

TRAILERS PROVING ECONOMICAL WAY OF CUTTING COST

Capacity of Trucks and Trailers Are Greatly Increased and at Little Added Expense.

The use of trailers in truck work has been found one of the most economical means of increasing truck capacity and of cutting down cost of truck operation. Numbers of concerns whose hauling bill has been one of their large expense items have found that the combination of tractor and trailer has been far superior in point of service, permitting as it does a greater load with little increase in expense.

A truck can pull itself fully loaded out a 20 per cent grade or through deep mud. When roads do not permit the use of trailers because of the greater added weight or because of the bulk of the vehicle, shippers and truck companies have been forced to content themselves with the service of the truck alone.

But where roads have been hard-surfaced or improved by macadam, the trailer has come into use. Intercity hauling, even where speed is a factor, has been found to be far cheaper with the added capacity both for tonnage and space. One firm with a hauling radius of six miles found that a four-ton truck made four round trips per day, carrying its capacity load of brick. The trailer was then put into operation together with the truck, one being loaded at the brick yards and the other at the house under construction, while the third was en route. The company found that 100,000 bricks could be moved in this way per day, at a cost of \$17 per day, or \$1.70 per thousand. Two men were employed on the truck, so there was no increase in the cost of labor after the addition of the trailers.

One Portland company that makes a business of hauling long timbers by truck long ago found it impossible to operate without the two wheel trailer attachment. In the spruce division during the war, the number of trailers employed formed a large percentage of the total number of trucks in operation in woods. They were used for transporting logs, hay and feed, and frequently donkey-engines and other bulky equipment. Many trucks and trailers are used by logging companies for this purpose.

Some companies, particularly those whose product is bulky but not heavy, such as barrel and box manufacturers, have as many as three trailers attached to the same truck, with little apparent addition to the expense of maintenance. The local gas company, for example, in its hauling of briquets with a truck and trailer, finding that the force of men employed to distribute the fuel may handle their work much more satisfactorily and cover a great deal more ground with that arrangement.

A truck that gets four miles to the gallon of gas will be operated on an average of three miles to the gallon with a trailer doubling its carrying capacity, on roads of average, or better than average, repair and improvement. A number of concerns in this and other cities have found it more profitable to operate light trucks with trailers than to employ heavy trucks without trailers. Upkeep is less and the total tonnage carried is materially increased.

With the greater amount of goods to be ultimately delivered by truck it is safe to say that the tractor and trailer will be the chief means employed, except in rare cases where speed is the factor rather than total tonnage carried.

SHOCK ABSORBERS

L. G. Rallsback and T. P. Hiller, both formerly with the C. C. Warren Motor Car company, have joined the sales force of the C. H. C. company, and will make the Moon and Dixie Flyer cars their pets and pride for some time to come. Ed Cohen of the Oldsmobile company of Oregon has departed for the Oldsmobile factory at Lansing, Mich., in an attempt to outflank the factory and dealers in other parts of the country and get more cars for this territory. He thinks he will be successful in landing more machines, as his campaign to obtain the special Oldsmobile exhibit that was on display at the New York and Chicago shows for the Portland show was successful. The exhibit consists of a special job hose and chemical wagon, one of the fastest fire-fighting apparatuses in the United States. Previous to his departure, Cohen announced the arrival of the new Olds Eight sedan, the first of the 1920 closed eight cylinder jobs to make its appearance.

George Bellis, Northwest district manager of the Goodrich Tire & Rubber company, is one of Portland's most recently adopted sons. Bellis is busily engaged in establishing a headquarters here for the Northwest branch of Goodrich, whose location in this city was announced last week. He is making his temporary quarters with the local Goodrich branch at Fourteenth and Flinders.

