



Australian Government



NATIONAL  
ARCHIVES  
OF AUSTRALIA

# Your story, our history

These copies are provided for research or study purposes. Before making use of the material for other purposes (for example publication) you should familiarise yourself with any copyright obligations.

NAA: PP198/1, 228/4/1000

Series number: PP198/1

Control symbol: 228/4/1000

Barcode: 1805108

Number of pages: 96

Service Station and Motor Trader of Western Australia [Registration/application for transmission by post;  
Postmaster General']

POSTMASTER GENERAL'S DEPARTMENT - WESTERN AUSTRALIA

## FACE SHEET

FILE No. 228/4/ 1000

### SUBJECT

*Newspapers, Periodicals, + Books.*  
*Registration of -*

*"Service Station + Motor Trades of W.A."*

*was N 52/1*

This sheet is not to be written upon or date stamped except by Officers of the Record Section





MEMBER: AUSTRALIAN AUTOMOBILE CHAM

## CHANGE OF ADDRESS

Please note that the Chamber has acquired premises at . . .

**38-46 STIRLING STREET, PERTH**

All Correspondence, Cheques, Accounts, etc., should now be forwarded to this new address.

**Telephone Numbers B 9838, B 7776**

Director,  
Posts & Telegraphs  
Postmaster-General  
General Post Office  
PERTH. W.A.

Dear Sir,

With further reference to your approval contained in your letter of the 1st. ult., for registration of "The Service Station & Motor Trader of W.A." for transmission through the post as a periodical, we now enclose a further copy of our last issue as requested by you, for filing.

Yours faithfully,

*W.F. Harry*  
W.F. HARRY  
Secretary



2(82344)

*W.F. Harry*

Official Journal:  
"Service Station and Motor Trader"

*Commerce (Inc.)*

WESTERN AUSTRALIA. Phone B 9838  
March, 1952.



MEMBER: AUSTRALIAN AUTOMOBILE CHAMBER OF COMMERCE

## WESTERN AUSTRALIAN

# Automobile Chamber of Commerce (Inc.)

1016 HAY STREET (Corner ELDER STREET), PERTH, WESTERN AUSTRALIA. Phone B 9838  
W. F. HARRY, General Secretary.

4th. March, 1952.

Director,  
Posts & Telegraphs,  
Postmaster-General's Department,  
General Post Office,  
PERTH. W.A.

Dear Sir,

With further reference to your approval contained in your letter of the 1st. ult., for registration of "The Service Station & Motor Trader of W.A." for transmission through the post as a periodical, we now enclose a further copy of our last issue as requested by you, for filing.

Yours faithfully,

*W.F. Harry*  
W.F. HARRY  
Secretary



2(82344)

*PA*



Mail Branch, G.P.O. PERTH.

1st February, 1952.

SECTIONS:

Approval has been given for the publication  
"Service Station & Motor Trader of W.A." to be registered  
for transmission by post as a periodical published monthly.

*W. T. Smetherham*  
(W. T. SMETHERHAM)  
A/g Superintendent  
MAIL BRANCH.

Acct. *ll*  
Bulk Postage  
Taxing Officer

A large, stylized handwritten signature in blue ink, likely belonging to the Taxing Officer.



1st February, 1952.

Secretary,  
Western Australian Automobile  
Chamber of Commerce (Inc.),  
1016 Hay Street,  
PERTH. W.A.

Dear Sir,

Approval is given to your application of January, 1, 1952 for the registration of "SERVICE STATION & MOTOR TRADER OF W.A." for transmission through the post as a periodical, subject to the provisions of the Postal Regulations governing the posting of such articles.

The registration dates from January, 31, 1952, and the words "Registered at the General Post office, Perth, for transmission by post as a periodical" must be printed on the outside of the front cover of each copy issued.

The following are the postage rates on periodicals : -

(1) Bulk Postage Rate on copies posted by proprietor or agents to -

- (a) Bona fide subscriber; (i.e. persons who have ordered or paid for the periodical.)
- (b) Agents for bona fide trade requirements.
- (c) Complete copies returned by Agents to the publishing office.
- (d) Other newspapers or periodicals by way of exchange.
- (e) Advertisers in confirmation of advertisements.
- (f) Government Departments.
- (g) Public Libraries.

2½d. per 8 ounces or part thereof.

NOTE: .. Copies for places beyond the Commonwealth may not be included in bulk postings. Neither may copies sent to prospective subscribers be forwarded at that rate.

(2) Ordinary postings : -

Within the Commonwealth, New - 2½d. for first 6 ozs.,  
Zealand, United Kingdom & 2d. each add. 6 oz.  
Republic of Ireland

Beyond the Commonwealth -

To places within British Empire - 3d. for first 4 ozs.,  
2d. each additional 4 ozs.  
To other places - 3d. for first 2 lbs., 2d. each add. 2 ozs.

One copy of the next issue of the periodical when available should be forwarded to the Superintendent of Mails, Perth, for filing purposes please.

Yours faithfully,

(C.G. FRIEND)  
Director

Posts & Telegraphs.

*Complete  
Register  
CP/A*

N.52/1.

Mail Branch, G.P.O.,  
PERTH.

29th January, 1952.

The Director,  
POSTS & TELEGRAPHS.

An application has been received from The Secretary,  
Western Australian Automobile Chamber of Commerce Inc., 1016 Hay  
Street, Perth, for the publication -

"SERVICE STATION & MOTOR TRADER OF W.A."

to be registered for transmission through the post as a periodical.

As the publication complies with this Department's  
requirements, your approval of the registration is accordingly  
recommended.

*W. T. Smetherham*  
(W. T. SMETHERHAM)  
A/g SUPERINTENDENT  
MAIL BRANCH.

*Approved.*

*H. G. Friend*

31. 1. 52.





MEMBER: AUSTRALIAN AUTOMOBILE CHAMBER OF COMMERCE

## WESTERN AUSTRALIAN

# Automobile Chamber of Commerce (Inc.)

1016 HAY STREET (Corner ELDER STREET), PERTH, WESTERN AUSTRALIA. Phone B 9838  
W. F. HARRY, General Secretary.

10th. January, 1952.

The Deputy Director, Posts & Telegraphs,

PERTH. W.A.

Dear Sir,

Enclosed please find Application for Registration of this Chamber's publication "The Service Station & Motor Trader of Western Australia", for transmission through the post as a periodical. Also enclosed is the accompanying necessary Statutory Declaration.

Enclosed as requested on the Application, is three copies of the latest issue and one copy of the last preceding issue.

Yours faithfully,

*W.F. Harry*  
W.F. HARRY  
Secretary.

WFH/JSS.

*make file 201*  
*PH*



COMMONWEALTH OF AUSTRALIA.

Application for registration of a publication for transmission  
through the post as a periodical.

To the Deputy Director, Posts & Telegraphs,

(1) PERTH

1. I, (2) Western Australian Aut-being the (3) Proprietor  
omobile Chamber of Commerce Inc. Printer  
Publisher  
of the publication entitled (4) "Service Station & Motor Trader of W.A."  
hereby apply for the registration of such publication for trans-  
mission through the post as a periodical.

2. The following particulars are true and correct:-

(a) The registered office of the publication is

1016 Hay Street, Perth

(b) The name, address and occupation of the proprietor are

Western Australian Automobile Chamber of Commerce Inc.  
1016 Hay Street, PERTH (Trade Association)

(c) The name and address of the printer are

Frank Daniels Pty. Ltd., 158 Wellington Street, PERTH

(d) The name, address and occupation of the publisher are

1016 Hay Street, PERTH

(e) The number of copies printed of each issue is

1100 Monthly

(f) The publication is regularly published in numbers at  
intervals of

Monthly

(g) The price charged for each copy is Yearly subscription from

Members of the Chamber £1. 1. 0.

(h) The publication is on sale at The Registered Office

(i) The publication is offered for sale to (5)  
To anybody but mainly interested are those in  
all phases of the Motor Trade.

3. I forward herewith three copies of the latest issue of the  
publication and one copy of the last preceding issue, and I attach the  
prescribed Statutory Declaration.

Western Australian Automobile Chamber  
(Signature) (Secretary) of Commerce Inc.

(Full address) 1016 Hay Street PERTH

(Date) 4th. January 1952

1. Insert the name of the capital city of the State in which the  
publication is published.
2. Insert the name of the applicant in full.
3. Strike out the inappropriate words.
4. Insert the full title of the publication.
5. Insert here whether the publication is offered for sale to the  
public generally or to a limited class only, and if the latter,  
state what class.



COMMONWEALTH OF AUSTRALIA.

STATUTORY DECLARATION.

I, (a) WILLIAM FREDERICK HARRY, (General Secretary)  
of Western Australian Automobile Chamber  
of Commerce Inc. in the State of  
1016 Hay Street, PERTH  
WESTERN AUSTRALIA do solemnly and sincerely declare  
that -

(1) I am the (b) ~~Proprietor~~ "Service Station & Motor  
publisher of the (c) Trader of Western Australia"

and as such I am well acquainted with the nature and  
purpose of the said publication.

(2) (c) "Service Station & Motor  
Trader of Western Australia" is printed and  
published within the Commonwealth for bona fide sale  
at the advertised price and is not designed primarily  
for advertising purposes or for free circulation or  
circulation at nominal rates.

(3) At least 75 per centum of the copies issued are sold to  
bona fide purchasers or to bona fide subscribers.

(4) A previous application for registration of the said  
publication as a periodical (d) has not been made  
(e) ~~was made on~~ (date) under the  
title of

And I make this solemn declaration by virtue of the  
Statutory Declarations Act 1911 conscientiously believing the  
statements contained therein to be true in every particular.

WESTERN AUSTRALIAN AUTOMOBILE  
CHAMBER OF COMMERCE (INC.)

(f) W. F. Harry Secretary

Declared at PERTH the Fourth day of January  
Nineteen Hundred and fifty two

Before me (g) Richard Claver

(h) Commissioner for Declarations.

- (a) Insert name, address and occupation of person making the  
declaration.
- (b) Strike out the inappropriate words.
- (c) Insert full title of the publication.
- (d), (e). Strike out the inappropriate words.
- (f) Signature of person making the declaration.
- (g) Signature of person before whom declaration is made.
- (h) Title of person before whom declaration is made.

NOTE - Any person who wilfully makes a false statement in  
a Statutory Declaration is guilty of an indictable offence  
and is liable to imprisonment, with or without hard labour,  
for four years.





**We fit and sell  
GUARANTEED**

*Genuine*  *Parts*

**for General Motors vehicles**



*Our stocks include such famous names as:*

★ NASCO, ★ DELCO REMY, ★ DELCO LOVEJOY,  
★ AC, ★ HYATT, ★ NEW DEPARTURE,  
★ GUIDE AND PACKARD.

**SYDNEY ATKINSON MOTORS LIMITED**

TEMPLE COURT - PERTH

*Telephones BF1141, BF1665*

**PROGRESS REPORT—"ONE BRAND" STATIONS—PAGE 1  
ANNUAL DINNER—PAGE 18.**



# SERVICE STATION

and

## MOTOR TRADER

OF WESTERN AUSTRALIA

Editor and Advertising Manager: W. F. HARRY.

1016 Hay Street (upstairs). Telephone B 9838.

Representative: Oaten-Ward, A.P.A.

1016 Hay Street. Phone MU 4725.

Melbourne Representative: J. A. Fair, Temple Court.

Building, 397 Collins Street. Phone BW 7920.

Sydney Representative: J. A. Fair, Temple Court.

81 Elizabeth Street. Phone BW 7920.

Official Organ of the

W.A. AUTOMOBILE CHAMBER

OF COMMERCE (INC.)

Member—Australian Automobile Chamber of Commerce.

President: N. LOGIE, M.I.A.M.E.

Immediate Past President: G. B. GIBBS

Vice-Presidents: C. SWEETING, M.I.A.M.E.

L. BLAKENEY

Hon. Treasurer: O. F. GAMBLE

General Secretary: W. F. HARRY

Committee of Management: H. B. Barron.

M.I.A.M.E., D. Byers, G. J. Coote, J. Hart,

S. J. Head, V. Ryan, A. Spanney, Avon

Rutherford, Albany and Eastern West.

Zone Branches: Bridgetown, South Dis-

Valley, Geraldton, Katanning, Central Dis-

Three Springs, Merredin, South

Auditors: J. D. Whyte, Rellly & Co., Chartered

Accountants (Aust.), Howard Street, Perth.

Solicitors: Olney & Neville, Colonial

Buildings, St. George's Terrace, Perth.

Bankers: Bank of New South Wales (William

Street Branch).



OCTOBER, 1951

Vol. 17—No. 4

Subscription: £1-1-0 per Annum

An Organisation formed and controlled solely by members of the retail motor trade for the protection and promotion of their mutual interests.

# FREE SERVICE

Are We going to give More?—  
Are Some of Them Necessary?  
Who Stands the Cost?

The Committee of Management of the Chamber at one of their recent meetings, fully investigated and considered the recent publicity in regard to proposals for wiping of windcreens etc., which some companies indicate is part of their proposed plan for 'service to the motorist'. The only trouble evidently with this proposal, is that the motion is moved by the wholesalers and it is evidently to be seconded by the retailers.

Again we reiterate, the "one brand" marketing system can be of benefit to both wholesaler and retailer, but the Committee of Management feel that the question of supposed improved service or free service is one that essentially rests with the reseller, as after all, he is the man that is to supply the service.

There is no way out of the fact that if one section of the resellers make a practice of giving further free services (in line with free air and numerous other small tasks he performs without charge) then certainly they must eventually force their fellow traders or the whole of the trade into observing the same principles.

If this happens, who gains? Certainly not the retailer, because what happens is that the motorist becomes accustomed to yet another free service.

When we get our usual weekly order of groceries does the grocer polish the door-step, or sweep our front path? Without being unduly critical, we also ask how many motorists want this unnecessary running around. If we are going to give service, let us see that it is in a more practical manner, such as checking of headlights, windscreen wipers, tail lights, tyres and other items that could possibly affect a motorist's safety.

The issue is one which each individual proprietor has to decide for himself, and after all why burden ourselves with further free, but unnecessary service.

# OIL INDUSTRY—

Wholesaler, Reseller Agreements

Commencing from page 17 in this issue is a complete survey of the answers given by the various Oil Companies at meetings held by the Australian Automobile Chamber of Commerce (with State Bodies such as our own personally represented) with each Oil Company individually, in September, 1951.

Answers itemised, form the basis for future marketing of each Company and in particular are the basis for future Wholesale/Retail Oil Industry agreements and/or undertakings.

You are advised to study the Questions and Answers in an endeavour to know the various policies agreed to, as at time they vitally affect your individual business as well as the trade collectively.

You will note that many of the questions were asked to endeavour to clarify points of marketing, or problems that are peculiar to the trade since the introduction of "One Brand" marketing.

You will also note that certain agreements have been given that should improve the retailers future business on an overall basis—it is only too evident that collective unity on a State as well as Federal basis will ensure continuation of reasonable policies that have been gained.

Your loyalty to your own trade association ensures this unity.





## AT LAST... A SAFE SURE AND SLICK JACK

*The* VESTA

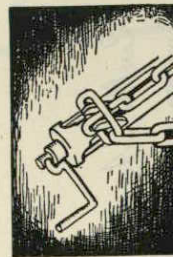
### TRIANGLE SAFETY CAR JACK

(As used by N.R.M.A. Road Guides)

- Lifts wheel off ground in less time than any other car jack.
- Will jack up car on hill, on steep camber, on ice, in deep mud.
- Will not slip or slide—car cannot fall off jack if properly used.
- Crawling under car unnecessary—no need even to LOOK under the car.
- Will operate with 2½" clearance.
- Is all-in-one assembly—no loose parts—nothing to lose or leave behind.
- Has no oil to leak out—will last a lifetime.
- Is very easy and absolutely safe to use—minimum effort required—ideal for the well-dressed motorist and for women drivers.
- Will not scratch or mark the car or bumper bars.
- Length of jack in minimum position, 31"—will fit any boot.
- This Jack is NOT suitable for cars with flimsy bumper bars.



IDEAL FOR WOMEN  
DRIVERS AND WELL-  
DRESSED MOTORISTS.



SAFETY-LOCK, JACK  
CANNOT SLIP, SLIDE OR  
SWAY.



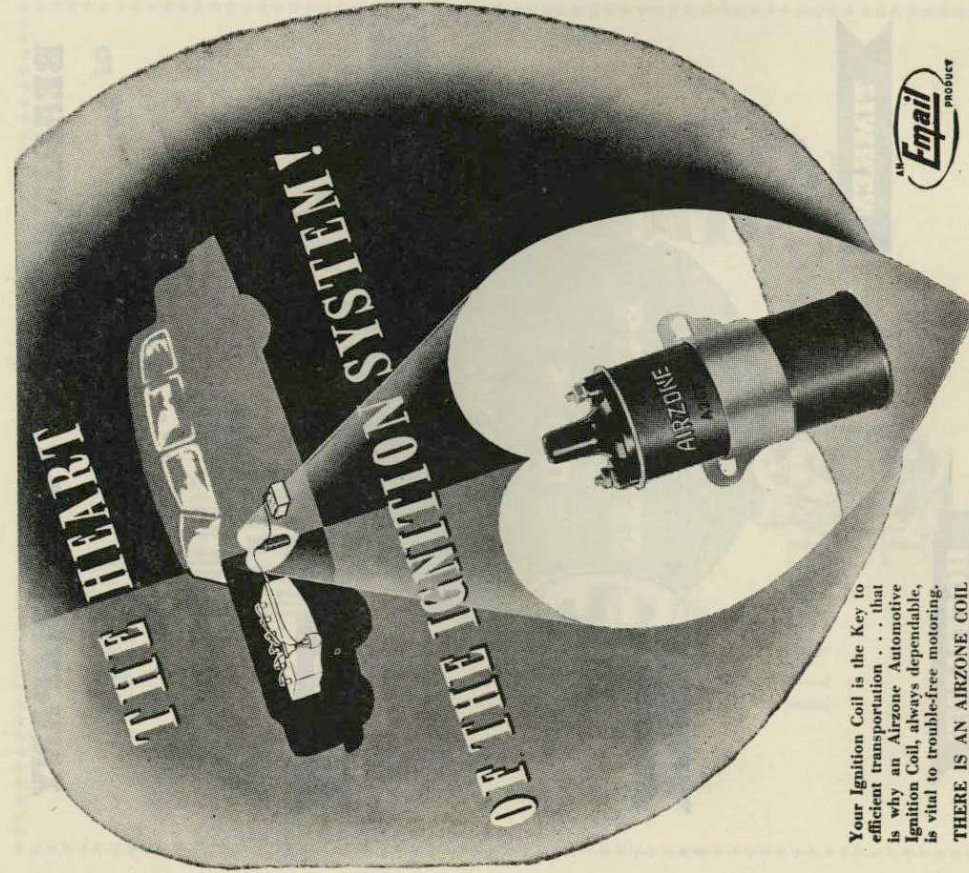
LIFTS CAR ON ANY  
SURFACE—ICE, MUD OR  
STEEP CAMBER.

Made in Australia by

**VESTA PRODUCTS PTY. LTD., WATERLOO, N.S.W.**

Subsidiary of Vesta Battery Co. Ltd.

