

DUMPING BODIES REDUCES COST TO LOWEST FIGURE

Numerous Mechanical Devices
for Loading and Unloading
Material Has Resulted in a
Great Change.

To the ordinary layman who regards the motor truck merely as a sort of glorified horse wagon with a motor substituted for the patient, plodding draft animal, it will come as a revelation that a trade paper was recently able to publish a long article illustrating and describing over two dozen types of machines fitted with as many different kinds of mechanical dumping bodies.

In handling certain kinds of merchandise, such as coal, gravel, sand, crushed stone, earth, lumber, etc., the greatest item entering into the transportation account is usually the cost of labor for loading and unloading.

This was only suspected in a vague kind of way before the advent of the motor truck, but when business men began to buy such machines in quantity, they realized very quickly that they were not getting the maximum economy out of their trucks by permitting them to stand idle.

Dump Body Solution.
With the horse, it is necessary to give him occasional rests so that he can recuperate after a heavy haul, but the machine is without feeling or fatigue. Also, it costs money to keep such valuable equipment standing idle when it might be earning increased dividends by moving more freight on the road. Hence the dump body, which drops the load in a few seconds, or minutes at the most, puts the load exactly where it is required and permits the machine to get back quickly into action again.

In the October issue of "The Power Wagon" are shown dumping bodies that can be operated by hand or by the power of the engine; bodies that tip up at the rear or dump from the side; bodies that can dump one compartment at a time, while the others remain loaded for customers further along the route.

One That Revolves.
There is one design operated by compressed air, another by the pressure of a plunger in a cylinder. There is a dump body that revolves on a turntable so that it can be tilted to the rear or to either side, as may be required. Several of the types described can be operated by the driver without leaving his seat, and quite a few have a hinged tail gate that automatically lifts and distributes crushed stone or a similar load in a layer of desired thickness on the road as the truck runs slowly, along under absolute control of the driver.

American ingenuity probably never devised such a brilliant array of practical labor saving devices in such a short time as these dump bodies for motor trucks. Advantage has been taken of nearly every device known to mechanical science in the production of these wonderful machines.

Cost Greatly Reduced.
There are the plain screw and the differential screw operated bodies, the chain lift, the toggle joint motion, the simple and compound lever action, the winch principle, the lever hoist, the compressed air and the oil cylinder, the straight elevating and the turntable devices, the roller and runway apparatus, the rack and pinion motion, and several others.

Motor wagon users who are anxious to cut operating costs to the irreducible minimum, in connection with the handling of loose material in bulk, these dump bodies are indeed a boon and a blessing, and in innumerable cases they have proved a veritable godsend to the hard working and talented truck salesmen who, by the aid of such mechanical devices has been able to close deals which otherwise might have dragged along interminably.

PORTLAND MAN DRIVES BUICK 3200 MILES

The Howard Automobile company is in receipt of a letter from R. H. Morse, formerly of this city, who accompanied by his family, left Portland several months ago, in his 30 horsepower Buick touring car, for Birch Run, Mich., where he will remain for the remainder of the year. Full camp equipment was carried, including tent, and camp was pitched each night in the most favorable spot available.

The party left Portland July 17, shipping the car to the Hotel and driving through central and southeastern Oregon to Boise, thence to Ogden, Salt Lake City, Cheyenne, Omaha, Des Moines, Davenport, Chicago, South Bend, Kalamazoo and Lansing, Mich.

During the trip, across Idaho and Utah, the party encountered many wash-outs caused by heavy rains and on one occasion in Idaho, the car was buried in mud over the axles, where it remained all of one night.

Mr. Morse drove 3200 miles on the journey from Portland to within a few miles of Flint, Mich., where is located the factory where the car was made. Mr. Morse stated that if nothing occurs to prevent, he expects to make the journey by automobile from Birch Run to San Francisco, to attend the World's Exposition in 1915.

