

# AUTO INDUSTRY WILL CARRY ON

## War Will Not Disrupt Modern Transportation Methods Says Osinga

By JOHN H. OSINGA, Retail Manager Studebaker Corporation.

If there were just ten persons in the world and two of them were killed, would the other eight have to go back and live in a dark cave the rest of their lives, notwithstanding they had just completed a magnificent ten-room palatial home of the most modern type?

And suppose these ten people had just bought a new 50 h. p. seven passenger Studebaker six. After "the final argument of knives" and the two funerals, would the remaining eight people go back to traveling by ox wagon and burro, leaving the car to rot in sun and rain? Hardly.

And suppose these ten people each had one hundred dollars. After the battle would not eight of them have \$125 each? Civilization must and will go on.

Civilization means education. Travel is the great educator. The automobile is the great instrument of civilization because the automobile stands for universal travel. Civilization is the bringing into subsection and the service of humanity of the great and inexhaustible sources of power stored in the earth, the air and the sea. The ground is full of gasoline and oil and steel. The automobile industry is America's third largest simply because it is the means by which these great national assets in the ground can be appropriated for the greatest good to the greatest number.

The main difference between democracy and autocracy is that one stands for the development of a nation with an army to serve it while the other stands for the development of an army with a nation to serve it. One goes in for great automobile industry and the general uplift of all humanity, the other for great military and naval industry with the dynamiting of women and children at sea as a side line.

As a nation we believe in western civilization and the things that it stands for. We not only believe in it but we are getting ready to put up the scrap of the ages in defense of it.

Next year, the next, the next or the next—some day Mr. Hohenzollern will have to look up and after that the world will keep right on growing into a better and better place for growing to live and love and learn. And until we begin to sprout wings, it's a hundred to one that these United States of America will keep right on building and selling and using good automobiles, better automobiles and more of them. Selah!

### SALES IN CALIFORNIA

List of 38 makes of automobiles of which more than 150 cars of each were sold between January 1 and December 1, 1917, in California:  
Ford, 35,091; Dodge, 5173; Overland, 4813; Buick, 4732; Chevrolet, 4245; Studebaker, 3942; Maxwell, 3504; Saxon, 1835; Chandler, 1245; Oakland, 1171; Hudson, 1101; Cadillac, 976; Reo, 960; Dorr, 832; Chalmers, 752; Hupmobile, 701; Oldsmobile, 675; Grant, 599; Paige, 562; Franklin, 502; Haynes, 459; Republic Truck, 445; Vello, 439; Packard, 405; Mitchell, 403; White, 375; Kissel, 368; Moreland Truck, 295; Briscoe, 249; Vim Truck, 245; Marmon, 238; Jeffery, 219; Stearns-Knight, 201; Cole, 192; Stutz, 182; Auto Car Truck, 188; Pierce Arrow, 181; National, 170.

"On what grounds do you claim exemption?"  
"I am a conscientious objector. I believe that if they were called for a million men would spring to arms in a single night, and I object to being dragged to arms in the daytime."  
—Kansas City Star.

# EXHIBITS AMBULANCE FROM FRONT SCHOOL BUSES REDUCE 'HOOKEY'



CAMOUFLAGED OVERLAND AMBULANCE

The photograph reproduced above shows a camouflage Overland ambulance, which was driven in the recent Liberty Loan parade, practically as received by the Overland branch in New York, with the exception of two new tires. The mud guards, what are left of them, are very much the worse for wear and abuse, and the car has every appearance of having undergone a very arduous campaign. The body is painted every color of the rainbow. Broad, irregular stripes of horizon blue alternate with stripes of green, brown and yellow. The running gear and wheels are painted in earth colors, greens and brown predominating. Along the top have been attached boughs.

## Everybody Knows That There Ain't No Sich Animal; Eh What

Some difficulty is experienced by Henry P. Grant, head of the Seattle Automobile Co. in obtaining a new stenographer. As a last resort he ordered a want ad in one of the Seattle newspapers.

