

PACKING AUTOS FOR SHIPPING DESCRIBED

Extraordinary Care Must Be Taken in Crating Assembled Machines

While much is said these days about foreign trade and about America's effort to maintain its high position in the export field, little, apparently, is known generally about the actual mechanics of getting shipments abroad.

Every European traveler has been confronted by the ship requirements for trunks and baggage of certain dimensions, and giving both the cubic contents and weight in kilograms and pounds of each piece shipped.

Packing such baggage snugly,

to withstand rough handling, has also become a matter of general knowledge, but few persons stop to consider that in exporting American merchandise to face world trade competition, every single piece so shipped must be prepared in the same manner.

An automobile, for instance, is disassembled and packed in a space little larger than the body itself.

Visitors to the plants of Studebaker, largest exporter of high powered cars in the world, are interested and instructed by observing the compactness with which a completed car is tucked away within its yellow pine box, steel bound, for export.

Take a Duplex Phaeton, for instance. First the wheels are taken off and bolted to the inside of the box side pieces, which are built of 2x4 timbers and yellow pine planking. Then the springs are compressed to the smallest compass.

Front fenders are removed and tucked as far back under the running board as they will go and bolted and nailed fast. Floor boards are taken out and braced to the box bottom. Seat cushions are tied down with wide strips of webbing. The steering wheel is released from the dash and tied down onto the front cushion by the same webbing that ties doors shut.

The windshield is removed, bolted to a timber, turned upside down into the rear seat compartment, and nailed to the packing box at each side. The upper body section is reversed, the back window over the radiator and its front end resting on the rear seat top. This section is bolted to two timbers held rigid by metal pockets nailed to the packing box. Thus the whole car is packed into a space little larger than the body, and not one part can move the fraction of an inch.

The entire interior of the packing box is lined with tarred paper, making it moisture and dust proof. In fact it is so nearly airtight that metal capped breather holes are placed in each end to prevent sweating.

The packing box top is spiked on, and around the whole go five strips of strap steel. Stencils paint on the box dimensions in feet and meters the gross, tare and net weight in pounds and kilograms, and the destinations.

These destinations are a lesson in geography themselves. Rarely can a visitor locate more than 60 per cent of the cities to which the boxes are to travel in the holds of freight steamers plying to all parts of the world.

For instance, where are Fortaleza, Trichinopoly, Bucaramanga, Chiclayo, Las Palmas, Los Mochis, Loanda?

Without looking them up in an atlas, how many would know they were, respectively, in Brazil, South India, Columbia, Peru, Canary Is-

Polar Flier to Continue Quest of "Lost Continent" in Arctic



Not daunted by failure of air detachment of MacMillan expedition to conquer Arctic with planes Comdr. Richard Byrd, U. S. N., one of fliers, back in Washington, is studying polar atmosphere conditions, hopeful of finding a means of overcoming the obstacles which defeated him on the top of the earth. The photo shows him with his finger on the spot in the Arctic where he hopes to find a "lost continent."

lands, Mexico and Portuguese West Africa?

Yet they are a part of daily usage in the export department of Studebaker, where men actually are at work in pushing American commerce to the uttermost parts of the earth.

HEAR TRIPS OVER CAMERA TAKING FLEEING PICTURE

GLACIER PARK, Mont., Oct. 31.—A camper in the wild Granite park region of Glacier National park had set up a tripod to take some pictures of mountain scenery. A bear suddenly appeared and the amateur photographer started running down the mountain side. When the plate was developed later, it was found that the bear had in some way tripped the shutter of the camera and had taken a good picture of the man running down the mountain side.

HARVEST HANDS FINED WINNIPEG, Man.—The first

fines to be recorded in Manitoba for refusal to obey employers' instructions were assessed, three harvest hands, who abandoned their work during the height of the harvest season. They were fined \$5 and costs.

CHEVROLET OWNERS BOOST SALE RECORD

Drivers of Machines Declared to Be Best Salesmen; Chevs Are Liked

The tremendous margin of leadership in sales volume achieved by Chevrolet on the Pacific coast during September is largely credited to the boosting of tens of thousands of owners now driving the new series "K" model, according to F. N. Coats, regional sales manager of the Chevrolet Motor company of California.

In commenting upon Chevrolet's commanding position, Coats said: "Motorists are just beginning to realize that when the new model was created the object was to provide a real quality automobile that would be adaptable to almost every purpose and which would combine good looks with exceptional performance qualities at a cost that would be attractive to the person of small income and to the shrewd business man alike."