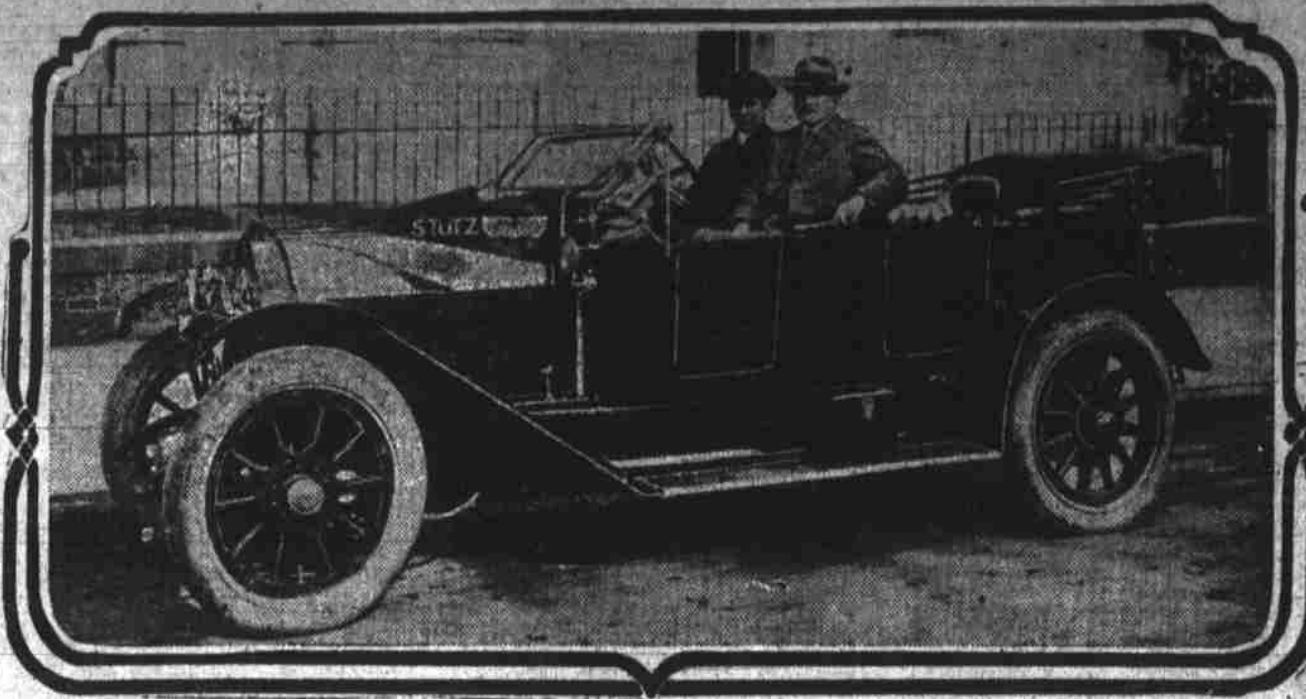
AUTO HASN'T A FAULT, SAYS EXACTING AIRMAN

Aviators are a mighty poor life insurance "risk." In fact, not a company is known that will sell the pilot of an airplane a policy. Therefore every aviator must assume his own risk.

Because of their calling, and the reluctance of others to insure them, aviators are the most careful mechanical critics in the world. Therefore, no one is a better judge of automobile quality than a flyer. It becomes a second nature with these men who dare death daily to know absolutely that the machine in which they risk their lives is mechanically perfect. A close examination of machinery is a part of their very being. In short, their safety depends on their ability to find and correct mechanical defects.

Harry Atwood, who has gained fame and fortune in flying, one of his most notable achievements being a transcontinental airplane journey, is an enthusiastic automobile fan, and like his fellow aviators, almost a "crank" on mechanical construction. In a recent letter, he ex-

NEW MODEL MACHINE POSSESSES MANY FINE QUALITIES DEAR TO AUTOIST



First 1913 six cylinder Stutz to arrive in Portland. The car has beautiful body lines and the tint of green makes it one of the most attractive autos in the market here. Mann and Finger, local representatives, are shown in the front seat.

presses complete satisfaction with his purchase.

"I have driven my American more than 9000 miles and though, as you know, I am the worst mechanical crank imaginable, there is not a fault to be found with it. Even the original tires are intact. I have put the car to some very hard tests, over all kinds of roads, but it always comes through with colors flying."

NEW YORK SHOW PLANS ARE LARGE

Eighty-seven Cars Will Take
Space for Exhibits, In-
suring Great Display.