Three new additions to the selling force of Wentworth & Irwin company, local GMC distributors, were announced last week. L. B. Hickman, formerly with the S. P. & S., and president of the Aero club of Oregon, is taking a flyer in trucks; E. D. Wilm, formerly of the parts department, Wentworth & Irwin, has emigrated from the smaller to the larger sales end, and John A. Hyland, who is also aligning himself with

HOT SPOT WHERE "HOT SPOTS" ARE MADE



A hot spot in the foundry where the cylinder blocks for the Chalmers Hot Spot Six are turned out. The top view shows the careful work and the skill required in forming the sand moulds of the cylinder block. The lower shows the molten metal being poured into one of the huge cores on the foundry floor.

new work, compose the trio. All three new men are looked upon as distinct assets to the force, and are expected to make their marks as the season opens.

Martin Swift of the Pacific Tire & Rubber company, arrived back from his wedding trip to find J. H. Fry, Pacific coast manager of the Blackstone Tire company, for whose line Swift is the local distributor, waiting on his doorstep. In spite of his amiable disposition after his wedding journey, Swift called Howell, his partner, and together they "wanted to know" just why there were not more Blackstone tires shipped out this way. Having associated with the name Blackstone for so long, Fry has some of the qualities of a lawyer, and he managed to explain, promise, and get away to Seattle without being seriously injured.

David Hodges, the man of many parts, has vacated his old quarters and has moved his line to his new building at Eleventh and Flinders streets. Forced to vacate the old structure, he took the bull by the horns, erected a new building for part of his business, and is now having another put up for his use on Broadway, near Gilsan. His accessories will be handled from the Broadway building.

The Motor Sales corporation, headed by W. S. Quigley, has the distinction of handling a Pacific coast-made truck, and much interest is being taken in the carrier. The truck is manufactured at Oakland, together with the Fagot tractor, both of which have made good during the four years they have been on the market. The headquarters for the Motor Sales corporation is on Gilsan between Broadway and Sixth streets.

Last Sunday saw the moving of the Denby Truck company from its old stand at Tenth and Stark streets to its new location at Tenth and Everett streets. This will be the temporary location until the new building at Tenth and Davis streets can be completed, and R. J. Monroe, while admitting that he is manager of a moving concern, is not slow to admit further that he will be glad when he can settle down in one place for awhile.

B. L. Stanford, formerly chief record keeper for the United States National bank, has accepted the position of office manager of the Gary coast agency, and will be found associated with M. L. Cramblitt, taking care of the general Gary.

Charles S. Harper of the Portland Storage Battery company, local Willard distributors, is arranging for regular weekly meetings at the Portland headquarters at Ninth and Everett streets, where a "get-together" idea for Willard men will be worked out. Harper is aiming to perfect his organization and increase the efficiency of local Willard enthusiasts.

R. H. Robinson, according to a report from the United Motors company's camp, has joined the sales force of that concern, and will sell Elgin and Westcott cars, for which the firm is local distributor.

Del Wright, manager of the William L. Hughson company's local branch, has

returned from a visit to the East, where he attended the Chicago show, the convention of the National Automobile Dealers' association at the La Salle hotel, and other places of interest to Ford and Federal men.

J. D. McKay, formerly a captain in the service of Uncle Sam, will now be identified with the Francis Motor Car company, local Ford distributors, and will handle the sales of Ford cars. This is the first addition Francis has made to his sales organization since announcing his intention of increasing the size of his establishment by the erecting of the new building at Grand and Hawthorne avenues.

Eagle Truck Plant To Open on March 1

St. Louis is to have a new two-ton

truck. It will be called the Eagle, and will be manufactured by the Eagle Motor Truck Corporation, a \$100,000 corporation, to sell at \$2000. A factory is now being erected at 6150-64 Bartmer avenue, and it is expected to market the first truck by March 1. The officers of the corporation are: T. R. Ayars, president; J. P. Reis, first vice president; H. L. Yawitz, second vice president; J. W. Hay, secretary, and R. E. Fitch, treasurer. Reis formerly operated the Reis Auto Repair company, 618 Bartmer avenue. He will be in charge of engineering and production. R. H. Ferguson, formerly with the B. F. Goodrich Rubber company, is general sales manager.