BRANCHES IN ALL STATES AND IN NEW ZEALAND



Your Ignition Coil is the Key to efficient transportation . . . that is why an Airzone Automotive Ignition Coil, always dependable, is vital to trouble-free motoring.

THERE IS AN AIRZONE COIL FOR EVERY CAR AND TRUCK.



## AIRZONE *automotive ignition* COILS

Manufactured by . . . AIRZONE (1931) PTY. LTD.,

Unit of Electrical, Motor and Allied Industries Limited

AND OBTAINABLE FROM AIRZONE DISTRIBUTORS THROUGHOUT THE COMMONWEALTH

AIC-2

State Distributors:

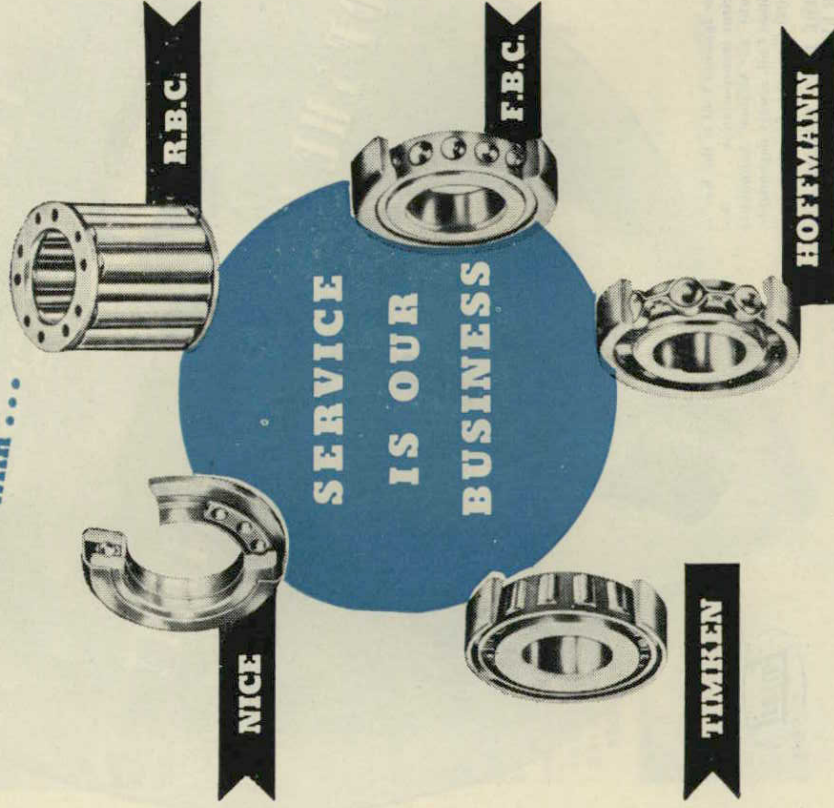
M. J. BATEMAN PTY. LTD., 12 Milligan Street, Perth

ARMSTRONG DIMMITT LTD., 379 Murray Street, Perth



# BEARING SERVICE COMPANY

*at your service with ...*



BALL, ROLLER & TAPERED ROLLER BEARINGS

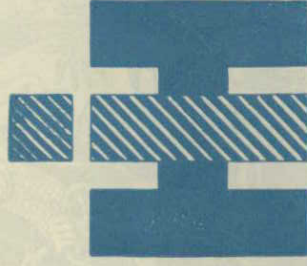
RING, WRITE OR CALL

**BEARING SERVICE COMPANY**  
OF AUSTRALIA (W.A.) PTY. LTD.

856 Hay Street, Perth.

# GENUINE PARTS

for



INTERNATIONAL  
HARVESTER

# INTERNATIONAL TRUCKS



Wholesale Distributors:

**COVENTRY'S**  
COVENTRY MOTOR REPLACEMENTS PTY. LTD.  
878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES



*"Not for years yet,  
I've always used Mobiloil"*



Retain customer-confidence by recommending Triple-Action Mobiloil. It keeps engines clean, resists acid formation and retains its body at all speeds and temperatures. Triple-Action Mobiloil keeps cars young—brings them back year after year for YOUR Service.



*Triple Action*

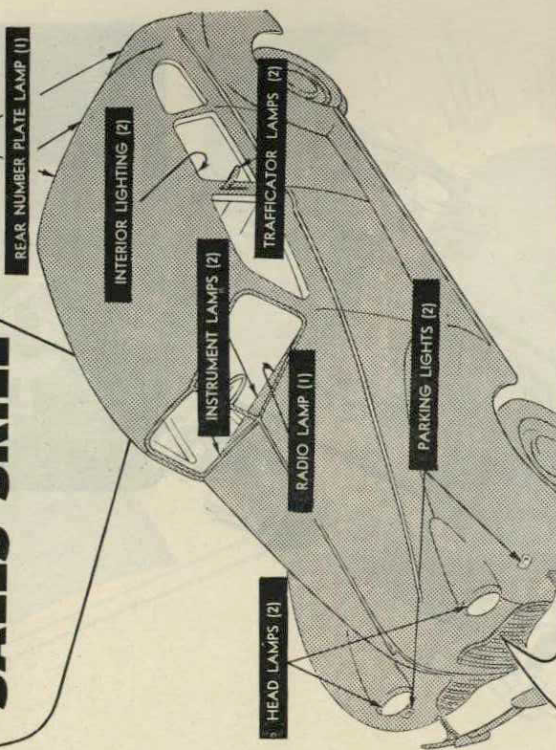
**Mobiloil**

CLEANS, PROTECTS, LUBRICATES.

MS12

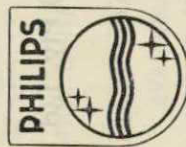
VACUUM OIL COMPANY PTY. LTD. (INC. IN AUST.)

## TEST YOUR SALES SKILL



### How many lamps has the artist missed?

Study this illustration before reading the answers below.



If you're on the ball as a salesman who looks for opportunities to make extra sales you'll know by now that there are several more sockets that can take a new Philips lamp. For instance, many cars have lamps in the glove box interior . . . others have special Philips lamps for reversing. Then there's the oil or ignition warning lights. Many cars have lamps inside the boot, other cars . . . well, in short, the artist has missed many lamps. Make sure you don't miss the limitless opportunities to make extra sales with Philips lamps. All you need is a quick eye and a good display of PHILIPS auto lamps where the customer can see them—the rest's easy.

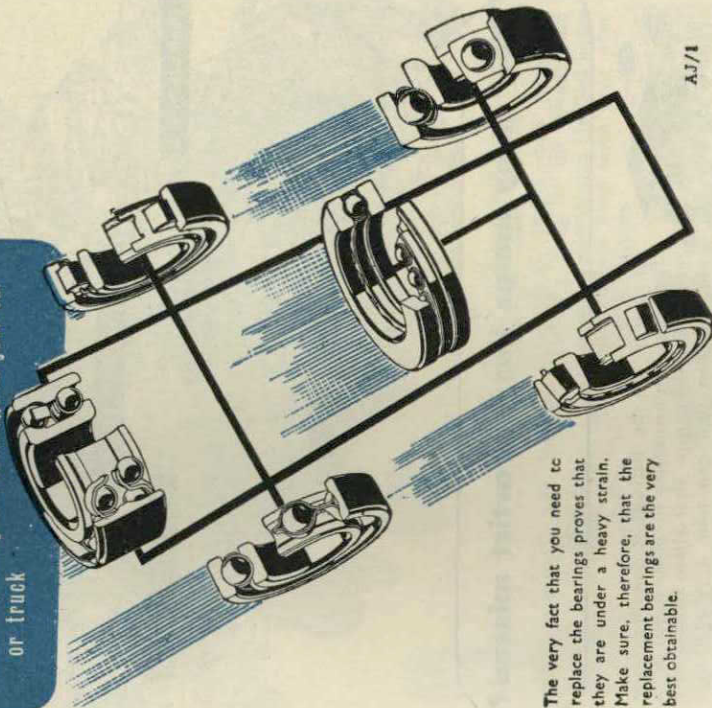
PHILIPS ELECTRICAL INDUSTRIES OF AUSTRALIA PTY. LTD.

PHI-1-51



Select  
**SKF**

when replacing the bearings in your car  
or truck



The very fact that you need to replace the bearings proves that they are under a heavy strain. Make sure, therefore, that the replacement bearings are the very best obtainable.

AJ/1

**The SKF Ball Bearing Co. (Aust.) Pty. Ltd.**

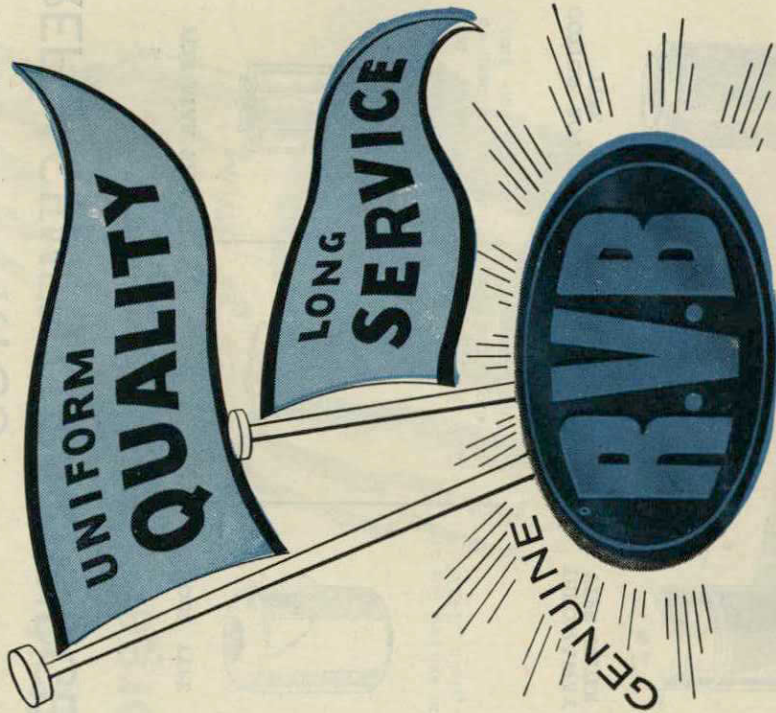
ARMSTRONG, DIMMITT LTD.,

379 Murray Street, Perth. Telephone BA5151, BA3197, BA5211 (Trunk Line)

R. P. MCINERNEY & CO. LTD.

441-445 Murray Street, Perth. Telephone B 8656, B 8655

**FOR THOSE WHO DEMAND THE FINEST!**



## MOTOR HORNS

The horns every discriminating driver wants. Their efficiency means driving security — their performance means less servicing. The heart of the R.V.B. Motor Horn is the famous "Aertone" Power Unit which ensures years of trouble-free performance.



HF 201-202 — Scroll type, "Aertone" matched pair.



HF 207-208 — Trumpet type, "Aertone" matched pair.

**Always insist upon Genuine "R.V.B." Motor Horns"**

**AVAILABLE FOR IMMEDIATE DELIVERY  
FROM WHOLESALERS THROUGHOUT AUSTRALIA**

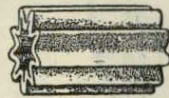




# RYCO REPLACEMENT CARTRIDGES

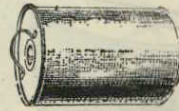
For all types of Filters

## FELT STAR TYPE



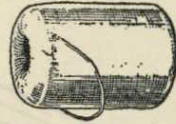
To suit Tecalemit and Vokes filters, as used on English cars and trucks.

## CANISTER TYPE



To suit Ryco, A.C., Purolator Fram and Kralinator filters.

## SOCK TYPE



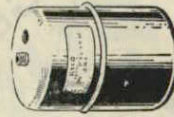
To suit De-Luxe and W.G.B. filters.

## COTTON ROVING TYPE



To suit Ryco, Purolator and Commercial Diesel Fuel Oil Filters.

## THROWAWAY TYPE FILTER



ZRI to suit Vauxhall, Bedford, Ford 10, Austin, Standard

The Ryco replacement Cartridge Range services all brands of Filters equipped on cars, trucks, tractors, industrial and diesel engines.

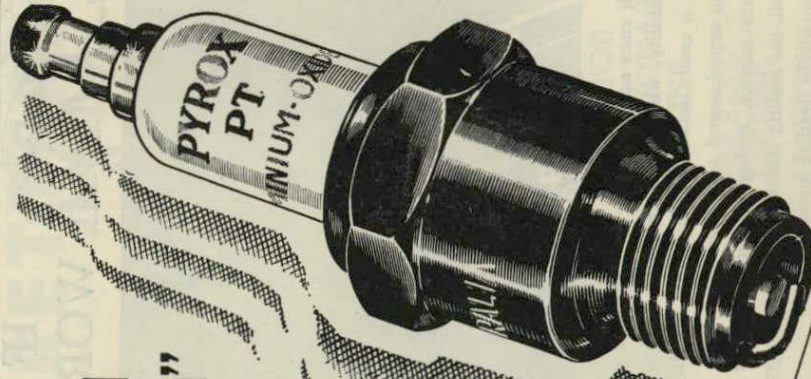


# RYCO FILTERS AND CARTRIDGES

Manufactured by

## W. L. RYAN PTY. LTD. MELB.

"Fit them and  
forget them"



# PYROX

*Sure Fire*

# SPARK PLUGS

PYROX LTD. — Melbourne and Sydney

## DISTRIBUTORS:

**VICTORIA:** Wm. L. Buckland Pty. Ltd., 139 Franklin St., Melbourne, C.I., FJ 6644; A. G. Healing Ltd., 317-327 Franklin St., Melbourne, C.I., FJ 5171.

**TASMANIA:** Wm. L. Buckland Pty. Ltd., 57 Liverpool St., Hobart, Hob. 4130; Wm. L. Buckland Pty. Ltd., 38 Charles St., Launceston, Launceston 1900.

**N.S.W.:** Hipsley's Ltd., Motor Engineers, 27-45 Palmer St., Sydney, FA 4141; A. G. Healing Ltd., 200-218 Goulburn St., Sydney, M 0414.

**QUEENSLAND:** A. G. Healing Ltd., 303 Adelaide St., Brisbane, B 3153; Howard's Ltd., 317-327 Adelaide St., Brisbane, B 1951.

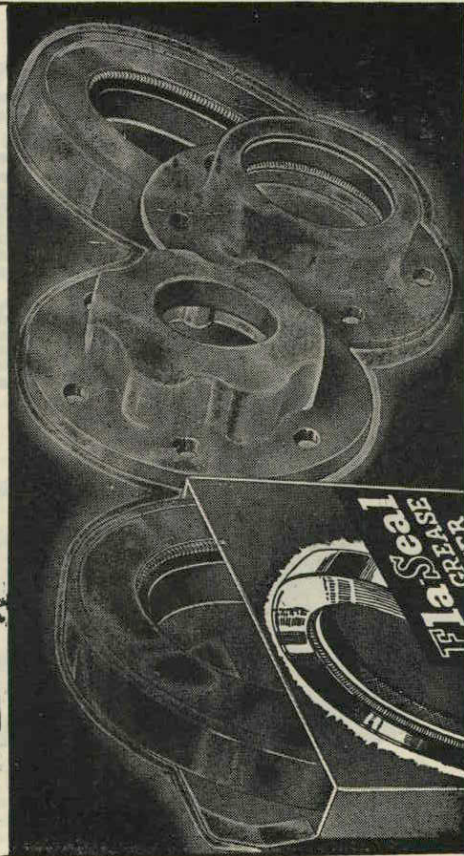
**SOUTH AUSTRALIA:** A. G. Healing Ltd., 151 Pirie St., Adelaide, Cent. 4630; Commercial Motor Vehicles Ltd., 217 Franklin St., Adelaide, Cent. 2500.

**WESTERN AUSTRALIA:** M. J. Bateman Pty. Ltd., 12 Milligan St., Perth, BA 2952; **NEW ZEALAND:** Jas. J. Niven & Co. Ltd., 65-67 Taranaki St., Wellington, Phone, C 54-600.





**IF THE JOB'S  
WORTH DOING..**



When it costs no more to fit an oil seal of proven dependability, why take a risk with an unknown seal on a costly reconditioning job? In the Fla-Seal the experimental work has been done, tolerances are correct, spring tension is perfect and, above all, the sealing member is the most advanced development in leather production.

The Fla-Seal is made in a full range of sizes and types for every application on British, American and Canadian cars.

Stocks are carried by all leading Automotive Spare Parts Wholesalers throughout Australia.

Write for comprehensive catalogue giving all Oil Seal data for Canadian and American cars.

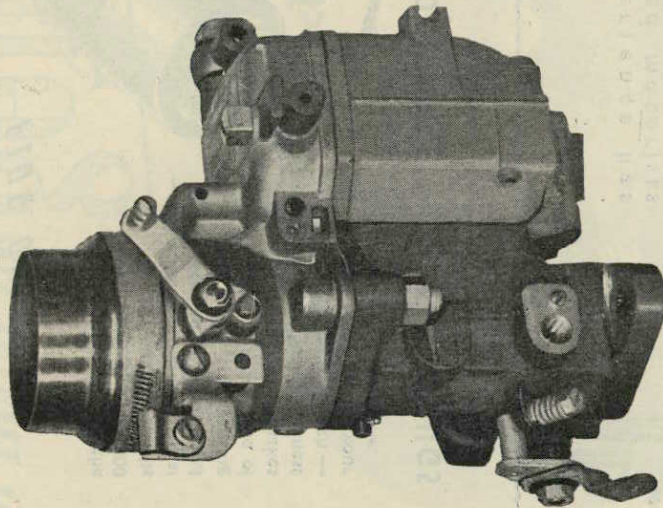


**The Fla-Seal**  
**OIL AND GREASE RETAINER**

Joint Manufacturers: A. FLAVELL PTY. LTD. & J. C. LUDOWICI & SON LTD.

# CARBURETTERS!

(As originally equipped on most English and American Vehicles)



ZENITH

S.U.

STROMBERG

TILLOTSON

VILLIERS

AMAL

to fit almost every

CAR

TRUCK

TRACTOR

STATIONARY  
ENGINE

MARINE  
ENGINE

LIGHTING  
PLANT

MOTOR  
CYCLE

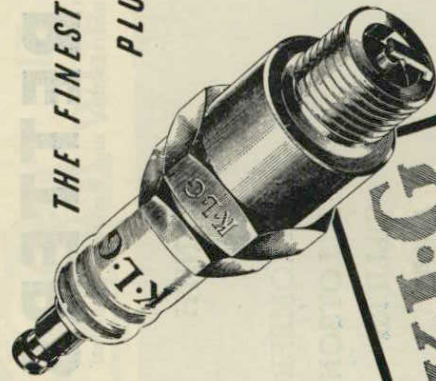
Available in...  
UP DRAFT  
SIDE DRAFT  
DOWN DRAFT

A new Modern Carburettor quickly saves its cost in improved Petrol Consumption and Engine Performance.

Distributors:

**Coventry's**  
COVENTRY MOTOR REPLACEMENTS PTY. LTD.  
878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES





**THE FINEST AND FASTEST  
PLUG ON EARTH**

John Cobb was the first to exceed 400 m.p.h. on land. His Railton Mobil Special was, of course, fitted with K.L.G. Sparking Plugs. It's this type of experience that makes K.L.G. Plugs the finest and fastest on earth — and the Plug for your car. Fit K.L.G. now.