Allotment of spaces for the annual Automobile Show to be held this year in New York for two weeks in the Grand Central Palace, and the Madison Square Garden, were made at the headquarters of the Automobile Board of Trade October 3. There were 87 applications for space from automobile manufacturers and 403 applications from accessory manufacturers, assuring a record breaking exhibition.

Under the plan this year a single admission will provide admittance to both buildings, pleasure cars being shown the first week and commercial vehicles the second week.

The drawing for the Automobile Board of Trade members was held in the morning, in connection with its quarterly meeting, which brought together representatives from every one of the 61 members in the big organization.

The pleasure vehicles that will be shown in both buildings beginning January 11, include the following:
Olds, Lozier, Stoddard-Dayton, Oakland, Flanders, Franklin, Stearns, Pope, Hartford, Stevens-Duryea, Peerless, Locomobile, Mitchell, Winton, Cadillac, Buick, Packard, Hudson, Maxwell, Overland, Pierce-Arrow, Claimers, Reo, White, Cartercar, Warren, Marmon, Garford, Columbia, Moline, Thomas, Premier, Pullman, Alco, Jackson, Mercer, Auburn, Haynes, S. G. V., Cunningham, Knox, Moon, Matheson, Selden, National, Abbott-Detroit, Velle, Imperial, Cole, Interstate, Case, Herreshoff, Kirt, Cutting, Kissel, Paige-Detroit, Speedwell, Pathfinder, Austin, Regal, Buffalo Electric, Flanders Electric, Columbus, Metz, Studebaker, Fiat, Hupp, Elgin, Kar, Henderson, Michigan, Benz, R. C. H., Persch, Stutz, American, Rambler, Ohio, Crow, Edwards, Atlas, Lenox, Davis, Paterson, Marathon, Havers, Westcott, Only Car, Marlon.

HOOSIERS PLAN TO BLAZE PATH TO SAN FRANCISCO

Indianapolis Manufacturers to
Make Trip in 1913—Spe-
cially Constructed Sleepers
and Wireless Outfit.

Indianapolis, Ind., October 12.—On to "Frisco" in 1913. This will be the slogan of the Indiana Manufacturers' association for their third annual tour next summer. It will be the pathfinding tour of the Hoosier manufacturers over one of the proposed routes for the Fisher-Allison national highway from New York to the coast, and it is planned to blaze the trail for autoists to the Pan American Exposition in 1915.

This suggestion was made at a meeting of the Indiana Automobile Manufacturers' association in Indianapolis Tuesday evening by W. McK. White of the Marmon Motor Car company. It was proposed by Mr. White that the Hoosier makers extend their annual run, in view of the fact that the surrounding territory has already been covered in the previous four-state tour.

He pointed out to the representatives that the recent tour was the largest and most successful of its kind during the 1912 season, and that the run made by the combined manufacturers of Indiana to San Francisco would be nationally the most important of all tours in 1913.

Central Route Chosen.
The proposed route is known as the "Central Route" and includes the following cities, starting with Indianapolis: St. Louis, Kansas City, Omaha, Denver, Salt Lake, Ogden and San Francisco. Mr. White estimated that the tour would consume about 20 days, and pointed out the fact that this territory, considered from a sales standpoint, with its possibilities as a market for cars, should appeal to every Hoosier automobile manufacturer.

Every representative at the meeting was heartily in favor of the project, and all gave favorable expressions. Carl G. Fisher placed his stamp of approval upon it and offered his aid in making it a success. President Frank E. Smith referred the matter to the tours committee for a thorough investigation of the prospects and the discussion in the meeting was lengthy and enthusiastic.

Special Cars Planned.
The first actual entry was made by

Mr. White, who offered for the Marmon company two Marion 37-A touring cars for the event. Entries were also tentatively promised by representatives of the American, Premier, Maxwell, Henderson, National, Haynes, Pathfinder and Marmon companies.

Many of the details considered show the active interest which has already been aroused. Body makers are planning especially constructed sleeping car bodies, truck manufacturers expect to carry a camping outfit, while Reo, the electric company will probably have an opportunity to mount an electric outfit upon a truck with which to light the camps where it will be necessary for them to spend nights out of doors. It is probable that one truck will also have a wireless outfit. The entire matter will be reported upon definitely at the next meeting in 30 days.