Many Using Heaters
Twenty motor car manufacturers are equipping all or part of their line of closed cars with car heaters.



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Notorious "Bulldog" Is Now Under Lock At Studebaker Home

F. M. Leeston-Smith, manager of the Oregon Motor Car company, reports that the long expected Studebaker Bulldog has arrived in town, was unloaded at the local yards last Tuesday, and is now under lock and key at the quarters of the Studebaker corporation of America, Tenth and Gilsan streets.

This exhibit, the nature of which the officials of the Oregon Motor Car company will not divulge, is said to have been secured for the Portland show at great expense to the Studebaker company and to the local distributors. It is the plan to keep the exhibit under cover until the time for throwing open the doors of the Ice Palace to the public on February 22.

The Oregon Motor Car company each year arranges a unique display, which adds to the attractiveness of their booth and to the excellence of the whole show. Last year they showed a Whippet tank. The golden chassis and the golden car were features of former years.

J. K. Leander, manager of the factory branch, Studebaker corporation of America, has complimented Leeston-Smith on his display of strategy in obtaining the exhibit for Portland. With so many other shows being pulled off in other parts of the country, the Portland dealer is lucky to obtain the prize, says Leander.

W. L. Powell Secures Hood Tires Agency And Opens Office

William L. Powell, one of the best known tire men in the local automobile trade, has recently secured the distribution of the Hood tire, and has secured quarters at 102 N. Broadway, near Gilsan. Powell was with the Covey Motor Car company here, and also with the United States Rubber company for some time.

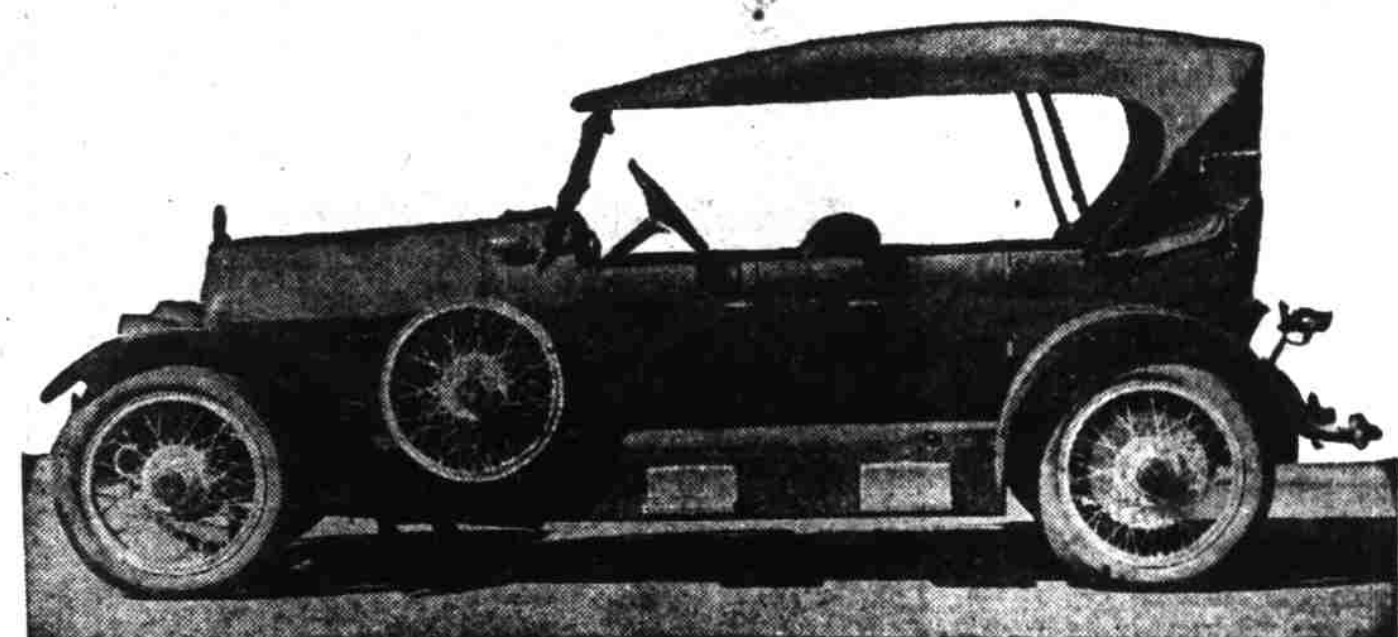
The Hood tire is manufactured in Boston by the Hood Rubber company, the same firm that has been manufacturing the Hood line of shoes and footwear for past years. The Hood factory is one of the pioneers in the rubber business, and has been well known both for the excellence of its products and the volume of its output.