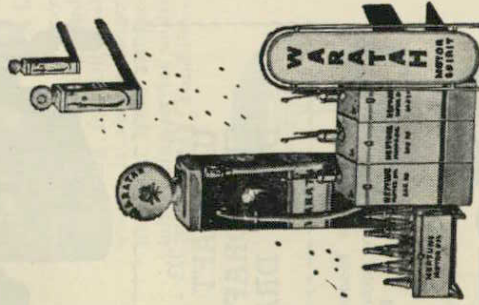
**K.L.G.**

**"CORUNDITE" SPARKING PLUGS**

**Remember . . .**

Actual Experience has long convinced motorists

**NEPTUNE  
PRODUCTS  
ARE  
WAY  
OUT  
IN  
FRONT!**



**For Economy — Dependability —  
Downtight Good Quality**

**NEPTUNE OIL CO. PTY. LTD.**

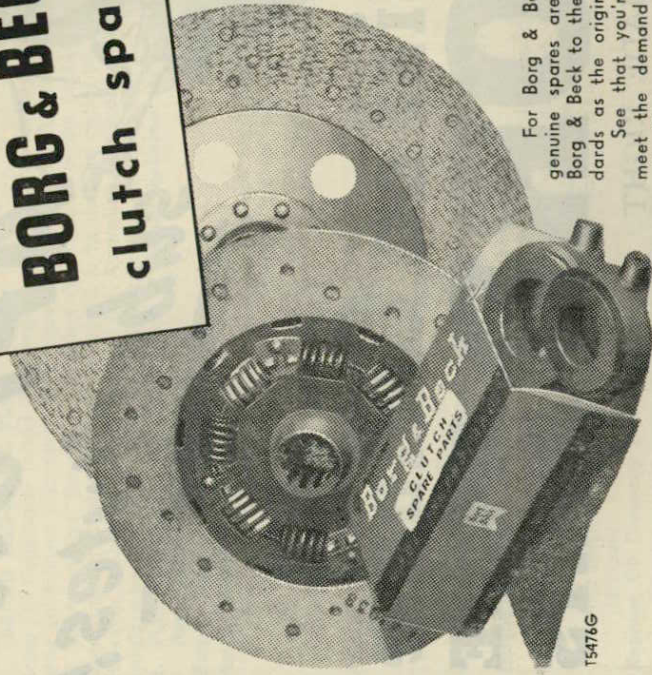
(Incorporated in New South Wales)

*So — keep up  
supplies and  
keep their custom!*

NR.15 b

**THE CUSTOMER IS ALWAYS RIGHT**  
*to insist on* **genuine**

**BORG & BECK**  
clutch spares



T5476G

For Borg & Beck Clutches, the genuine spares are those made by Borg & Beck to the same high standards as the original parts.

See that you're stocked up to meet the demand created by our advertising campaign to motorists and commercial vehicle users.

**BORG & BECK**  
(PTY.) LTD.

36 RALPH STREET, ALEXANDRIA, SYDNEY, NEW SOUTH WALES  
Genuine Borg & Beck Spares may be obtained from the following appointed Distributors:

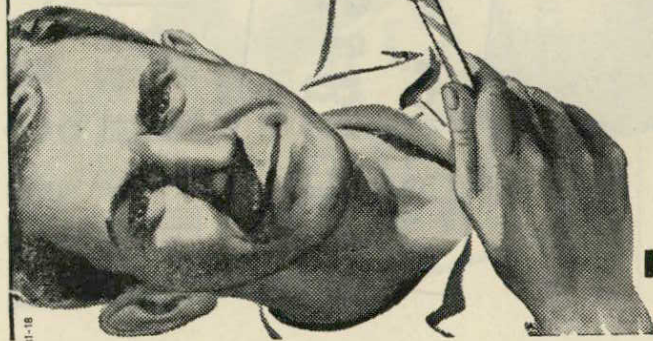
Atkins (W.A.) Ltd.

894 Hay St., PERTH

Coventry Motor Replacement Ltd.

876 878 Hay St., PERTH





*you can't*  
**AFFORD**  
*substitutes!*

**Insist on Genuine**  
**FORD**  
**SPARE**  
**PARTS**

★ MADE RIGHT

★ FIT RIGHT

More and more Genuine Ford Spare Parts are becoming available



**LYNAS MOTORS** PTY LIMITED

*Ford Dealers*

**SPARE PARTS DIVISION**

960-966 HAY ST. PERTH

## Australian Automobile Chamber of Commerce

Results of Conferences held September, 1951 with all Oil Companies Marketing in Australia and the answers given by the individual Companies at their individual meetings with A.A.C.C. in Victoria.

### A.—RELATIONS WITH ASSOCIATIONS IN VIEW OF THE INTRODUCTION OF THE ONE BRAND TIED-HOUSE PLAN:

Some Oil Companies raised the question of the use of the expression "tied house" and, after subsequent discussion, they were advised by the Australian Automobile Chamber of Commerce that the use by Member Associations of the expression "tied house" had been considered but unanimity in regard to its deletion could not be reached.

However, it had been agreed that the Australian Automobile Chamber of Commerce would refrain from officially using this expression in the future.

### 1. Future means of the maintenance of liaison between the Company and Member Associations.

Ampol Petroleum Limited { 1/10/51.

Ampol (Alba) Petroleum Pty. Ltd.

The questions raised under this heading are hardly applicable in view of our policy of support to independent traders. We do, however, reiterate that we are happy to continue on our present basis of liaison between your State bodies and our respective State Managers, and between your Federal body and our respective General Managers.

Atlantic Union Oil Company Limited—9/10/51.

We cannot see any reason to change from the present-day arrangements. Our liaison officers will be:—

To A.A.C.C.—General Sales Director.

To Branch Assns (N.S.W., Vic., Qld.)—Branch Managers.

Caltex Oil (Australia) Pty. Limited—4/10/51.

Caltex agree to maintain liaison between the Company and Member Associations. Independent Oil Industries Pty. Ltd.—1/10/51.

The questions raised under this heading are hardly applicable in view of our policy of support to independent traders. We do, however, reiterate that we are happy to continue on our present basis of liaison between your State bodies and our respective State Managers, and between your Federal body and our General Manager.

Neptune Oil Company Pty. Ltd.—26/9/51.

We support the same liaison as in the past.

H. C. Sleigh Limited—1/10/51.

The questions raised under this heading are hardly applicable in view of our policy of support to independent traders. We do, however, reiterate that we are happy to continue on our present basis of liaison between your State bodies and our respective State Managers, and between your Federal body and our General Manager.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Liaison between C.O.R. and member associations as at present maintained through our Branch Managers in each State.

The Shell Company of Australia Limited—11/10/51.

The Shell Company consider that there must always be a number of subjects which the Oil Industry can discuss collectively with the A.A.C.C. or with State Associations. There may be other items on which a common Oil Industry Policy is not feasible. However, to the extent that other Companies are willing to reach a common front and enter into common negotiations, the Shell Company is willing to be a party to same; this decision naturally being based on the understanding that it does not infringe any law operating in Australia.

(Continued on page 23.)



## Retail Motor Trade...

### GET TOGETHER

Members have been advised by circular of the  
W.A. AUTOMOBILE CHAMBER OF COMMERCE

## First Annual Dinner

THURSDAY, 29TH NOVEMBER, 1951



We know that you will not want to miss this Festive Season Get Together of the Trade and we therefore request you to immediately contact the office for your invitation. Ring B 9838 or return the slip attached to our recent circular to confirm your reservation.

Your fellow traders and many other of your trade friends will be there.

Remember!

Thursday 29th November, 1951

AT THE "MARELLE", 618 HAY STREET, PERTH

(above Ezywalkin's)

Commencing 7.15 p.m. SHARP

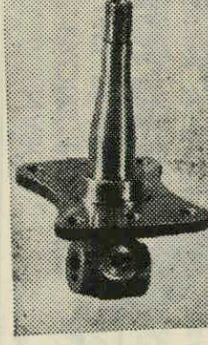
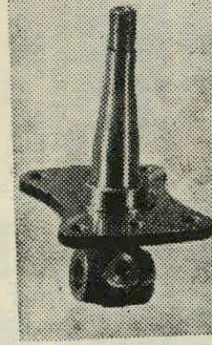


W.A.A.C.C. (Inc.)—ANNUAL DINNER

Invitations can be obtained from any of the Executive or Committee listed on the Inside Front Cover.



Only one is a Genuine G.M.H Part



... the other isn't up to blueprint specifications.

\* The difference between a Genuine and a non-genuine part is not necessarily visible to the eye. The difference becomes apparent only under operating conditions.

Genuine GM-H Parts supplied to you always fit perfectly and function with lasting satisfaction. That's because NASCO Inspectors reject parts not made exactly to original General Motors engineering specifications.

Without costly testing equipment or access to G.M. blueprints it's impossible normally to tell the difference between a genuine and a non-genuine part. But you can be sure that parts you fit to G.M. vehicles are right if you order through NASCO Distributors or General Motors Dealers specifying that you want Genuine GM-H Parts.

You protect your name for service when you insist on:

**Genuine GM-H Parts**

The only parts made to General Motors blueprint specifications and passed by NASCO's rigid inspection.

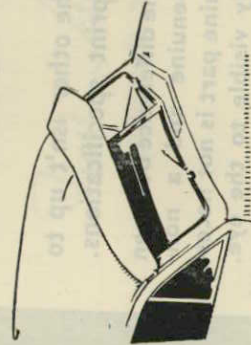




## ACCESSORIES NEWS

### NEW! HOLDEN SUN SHADE

*gives you a great new trading opportunity.*



The new external steel sun shade for Holden has already created remarkable interest. Everything points to it being a sales winner. Engineered to blend with body lines, designed to give protection against glare, eye strain, summer heat. Easy to install — no drilling — no special tools. Topside prime coated ready for spraying in colour of buyer's car or utility. Order now for summer delivery. List Price—£7/18/6. Part No. 7405339.

### Announcing the NASCO GLOVE COMPARTMENT LIGHT FOR HOLDEN

Lights automatically when glove compartment door is opened. Quick, easy installation, compact size. For Holden Car and Utility. Adaptable for other makes. Supplied with globe, screws and fitting directions. Part No. 7405405. List Price—10/—.



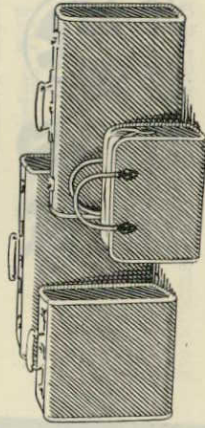
### NASCO FRONT FENDER MUD FLAPS FOR HOLDEN

Approved by General Motors-Holden's Engineers. Have proved their value under extreme conditions. Prevent mud and road slush being thrown up on to doors. Packaged with necessary fittings and instructions. Part No. 7405278. List Price — £1/15/6.



### IN GREAT DEMAND—HOLDEN SUIT CASE SETS

**Dimensions.**  
A. 28" x 17½" x 10". B. 26½" x 16" x 10". Front 7½" x 9½". Rear 9½" x 11½".  
C. 16½" x 16½" x 9½". D. 16" x 7½" x 11½".  
Make the utmost use of space available in the Holden boot. Practical, attractive, expertly made from genuine imported fibre board. Four colour schemes available each with exceptional customer appeal—Navy Blue with Fawn Trim; Brown with Fawn Trim; Fawn with Brown Trim; Grey with Blue Trim. The holiday season will increase your selling opportunities so will Christmas trading. List Price—£13/2/0 plus tax £3/15/6.



NASCO ACCESSORIES for HOLDEN are approved by the Engineering Department of General Motors-Holden's Ltd.

All prices are subject to Sales Tax

4858R-2

## NASCO ACCESSORIES NEWS cont.

### For the COOLING SYSTEM

To stop formation of rust and scale sell NASCO Radiator Rust Preventative. Part No. M6075. List Price—2/3

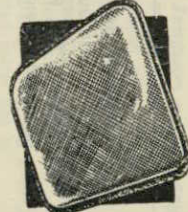
To remove rust and scale recommend NASCO cooling System Cleaning Fluid. Part No. M30139. List Price — 4/6.



### ORDER NASCO

### SEAT PADS

NOW—for summer selling



The popular development from the Cool-ride Cushion. Marked increase in sales over last twelve months points to excellent prospects this summer. Part No. 30070. List Price 19/6.

### On their own for value!

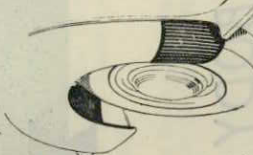
**NASCO CAR WASH:** Dissolves grit and avoids scratching. Economical — 3d. worth of solvent washes the average car. 8 oz. bottle. List Price — 3/6.

**NASCO CAR CLEANER:** Conditions paint surface for polishing. Recommend periodical use. 8 oz. and 16 oz. List Prices — 3/7, — 5/6.

**NASCO CAR POLISH:** A gentle-acting polish that gives a clear, hard, lasting finish. For paint, chrome, glass. Non-inflammable. 8 oz. and 16 oz. List Prices — 3/7, — 5/6.

### Fender Protectors for VAUXHALL

For installation on rear fenders of current Vauxhall Velox and Wyvern models. Gives protection from gravel, stones, and kicks. Part No. M.30601. List Price — £1/8/0.



### AIR CHIEF CAR RADIO

*Australia's Finest*

The only car radio with controls that are individually engineered and General Motors approved for Holden, Vauxhall, Chevrolet, Pontiac, Oldsmobile. Also 6 volt and 12 volt Universal sets.

TAILORED FOR G.M.H. VEHICLES

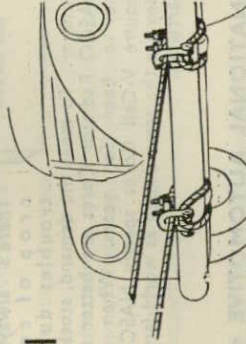


takes only 1 hr. to fit.

Distinctive patterns, expert tailoring and quick installation make NASCO Seat Covers firm favourites with owners of Holden, Chevrolet, Vauxhall, Pontiac, Oldsmobile.

### New! imported 30' steel CAR TOWING BRIDLE

"Two-legged" type for greater safety, easier towing. Made from flexible, galvanised, rust-proof, high grade steel. Grips and shackles factory tested. For all cars, utilities, light trucks. Part No. M.30695. List Price—£2/0/0.



4258B-2



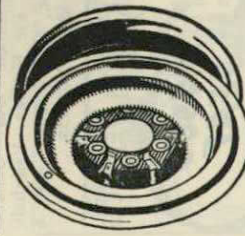


## PARTS NEWS

**Vauxhall • Bedford**

### BODY PARTS for imported models

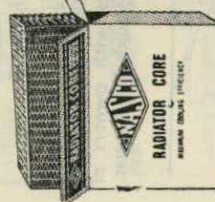
You may not know that good stocks of body parts are available for Imported 1947-48 Vauxhall Wyvern Saloons, Imported post-war 14 h.p. Vauxhall Senior Saloons and Imported K.M.O. Bedford Cabs. Whenever you want body parts for these imported models order through your NASCO Distributor or from any General Motors Dealer.



### NASCO 16" WHEEL

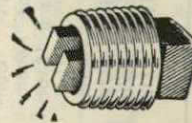
A replacement wheel for 1939-1948 Chevrolet cars; also ideal for trailer and caravan construction. Good stocks are being distributed. Part No. K.22173. List Price—£3/16/0 plus tax.

Prepare for increased sales of



### NASCO V-CELL RADIATOR CORES

There's always a crop of core troubles during Summer. To meet the demand, stocks of NASCO Radiator Cores are better than they've been for years. When you require V-Cell Cores specify NASCO—they are the same design as world-famous Harrisons.



### Ways of selling LISLE MAGNETIC DRAIN PLUGS

Make the most of your opportunities when owners bring their cars in for grease or oil change—when they are picking up new vehicles—when a client has a rebore or transmission service. You can sell a set of Lisle Magnetic Plugs to the owners of every popular car or truck.

**NATIONAL AUTOMOTIVE PARTS & ACCESSORIES DIVISION OF**

**W.A. SERVICE STATION & MOTOR TRADER**  
GENERAL MOTORS-HOLDEN'S LTD.

4855B-4

#### Vacuum Oil Co. Pty. Ltd.—27/9/51.

Vacuum is quite willing to participate in discussions as suggested. It would probably be better for the State Associations to confer with State Company Managers, but Vacuum is quite agreeable to participate in both State and Federal meetings.

#### 2. Attitude in regard to membership of retailers becoming or remaining Members of their respective Member Associations.

Ampol Petroleum Limited } 1/10/51.  
Ampol (Alba) Petroleum Pty. Ltd. }

In view of our policy we obviously desire independent resellers to continue as members of your Associations. We would like to stress our view that in the long run these independent resellers must ultimately become the only real members of the Associations since in practice no man can serve two masters.

#### Atlantic Union Oil Company Limited—9/10/51.

Our attitude on the need for all Atlantic Feature Station proprietors to be members of their branch Associations has been fully emphasised in all of our dealings with our prospective Dealers.

Atlantic believes that Trade Associations are beneficial provided they legislate for all members. We like such strong and tolerant Trade Associations and want to see them prosper.

#### Caltex Oil (Australia) Pty. Limited—4/10/51.

A matter as between Resellers and their respective Associations.

#### Independent Oil Industries Pty. Ltd.—1/10/51.

In view of our policy we obviously desire independent resellers to continue as members of your Associations. We would like to stress our view that in the long run these independent resellers must ultimately become the only real members of the Associations since in practice no man can serve two masters.

#### Neptune Oil Company Pty. Ltd.—26/9/51.

Purely a matter as between Resellers and their respective Associations.

#### H. C. Sleight Limited—1/10/51.

In view of our policy we obviously desire independent resellers to continue as members of your Associations. We would like to stress our view that in the long run these independent resellers must ultimately become the only real members of the Associations since in practice no man can serve two masters.

#### The Commonwealth Oil Refineries Ltd.—3/10/51.

No attempt is made by C.O.R. to influence resellers in respect to their membership of State Reseller Associations.

#### The Shell Company of Australia Limited—11/10/51.

The Shell Company is in favour of Shell Dealers being members of their appropriate so long as that Association represents the views of all members.

#### Vacuum Oil Co. Pty. Ltd.—27/9/51.

Vacuum is definitely in favour of resellers becoming and remaining members of State reseller associations. There are no reservations to this assurance.

#### B.—TYRES, BATTERIES AND ACCESSORIES.

1. Is it your intention to eventually introduce tyres, batteries and accessories as part of the tied-house plan?

Ampol Petroleum Limited } 1/10/51.

Ampol (Alba) Petroleum Pty. Ltd. }

We feel this question is not applicable to the undersigned companies but would add that we have no intentions at the moment in this regard.

#### Atlantic Union Oil Company Limited—9/10/51.

We have neither the intention or the desire to introduce tyres, batteries and accessories to Atlantic Feature Stations.

We intend to confine our activities to petroleum products which include Johnsons Car-Plate (and Carnu) which is a petroleum-wax base, petroleum solvent suspension product.

#### Caltex Oil (Australia) Pty. Limited—4/10/51.

Caltex cannot visualise this happening, but competition might cause the Company to consider it at a later date.