100 TRUCKS ORDERED BY WELLS-FARGO CO.

A significant step in the conquest of local transportation by the power vehicle is the order recently placed by Wells, Fargo & Co. with the Packard Motor Car company for 100 motor trucks of two ton and three ton capacity.

These trucks, costing \$284,750, will be used to supplant the express company's horse drawn wagons in the large cities of the United States. Other leading express companies have been users of large numbers of trucks for several years and the decision of Wells, Fargo & Co. supplies one more convincing proof of the superiority of motor vehicles from the standpoint of economy and efficiency. For more than a year and a half Wells, Fargo & Co. have been making an extensive study of the motor truck industry and the application of power vehicles to their traffic problems. Executives of the company and expert engineers in their employ have inspected the plants of prominent truck manufacturers, entering thoroughly into the details of construction, operation and maintenance. They made frequent visits to the factory and were put in possession of all the data as to materials, manufacturing methods and the performances of trucks in various lines of trade.

The question of mechanical attention and the cost of extra parts was a factor in the decision. The Packard company emphasized its service to owners and called attention to its country wide organization of dealers whose establishments are especially equipped to keep cars at their maximum efficiency.

More than 14 per cent of the foreigners in the United States live in New York.

CHAINS SAFEGUARD AGAINST SKIDDING

American Genius Discovers
Secret for Prevention of
Accidents.

American genius discovered that if sufficient effort is put upon a chain the weight of a car itself automatically and effectively stops a tendency to slide or skid on a muddy road. After making that discovery the next thing to be done was to make a chain in such form that it could easily be put on and taken off the wheel. Genius

took care of that and few devices have done more to increase the safety of the man in the car than has the chain.

It is an easy matter to be safeguarded against this form of accident by going prepared when one starts out in the rain. Nothing gives a greater feeling of security than "chains on all fours;" for, of all skids, the front wheel variety is most to be dreaded, as it is the hardest to counteract by manipulation of the steering wheel. But in the driest weather the efforts of the street sprinkler may be encountered or a sudden shower may come up so short a distance from home or your next stop, that you would rather take the risk than get out in the rain to put on the chains. In such contingencies, the ability to do the right thing at the right time is a great help. This is the advice of a seasoned motorist.

First of all, drive slowly over the wet stretch. Like the Irishman's fall, it isn't the speed that hurts; it's the sudden stop that does the damage. So, by all means avoid putting on the brakes, as that simply locks the rear wheels, and makes it easier for them

to slide by preventing their natural tendency to roll ahead. The moment the car starts to slide off at the rear, turn the front wheels sharply in the same direction as the rear "ones are skidding. Both pairs then present an acute angle to the line of slide movement; and the rear wheels will resume rolling and follow the front wheels instead of skidding. Turning the front wheels in the other direction will aggravate the tendency to skid to a dangerous degree.

After all is said, the best precaution is to have a set of chains.

CONGRESSMAN HAWLEY VISITS BAY CITY, OR.

Bay City, Or., Oct. 12.—Congressman W. C. Hawley spoke to the people of Bay City last night at a mass meeting at the opera house. Mr. Hawley talked on national as well as local politics. Mr. Hawley has done much for this district. The Bay City Commercial club entertained Mr. Hawley at supper before the meeting.

1913

Buick

Automobiles Now on Exhi-
bition in Our Showrooms

A 25-HORSEPOWER TWO-PASSENGER ROADSTER...\$1060
A 25-HORSEPOWER FIVE-PASSENGER TOURING CAR \$1185
A 30-HORSEPOWER TWO-PASSENGER ROADSTER...\$1250
A 30-HORSEPOWER FIVE-PASSENGER TOURING CAR \$1435

To Arrive October 15th

A 40-H. P. Five-Passenger Touring Car, Electrically Lighted, \$1800

All prices for cars fully equipped f. o. b. Portland.
All 1913 Buick Automobiles are equipped with Self-Starters and are Nickel-Trimmed.

"WHEN BETTER AUTOMOBILES ARE
BUILT, BUICK WILL BUILD THEM"

Howard Automobile Co.

MEL. G. JOHNSON, MANAGER

Phones Main 4555, A-2550

Seventh and Couch Streets

WANTED 50 Second Hand Automobiles

Gigantic Auction Sale Monday, October 21 At 12 A. M.

