design.

You have the satisfaction that comes with possession of the last word in style when you drive a Velie. And you have the thrill of great power—the comfort of deep plaited genuine leather upholstery—plenty of room—the most advanced convenience. Six body styles open and closed. To make sure of having your Velie for the long motoring season your order should not be delayed.

D. C. Warren Motor Car Co.

Distributors

58-60 N. Twenty-third St.

Velie Motors Corporation, Moline, Ill.

Builders of Automobiles
Trucks and Tractors

ONE CHANCE WAS ENOUGH

JIMMY MURPHY'S RISE IS SPECTACULAR EVENT.

Winner of Los Angeles Contest Was Only a Mechanic Before He Drove That Race.

Celebrating his debut as a professional driver by outdistancing the motor speedway's most seasoned warriors, and by winning the 250-mile grind without a tire change, was the amazing performance of Mechanic Jimmy Murphy at the recent opening of the new Los Angeles speedway at Beverly Hills.

Without parallel in the annals of automobile racing, Murphy's sudden leap to fame and swift transformation from an untrained mechanic to driver of world renown has set the motor world buzzing. The new champion already is hailed as a popular hero and as a driver who will remain a dominant figure in motor racing for years to come.

Like the grand opera star's understudy awaiting her chance to fill the prima donna's role, Jimmy Murphy for months hoped for a chance to send a Duesenberg racer around the wooden oval in a race. Time and time again was he ready to leap into the driver's seat, only to be disappointed.

Last year at Uniontown, Pa., came his chance. Shortly after his Duesenberg started in the race he was assisted from the wreckage of his car. At Los Angeles another chance came. He was told to start the race and drive until relieved by Tommy Milton, if Milton for any reason was forced out of the grind. Murphy gained confidence in himself as his car gained speed. Milton dropped out on his fifth lap and stood ready to relieve Murphy the minute he should stop for engine trouble or a tire change.

But good fortune and success rode with Murphy on that record-breaking race. His engine ran smoothly. His Goodyear tires came through with a perfect performance. He passed car after car and crossed the wire an easy first, after making the entire 250 miles without a tire change or stop, and having maintained an average speed of 102.2 miles an hour.

ASSEMBLED AUTOS NUMEROUS

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Majority Obtain at Least Some of Parts Elsewhere.

It is interesting to know that very few of the automobiles now sold are all made in one factory and that the majority are what are known as assembled cars. This means that the engine may be made by the factory in which the car is assembled, but the body and wheels and other parts are made in other places, and they are all sent to the central factory, where the car is assembled. Very few concerns make their own wheels.

Judge Essex Fineness By Hudson's Standard

The Essex Is Famous for Beauty as Well as Performance

Essex performance proofs naturally overshadow its qualities of quieter appeal.

Its official world's endurance records have the force of proving the incredible.

For prior to Essex it was held that light weight and moderate cost must mean some forfeit in smoothness, speed, power and endurance.

But even those whose choice was decided by Essex supreme performance ability are captivated by its notable beauty of design, its luxurious finish and quiet riding ease.

It is not merely that Essex matches large, high-priced cars in comfort. It is not only its speed, its quickness at the getaway and its easy mastery of the hills.

Comfort and Quality Like Costliest Cars

Essex charm lies in the combination of its qualities of beauty and fineness with a flying smoothness of action and a responsiveness that heeds the lightest touch.

Abundant surplus power handles the Essex with ease in any situation. It is this surplus power and strength, beyond any need you will ever have for it, that accounts for Essex smoothness and ease in tasks at which many cars strain with permanent injury to their mechanism.

Women especially appreciate this. It stops, starts, turns and picks up far more quickly than is possible to heavier types. That is why its progress is fast and secure, even in the heaviest traffic.

Though style preference must always be a matter of personal taste, a car must offer unusual beauty and distinction to gain the following Essex has among people who are accustomed to fine quality in all things.

Appreciation of Essex fineness is steadily growing. Production cannot keep pace with demand. Order today to be sure of delivery.

Hudson Design and Super-Six Motor Still World Supreme

Every day you see Hudsons, two and three years old, which, both in performance and style, might well be judged of recent production.

That is because Hudson design never has been guided by caprice. It has never sought to excite attention by dubious extremes.

Advanced ideas you will always find in Hudson Super-Six. This fact created its leadership. But they must earn their right to belong. No mere straining after something new ever won place for a single feature of Hudson design.

On fashionable boulevards and drives you will see more Hudson closed and chauffeur-driven cars than of any other make. Yet leadership in style alone was not enough to win such recognition.

The Super-Six Motor Exclusive in Hudson

Hudson's chief advantage has always been in performance. In every way open to proof it has shown its supremacy. It holds all worth-while stock car records for speed, power and acceleration. In its run of 7000 miles, across the continent and back, in 10 days and 21 hours it proved such endurance as no other car ever has equaled.

These records were made four or five years ago. Yet they still stand. They account for Hudson becoming the largest selling fine car in the world.

That is sufficient reason why no change ever has been made in the principle of the Super-Six motor. No way has been found to improve it.

And you can get its advantages in no other car. It is patented and exclusive in Hudson.

Everywhere Hudson dealers are asking for more cars to meet the demand. But the factory cannot supply enough. To get a Hudson this summer we suggest that you place your order immediately.

C. L. Boss Automobile Co.

615-617 Washington St.



as this work is done by factories that make nothing but wheels. The same way with springs, axles, bearings and other essential parts of the machine. This is a day and age of specialization, and it has not been confined to the human race, but is spreading to all lines of industry. In the auto business especially does one branch depend upon another.

Winners of Motorcycle Run.
In the annual endurance run under auspices of the Oakland Motorcycle club, two entries equipped with side cars, riding on Goodyear tire equipment, finished the exacting grind of miles.

Don't neglect your lamp connections. It is very easy when washing a car to disconnect one of the wires.



"The Sign of Superiority"

1 to 5 Tons Five Models Eight Sizes

The Truck for Big Tasks It Will Not Fail You

Gary Coast Agency, Inc.

Some territory open to dealers.

71 Broadway Phone Broadway 2162

E. L. CRAMBLITT Pres. and Treas. A. H. FRIESE Vice-President PETER McINTOSH Sec. and Mgr.



Standard Motor Trucks

today have been among the leading builders of four-wheeled vehicles during thirty odd years, heavy trucks for twenty and Standard Motor Trucks for ten. Such an organization may be depended upon to build motor trucks for you. Call for a Demonstration.

Palace Garage Co.

12th and Stark Sts.
Distributors for Oregon, Southern Washington and Southwestern Idaho.

All the name implies