#### Independent Oil Industries Pty. Ltd.—1/10/51.

We feel this question is not applicable to us but would add that we have no intentions at the moment in this regard.

(Continued on page 28.)



# Obscure Engine Troubles

*Tips on locating cause of rough operation*

Tracking down the causes of a rough-running engine may often prove to be a time-consuming job. This is usually due to the lack of a systematised diagnosis procedure and neglect to inspect some forgotten points.

While engine roughness is often attributable to conditions causing the engine to miss, there are definite roughness factors that are not in this class.

Such things as unequal compression, loose, drier-out or improperly adjusted engine mounts, an unbalanced flywheel, or clutch, do not effect the actual firing of the engine.

Usually roughness factors will also cause noticeable engine vibration, most of which becomes more evident at high speeds. On the other hand, many of the things that cause an engine to miss, particularly at low speeds, will not always be as evident at higher speeds. Such things as a clogged low speed jet, some distributor faults, and valve system troubles will not be as noticeable or disappear at high operating speeds.

Needless to say, the first thing to do in tracking down the cause of engine roughness is a good tune-up job. The tune-up should not be the "10/6. special" variety, but, rather a complete check of compression, ignition, carburation, and a performance or road test. This procedure will reveal whether any of the ignition, valve system or carburettor factors are responsible for the erratic engine performance. It will also prove to be a timesaver.

In the thorough tune-up a compression gauge will give you a good check on the valve system possibilities, with the probable exception of timing chain or gear condition. It will also reveal gasket condition and the likelihood of cylinder or piston scores or a broken compression ring or rings.

A check of the condition and adjustment of engine mounts is an often "forgotten about" inspection. Some cars are equipped with engine stay

rods which, if improperly adjusted may cause misalignment of the engine mounts. When loose, these rods may cause rough running or clutch chatter. Whether or not the car had a recent clutch job will give a clue as to possibilities of an unbalanced clutch pressure plate or disc. Improper balance of flywheel or clutch or a faulty vibration dampener will cause vibration and show up or be most evident at some given speed on the road. Besides being annoying, an unbalanced condition usually puts additional stress on the main bearings and cause premature wear.

The most important thing from the car owner's standpoint is that a rough running engine, besides being an annoyance in driving can, if neglected cause accelerated wear that may lead to a serious breakdown. Unbalanced conditions in clutch, flywheel, or dampener greatly increase the strain and wear on main bearings. The simplest miss of improperly gapped or dirty plugs will increase petrol consumption. Leaky valve guides, aside from causing erratic running, may make an oil hog of the car.

## COMMON CAUSES OF ENGINE ROUGHNESS

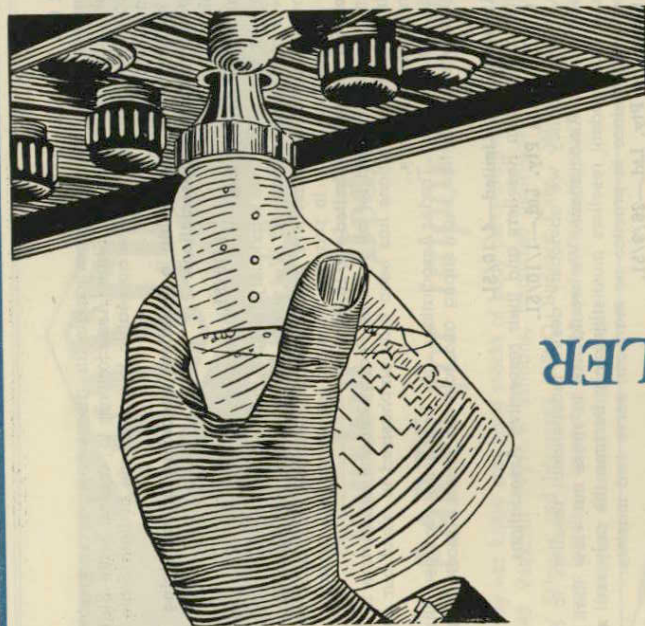
### Ignition:

Improper distributor point adjustment, points dirty or pitted; narrow spark plug gap; fouled, cracked or otherwise defective spark plugs; distributor ground loose, corroded or dirty; defective coil or poor grounds at coil or distributor; defective condenser; defects, cracks, or shorts in rotor or distributor cap; defects in high or low tension wiring; weak distributor point springs; inoperative or faulty centrifugal or vacuum spark advance; air leaks in vacuum advance diaphragm; excess wear on distributor shaft bearings or cam.

### Valve System:

Sticking valves; unequal tappet clearance; weak valve springs; worn valve stems or guides, leaning mixture; carboned, gummed, or overheated.

(Continued on next page.)



**LUCAS**  
BATTERY FILLER

with the new

Correct topping-up automatically ensured . . .

A Boon to Motorists  
Won't spill  
Won't Overfill



JOSEPH LUCAS (AUST.) PTY. LTD. 639 WELLINGTON STREET, PERTH



ed stem or guide; bent valve stem; cracked valve seat; loose or worn timing chain.

#### Carburation:

Rich or lean mixture; dirty air cleaner and resultant rich mixture; air leaks at carburettor intake manifold joints, or in vacuum-operated accessories or lines; loose manifold nuts or cap screws; faulty gaskets; cracked manifold; automatic choke not opening early enough with resultant loading or excessively rich mixture; clogged low speed jet; incorrect float level; foreign matter or water in fuel or float chamber.

#### Miscellaneous:

Engine not properly tuned; unequal compression; cylinder or piston scored; broken compression ring; defective, loose, or dried out rubber engine mounts; misalignment of engine mounts; clutch disc or plate more than 4-oz. out of balance; unbalanced flywheel; vibration dampener defect-

ive, stuck or loose; excessive clearance at front camshaft of crankshaft bearing; loose timing gears or excessive lash; loose timing chain; clogged muffler; sprung camshaft.

If available, use an acetylene torch, but a common blow torch will do if heat is applied for a long period. Bring the hub to an even heat. (Red hot is not necessary.) Then pour cold water on the unit, cooling as rapidly as possible.

When the unit has completely cooled, you will find that very little pressure will remove the "frozen" part, no matter how tough it was originally.

And then there was the sad case of the young man who fell in love with the pretty policewoman and got three months for laying down the law. Ah! These modern times!

\* \* \*



## JUST ARRIVED

*First Shipment of the new 1951, 14th Edition*

#### MOTOR'S AUTO REPAIR MANUAL

769 pages. Overall Size 11 in. x 8 1/2 in. Covering Repair Instructions and clearance data on all makes and models of cars 1935 through to 1951. Price £5/11/6. Registered Postage 3/6.

#### Also Available MOTOR'S TRUCK & TRACTOR MANUAL.

960 pages. Overall Size 11 in. x 8 1/2 in. Coverage 1936 through to 1949. Price £7/10/-, Registered Postage 4/2.

#### MOTOR'S FLAT RATE MANUAL 19th Edition available.

MOTOR'S MANUALS have been in use by Motor Repair Garagemen and their mechanics for past 25 years and with their assistance combined with practical experience Automobiles are repaired in the perfect way for their clientele. We are Exclusive Representatives in Australia and New Zealand for the Publishers of MOTOR'S Manuals which are sold by all leading Booksellers.

#### ASSOCIATED TRADE JOURNALS CO.

"Frazer House", 42 Bridge Street, SYDNEY, N.S.W.

Telephone: BW 1400, Sydney. Cable Address: "ACROSSEAS" Sydney.

## THE WAKEFIELD *Wholesale Only* POLICY

IS YOUR GUARANTEE OF  
CONSTANT  
REPEAT SALES



C. C. WAKEFIELD & CO. DO NOT SELL  
DIRECT TO YOUR CUSTOMERS  
"CASTROL" users must always buy from  
YOU.

You're protecting your own profits  
when you support the WAKEFIELD policy.

WAKEFIELD  
**Castrol**  
MOTOR OIL

T. 33a

C.C. WAKEFIELD & CO. LTD.



**Neptune Oil Company Pty. Ltd.—26/9/51.**

The question is not relevant to our marketing policy.

**H. C. Sleigh Limited—1/10/51.**

We feel this question is not applicable to us but would add that we have no intentions at the moment in this regard.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

Not applicable to Independent traders.

**The Shell Company of Australia Limited—11/10/51.**

No.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum has no plans nor any present intention of introducing tyres, batteries and accessories. However, the Company could not be committed for the indefinite future.

**C.—TRADING HOURS:**

1. Is it your intention to in any way sponsor the alteration of the legal petrol trading hours as at present enjoyed by the motor garages and service stations?

**Ampol (Alba) Petroleum Limited**

Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.

The undersigned Companies have no intentions in this regard.

**Atlantic Union Oil Company Limited—9/10/51.**

We have no intentions or desire to sponsor any item dealing with trading hours. Such matters concern Service Station operators as a body and as we are exclusively wholesalers we have no voice in this matter.

We are aware of the views expressed from time to time by N.R.M.A., Royal Automobile Clubs and certain other interests, to the effect that they consider existing trading hours to be restrictive. Maybe you can silence the criticisms of such powerful interests by arranging to give emergency service on a roster basis—if you think this advisable.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Caltex is opposed to any extension of trading hours.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We have no intentions in this regard.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

We do not propose to sponsor any change.

**H. C. Sleigh Limited—1/10/51.**

We have no intentions in this regard.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

Trading hours in all States are subject to State Government legislation.

**The Shell Company of Australia Limited—11/10/51.**

No. Attitude neutral. It is not our intention in any way to sponsor increased trading hours.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum has no intention of sponsoring any alteration of the present legal petrol trading hours. It will support the regulations as they exist.

**D.—PRICE MAINTENANCE:**

1. Measures that could be applied to any retailer cutting the standard retail price of petrol?

**Ampol Petroleum Limited**

Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.

We have no specific plans in this connection and would have to examine closely the legality of any such proposals. We must add, however, that we consider it most desirable to maintain general market stability.

**Atlantic Union Oil Company Limited—9/10/51.**

The problem of price cutting is the same to-day as always and we will support any scheme which can be devised to eradicate the nuisance. Any scheme will require full endorsement by all Oil Companies.

Our view is that Solo Outlets will bring greater price stability, due to the higher capital investment per site and the consequent need for operators to obtain the full margin of profit to protect their investment.

(Continued on page 22.)

# Wesfarmers

## GARAGE SERVICE

Modern Equipment for all Repairs at  
100 JAMES STREET

### ACCESSORIES and REPLACEMENT PARTS

RING BA 2921

Spraying and Painting. Cylinder Reboring.  
Panel Beating. Engine Reconditioning.  
Oxy Welding. Electrical Servicing.  
Battery—Sales & Service. Car Trimmers.

Distributor of:

FIAT - DAIMLER - NASH  
— LANCHESTER —

SIMCA

DIAMOND "T" and GUY TRUCKS

WESTRALIAN FARMERS  
CO-OPERATIVE LIMITED

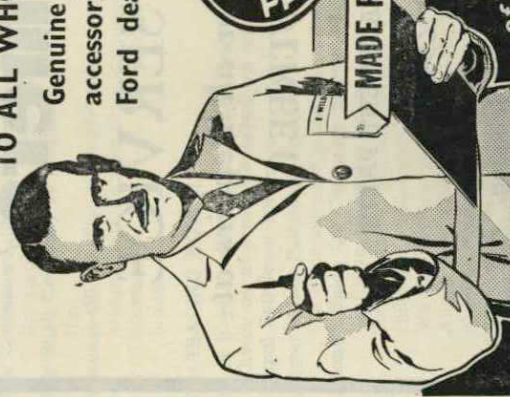
PHONE BA 2921



# An important message

TO ALL WHO SERVICE FORD-BUILT VEHICLES

Genuine Ford spare parts and approved accessories are available from authorised Ford dealers and spare parts wholesalers.



MADE RIGHT

LAST LONGER

FIT RIGHT

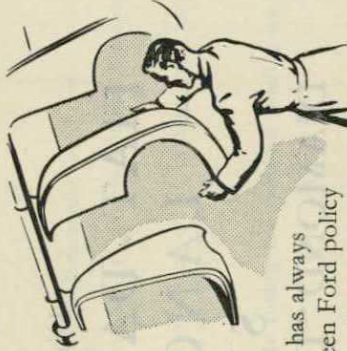
This is your guarantee  
of satisfactory repair and  
maintenance of "Ford-built" vehicles

## PACKAGED PARTS



The Genuine Ford line of parts provides a convenient packaged service of co-related parts for those servicing Ford and Fordson vehicles. Supplied in separate packages parts are protected from damage in handling.

## BODY REPLACEMENT PARTS



It has always been Ford policy to afford a service of the maximum range of body spares. Despite general shortages of basic materials, an extensive range has been maintained, and enquiries and orders are handled expeditiously.



MADE RIGHT  
LAST LONGER  
FIT RIGHT

And here's a few suggestions in Genuine Ford Accessories

## FORD UNIVERSAL CIGARETTE LIGHTERS

Two types of fitting gives universal application to any car, utility or truck. Replacement plungers and elements (screw type) also available.



## TRAVEL BAGS

Specially designed for Prefect owners. Two-case unit for the Australian Prefect 1945-51. Single-case unit for the English Prefect 1949-51. Australian Prefect 1937-44.



## FORD RADIO

One line of custom built radios

- A18800 Ford Sedans and Utilities model 1A.
- AT1A18800 Pilot Sedans, Ford (Canadian) Trucks "Thames" Trucks.
- A53A18800 Prefect and Anglia Sedans, 10-10 Vans Estate Cars.

All three models have—  
6 valve superheterodyne circuits—side mounting telescopic aerials—tonal quality unsurpassed in auto radio.



## FORD TOOL KIT HOLDERS

Holds the complete Tool Kit. Suits all 1949 to 1951 Ford Sedans Models 8A, O8, 1A. Shadow-marked to show where the tools and jack are strapped in place.



## FORD BODY POLISH FORD WAX

Ford Body Polish enables you to remove effortlessly all accumulated road scum and grease and impart a dazzling surface. Ford Wax Polish, a grand compound to preserve that showroom finish.



FORD MOTOR COMPANY OF AUSTRALIA PTY. LIMITED

FSSA-DSC



### Caltex Oil (Australia) Pty. Limited—4/10/51.

In accord, and we will work with Associations for maintenance of prices. Caltex would be prepared to restore conditions of sale on invoices if other Companies agreed.

### Independent Oil Industries Pty. Ltd.—1/10/51.

We have no specific plans in this connection and would have to examine closely the legality of any such proposals. We must add, however, that we consider it most desirable to maintain general market stability.

### Neptune Oil Company Pty. Ltd.—26/9/51.

We intend strictly to follow our past attitude which is in favour of stability of wholesale and retail prices, and that maintenance of the latter is a matter purely between the Reseller and the respective Member Associations.

### H. C. Siegh Limited—1/10/51.

We have no specific plans in this connection and would have to examine closely the legality of any such proposals. We must add, however, that we consider it most desirable to maintain general market stability.

### The Commonwealth Oil Refineries Ltd.—3/10/51.

We will continue to support the maintenance of correct retail price. C.O.R. pump agreements state that C.O.R. products must be retailed at the standard ruling rate.

### The Shell Company of Australia Limited—11/10/51.

The Shell Company is in agreement with the principle of the maintenance of the retail price of petrol and to the operation of any practical machinery to enforce it. This matter is to be further discussed in due course between the President of the A.A.C.C. and the Sales Manager of Shell.

### Vacuum Oil Co. Pty. Ltd.—27/9/51.

Vacuum is wholeheartedly opposed to retail price-cutting and will do all that lies within its power to support the retail price.

### 2. Total abolition of all rebates, monetary or in kind, to retailer by wholesalers and to consumers by retailers.

#### Ampol Petroleum Limited

#### Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.

This policy is already in effect as far as the undersigned companies are concerned.

#### Atlantic Union Oil Company Limited—9/10/51.

We promise you 100% co-operation in any campaign to eliminate all rebates of any description—either wholesale or retail. Our view is that there should be one wholesale price and one retail price to everyone. This is an important plank in our Atlantic Future Station merchandising policy.

### Caltex Oil (Australia) Pty. Limited—4/10/51.

In accord. (Caltex advised that they have a temporary arrangement to offer a rebate for a period of ninety days, but they do not anticipate making any payments.)

### Independent Oil Industries Pty. Ltd.—1/10/51.

This policy is already in effect as far as our Company is concerned.

### Neptune Oil Company Pty. Ltd.—26/9/51.

We support in principle the abolition of all rebates and have rigidly applied this principle in past trading. Our future attitude may depend largely on:—

(a) Reseller attitude to Neptune.

(b) Adherence by competitors to abolition of rebates.

### H. C. Siegh Limited—1/10/51.

This policy is already in effect as far as our Company is concerned.

### The Commonwealth Oil Refineries Ltd.—3/10/51.

We do not grant, and are opposed to the granting of, price concessions in any form.

### The Shell Company of Australia Limited—11/10/51.

Shell will not favour a return to any retail commercial discount. Sydney taxi discount open for further discussion at appropriate time.

### Vacuum Oil Co. Pty. Ltd.—27/9/51.

Vacuum is wholeheartedly opposed to retail price-cutting and will do all that lies within its power to support the retail price.

### E.—LIMITATION OF OUTLETS:

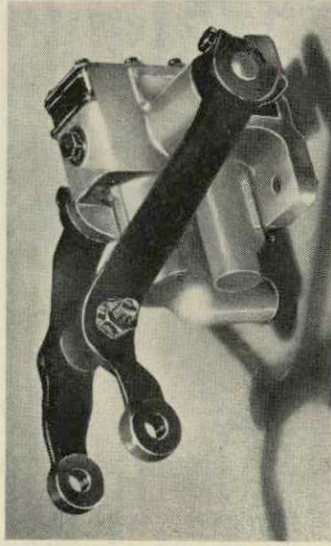
1. The policy of limitation originally agreed to by the Industry in 1938 and re-affirmed in 1946.

(Continued on page 34.)

# SHOCK ABSORBERS

## (HYDRAULIC SUSPENSION UNITS)

We carry a comprehensive range of Hydraulic Suspension Units in Tubular Aircraft types, Wishbone types for independent springing, and Double Acting Arm types to fit almost every Car, Utility, Bus or Truck.



Armstrong Wishbone type, originally equipped on most English Cars with independent suspension. Also available in Double Acting Arm types for conventional springing.

ARMSTRONG TUBULAR AIR-CRAFT TYPE. A PARTICULARLY EFFICIENT UNIT FOR FITMENT TO MANY ENGLISH AND AMERICAN CARS AND BUSES WITH CONVENTIONAL SPRINGING.



American Delco type for replacement on many American vehicles; both Wishbone and Double Acting types available.



A COMPLETE REPAIR SERVICE EMPLOYING FACTORY EQUIPMENT IS AVAILABLE FOR ARMSTRONG, AND NEWTON & BENNETT UNITS ONLY.

Distributors:

# COVENTRY'S

COVENTRY MOTOR REPLACEMENTS PTY. LTD.

878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES



**Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

We re-affirm our agreement in this policy and refer you to our joint letters of August 22nd, setting forth our policies in this regard.

**Atlantic Union Oil Company Limited—9/10/51.**

We have publicly announced our willingness to adhere to the Policy of Limitation of 1938 and re-affirmed in 1946, where it is lawful to implement the Policy.

