

"ROAD BUILDERS" HARD TO SECURE

Local Distributors of Koehring Trucks Say, However, Cars Will Satisfy All.

The Koehring Machine company, N. W., local distributors of Sterling trucks, is one of the fraternity as far as delayed shipments of heavy carriers is concerned. A. L. Denny, manager of the local branch, being of the opinion that he will hardly get any of his five-ton "road-builders" before March 1.

"Trucks are scarce everywhere on the coast," said Denny, "and other sections out this way report that they are in as bad a fix as the Portland branch, if not worse. The Eastern consumers are gobbling up every truck they can lay their hands on, both for road work and for general haulage."

TRUCK RANKS HIGH

"The truck, when it does come, will fully meet the expectations of local men who are interested in obtaining carriers for contracting work. It is the result of careful engineering and designing on the part of the factory, and the finished product ranks high among trucks of the type."

"In the Road Builder the three speeds of a standard transmission are doubled or multiplied by a two-speed jackshaft, which gives the truck two direct drives, with six equally graduated speeds forward and two backward. This double range—the lower for power and the higher for speed—enables the driver to operate the motor at its greatest efficiency under constantly varying road conditions."

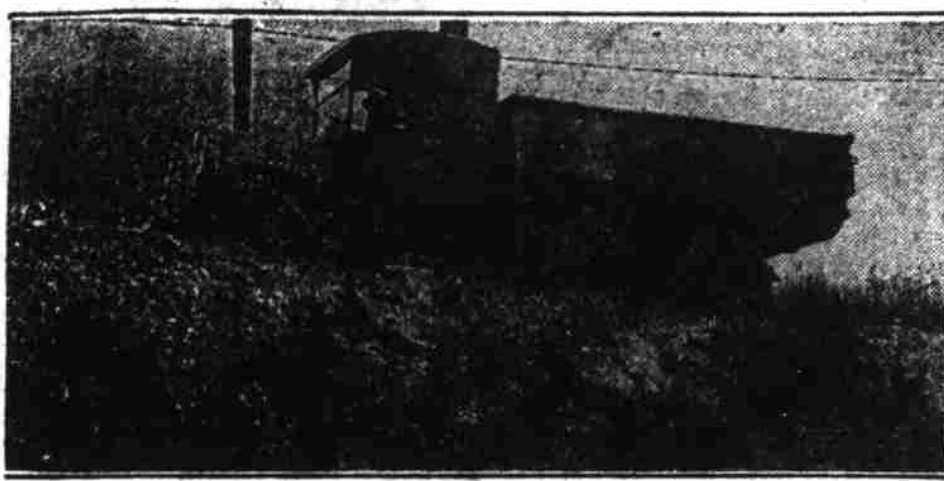
"Thus, in extremely heavy hauling—pulling out of gravel pits and over soft ground, climbing steep inclines, etc.—by using the lowest low speed, sufficient power will be developed to move the truck and its load. When the truck is on level and solid ground, the higher range may be used, and when empty or lightly loaded a shift into the highest high will give sufficient power and liberal speed."

ECONOMIC MACHINE

"An important factor in this double range of power and speed is its fuel economy. The truck running on 'high-high' (a direct drive) may be driven at a rate of 15 1/2 to 17 miles an hour, and on 'low-high' (also direct drive) the speed rate is 11 1/2 to 12 1/2 miles an hour, according to sprockets used. The gasoline saving when the truck is running at the higher speed should be (under equal conditions) in the ratio of 12% to 17, or, by actual tests, from 20 to 35 per cent."

"It is obvious that, because of its high speed, which may be utilized on good roads, or when lightly loaded or empty, the truck will deliver a greater number of loads or cover a greater distance in a given time. And, further, with the wide ranges of power and speed, to meet all sorts of road conditions, there is less wear and tear on the motor and driving mechanism, which means longer life for the truck and fewer repairs."