The tires turned out by the company are in both cords and fabrics, and with a view to the best results obtainable from an oversize tire. A full tire service will be maintained by Powell, as well as an efficient selling organization.

Air Service Reports 9586 Planes on Hand

Washington.—The air service reports 9586 planes and 32,033 engines of all types on hand; 54 per cent of the planes and 57 per cent of the engines are of the active class.

Airplanes and engines are classified as "active," "obsolescent" and "obsolete." Obsolescent types will be used until the supply is exhausted, but no extensive repairs are to be made or additional spare parts manufactured. Obsolete types, no longer used, will be held until final disposal has been authorized.



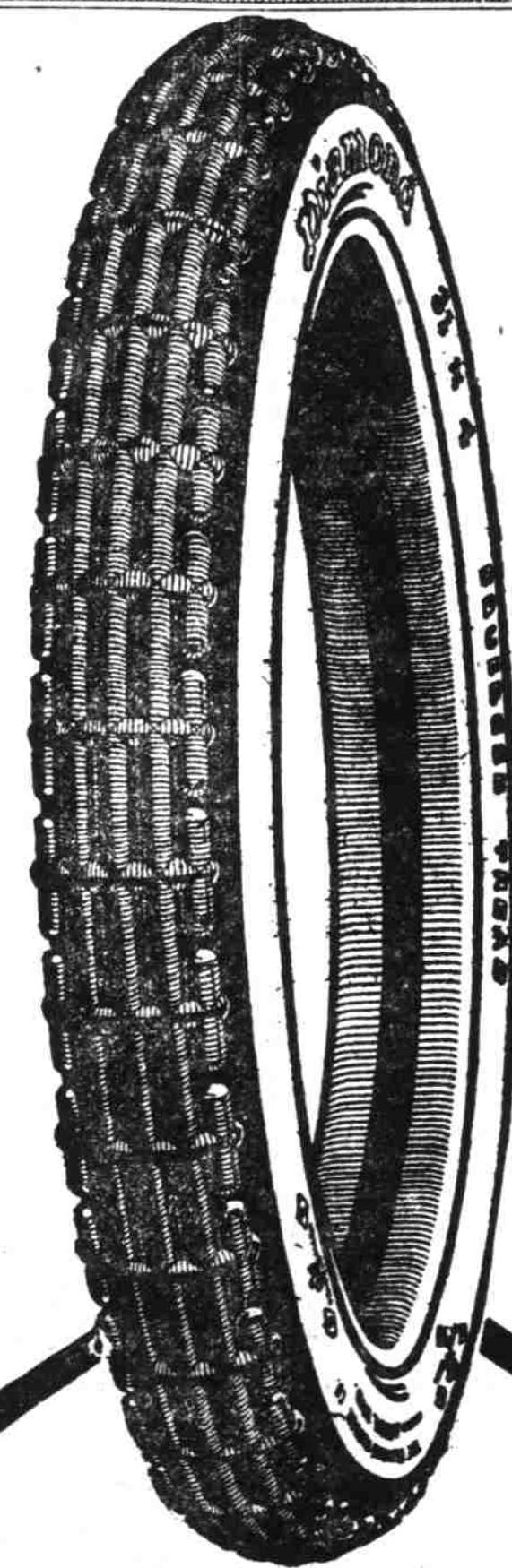
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