"We have invited the closest comparison between the Fisher bodies used on Chevrolet enclosed cars and the workmanship and finish incorporated on other automobiles, regardless of price. The door hinges are put on each car as if it were to be exhibited at some exclusive automobile salon. The duo finish is the same as that used on many of the highest priced cars on the market today. Thousands of inspectors check every part from the rough raw material to the finished product. Some parts are inspected many, many times before they leave the factory."

"This close attention to detail and the efforts made to turn out a car of quality at a low price have been justly rewarded in this leadership in sales volume, and we can only credit this tremendous popularity to the boosting of our tens of thousands of owners, amounting to some 40,000 new cars in the Pacific coast states alone since the first of the year."

"This huge volume of sales is not alone gratifying to Chevrolet, but to all branches of business up and down the coast, for it shows a very healthy trade condition and every evidence of prosperous times not only during fall months that have past but for the winter and spring to come."



They tried to reach the river on bum old tires but when they finally arrived the fish had gone to bed—

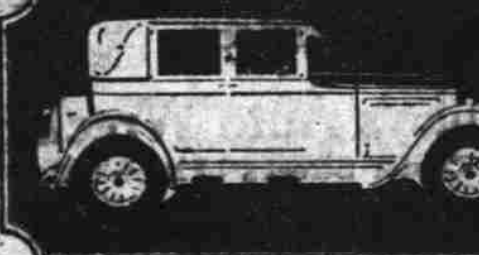
SEIBERLINGS next time, boys—and there's nothing fishy about that!!



196 South Commercial

"everlastingly fine performance"

"Of the thousands of cars that drive these roads every year, the Willys-Knight is the only one that I have never seen with mechanical troubles."—statement of owner in one of the best known national parks in the West.



"The Willys-Knight is the finest automobile built regardless of price or size... it is a wonder to me that everybody who can afford the price is not driving one."—statement of a mechanic in one of the largest automobile repair shops in the West.

The above two significant quotations from men with knobby by close observation tell the complete story of Willys-Knight, a motor car of superb power, wonderful riding ease, an extraordinary stamina. Write the story of Willys-Knight from among owners who never change back to other makes of cars.

Striking ability

In every test made upon the power plant by the hardest driving conditions, the Willys-Knight delivers 100% perfect performance. Silently, smoothly, and economically, it conquers mountain grades, long stretches of roads that are barely trails or keeps its place at the head of the procession on the high-ways.

In the first few thousand miles, or at 50,000 miles, or 100,000 miles, it delivers the same high standard of motor efficiency.

Where other engines lose in power and performance and cost more to run as their mileage grows, the engine of the Willys-Knight actually improves with use.

Tappet noises, valve adjustments, carbon troubles, loss of power through pitted valve seats, necessity for valve grinding are unknown in the Willys-Knight.

The patented Willys-Knight motor improves through the presence of carbon which deteriorates and kills the performance of other motors.

Used car values tell the story

Look through the list of used cars offered for sale—see the price of a used Willys-Knight as compared with the price of other cars in the same general classification.—you will find a steady demand for Willys-Knight used cars at prices very much above other makes which originally sold in the same price scale.

Experienced automobile owners know that the Willys-Knight improves where other cars wear out, and that even with astounding mileage built up on the speedometer, the power plant is always good, always ready to deliver full measure of its rated ability.

Willys-Knight is as beautiful in appearance as it is in performance. In outline it is graceful and distinctive—in appointments it is rich and complete.

In any company it stands out as a car of rare grace and refinement. See this motor car. Familiarize yourself with its performance record. Especially consider the prices at which it is available now.

FOUR CYLINDERS	
Touring	\$1195.00
Coupe	1395.00
Coupe-Sedan	1395.00
Sedan	1450.00
Brougham	1595.00



SIX CYLINDERS	
Touring	\$1750.00
Roadster	1750.00
Coupe	2195.00
Coupe-Sedan	2095.00
Sedan	2195.00

VICK BROTHERS High Street at Trade

OPEN TYPE MOTOR GREATEST SELLER

Closed Cars, Although in Great Demand, Not Out-selling Touring Model

DETROIT, Mich., Oct. 31.—Despite the growing general tendency toward the closed type of car, the touring car is the biggest selling automobile in America.