"ROAD BUILDER" EXPECTED



Sterling five ton "road builder," which is expected to appear on the local market within the next month. The truck is handled locally by the Koehring Machine Company, N. W.

NEW AUTO FIRM IS ESTABLISHED HERE

A. T. Allen and E. M. Whitaker Organize Pacific Patriot Company to Handle Trucks.

The Pacific Patriot company, a concern for the handling of Patriot trucks in this territory, has been organized with A. T. Allen and E. M. Whitaker as partners in the concern, with offices in the Wilcox building. Before forming this company, both these men were identified with the Burroughs Adding Machine company here.

The territory to be covered by the new firm, which is handling the trucks from the wholesale end, comprises all of Oregon, the river counties of Washington and ten adjacent counties of Idaho.

E. C. Hammond, vice-president of the Hebb Motors company, Lincoln, Neb., manufacturer of the truck, was in Portland last Wednesday. The Hebb company, which has been turning out the trucks for about three years, is capitalized at \$2,500,000, and occupies a factory building said to be one of the most modern in the country, having 188,000 square feet of floor space, with ample room for expansion. The factory is capable of producing 10,000 trucks per year, according to officials of the company. Before going into the manufacture of trucks, the company was extensively engaged in the manufacture of truck bodies.

"The truck is finding considerable favor in the eyes of the public," said Hammond, speaking of the strides the company has made. "While the company has been careful to construct trucks that would be fit for all kinds of usage, still the special models gotten out with particular work are meeting conditions, with gratifying results."

"There is no question but that there

will be a great demand for trucks this year, and for years to come. The field is large and is yet practically undeveloped. Every farmer will be able to find use for a truck. Road work calls for trucks, and intercity hauling demands that trucks be manufactured in abundance to meet the demands of shippers. Hauling by truck has been proven beyond a doubt to be the most efficient and most economical means of transporting freight for short and even long distances that exists today."

Hammond reports that a convention of dealers at the factory from Texas and Oklahoma put in orders for 480 trucks for immediate delivery, with a total year order of 1600. He is making a flying visit to points throughout the West with the purpose of getting the country fully covered and the truck represented in territory where the vehicle is not yet handled.

The local company, through Allen, reports that one carload of the trucks has arrived, with three more carloads en route.

Do You Know---

That American manufacturers are far ahead of the manufacturers of other countries in the number of machines turned out?

That at the present time the United States leads in exporting automobiles to foreign countries?

That United States exporters can undersell foreign competitors on their own ground?

That American machines are far more durable than those manufactured abroad?

That American manufacturers have practically controlled the South African automobile market for the last four years and that South Africa is a British possession?

That automobile manufacturers in the United States shipped in one month 6233 passenger cars and 1250 trucks to foreign countries?

That Argentina is one of the largest importing countries of automobile trucks in the world?

An Englishman plans to change the shape of horns on cattle by hanging weights that he has invented on them while they are growing.

ENTERPRISE MEN ENGAGE SPECIAL

Meeting at Lewiston to Consider Plans for Highway to Flora.

The Enterprise Chamber of Commerce will attend the big meeting of the Lewiston and Clarkston Commercial clubs at Lewiston, Idaho, on February 9. The Enterprise business men will go in a special Pullman car and 30 have already signed up to go. All the commercial bodies of Wallawa county, Oregon, and Asotin county, Washington, will be present as well as the highway commissioner of Washington. The county courts of both counties have also been asked to attend.

At the meeting steps were taken to determine the exact route of the projected highway which will extend from Enterprise to Flora, and thence across the Grand Ronde river into Washington, through Anacostia and Asotin to Clarkston and Lewiston, at which latter point it will connect with the Idaho north and south highway, the Evergreen highway which leads to the coast, and the Lewis and Clark highway, which leads to northeast Montana. Engineer C. C. Van Ardel has made a survey of the proposed route over the Grand Ronde river and will submit his findings at the meeting.