Bring us your old car and we will action it off at our gigantic auction sale for the benefit of those desiring to sell their old used cars for cash and apply the money on a new 1913 model.

Don't Miss This Opportunity

The greatest sale ever contemplated in the history of Portland.

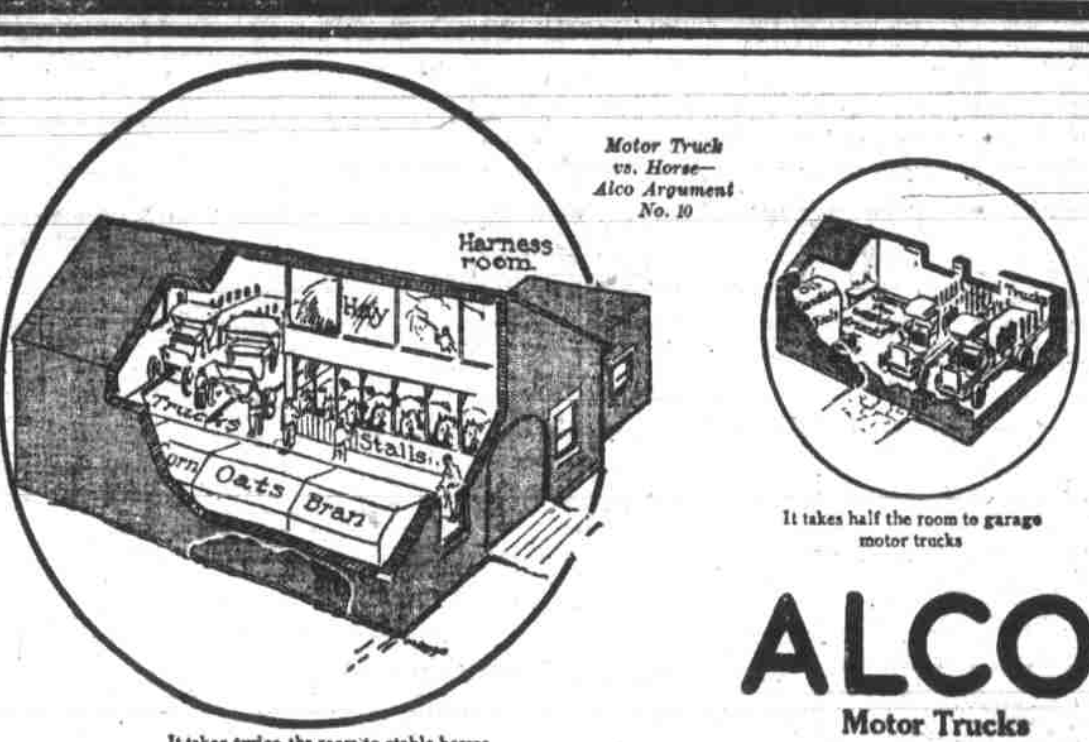
LOOK--Sale Starts at 12 A.M.

Monday, October the Twenty-First, Under the Supervision of the

Stoddard-Dayton Auto Co.

86 Tenth Street, Portland.

Attention: Your car must be listed not later than Saturday, October 19.



Rent—A Chance to Reduce it 50 Per Cent

Horses and horse equipment such as wagons, harness, feed bins, etc., require twice the stabling space as Alco motor trucks.

Moreover, horses must be stabled somewhere near where the day's work in the delivery of goods begins.

Rent thus is an important item in horse costs.

Alco motor trucks may be housed or garaged in the outlying portions of the city, for they do not tire in travelling a distance

to begin the day's work. An Alco truck may travel five miles from garage to store or warehouse in the morning before delivery begins.

Rent in the outlying districts, as everyone knows, is much cheaper.

It is easily possible to cut down rent 50 per cent by using Alco trucks.

Call East 4809 if you are interested and our Cost Bureau will get in touch with you.

Alco Trucks are built by the American Locomotive Company
ALCO MOTORS CO., East 8th and Hawthorne Ave., Portland, Or.

Distributors also of Alco 6-cylinder and 4-cylinder Motor Cars

L. A. HARDING, Mgr.