Severe weather gives closed cars great sales impetus and in the north sections of the country where the climate is rigorous, the closed types are favorites. In "fair weather" districts, however, the preference for open cars of wamly size is sufficiently pronounced to turn the balance for the entire nation.

In this connection reports of the Ford Motor company show a demand for touring cars which is unusual for this season of the year and which called for a production of 100,000 of these cars during October.

The touring car always has been the most popular in the Ford line. The exceptional demand at the present time, however, may be accounted for by the new features of comfort and convenience which have been incorporated in the improved types.

Addition of a door at the driver's left, storm curtains which afford complete protection and open with the doors, greater leg room and a more attractive appearance in the general lines of the car have all contributed to bringing increased popularity to the five-passenger open type car.

HIGHLIGHTS OF AUTOMOTIVE HAPPENINGS

(From Automotive Daily News) Pump equipped gas filling stations are getting to be as general in France as they are in America, but their progress has been rather slow at the start on account of the public's lack of confidence in their metering accuracy, according to R. M. Petard, Paris correspondent of the Automotive Daily News.

With their habitual shrewdness and caution, French motorists at first demanded that their gas purchases be first pumped into measuring cans and then poured into their car's tank.

Another handicap the newer style of station had to overcome was due to the fact that two grades of gasoline are being sold in France. There is a difference in price of about six cents per gallon. When the fuel was sold in sealed cans the buyer was certain he was getting the grade he was paying for. With pumps he had to take the garage man's word for it, unless he carried a densimeter with him—and some did.

However, when the law stepped in and provided stern penalties for short weight and misrepresentation, the confidence of the French public was gradually won over. The law provides that no new pumping stations shall be installed without the metering apparatus having been tested for accuracy by government inspectors and the seal of the latter affixed to all adjustments and bolts through which it might be possible to tamper with the capacity of the pump.

Since branches of this law are covered by the same penalties as are provided by the old French law on short weight and inaccurate measures and the penalties exacted with the same old-fashioned harshness, no dealer cares to take a chance—and the French public knows it.

Gas stations are now very popular in France.

If He Reaches Pole, to Go to Nome by Air

OSLO.—Amundsen's airship in which he expects to fly to the north pole next year, will undergo its trials in January, after being overhauled and equipped with Mayback motors. Three mooring masts will be erected at Rome, Trondhjem and Svalbard.

If the north pole is successfully reached the ship will proceed as far as possible toward Nome. A suitable landing place will be chosen if it is unable to reach Nome in the air, and the airship refueled and packed up ready for shipment to Nome. Notification of the landing place will be sent by the airship's radio.

Coast Up-hill



in this Amazing JEWETT

Always Making Them Finer

Henry Jewett

The amount of leg room Jewett gives you in this Coach is astonishing. It's actually a roomier car inside than many big wheelbase sedans.

Think of it! A coach where you can enter or leave the rear seat without disturbing those in front! More leg room space than any other built!

\$1245

"Never a Car Like This—Never Such Value!"

TRUMM MOTOR-CAR COMPANY
349 North Commercial Street Telephone 959

Classified Ads Bring Results



\$500.00 Lower in Price!

\$500 lower in price than any full-size, 4-door enclosed car ever before offered by Gardner on the Eight-in-line chassis, this Anniversary Sedan is far and away today's outstanding motor car value—and it won't take you long to find it out.

It's not a coach-type car, not a makeshift, but a generously roomy, full-size, 4-door Sedan beautifully upholstered in finest mohair—not velvet or corduroy. Arm rests and dome light in rear compartment... full-size balloon tires... snubbers all around... enclosed 4-wheel brakes.

Imagine the mental and physical comfort! And such eye-winning beauty! Long, low, racy lines. Colorful two-tone Brewster Green finish. Distel wheels. Distinction in every inch of it!

When you see it, you'll want it as you've never before wanted a car, for it's a true Gardner from headlamps to tail-light—and you can buy it for \$500 less than any full-size, 4-door enclosed car ever before offered by Gardner on the Eight-in-line chassis. Come in and meet it.

1926 Models — Lower Prices

See attractive body styles on each chassis. Six-cylinder prices range from \$1995 to \$2495. Eight-cylinder prices from \$1995 to \$2495. All prices f. o. b. St. Louis.

Burdett-Albee Motor Co.
State at Front, Salem Ninth and Burnside, Portland

Our convenient monthly payment plan permits immediate enjoyment of a Gardner

GARDNER