The advertisement inserted follows: WANTED—First-class, high-class stenographer; salary no object; this stenographer must get it as fast as I can talk, and get it right; must be absolutely accurate; must have human intelligence; if you are not a cracker-jack, don't bother us. Seattle Automobile Co., 101 East Pike street.

This is one of the replies received in the mail the following morning: "I note your requirements, as aired in the newspaper, and hasten to make inquiry as to this strenuous business that takes such an extraordinary stenographer. Your advertisement appeals to me strongly—stronger than prepared mustard, as I have searched Europe, Airopo and Irope and the states in quest of some one who could use my talents to the best advantage. "When it comes to this chin music proposition, I have never found a man, woman or dictaphone who could get to first base with me, either fancy or catch-as-catch-can. I write shorthand so fast that I have a specially prepared pencil, with a platinum point, and a water-cooling equipment that I have had constructed at an exorbitant expense, a note-pad made of asbestos composition, covered with human hide, ruled with sulphuric acid and stitched with catgut.

"I use the A-W ignition, double unit exclusively, and will guarantee to deliver my rated horsepower under either the A. L. A. M. or S. A. E. standard. I have been passed by the National Board of Censorship, and am guaranteed under the Pure Food and Drug act of June 30, 1916. I run with my cut-out open at all speeds and am, in fact, a guaranteed double copper

riveted, seamless, hand-buffed, hydraulically welded, drop forged and oil tempered specimen of human lightning on a 45-frame ground to one-thousandth of an inch. At hot-air juggling you have nothing on me.

"If you wish to avail yourself of the opportunity of a lifetime, wire me, but unless you are fully prepared, financially and physically, to pay the tariff for such services, don't bother me, as I am so nervous that I cannot stand to have my dressmaker measure my clothes. Spare your time and money unless you want to pay at least \$7 per week, in cash or its equivalent.

"LOUISE GETHERE."

C. S. Riegan, vice president and general manager of the Elgin Motor Car corporation, writing from Chicago, states that the company has on hand parts, material and cars in course of construction all paid for, to the value of approximately \$1,000,000. All of this material was bought under old contract and at prices much lower than prevail today. The last financial statement of the company showed cash on hand of \$321,859.98, with total assets of almost \$3,000,000. Mr. Riegan says that the Elgin financially is in a position second to none, and quotes the Bankers' Journal of Chicago which said in a recent editorial: "The company bears an excellent reputation among bankers. Our usual careful investigation disclosed, that the company publishes only facts."

There still are a great many engines without detachable cylinder heads and these use valve plugs. These plugs often leak. This leaking may be stopped by spreading ordinary paste stove blacking over the threads. Do not use too much. This may be used at any hot joint in place of white or red lead and is much better because it does not make removal of the part an hour's job.

## Modern Transportation Methods Responsible for Better Education

National character is closely associated with little red school houses, but they are fast being relegated to a place in history by the automobile. The little schools were sustained through sparsely settled sections, so that the pupils would have only a short way to go. Now green roads and automobiles make it possible to gather the students from a wide section and concentrate their attendance at some central point, here a big, beautiful building with all the modern facilities of education are at their disposal.

It was only a little while ago that China was a country village with a few stores and a red school house, but today it has one of the fine buildings that are now so common throughout California for educational purposes. Before its imposing front steps every school day morning a fleet of four Reo busses and from 25 to 30 students alight, ready to begin the day's work, fresh, bright and happy.

No longer does the barefoot boy with face of tan figure, but rather the well clad boy, with as much tan as the boy in the poem ever possessed, rides to school in comfort and is surrounded with facilities for his better education inside the school house as well as modern transportation for getting him there and back home.

The four Reos are all owned and operated by the school district, and have been found to afford not only the most economical means of transportation, but have helped materially to bring up the daily average of attendance. As the appropriation for the school is based on the average daily attendance, the Reos have helped to obtain more money for the school and the pupils are thereby afforded better facilities for getting an education and also afforded a reliable means of transportation, so that their attendance is more regular and they are enabled to profit to the greatest possible degree.