In our opinion this Limitation Policy is of vital interest to all resellers and should be administered with great care to ensure its acceptance by State Governments. (Note: Recent publicity and happenings in New South Wales and Queensland could jeopardise the Policy and it is up to the Reseller Associations to judiciously administer the Policy and be prepared to approve new outlets as may be fairly assessed as being warranted.)

Our adherence to the Policy of Limitation has been absolutely positive and far in excess of any other Oil Company.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

In accord.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We re-affirm our agreement in this policy and refer you to our letters of August 22nd, setting forth our policies in this regard.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

No change in our policy. We stand by our undertaking given to A.A.C.C. in 1947.

**H. C. Sleigh Limited—1/10/51.**

We re-affirm our agreement in this policy and refer you to our letter of August 22nd, setting forth our policies in this regard.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

Our policy regarding the opening of new outlets remains unchanged.

**The Shell Company of Australia Limited—11/10/51.**

Shell re-affirmed adherence to limitation of Outlet Policy and basically did not favour solo rites in areas having less than four outlets.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum supports the existing policy and considers that its single brand service station plan provides added reasons for the Company's support.

**2. Continued consultations with respective Member Associations when any new outlet is contemplated or the installation of any industrial pump.****Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

Here again, we refer to our letters of August 22nd, in the second of which we agree to refrain from installation of industrial pumps where damaging to local reseller interests.

**Atlantic Union Oil Company Limited—9/10/51.**

We endorse the policy of consultation between the Associations and the Oil Industry and hope to see it continue.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

If Caltex should find that it is at a disadvantage, the Company will approach respective Associations before taking any action.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

Here again, we refer you to our letters of August 22nd, in the second of which we agree to refrain from installation of industrial pumps where damaging to local reseller interests.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

We agree if all competitors agree likewise.

**H. C. Sleigh Limited—1/10/51.**

Here again, we refer you to our letters of August 22nd, in the second of which we agree to refrain from installation of industrial pumps where damaging to local reseller interests.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

As a general principle all new outlets contemplated are discussed with the State Association.

**The Shell Company of Australia Limited—11/10/51.**

Yes. Shell will notify if installation of industrial pumps is contemplated.

(Continued on page 38.)

# MENZEL RETREADS..

mean more miles



167 WILLIAM ST.  
(Cr. William & Roe Sts.)

## HIGHWAY FATALITIES UP LAST YEAR IN U.S.A.

The Travellers' Insurance Company of America has brought out its annual statistics on highway deaths and accidents. It is titled "R.I.P.", translated, "Rest in Pieces".

The figures indicate what is happening in the U.S.A. with the population of cars and trucks increasing. The 1950 auto accident statistics for the U.S.A. took a big jump over 1949. The death toll of 35,000 is the greatest since 1941, when 40,000 lost their lives.

Injuries likewise soared to a new high of 1,799,800. The previous high was set in 1949 with a total of 1,564,000.

Speed is still listed as the greater killer. It took 13,300 lives and caused

475,000 injuries. One out of every three American drivers involved in accidents last year was going too fast. Jaywalking figured prominently in U.S. traffic deaths in 1950. It took the lives of 3,740 or 240 more than in 1949.

The youthful driver, while getting better, still accounts for more than his proportionate share of the accidents. Although those under 25 constitute only 20 per cent. of the drivers last year they accounted for 27 per cent. of fatal accidents.

Again the experienced, rather than the novice driver, is responsible for most of America's accidents. Of the 43,200 involved in fatal accidents, 42,420 had one year or more driving experience. Nine out of ten involved in accidents are male drivers. Three out of four accidents occurred in nice weather.



# Quality finishes.

A first quality finish depends on fine quality materials and the correct method of application. Brolite's famous finishes are scientifically produced to give the finest results, together with the necessary information for foolproof use. Whatever the process, spraying, brushing, dipping or baking, use the best . . . Brolite.



**BROLITE LACQUER**

for Spraying

**BROLITE SYNPLEX  
ENAMEL**

for Brushing and Spraying

# Brolite

**AUTOMOBILE . . . FURNITURE  
INDUSTRIAL LACQUERS.**

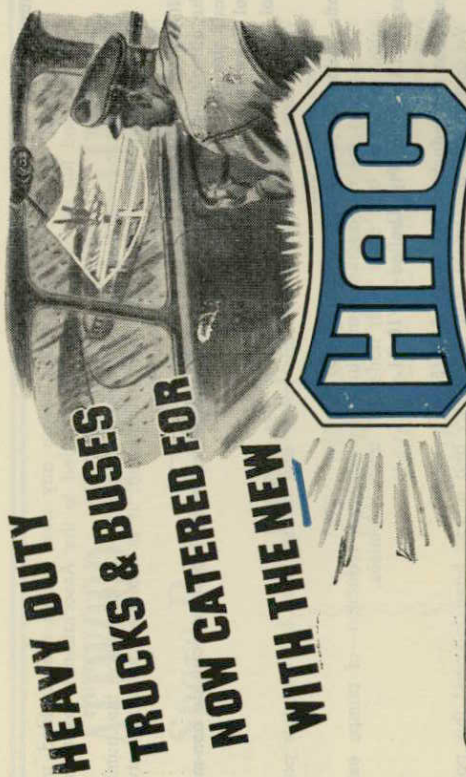
**Also Undercoats and Thinners.**

Licensee of Andrew Brown Co., U.S.A.

W.A. DISTRIBUTORS:

**ARMSTRONG DIMMITT LTD.**

**379 MURRAY STREET, PERTH  
TELEPHONE BA 5151**



**HEAVY DUTY  
TRUCKS & BUSES  
NOW CATERED FOR  
WITH THE NEW**

# HAC

*Electric*  
**HEAVY DUTY  
WINDSCREEN WIPER**

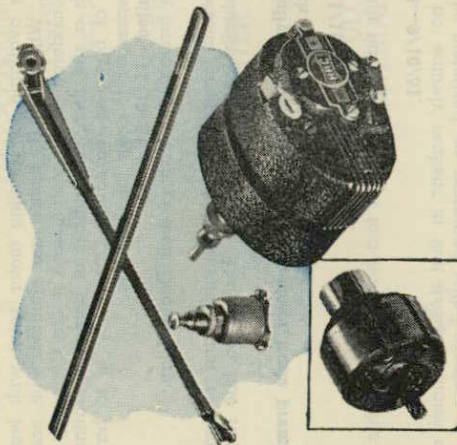
Meet for the first time, the "H.A.C." Heavy Duty Truck Wiper, designed for Trucks and Buses with either flat or V type windcreens.

Package comprises 7 Pole Armature Type Electric Wiper Motor, 10 in. Stainless Wiper Arm, 10 in. Chrome Plated Wiper Blade, and Switch.

When ordering specify:—

- 7 HD 5—6v. Short Spindle.
- 7 HD 5—12v. Short Spindle.
- 7 HD 6—6v. Long Spindle.
- 7 HD 6—12v. Long Spindle.

Manufactured by: H. A. CHIVERS, 140 King Street, Melbourne.  
OBTAINABLE FROM WHOLESALERS THROUGHOUT AUSTRALIA.





**Vacuum Oil Co. Pty. Ltd.—27/9/51.**  
Vacuum will consult the Association before any new outlets are decided upon by them, and full opportunity will be extended to the Association to express its views.

With regard to industrial pumps, Vacuum's objective is to reduce the number. As the single brand plan becomes established, it is intended to progressively remove small throughput industrial pumps

**F.—NON-MOTOR TRADE PUMPS:**  
1. The obtaining from any addition to the number of pumps operating outside non-motor trade premises.

**Ampol Petroleum Limited** } 1/10/51.  
**Ampol (Alba) Petroleum Pty. Ltd.** }  
We confirm our agreement with this policy and in fact have followed this policy for some years past.

**Atlantic Union Oil Company Limited—9/10/51.**  
We support the non-addition—and in fact the actual reduction—of pumps established at stores and other such non-motor trade premises.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**  
Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**  
We confirm our agreement with this policy and in fact have followed this policy for some years past.

**Neptune Oil Company Pty. Ltd.—26/9/51.**  
We greatly prefer representation exclusive to genuinely established Garages and Service Stations, but reserve the right to remain at other sites if local Resellers refuse to co-operate by giving us fair representation.

**H. C. Sleigh Limited—1/10/51.**  
We confirm our agreement with this policy and in fact have followed this policy for some years past.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**  
Our policy is to have pumps available for retailing motor spirit with legitimate garages and service stations. Where C.O.R. pumps are situated with non-motor traders each case must be considered on its merits, and if the Company feel it is necessary to maintain such a site then the number of pumps operating must be according to the amount of business available. Our policy is to have the minimum number of pumps necessary to cater for the trade.

**The Shell Company of Australia Limited—11/10/51.**  
Shell agree to this point as a fundamental part of their Dealer Plan.  
**Vacuum Oil Co. Pty. Ltd.—27/9/51.**  
In association with the successful completion of its single brand station plan, Vacuum's objective is to gradually achieve what the Association has requested under this item.

2. Refraining from converting manually operated pumps at non-motor trade premises to electric units in localities in which service stations operate.

**Ampol Petroleum Limited** } 1/10/51.  
**Ampol (Alba) Petroleum Pty. Ltd.** }  
We confirm our agreement with this policy and in fact have followed this policy for some years past.

**Atlantic Union Oil Company Limited—9/10/51.**  
We feel that this proposal is not entirely realistic in that it discriminates against the operators in areas yet to be meterised, as compared with operators of similar types of businesses whose pumps have already been converted.  
In actual practice this question is of little concern to Atlantic as we have so very few pumps at non-genuine motor trade premises. We are only commenting on the principle involved.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**  
Accepted in principle but if the gallonage is over 1,500 gallons per month the Company may meterise the pumps.

**Independent Oil Industries Pty. Ltd.—1/10/51.**  
We confirm our agreement with this policy and in fact have followed this policy for some years past.

(Continued on page 42.)

# ATTWOOD MOTORS PTY. LIMITED

## Spare Parts Division . . .

### DISTRIBUTORS OF . . .

GENUINE G.M.-H. REPLACEMENT PARTS AND ACCESSORIES FOR:

VAUXHALL—BEDFORD

OLDSMOBILE—G.M.C.

CHEVROLET—HOLDEN

AIRCHIEF CAR RADIO

NASCO Auto Accessories

NASCO Trojan Hoist

NASCO Radiator Cores

NASCO Hydraulic Jacks

NASCO Electric Windscreen Wipers

NASCO Electric Horns

NASCO Body Hardware

A.C., CARTER, DELCO REMY Parts

UNIVERSAL HEADLAMPS—FOG-LAMPS

STENOR VULCANIZER & REPAIR MATERIAL



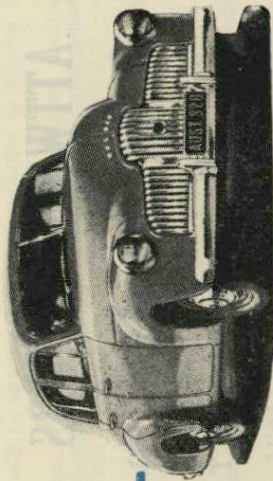
## Attwood Motors Pty. Limited

22-32 STIRLING STREET, PERTH

Phone: BF 1211 (10 lines). Direct Country Parts BA 2580

Telegrams: "TELAATTWOOD" PERTH

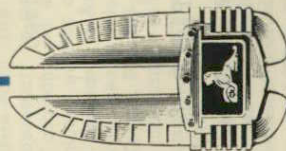




*Genuine*

# HOLDEN

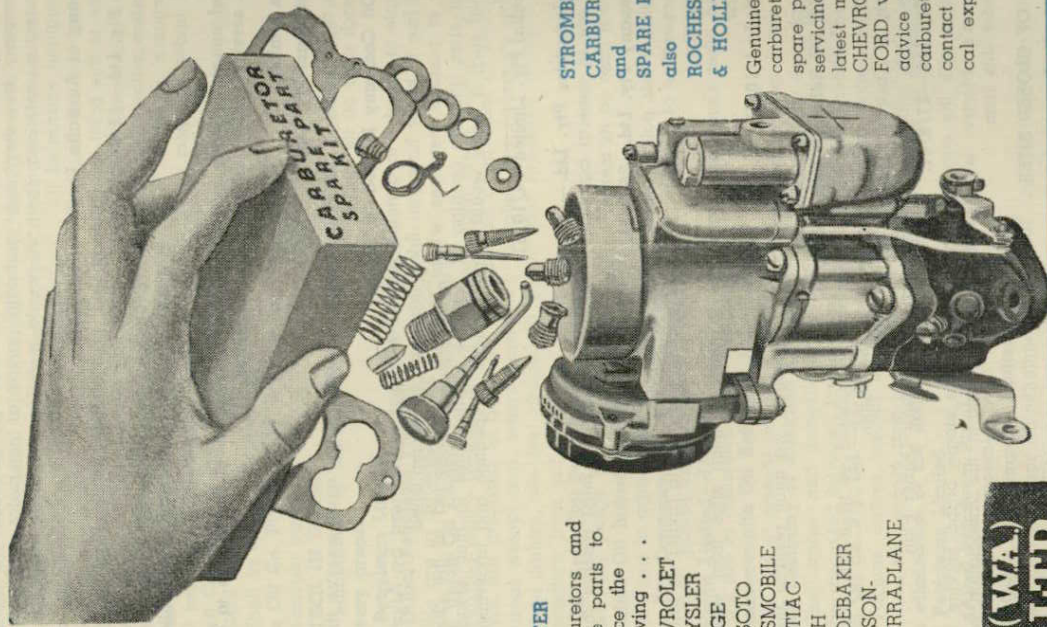
*Replacements*



COMPLETE RANGE AVAILABLE

# CARBURETOR

and SPARE PARTS for all VEHICLES



**CARTER**

carburetors and  
spare parts to  
service the  
following . . .

CHEVROLET

CHRYSLER

DODGE

DE SOTO

OLDSMOBILE

PONTIAC

NASH

STUDEBAKER

HUDSON

TERRAPLANE

**STROMBERG**

carburetors

and

SPARE PARTS

also

**ROCHESTER**

& HOLLEY

Genuine equipment  
carburetors and  
spare parts for the  
servicing of all the  
latest models . . .  
CHEVROLET and  
FORD vehicles. For  
advice on your  
carburetor troubles  
contact our techni-  
cal experts.

## ATKINS (WA) LTD.

ELECTRICAL • MECHANICAL • AUTOMOTIVE  
LUBRICATION • AND RADIO ENGINEERS

MAZDA HOUSE 894 HAY ST. PERTH PHONE BA2001



**Neptune Oil Company Pty. Ltd.—26/9/51.**

We greatly prefer representation exclusive to genuinely established Garages and Service Stations, but reserve the right to remain at other sites if local Resellers refuse to co-operate by giving us fair representation.

**H. C. Sleigh Limited—1/10/51.**

We confirm our agreement with this policy and in fact have followed this policy for some years past.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

If the Company feel they must maintain pumps at non-motor traders premises and the area is meterised, then we would meterise pumps at non-motor traders if the throughput warranted it.

**The Shell Company of Australia Limited—11/10/51.**

Shell agree to this point as a fundamental part of their Dealer Plan.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

In association with the successful completion of its single brand service station plan, Vacuum's objective is to gradually achieve what the Association has requested under this item.

**3. The closing of non-motor trade outlets and the transference of the pumps to existing garages and service stations in respective localities.****Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

While we are in general agreement with this policy, we must reserve the right to judge each case on its merits.

**Atlantic Union Oil Company Limited—9/10/51.**

The principle of transfer to genuine reseller premises is endorsed by Atlantic but we would like to know how you think this can be accomplished.

We know of positive instances where resellers have objected to the closing of storekeeper sites and the opening of genuine reseller sites in their stead. They claimed that such a move would bring stronger competition and undermine their businesses.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

While we are in general agreement with this policy, we must reserve the right to judge each case on its merits.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

We subscribe to this policy subject to the conditions—

- (a) The co-operation of Resellers in the respective localities in giving us fair pump representation.
- (b) Provided other Companies agree not to instal at such sites from which we withdraw.

**H. C. Sleigh Limited—1/10/51.**

While we are in general agreement with this policy, we must reserve the right to judge each case on its merits.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

Partly covered under (1). Each case would be considered on its merits, according to other representation and the throughput of the pump.

**The Shell Company of Australia Limited—11/10/51.**

Shell agree to this point as a fundamental part of their Dealer Plan.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

In association with the successful completion of its single brand service station plan, Vacuum's objective is to gradually achieve what the Association has requested under this item.

**G.—RE-OPENING OF CLOSED SITES:****1. The removal of all dormant reseller pumps from sites that have been permanently closed.****Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

We are in agreement with this policy and the Association may rest assured that we have no desire to waste our capital on unproductive equipment.

**Atlantic Union Oil Company Limited—9/10/51.**

We are prepared to endorse any decision to completely eliminate these closed sites provided such a decision is accepted as fully binding by all companies. Such a policy can only operate if there are no exceptions for any company or any reseller.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We are in agreement with this policy and the Association may rest assured that we have no desire to waste our capital on unproductive equipment.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agree, and believe as far as Neptune is concerned, this has been done.

**H. C. Sleigh Limited—1/10/51.**

We are in agreement with this policy and the Association may rest assured that we have no desire to waste our capital on unproductive equipment.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

It has been the Company's policy to remove idle pumps.

**The Shell Company of Australia Limited—11/10/51.**

Shell agree. If any examples are known to State Association they are to advise Shell in each individual case.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum agrees with this item.

**H.—PETROL IN DRUMS:****1. The elimination of the delivery of motor spirit in drums in the metropolitan free delivery areas.****Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

We are in agreement with this policy.

**Atlantic Union Oil Company Limited—9/10/51.**

Existing policy restricts drums in metropolitan areas except to Primary Producers. We are prepared to agree to eliminate all drum sales of petrol in metropolitan areas except that, where emergency supplies are necessary due to power and light failure, we feel obliged to supply our industrial accounts who buy other products from us.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Already policy of the Company.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We are in agreement with this policy.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agree, except as to Primary Producers.

**H. C. Sleigh Limited—1/10/51.**

We are in agreement with this policy.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

We are at present adopting this policy.

**The Shell Company of Australia Limited—11/10/51.**

Shell agree, and domestic Shell instructions are already directed to this end. To be discussed between President of A.A.C.C. and Sales Manager of Shell.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum agrees, except in regard to government supplies and contractors who move temporarily from one centre to another in connection with their work.

**2. The elimination of the delivery of motor spirit in drums in provincial depot areas.****Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

We are in agreement with this policy.

**Atlantic Union Oil Company Limited—9/10/51.**

We are not clear on whether "Provincial" means all country districts or merely those areas adjacent to metropolitan.