This highway when built will give Wallawa county an outlet for its commerce to the north and northeast and will be of great importance.

L. J. Kearns Is Now Connected Here With Warren Motor Firm

Lee J. Kearns, who has been for the past six years with the Willys-Overland Pacific company in Seattle, is now with the sales force of the D. C. Warren Motor Car company, local Peeries, Velle and Allen distributors, having accepted an offer from W. R. DeLay to move his habitat to Portland.

Kearns started with the Willys-Overland company in Seattle in 1913 as a salesman, working his way through the steps of wholesale man, second-hand manager, to the post of sales manager for the Seattle branch.

Although not a Portland man, Kearns was formerly with the J. W. Leavitt company here, and is by no means a new hand at the motor car business. He believes that there is a great future for him with the D. C. Warren Motor Car company.

Portland is rapidly coming to the top of the list as an automobile center," said Kearns, "and during the coming year, with the numerous lines represented here and the increasing size and wealth of the local row, the industry in this territory should be able to show other territories to the South and North how the fine points of the business should be brought out."



AT THE AUTO SHOW "BULL DOG" OREGON MOTOR CAR CO.

Sign Posts Will Mark Mile Posts And Danger Points

Standard sign boards to mark not only the mile posts, but danger signs as well, are being considered by the forest service in conjunction with the American Automobile association. The question of color and design will probably be decided at the conference to be held in Denver in February.

Black letters upon a yellow background have been selected by the automobile association as having the greatest visibility, while forest service officials prefer a more quiet green and white in keeping with the tone of the forests, especially on national forest roads.

Name to Be Changed
The Gilbert garage at Hood River recently transferred from Clarence Gilbert to the Bennett brothers, will in future carry the name of the present owners, who were formerly in the newspaper game, for a time owning the Ashland Tidings and later the Hood River News.

Use Washing Soda
The best medium for use in cleaning terminals that have become corroded is a strong solution of washing soda. After the parts have been cleaned and are dry they should be given a light coating of vasoline to prevent a return of the trouble.

PAIGE

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The four-passenger Paige Larchmont is a "sport" model in a refined sense of the term. It possesses a distinct touch of originality and smartness, without violating good taste.

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Ford

THE UNIVERSAL CAR

Closed Car Comfort

The closed car drivers are the comfortable drivers in Oregon. Watch them as their cars go past. Instead of heavy coats and gauntlets, they can ride without coat or gloves in the coldest weather. Regardless of rain, wind or cold, no curtains are necessary and yet the driver has a clear vision in all directions, while everyone inside—even the baby—is comfortable, warm and free from drafts.

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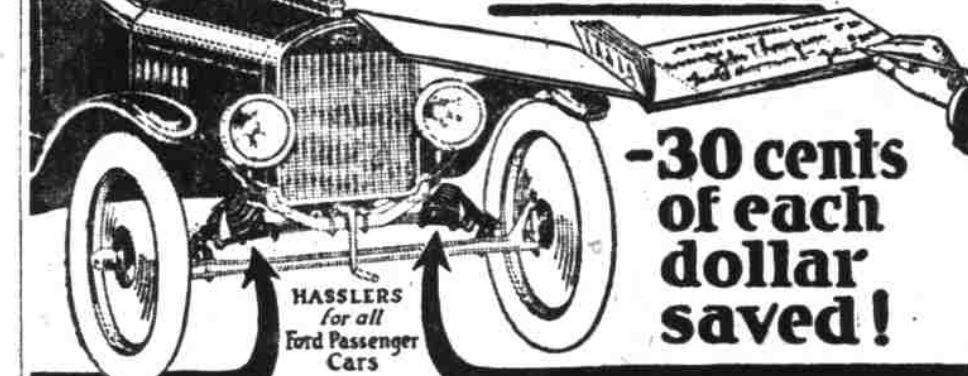
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