### SPOTLIGHT TALK

Don't abuse the privileges a spotlight gives you. This light is wonderfully helpful when properly used, but damnably when misused. Its free use is sure to be legislated against severely unless drivers curb some present propensities. Always carry the spotlight higher than the other lights.

### GAS SUPPLY SITUATION IS NOT ACUTE

Fuel Administrator Garfield has announced officially in Washington that motor car owners are not in any danger of having gasoline curtailed; that a survey of the entire country has not shown the oil and gasoline situation to be acute, and that for the present no steps will be taken to restrict the use of such fuel for motive power. The administrator states, however, that he will inaugurate campaigns to reduce wastefulness of gasoline and to instruct car owners how to cut down gasoline consumption.

The project of constructing a port at Rome at a cost of 1,600,000 pounds, has been finally approved by the Italian government.

# STANLEY

## STEAM 22nd year CAR

### Different—Because It Is Better

The Stanley is unlike any other car. Every count in the indictment for unconventionality is a point in its favor. The Stanley motive power is steam—which is "unconventional." This means stored power, built up in advance—which is "unconventional." This power is generated not in the engine cylinders but in a boiler with no moving parts—which is "unconventional." This power is transmitted to the engine without fly-wheel, clutch, gear shift or jointed drive shaft—which is "unconventional." This power is entirely controlled by a single finger-throttle—which is "unconventional."

This means maximum power and instantaneous response at low speeds, which is what you have wanted most—and which is "unconventional."

The Stanley engine has but fifteen moving parts—which is "unconventional." It is at the nearest possible point to the rear axle (geared right into it, in fact)—which is "unconventional." The fuel is kerosene—which is "unconventional."

To the experienced motorist every count in the indictment of the Stanley car for unconventionality is a point in its favor. Every count is a factor in giving you the performance you have always wanted—an unconventional performance to be sure, and one which you have been led to believe you could never have. But it is the performance you have always wanted.

Yet the whole idea that the Stanley is unconventional is not fact, but fancy. The fact is that the steam plant is the most conventional, the oldest, the most highly standardized, the most efficient, the simplest, the safest and the least mysterious that science has ever devised for driving a road vehicle.

And so to give you the performance you have always wanted was with us not an endless experiment, but merely a matter of refining a power plant which was from the beginning fundamentally suited to the work. Not only is the Stanley engine fundamentally correct for the variable-speed, variable-power requirements of automobile service, but it is the simplest ever developed for that service.

It has but two cylinders. It has but fifteen moving parts.

Yet it delivers a continuous flow of power, not impulses—not even "over-lapping impulses"—but a continuous flow of power.

In Stanley construction the engine is geared direct and permanently to the rear axle, and no "transmission" gears are needed. The function of the generating plant which supplies this engine with steam, stored in advance, is no more complicated than that of a kerosene stove for boiling water. The volume of steam flowing to the engine governs the power of the car, and this steam the driver controls by a single finger-throttle on the steering column.

Boiling water over a kerosene stove—a two-cylinder engine with fifteen moving parts—a one-finger throttle control—that's all there is to the generation, application and control of Stanley power.

And the Stanley car complete—engine, wheels, steering gear, everything included—has but thirty-seven moving parts.

The reason why the Stanley car has power at low speeds—why it has the fastest pick-up—why no self-starter is needed—why there is no clutch to pedal and no gears to shift, is because the fuel is converted, not into instantaneously dissipated power, but into steam which is stored in advance and may be instantly applied in any desired volume to the driving wheels.

And the reason the Stanley runs with a soft, smooth, gliding motion, without noise or vibration even at highest speeds, is because the steam, upon entering the cylinders, exercises its force expansively, in smooth continuous flow, and not in a series of explosive impulses.

The Stanley car has neither carburetor nor carburetor troubles—it has neither ignition system nor clutch troubles—it has neither gears to shift nor gear-shifting troubles—it has neither self-starter nor self-starter troubles.

But it has stored power. And its fuel is kerosene.

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