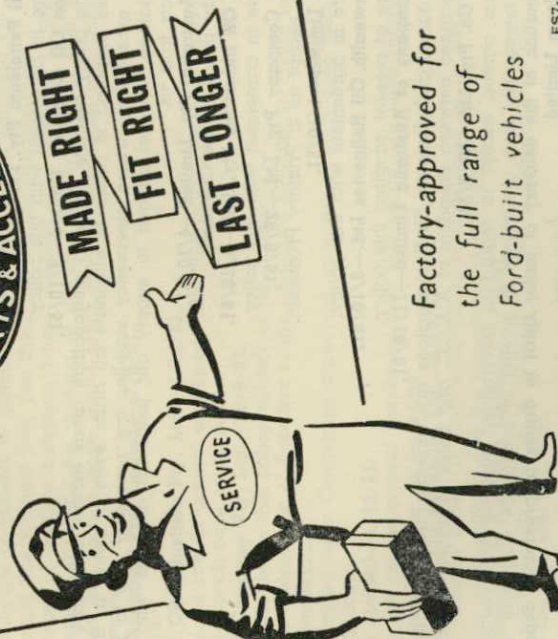
Is the suggestion intended to cover Primary Producers as well as other accounts? We notice H3 deals with Primary Producers but H2 does not.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Will work with Industry towards this objective.



If you own a  
**Ford-built vehicle**  
 you'll naturally be smart  
 and always insist on a  
**genuine Ford spare part**



Factory-approved for  
 the full range of  
 Ford-built vehicles

FS7-12

**GOVENTRY'S**  
 GOVENTRY MOTOR REPLACEMENTS PTY. LTD.  
 878 HAY STREET, PERTH  
 AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We are in agreement with this policy.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agree in principle, subject to agreement by other Companies.

**H. C. Sleigh Limited—1/10/51.**

We are in agreement with this policy.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

We are at present adopting this policy.

**The Shell Company of Australia Limited—11/10/51.**

In principle and to the greatest possible degree, Shell's aims are in line with the answer to (1). To be discussed between President of A.A.C.C. and Sales Manager of Shell.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum is desirous of finding some solution to its drum problem and hopes that the complete establishment of the single brand service station plan may help towards this end. If there are single brand service stations to which drum customers can be diverted, this will be in accordance with the Company's desires, and efforts will be extended to achieve this.

**3. The reduction and eventual cessation of the delivery in drums to primary producer accounts and, pending attainment of this objective, a revision of the policy of free delivery of petrol in drums to consumers.**

**Ampol Petroleum Limited } 1/10/51.**

**Ampol (Alba) Petroleum Pty. Ltd. }**

We cannot agree to elimination of Primary Producer business which not only constitutes a major proportion of our activities, but also represents a service to a most important class of producer. We should add that we consider any move such as that suggested would have implications which could operate to the detriment of both the Association and ourselves.

**Atlantic Union Oil Company Limited—9/10/51.**

This whole question needs clarification and we will study any proposal which may be advanced. At the present time we do not supply bulk gasoline to Primary Producers as such service would officially sponsor free delivery beyond town boundaries and pave the way for a complete free-delivery service on all farm products.

We hope you can show us how we can compete against companies such as Ampol who have organised co-operative societies into oil agencies, giving free delivery to members at cut rates. If you can eliminate such practices we believe it is possible to eliminate free delivery of all products to Primary Producers.

We are now negotiating with Prices Authorities for the introduction of a heavy cash deposit on all drums used for Gasoline, Kerosenes, Distillate and Fuel Oil.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Will work with Industry towards this objective.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We cannot agree to elimination of Primary Producer business which not only constitutes a major proportion of our activities, but also represents a service to a most important class of producer. We should add that we consider any move such as that suggested would have implications which could operate to the detriment of both the Association and ourselves.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

We can see no immediate prospect of discontinuing delivery of petrol in drums to Primary Producer accounts. If A.A.C.C. obtain agreement from other Companies then we would be prepared to meet A.A.C.C. and the other Companies for further discussion.

**H. C. Sleigh Limited—1/10/51.**

We cannot agree to elimination of Primary Producer business which not only constitutes a major proportion of our activities, but also represents a service to a most important class of producer. We should add that we consider any move such as that suggested would have implications which could operate to the detriment of both the Association and ourselves.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

We cannot agree to the elimination of drum deliveries to primary producers. This

(Continued on page 46.)



has been Company policy since its inception. A proper differential rate is maintained for deliveries in country areas.

#### The Shell Company of Australia Limited—11/10/51.

Shell basically supports the idea behind Item (3)H and if a favourable opportunity arose would be prepared to take steps to eliminate this to greatest degree possible.

Unfortunately this section of our trade seems, at this stage, to be linked closely with Power Kerosene trading.

To be further discussed between President of A.A.C.C. and Sales Manager of Shell.

#### Vacuum Oil Co. Pty. Ltd.—27/9/51.

Vacuum is desirous of finding some solution to its drum problem and hopes that the complete establishment of the single brand service station plan may help towards this end. If there are single brand service stations to which drum customers can be diverted, this will be in accordance with the Company's desires, and efforts will be extended to achieve this.

#### I.—RESELLER AGENTS:

1. The prohibition of any Company Agent from the retailing of petrol unless he be a legitimate service station or garage.

Ampol Petroleum Limited } 1/10/51.  
Ampol (Alba) Petroleum Pty. Ltd. }

Except for those of our Agents who are legitimate Service Stations or garages, our "B" Agents do not "retail" petrol in the sense referred to in your Agenda.

#### Atlantic Union Oil Company Limited—9/10/51.

No Atlantic Agent is permitted to sell any product in broken quantities. If he sells Gasoline in bulk he is a recognised reseller (the same as storekeepers, etc. or has a garage or service station business.)

We will be quite prepared to curtail reseller activities by agents if you can negotiate such policy with the Industry and provided also that we have active pump representation in each of our agency towns.

#### Callex Oil (Australia) Pty. Limited—4/10/51.

We favour the retailing of petrol—to the greatest extent possible—through resellers, and we do not favour agents being wholesalers and retailers, and we have consistently worked to this objective.

There will be, however, limited locations in small towns where there are no garages and the agent of any company will have the only pump—in such circumstances that pump would remain to give the required service to the motorist.

#### Independent Oil Industries Pty. Ltd.—1/10/51.

Except for those of our Agents who are legitimate Service Stations or Garages, our "B" Agents do not "retail" petrol in the sense referred to in your Agenda.

#### Neptune Oil Company Pty. Ltd.—26/9/51.

Neptune Non-Reseller Agents definitely do not retail petrol.

#### H. C. Sleigh Limited—1/10/51.

Except for those of our Agents who are legitimate Service Stations or Garages, our "B" Agents do not "retail" petrol in the sense referred to in your Agenda.

#### The Commonwealth Oil Refineries Ltd.—3/10/51.

It has been the Company policy not to appoint reseller agents for many years, except in country towns where a suitable agent in another type of business cannot be found.

#### The Shell Company of Australia Limited—11/10/51.

As Shell Dealer Plan develops, pumps will come away from non-garage or service station sites.

#### Vacuum Oil Co. Pty. Ltd.—27/9/51.

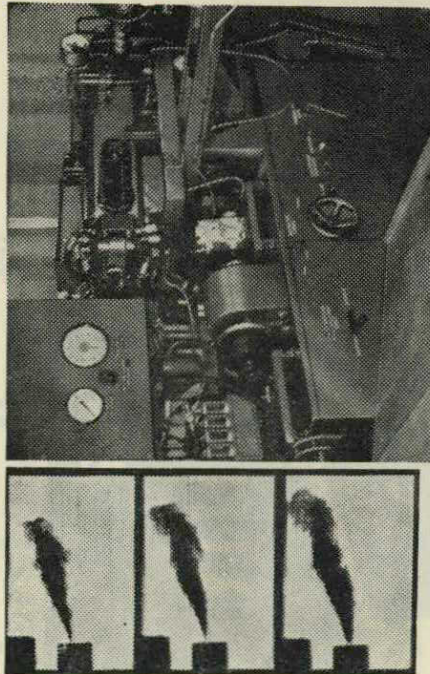
Vacuum depot agents do not make retail petrol sales unless they are also resellers. It could easily develop that some single brand service stations in appropriate country towns would be appointed depot agents for the Company, and where possible the Company favoured it.

#### J.—DEPOT RETAIL SALES:

1. The prohibition of retail sales of petrol ex Company "A" and "B" Class Depots.

Ampol Petroleum Limited } 1/10/51.  
Ampol (Alba) Petroleum Pty. Ltd. }

(Continued on page 54.)



## SEEING OIL SPRAYS IN "SLOW MOTION"

Fuel Injection Research at C.A.V. improves  
oil engine performance

Present-day standards of oil engine efficiency have been brought about not by any easy process but by painstaking research and experimental work on fuel injection equipment, nozzle design, combustion, etc. The apparatus shown here is for studying spray phenomena at the high air density conditions of an engine combustion chamber. A high pressure chamber is provided with heavy glass observation windows front and back and any required nozzle and pump assembly may be fitted. A sequence of photographs of a single spray is obtained in a camera with drum rotating at 7,000 r.p.m. (film speed 250 ft. per sec.), by illuminating the spray with a sequence of sparks at intervals of about 0.0005 second. The whole train of events is controlled automatically by a set of rotary switches driven by a motor.

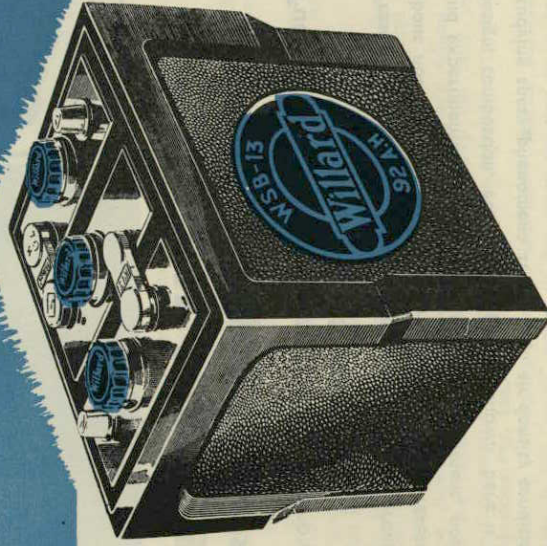


## FUEL INJECTION EQUIPMENT

ASSOCIATED COMPANY OF JOSEPH LUCAS (AUST.)  
PTY. LTD., 81-85 BOUVIERIE ST., MELBOURNE N 3.



## Extra DEPENDABILITY



... there's extra protection ...  
extra long-life built into

# Willard

... have the power to carry on!

West Australian Wholesale Distributors:

**ATKINS (W.A.) LIMITED**

894 Hay Street, Perth

## Understanding Clearances and Tolerances

*It takes more than a box full of tools to make a good mechanic. A good assemblyman can get by with the facility for spinning wrenches alone—but a real mechanic has to also have experience in the reading and understanding of the clearance and tolerance figures that are the plan of operations on practically every job he does.*

An understanding of these figures is as important as the ability to read them, because circumstances, in the guise of different composition of metal, can alter cases, and the mechanic must know when to expect variations if there is a difference in the make-up or manufacture of the part he is installing.

The science of metallurgy is, in part, the study of metals, their derivation from their ores, their purification, or their mixture with other metals, and their nature and varied behaviour after their fabrication into articles or machines. And though its not in the mechanic's field to follow through from these beginnings, he certainly has a stake in the final portion of the study, the behaviour of the metals after they have become parts of an automobile—even though the engineers furnish the clearance and tolerance data for their fitting.

In establishing the working clearances of given parts, allowances are made for the anticipated expansion of parts exposed to higher temperatures, so that adequate clearance for the type of fit required will still be dissimilar metals involved in the assembly.

When solids are heated, they increase in both length and volume, but they do not expand equally. This increase may be expressed in terms of the increase in length of a one inch bar on heating 1 deg. F. Assume that you have three rods of the same length, zinc, brass and steel. With the same rise in temperature the zinc rod will increase in length 50 per cent. more than the brass. And a brass bar will expand in length 20 times as much as a bar of invar (nickel steel) if the bars are of the same length and undergo the same change of temperature. These variations call for the

various kinds of "fits" recommended for mating working parts of different materials.

The absolute minimum allowance for expansion of parts exposed to (Continued Overleaf)

## REPAIRERS!

for  
*Service and Value*  
packed by  
*Experience!*

**WE CARRY A LARGE STOCK  
OF USED AND NEW PARTS**

Caravan and Trailer Equipment

16 in. Ass. Jockey Wheels

Telescopic Jacks

Con Rod Exchange Service

Reconditioned Motors—39, 41, and

42 Chev.

Axles made to Sample for all

Vehicles

Up-draught Carburettors for Whippet,

Rugby and Chevys.

## Replacement Parts Limited

rear of 360 MURRAY STREET, PERTH  
(3 doors West of King Street)

Telephone B 5908

Telegrams: "Replacements," Perth

JOE BARRY, Manager



## Understanding Clearances

(Continued from previous page.)

flame or exhaust gases, like pistons, rings and valves, is .001 in. for each 1 inch of diameter or length. Anticipating the expansion of a piston ring, to make allowances for the additional gap required between the ends of the ring, .001 in. each linear inch of the part is added.

There are several types of fits that are made more by the feel than by measurement because of the extreme closeness of the clearance. For instance, the **Wring Fit** requires turning or wringing the plug gauge or part to force it through the bore, and does not provide space for a film of oil. Sometimes the fitting may call for a "very tight wring fit," as in fitting a piston pin in a piston. In which case the pin can just be twisted in each pin hole with the aid of a 6 in. drift in the piston pin lock screw hole, and since this is a dry metal-to-

metal fit, the parts must be completely dry of oil, and some squeak may be apparent. This fit will be made with the solid part of the pin in the boss and the split part must be entirely through the boss. This fit will be made on each hole in the piston. The piston will then be heated in boiling water and the pin kept cold for assembly, with a little graphite grease used for lubrication.

In these fits the bore is usually made to a standard size (so standard reamers and plug gauges can be used) with a plus tolerance. The minimum size for the male parts is the maximum size, minus the tolerance.

A **Running Fit** provides enough clearance for a continuous film of oil between the two parts. It will usually require .001 in. for oil films plus a minimum of .001 in. for each 1 inch of diameter.

In the **Slip Fit** you have a slightly smaller clearance than a running fit, and the male part is but slightly

(Continued on Page 52)

*The latest guide to  
Labour Charges*

## FLAT RATE BOOK

Covering an extensive list of operations on the popular makes of cars American, English and Holden 1926-1950 models.

An invaluable guide to . . .

LABOUR CHARGES

Obtainable from the

**W.A. AUTOMOBILE  
CHAMBER OF COMMERCE**  
(Inc.)

1016 HAY STREET, PERTH  
Price: £1/1/- plus 7d. postage.

Supplies the best

## WIRING DIAGRAMS

1946 - 1950  
English-American  
CARS & TRUCKS



10/- (Plus 7d. postage)

Available at the Offices of  
**W.A. AUTOMOBILE CHAMBER  
OF COMMERCE**

1016 Hay Street, Perth. Ring B 9838

# Don't let OVERHEATING wreck your engine!



Stop Radiator leaks with

## 1. G.U.D. Radiator Sealaleek

Seals leaks permanently, and prevents scale, loosens slime, will not clog.



Clean Dirty Radiator and Engine Block with

## 2. G.U.D. Radiator Cleaning Compound

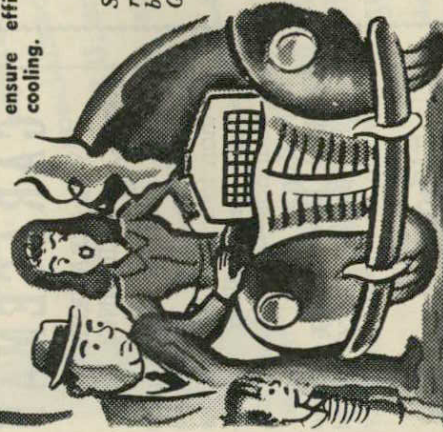
Just pour it into radiator. It cleans out rust, sludge and scale.



Keep Cooling System Rust Free with

## 3. G.U.D. Radiator Rust Preventative

Pour in a bottle and ensure efficient engine cooling.



Stocked and recommended by all leading Garagemen.

# G. U. D.

Manufacturing Co. Pty. Ltd.

Melbourne

RC26/12

OBTAINABLE FROM YOUR USUAL AUTOMOTIVE SUPPLIER

West Australian Representatives:

**JOHNSON & GASTON**

72 KING STREET, PERTH



## Understanding Clearances

(Continued from page 50)

smaller than the female. In using this fit on a piston pin, the pin would pass slowly through a connecting rod of its own weight when both are held in a vertical position. It is usually assumed that the expansion of the female part under running conditions will change this fit into a running fit and provide clearance for the oil film.

The Press Fit requires force to enter the male part into the bore. In the press fit the male part will usually be larger by .001 in. for each inch of diameter than the bore into which it will be pressed, or shrunk. A pressure gauge is inserted between press ram and part if pressure in pounds is specified.

The Shrink Fit is generally considered to be tighter than the press fit. The amount of shrink ranging from .001 in. to .002 in. for each inch diameter, or possibly more. To bring the parts together the female part may be heated or the male part con-

tracted by chilling in dry ice or liquid air, or both parts may be treated in some cases.

The Thumb Push Fit is the effort exerted by one thumb to push the male part into the bore, as in the case of a piston pin being forced into the piston or rod bushing. Sometimes the variation on this effort may be a light-thumb-push fit which means the pin is almost free to drop through the bushing, and the tight-thumb-fit which of course, means a slightly tighter fit than the thumb-push-fit.

In using the outside micrometer, as in measuring pistons, a several tens of thousandths smaller reading than the actual size will be obtained if the micrometer is adjusted up until there is a frictional feel over the piston surface. It must be adjusted up with a very light turning effort for accuracy.

(Continued on page 67)

For those hard to get Parts  
Write or Wire

## R. M. CAMPBELL The Gear Specialists

228 Chapel Road, Bankstown,  
N.S.W. UY1321 (4 Lines)

We have contacts in every State.



Complete stocks of all Replacement

Parts:

TRANSMISSION GEARS, DIFFERENTIAL  
GEARS, CROWN WHEELS & PINIONS  
UNIVERSAL JOINTS, AXLES, BEARINGS



NASCO STOCKISTS

Telegraphic Address: "Gearcamp"  
Sydney.

Mr.

## GARAGEMAN

Your CRANKSHAFT  
GRINDING

We promise a perfect finish to closer tolerances than factory. Also send us your remetalting jobs—Bearings and Con-rods. No dress metal is used. Real Line Boring. These are prompt services of which we are justifiably proud.

ATTWOOD MOTORS  
PTY. LTD.

22 STIRLING ST., PERTH. B 9915

Service to the Garageman

BRING YOUR

CARBURETTOR

and PUMP

Problems



to the

EXPERTS!

Whenever you're confronted with a problem dealing with S.U. carburetors or petrol pumps, refer it to the experts. There, you'll receive specialized attention as well as new S.U. units and replacement parts for any make of car.

Authorised S.U. Distributors for Western Australia:  
**COVENTRY MOTOR REPLACEMENTS PTY. LTD.**  
876-878 Hay Street, Perth

S.U. Spare Parts and Service also available from:  
**COMET MOTORS PTY. LTD.**  
918-920 Hay St., Perth. Phone BA 2937-2938-2939 (for Morris and M.G. Cars)

**PARK LANE MOTORS PTY. LTD.**  
926-928 Hay St., Perth (Temporary Premises). Phone B 7913 (for Wolseley and Riley Cars) SU/T3/W/1P/51



We do not currently "retail" petrol through A or A/B Depots, or through "B" Agents and, therefore, we have no objection to this proposal.

**Atlantic Union Oil Company Limited—9/10/51.**

We presume this refers to the old question of "open orders" sales which has long since been discontinued except for certain Government Departments (who trade almost exclusively with C.O.R.).

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Already policy of the Company.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We do not currently "retail" petrol through A or A/B Depots, or through "B" Agents and therefore, we have no objection to this proposal.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agree. Neptune are not permitted to effect sales other than in unbrokeed packages.

**H. C. Sleigh Limited—1/10/51.**

We do not currently "retail" petrol through A or A/B Depots, or through "B" Agents and therefore, we have no objection to this proposal.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

The only sales made from the Company's "A" and "B" depots are to contract Government accounts.

**The Shell Company of Australia Limited—11/10/51.**

Retail sales of petrol ex-Company "A" Depots already prohibited, excepting Government, semi-Government and diplomatic bodies where special prices or duty drawbacks are necessary.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum does not make retail sales from Company "A" Depots and agrees to the prohibition of retail sales of petrol by "B" Class Depots, except where the agent is a reseller.

#### K.—INDUSTRIAL PUMPS:

1. The refraining from the installation of any new industrial pump unless it can be shown that the justification exists apart from and as well as a minimum intake of 1,500 gallons per month.

**Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.**

In our letters of August 22nd, to the Association we have already outlined our policies in this regard, which we feel go considerably further than the suggestions put forward by the Association. As regards the suggested minimum figure of 1500 gallons, we are prepared to keep this in mind as an objective, but reserve the right to discuss individual instances.

**Atlantic Union Oil Company Limited—9/10/51.**

When this matter was first raised we went to considerable length in explaining our view that the retention of the 750 gallons per month minimum qualification had considerable merit. Our present opinion is that, pending the full establishment of our Atlantic Feature Stations—thus giving us a natural reseller point where our large Industrial accounts can be positively accommodated with Atlantic Flash—the existing gallonage qualification should remain.

We are prepared to raise the gallonage qualification to a negotiated figure in excess of 750 gallons per month when it can be reasonably expected that our Industrial accounts of lesser gallonage will be assured of obtaining our brand of petrol at a nominated Reseller point.

As explained to the Chairman, we would not expect our views on this item to prevail against a majority opinion of other Wholesale companies and would be prepared to accede to a majority decision. In this connection we think it reasonable to try and arrange for any of our Industrial buyers, who may be transferred to Reseller premises, to purchase Atlantic products.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

The Company will abide by the qualifying gallonage in accordance with the policy already existent of the different trader associations in each State of the Commonwealth.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

In our letters of August 22nd, to the Association we have already outlined our policies in this regard, which we feel go considerably further than the suggestions

(Continued on page 56.)

# RONSON

# RONSON

# RONSON

## AUTO POLISH . . . NON-ABRASIVE

for every requirement

ADDS LUSTRE TO EVERY SURFACE

Management Everywhere are looking for  
Regular and Easy-Selling Lines.

This is one:

## Insist on RONSON!

Available to the Trade from:

## MORTLOCK BROS. LTD.

914 Hay Street, Perth



put forward by the Association. As regards the suggested minimum figure of 1500 gallons, we are prepared to keep this in mind as an objective, but reserve the right to discuss individual instances.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Would not object if all competitors agree.

**H. C. Sleigh Limited—1/10/51.**

In our letters of August 22nd, to the Association we have already outlined our policies in this regard, which we feel go considerably further than the suggestions put forward by the Association. As regards the suggested minimum figure of 1500 gallons, we are prepared to keep this in mind as an objective, but reserve the right to discuss individual instances.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

We consider our present minimum gallonage of 750 per month for the installation of industrial pumps is reasonable. Should, however, general industry practice be 1000 gallons per month we would then be prepared to consider this minimum as C.O.R. policy.

**The Shell Company of Australia Limited—11/10/51.**

Shell is agreeable to lifting qualifying gallons to 1500 in the following terms:—"We are prepared to raise the minimum qualifying gallonage for a new industrial pump installation from 750 to 1500 gallons per month provided the A.A.C.C. and its member associations will ensure that Shell's adherence to such a policy does not react to its disadvantage through the Associations or members condoning the action of other Companies supplying such trade below 1500 gallons per month."

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

A minimum intake of 1500 gallons per month for a new industrial pump installation will be Vacuum's objective when conditions are appropriate. The Company will, however, forthwith establish 1000 gallons per month as a minimum.

2. Refraining from the installation of new industrial pumps when such gallonage qualifications as above can be obtained only by the resale of motor spirit to vehicles owned by contractors engaged by the hirer or owner of the pumps or to vehicles not actually engaged by the hirer or owner of the pumps or to vehicles not actually the property of the hirer or the owners.

**Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.**

We subscribe to the principles outlined under this heading.

**Atlantic Union Oil Company Limited—9/10/51.**

We agree to, and in fact already operate this policy, on the firm rule that the qualifying gallonage must be consumed in the customer's own vehicles.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We subscribe to the principles outlined under this heading.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agree—it is our present practice (excepting minimum is 750 gallons).

**H. C. Sleigh Limited—1/10/51.**

We subscribe to the principles outlined under this heading.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

Our policy is that industrial pumps are installed only for the minimum gallonage qualification for the client's own consumption.

**The Shell Company of Australia Limited—11/10/51.**

Shell agrees so long as A.A.C.C. can get other Companies lined up.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum would be willing to agree provided we can find a way of checking it. Refraining from the re-opening of any dormant industrial pump unless it qualified under the conditions applying to the installation of a new industrial pump.

**Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.**

We subscribe to the principles outlined under this heading.

**Atlantic Union Oil Company Limited—9/10/51.**

Agree.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

(Continued on page 58.)

# ...for more leisure, pride and pleasure....

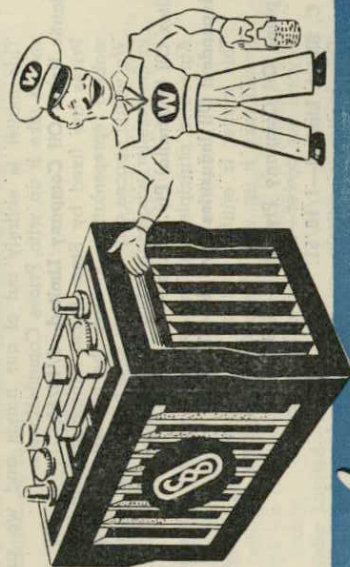


Fit a

## CDD BATTERY

Behind each and every CDD BATTERY stands the reputation of the Chrysler-Dodge-De Soto Distributors. The vast resources of this World-Famous Company made it possible to build the best Battery at a reasonable price. Write in now or ring BA 5171. Initial Equipment on—CHRYSLER...DODGE...DE SOTO...PLYMOUTH...FARGO

BRANCH AT BUNBURY



CHRYSLER  
DODGE  
DE SOTO  
DISTRIBUTORS LIMITED

# Winterbottom

MOTOR CO. LTD.

199 ST. GEORGES TCE. PERTH. PHONE: BA 5171.



**Independent Oil Industries Pty. Ltd.—1/10/51.**

We subscribe to the principles outlined under this heading.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agreed.

**H. C. Sleigh Limited—1/10/51.**

We subscribe to the principles outlined under this heading.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

All idle industrial pumps have been removed.

**The Shell Company of Australia Limited—11/10/51.**

Shell agree.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum agreed to this.

**4.—The removal of all industrial pumps now dormant.****Ampol Petroleum Limited****Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.**

We subscribe to the principles outlined under this heading.

**Atlantic Union Oil Company Limited—9/10/51.**

To the best of our knowledge we have removed all industrial pumps not in regular use.

**Callex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We subscribe to the principles outlined under this heading.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

To the best of our knowledge it has been done. If any known exceptions, refer to us and we will either remove or give an explanation as to why we cannot comply.

**H. C. Sleigh Limited—1/10/51.**

We subscribe to the principles outlined under this heading.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

All idle industrial pumps have been removed.

**The Shell Company of Australia Limited—11/10/51.**

Where the pump is company-owned, Shell agree; tanks often too expensive to remove, in which case they can be rendered inoperative.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum agreed to this.

**5. The increasing of the difference (in the reseller's favour) between the price charged to garages and service stations for bulk petrol and the price charged to industrial accounts.****Ampol Petroleum Limited****Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.**

This matter is entirely out of our hands and we suggest that the Association should take it up with Prices Commissioners.

**Atlantic Union Oil Company Limited—9/10/51.**

Prices are fixed by State Prices Authorities and we have no objection to you making representations to have the industrial bulk and all drum prices increased.

We would oppose any attempts to achieve your objective by means of a reduction in the reseller wholesale price.

**Callex Oil (Australia) Pty. Limited—4/10/51.**

Agreed in principle with the exception of very large industrial accounts.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

This matter is entirely out of our hands and we suggest that the Association should take it up with Prices Commissioners.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Beyond our power—subject to Price Control.

**H. C. Sleigh Limited—1/10/51.**

This matter is entirely out of our hands and we suggest that the Association should take it up with Prices Commissioners.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

We cannot agree to this suggestion, and, further, any price variation is a matter for the Prices Commissioner.

**The Shell Company of Australia Limited—11/10/51.**

This is a matter controlled by Prices Commissioners.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum indicated that, in principle, they agree with this proposal but an application would have to be made to the Prices Commissioners. Vacuum agreed to bring this proposal before the Wholesale Industry.

**6. The elimination of the delivery of petrol in drums to industrial users unless they are able to qualify for a new industrial pump installation.****Ampol Petroleum Limited****Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.**

We are prepared to agree to this as a general principle, reserving the right to consider individual cases on their merits.

**Atlantic Union Oil Company Limited—9/10/51.**

Our understanding on this point is:—

Metropolitan—No drum supplies (except emergency outlined in H1 above) irrespective of gallonage.

Country—Bona fide Industrial users such as Timber Getters, Road Construction Contractors working in remote areas can be supplied in drums.

**Callex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We are prepared to agree to this as a general principle, reserving the right to consider individual cases on their merits.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Agreed—metropolitan free delivery areas. Other than metropolitan free delivery areas will review if all other Companies agree.

**H. C. Sleigh Limited—1/10/51.**

We are prepared to agree to this as a general principle, reserving the right to consider individual cases on their merits.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

C.O.R. supplies all legitimate industrial buyers except those in metropolitan free delivery areas.

**The Shell Company of Australia Limited—11/10/51.**

Previously covered.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

This proposal was deferred for further consideration.

**7. The lifting of the minimum monthly intake of existing industrial pumps to 750 gallons per month and the removal of industrial pumps not having this monthly intake.****Ampol Petroleum Limited****Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.**

We cannot agree to this proposal.

**Atlantic Union Oil Company Limited—9/10/51.**

We will agree to this if you can negotiate agreement with the Oil Industry.

**Callex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We cannot agree to this proposal.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

No real objection if all other Companies agree, and providing also we secure co-operation in the way of pump representation with Resellers in districts where the industrial trade exists.

**H. C. Sleigh Limited—1/10/51.**

We cannot agree to this proposal.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

As we have always adhered rigidly to the minimum qualification for the installation of industrial pumps we cannot agree to remove pumps at present doing less than 750 gallons per month.

**The Shell Company of Australia Limited—11/10/51.**

Shell explained promise not to supply industrial pumps where their average monthly consumption is lower than the average gallons dropped per delivery to Shell Dealers in each State is a basic part of their Dealer Plan and expressed opinion, based on Australia as a whole not individual States, that as underground tankage became available the minimum for an industrial pump supplied by

(Continued on page 63.)



# FOR BRAKES OF EVERY TRUCK AND CAR...

Yes — the P.B.R. range of individually tested and guaranteed brake parts covers ALL CARS AND TRUCKS — British, Continental and American.



**"P.B.R." HYDRAULIC BRAKE PARTS**

**...TESTED PARTS BY "P B R"**

Twenty five years of servicing experience in Australia enables P.B.R. to understand and serve the peculiar needs of the Australian market, with its world-wide range of vehicles and unique conditions. In addition to Hydraulic Brake parts, the P.B.R. range includes:

- P.B.R. Brake Cable Assemblies
- P.B.R. Flexible Fuel and Oil Lines
- P.B.R. Industrial Hose and Trailer Brakes and Parts (Vacuum and compressed air)
- P.B.R. Hydro Powers
- P.B.R. Brass Tubular Rivets
- P.B.R. Hydraulic Brake Fluid

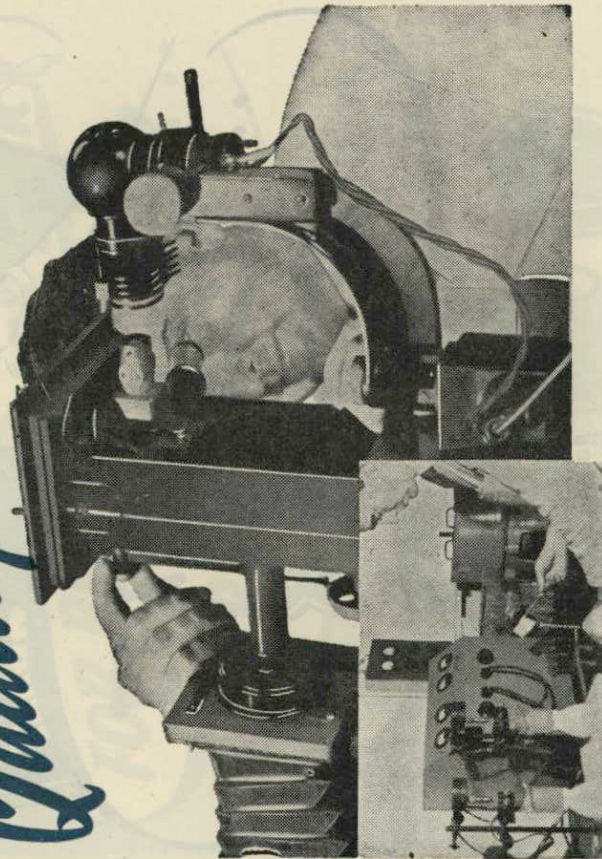
**P.B.R. PARTS ARE AVAILABLE FROM THE RECOGNISED WHOLESALERS IN YOUR STATE.**

P.B.I.-DS



# Quality

## Scientifically Ensured . . .



The story of unvarying quality behind "P.J." Engine bearings starts with the careful selection of raw materials. Backing materials and bearing metals are the best procurable. Remember—highest grade "factory fresh" material under strict metallurgical control safeguards the quality of P.J. Bearings—the recognised standard of the automotive industry. This foundation of quality is maintained all along the line by scientific "quality control" at every stage of manufacture. The integrity of each of the thousands of bearings produced daily is ensured by the most modern testing equipment in the Commonwealth.

You can be certain of "P.J." quality because it is unvaryingly the best.

# P.J.

## ENGINE BEARINGS

### PERFECTION THROUGH SPECIALISATION

NEW SOUTH WALES:

Bennett & Wood Pty. Ltd.

Hipley Pty. Ltd.

A.G. Healing Limited.

Smith Sons & Rees Ltd.

VICTORIA:

Brooklands Accessories Ltd.

A.G. Healing Limited.

E. A. Machin & Co. Pty. Ltd.

Motor Supplies Pty. Ltd.

QUEENSLAND:

Buthler Bros. (Aust.) Pty. Ltd.

A.G. Healing Limited.

H. E. Sibbey & Co. Ltd.

Motor Supplies Pty. Ltd.

SOUTH AUSTRALIA:

William Hudd & Co. Ltd.

A.G. Healing Limited.

H. E. Sibbey & Co. Ltd.

Motor Supplies Pty. Ltd.

WEST AUSTRALIA: ATKINS (W.A.) LIMITED

4/FP.41A



Shell would rise well above 750 and might eventually be in the vicinity of 2,000 or 3,000 gallons per month.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum will establish this as an objective. Its implementation will depend upon the availability of single brand service stations, and the matter will be dealt with progressively by areas.

**L.—C.O.D.**

**1. The continuation of C.O.D. for petrol.**

**Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.**

We are definitely in favour of continuation of C.O.D. for petrol.

**Atlantic Union Oil Company Limited—9/10/51.**

Agree.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Agreed.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We are definitely in favour of continuation of C.O.D. for petrol.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Yes.

**H. C. Sleigh Limited—1/10/51.**

We are definitely in favour of continuation of C.O.D. for petrol.

**The Commonwealth Oil Refineries Ltd.—3/10/51.**

All C.O.R. resellers are charged on a C.O.D. basis with the possible exception that certain car distributing houses may be extended 30 day terms.

**The Shell Company of Australia Limited—11/10/51.**

Shell favours continuance of C.O.D. for petrol.

A.A.C.C. to consider attitude to C.O.D. for lubricants and to advise Shell.

**Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum agrees with this.

**M.—DISTILLATE FUEL:**

**1. The attitude of the Companies in respect of the making available of supplies of distillate fuel to garages and service stations for retailing.**

**Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.**

We are prepared to install Distillate Pump Equipment only at those reseller sites where the business available is adequate in such installation. In this general connection, we would point out that the price structure approved by the authorities in certain States (e.g. Victoria), does not allow any margin for the retailing of Distillate.

**Atlantic Union Oil Company Limited—9/10/51.**

The volume of Automotive Diesel Fuel is not yet sufficient to allow the Industry to commence a large scale program to install Distillate pumps with Resellers.

In view of the increase in the use of Diesel vehicles for road transport we will be willing to consider a scheme of limited pump installations on main highways. In this connection we recall that the Conference Chairman felt that he could produce a formula for pump installations which will be equitable to all companies and we willingly undertake to give it careful consideration.

**Caltex Oil (Australia) Pty. Limited—4/10/51.**

Agreed to controlled representation on main roads.

**Independent Oil Industries Pty. Ltd.—1/10/51.**

We are prepared to install Distillate Pump Equipment only at those reseller sites where the business available is adequate in such installation. In this general connection, we would point out that the price structure approved by the authorities in certain States (e.g. Victoria), does not allow any margin for the retailing of Distillate.

**Neptune Oil Company Pty. Ltd.—26/9/51.**

Present volume demand could not economically justify equipment to all Garages and Service Stations for retailing Distillate. Suggest question should be raised at some future date when demand for transport purposes develops to an extent as to warrant reconsideration of this proposal.

**H. C. Sleigh Limited—1/10/51.**

We are prepared to install Distillate Pump Equipment only at those reseller sites

(Continued on page 70.)

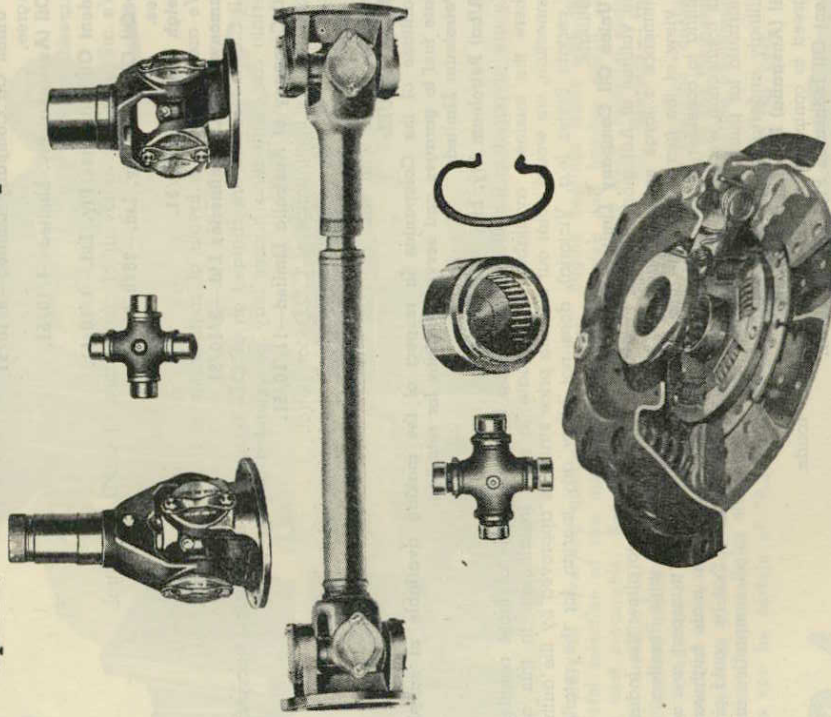


# UNIVERSAL JOINTS AND PARTS PROPELLOR SHAFT ASSEMBLIES CLUTCH ASSEMBLIES

FOR ALL CARS, TRUCKS, BUSES

(English or American)

Spicer, Mechanics, Detroit & Layrub Joints



BORG & BECK, LONG, ROCKFORD CLUTCHES  
DISTRIBUTORS:

**COVENTRY'S**

COVENTRY MOTOR REPLACEMENTS PTY. LTD.

878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES

## Personal Pars . . .

The Institute of Automotive Mechanical Engineers recently altered their usual procedure of evening meetings and conducted a tour of inspection combined with a picnic to the Wundowie Charcoal Iron Industry on Sunday, 8th October.

Approximately 50 or 60 attended and all were very impressed with the efficiency and the way in which nothing seems to be wasted in the various phases of production at the works. The day was a pleasant one and all seemed to thoroughly enjoy themselves.

### THE APPOINTMENT OF MR. IAN F. BEAUREPAIRE TO THE BOARD OF DIRECTORS OF THE OLYMPIC TYRE AND RUBBER COMPANY LIMITED.

Mr. Ian F. Beaurepaire has been appointed a Director of The Olympic Tyre & Rubber Company Limited. He is the son of the Founder of the Company, Sir Frank Beaurepaire, and is Assistant to the General Manager. He joined the Company ten years ago. He served with the R.A.A.F. as a pilot during the war.

Mr. Beaurepaire has had close practical experience of the manufacturing activities and the administration of the Company, and has acted as an Alternate Director on many occasions.

He is also a Director of Beaurepaire Investments Ltd., and of the Beaurepaire Tyre Service organisations in Victoria and South Australia.

\* \* \*

### THE LATE

#### MR. G. R. HEPPLEWHITE

Mr. G. R. Hepplewhite who was South Australian Manager of Caltex Oil (Australia) Pty. Limited for the last five years, died suddenly at Adelaide on Saturday, 13th October, aged 49 years.

Mr. Hepplewhite held many Senior Executive positions throughout Australia, including five years as Manager in Western Australia. During this period he made many friends in this State.

This thumbnail sketch gives details of his history in the Company. George Ranwell Hepplewhite's first assignment with the Company was Lubricating Engineer-Salesman at Townsville. December, 1928, saw him as Sales Supervisor in Sydney. During the big building and expansion programme in 1929, GRH was taken from the Selling Field to supervise construction work and control Operations in N.S.W.

February, 1931, found him appointed as Assistant-Manager for Queensland, in April, 1934 he moved to Perth as Western Australian Manager.

On 1st May, 1939 he moved as Manager to Victoria and in December, 1946 took up his present appointment as Manager for South Australia.

Many of the older traders among our members in W.A. will have learnt with deep regret the passing of George Hepplewhite.

\* \* \*

South West Zone Members are reminded that their local Committee have organised the South West Zone's 1st Annual Dinner, to be held in the R.S.L. Hall, Bunbury on the 1st December—commencing at 7 p.m. sharp. Enquiries or invitations can be obtained from your local Secretary, P.O. Box 36, Bunbury.

We are assured that the evening looks like being a first class turn and we sincerely trust all South West members will do their utmost to attend.

\* \* \*

Len Moore from R. Moore & Sons, recently left on a trip to the Eastern States and while over there, is taking the opportunity of meeting some of the engine reconditioners in Victoria and maybe N.S.W.



Speaking of Annual Dinners, the Committee of Management have arranged for an Annual Dinner to be held at the "Marelle", 618 Hay St., Perth (above Ezywalkins) on Thursday, 29th November. By the time this journal is in your hands, the Dinner will be nearly with us and we suggest before you turn over to Headlights, that you drop the journal and give the office a ring, (B9838) for your invitations.

It is functions such as this where we all mix in a friendly spirit that allows us to understand each others problems and gives us our collective unity. So; Please be there—you are assured of an excellent evening.

The Committee of Management on Friday, gathered together at a Dinner to farewell Steve Head, who has recently sold his business and retired owing unfortunately, to ill health. Norm Logie, President of the Chamber, in making an informal speech and also making Steve a small presentation, said that it was in appreciation of the amount of work that Steve had put into the trade since be-

coming a member and particularly, the many years he had served on the Committee of Management.

Steve, in reply, said that the gesture was one he would long remember but maybe the message that our members would appreciate, is when Steve said he had willingly worked for his own Trade Association as he knew that a well organised trade body meant that his own business was on sounder lines in all ways, including financially.

To Steve we do not say goodbye, as we trust we will be seeing him on many social occasions in the future and may he enjoy to the fullest extent a well earned rest.

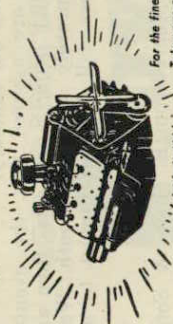
\* \* \*

Mr. C. A. (Tony) Beaven, Industrial Sales Manager for Tecalemit (Australia) Pty. Ltd., Finsbury, S.A., is visiting Perth for a fortnight during November on a business trip for Tecalemit distributors. While he is here, he will be discussing installation of centralised lubrication with many plant owners.

## "Smooth as Silk"

That's a very natural remark about the performance of your vehicle after it's been reconditioned by the Perth Motor Engineers.

Specialists in...  
**FORD & CHEVROLET**  
Engine Exchange Service



For the finest service anywhere  
Take your car or engine to the P.M. Engineers.

Experts since 1923  
in Every Class of engine reconditioning

- Crankshaft Grinding
- Piston Ring Reconditioning
- Cylinder Bore Honing
- Fitting & Turning
- Gear Cutting
- Line Boring

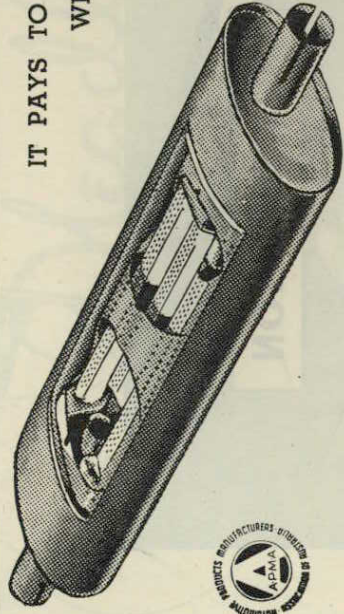


# PERTH MOTOR ENGINEERS PTY. LTD.

509 MURRAY STREET PERTH Please mention this journal when making enquiries

PHONE BA 4626

## IT PAYS TO SAY SILEX WHEN YOU ORDER MUFFLERS



Full range of Mufflers and Pipes available for all makes and models of cars and trucks.

Satisfy your customers



Increase your profits

- BETTER SILENCING QUALITIES
- LOWER ENGINE TEMPERATURE
- EXTRA POWER
- LESS CARBONIZATION

New, Super Silex Mufflers are preferred and stocked by the Trade throughout Australia. It will pay you, too, to specify and supply Silex to your customers because it's a brand you can safely recommend. Silex Mufflers are unconditionally guaranteed for 12 months against blowouts. Pipes and mufflers are guaranteed to fit and are warranted free of defects in workmanship and materials.

# SILEX

EXHAUST  
MUFFLERS  
and PIPES

W.A. Distributors:  
Coventry Motor Replacements Pty. Ltd.,  
878 Hay St., Perth

Mfg.: W. C. Stevens Pt. Ltd., Sydney, N.S.W.  
Obtainable from wholesalers throughout Australia.

## Understanding Clearances

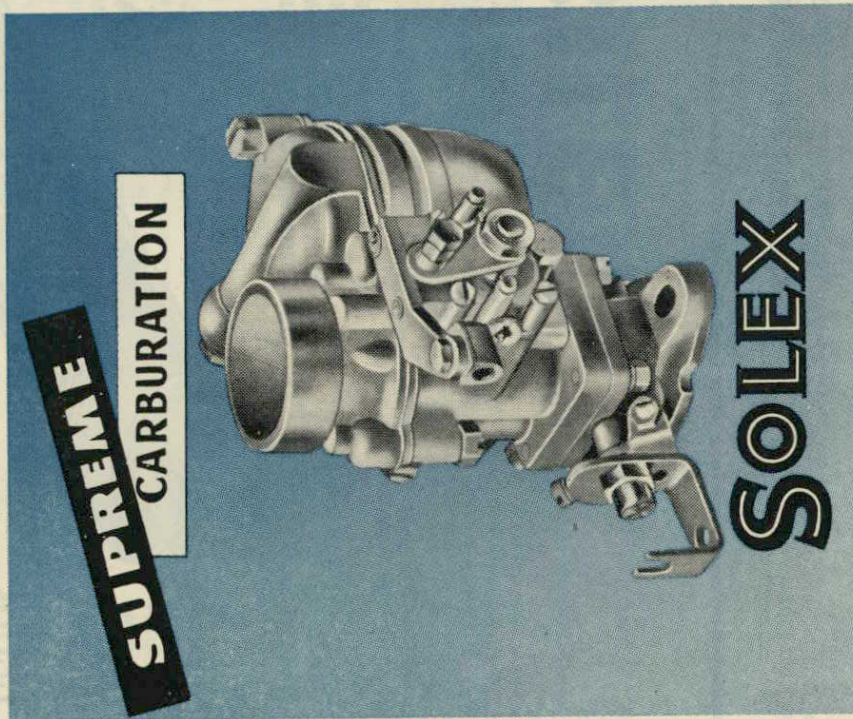
(Continued from Page 52)

When using an inside micrometer in the cylinders the reading of the inside micrometer should not be taken for accuracy. Instead, after obtaining a light feel on the inside micrometer when one end of the bar contacts the exact centre of the cylinder as it is being rotated in the vertical plane, then remove the micrometer and measure its length with the outside micrometer by holding one end against the anvil of the outside micrometer and adjusting the screw until the same feel is obtained as was felt in measuring the piston. By using this method, if there is any difference in the readings of a given size on the

two instruments, no error will result in arriving at the actual net clearance of the piston in the cylinder at any point.

When micrometers are not available for measuring piston clearance a feeler ribbon gauge can be used, for there is definite relation between feeler gauge pull in pounds and micrometer clearance in thousandths. When feeler gauges are used for this purpose they must be treated as precision tools, and if they are wrinkled or rusted, are unfit for use. A cotter pin can be soldered to the top of the gauge for the hook on the pull scale, and the lower ends should be rounded and frayed edges honed. Extreme cleanliness and little lubrication is needed for the feeler for accurate results.



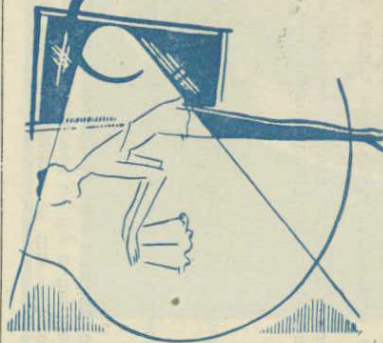


Distributors for Western Australia:

**ARMSTRONG DIMMITT LIMITED**

379 Murray Street, Perth, W.A. Telephones BA 5151, BA 3197

Distributing Centres: Kalgoorlie



# Headlights

The Ginsbergs had produced eight girls. At long last they had a boy. Ginsberg Sr. went on a long week's celebration that broke several records.

On the seventh day somebody asked him, "whom does the baby look like, you or your wife?"

"I don't know," he said. "We haven't looked at his face yet!"

\* \* \*

As a rule the night at a police station is a dull grind for both the cops and the reporter on the beat. But one evening as I was playing pinochle with the desk sergeant a little before midnight, a girl came in. She was mighty pretty and about 19.

"Something the matter, miss?" asked the sergeant.

"Well, a boy tried to get fresh when we were parked in the hills. I've just walked back."

"That kind of a guy, huh?" the policeman growled. "You give me his name, miss, and we'll . . ."

"Oh, I don't want to prefer charges against him," said the girl. "I just want you to give him these keys. He will come in to ask about them. You see," she added with a grin, "he's walking too!"

\* \* \*

Young Bill turned up at school late and excused himself to the teacher with, "Miss Smith, my mother was sick."

"Well, now, what's the matter with her?" asked Miss Smith.

As Bill didn't know, he was sent home to find out. "It might be something contagious, and I don't want to catch it," Miss Smith said.

On his return, young Bill stood up and delivered his message.

"Mama said to tell you she had a baby and if you're good you won't catch it."

"Are you sure Gertrude was a c...aste girl before you married her?" asked a mother of her son.

"Yes, I reckon so," replied the son sullenly.

"What makes you think she was chaste?" pursued his mother, a little sceptically.

"Because, hang it all, mum," the son exploded, "she'd been caught."

\* \* \*

Rastus, who was a country fruit and vegetable hawker, took his wife Liza along with him on one of his trips. Liza was sitting in the back of the dray and whenever they struck a rough part of the road she would start giggling. Rastus, who was getting a bit annoyed at this, finally said: "Liza, girl, what for yo' laffin'?"

"Nothin' at all, Rastus, nothin' at all," said Liza.

After a few more miles Rastus finally stopped the dray and getting down decided he would find out the cause of Liza's laughing.

Going round to the back he looked in and said, "Liza, yo' get off of them bananas an' sit on the lettuce until we get home."

\* \* \*

During the war, when women entered the air force, they obtained an identity card, which was the same as the men's card except that it had a pink colour. A few months after a notice was posted, which sent the whole air force laughing. It read:—

"Women members of the air force are asked to show their pink form if requested."



where the business available is adequate in such installation. In this general connection, we would point out that the price structure approved by the authorities in certain States (e.g. Victoria), does not allow any margin for the retailing of Distillate.

#### **The Commonwealth Oil Refineries Ltd.—3/10/51.**

We will make supplies available certain selected garages and service stations where the throughput appears to warrant it.

#### **The Shell Company of Australia Limited—11/10/51.**

Under Solo Outlet Plan, Shell favourably disposed to sale of Distillate by Shell Dealers.

A.A.C.C. to advise attitude of other Companies.

#### **Vacuum Oil Co. Pty. Ltd.—27/9/51.**

It is quite possible that with the development of the single brand service station, pumps for the distribution of distillate may be installed at such outlets in areas where the throughput warrants such installations.

The development of the single brand service station plan would make such a policy economical, whereas under the present system widespread installation of pumps for distillate would be extremely wasteful.

Currently the Company does not instal reseller pumps for distillate.

#### **N.—POWER AND LIGHTING KEROSENE:**

1. The retail marketing of power and lighting kerosene through garages and service stations.

#### **Ampol Petroleum Limited**

**Ampol (Alba) Petroleum Pty. Ltd.** } 1/10/51.

There is no retail marketing of Power Kerosene. As regards the retail marketing of Lighting Kerosene, we are quite prepared to sell this product through garages and service stations.

#### **Atlantic Union Oil Company Limited—9/10/51.**

We are now testing the practicability of marketing Lighting Kerosene through garages and service stations but have not reached any definite conclusions on its efficiency. We are prepared to consider any opinions you may care to express.

#### **Caltex Oil (Australia) Pty. Limited—4/10/51.**

Caltex consider the suggestion impracticable, but any garage which desires lighting kerosene for resale will be supplied.

#### **Independent Oil Industries Pty. Ltd.—1/10/51.**

There is no retail marketing of Power Kerosene. As regards the retail marketing of Lighting Kerosene, we are quite prepared to sell this product through garages and service stations.

#### **Neptune Oil Company Pty. Ltd.—26/9/51.**

(a) The retail marketing of Power Kerosene through Garages and Service Stations would, in our opinion, conflict with Customs regulations, and we therefore could not support such a proposal. We supply Power Kerosene when demanded to Garages for cleaning purposes and then only when satisfied it is in fact to be used for that purpose.

(b) No objection to Garages retailing Lighting Kerosene, but could not agree to excluding Storekeepers who have handled this retail business for many years.

#### **H. C. Sleigh Limited—1/10/51.**

There is no retail marketing of Power Kerosene. As regards the retail marketing of Lighting Kerosene, we are quite prepared to sell this product through garages and service stations.

#### **The Commonwealth Oil Refineries Ltd.—3/10/51.**

Power Kerosene demand derives principally from primary producers and Lighting Kerosene for domestic use. We do not consider garages and service stations the appropriate medium.

#### **The Shell Company of Australia Limited—11/10/51.**

Further consideration necessary by Shell regarding the sale of Power Kerosene by Shell Dealers.

Shell have no objection, in principle, to the sale of Lighting Kerosene here by garages. Shell already supplies many garages but could not agree that garages and service stations exclusively could give cover to domestic householders.

#### **Vacuum Oil Co. Pty. Ltd.—27/9/51.**

Vacuum has no objection to garages and service stations selling lighting kerosene.

(Continued on page 72.)

**Exide**

sure starts  
**ALWAYS!**

Distributor for Western Australia:  
**M. J. Bateman Pty. Ltd.**  
12 Milligan Street, Perth. Telephone: BA 2952 (4 lines)  
TEX. I. F. P.



However, the buying habit of the consuming public is to purchase lighting kerosene from storekeepers, to whom Vacuum sells most of its lighting kerosene. It is not considered practical for garages and service stations to handle power kerosene.

#### O.—LUBRICATING OIL:

1. The immediate implementation of a wholesale-only policy by all members of the Oil Industry, including Messrs. C. C. Wakefield Pty. Ltd. which shall have as its objective the removal and discontinuance of supplying motor oil equipment to all interests, other than recognised resellers of motor spirits, who are fully engaged in their place of business as retailers of allied motor requirements.

Ampol Petroleum Limited { 1/10/51.

Ampol (Alba) Petroleum Pty. Ltd. {

As far as we are concerned, the policy suggested is already in effect, the only exception being concessionaires as agreed with your Association.

Atlantic Union Oil Company Limited—9/10/51.

We can agree to this on the following basis:—

- (a) Classification of "legitimate reseller" to include garages, service stations, car agents and concessionaires, genuine motor works, such as repair shops, lubricatoriums, etc., even though they do not have petrol pumps.
- (b) Continued recognition of storekeeper type resellers while their petrol pumps remain.

We do not think it is your intention to be as restrictive as the wording of your agenda item suggests.

Callex Oil (Australia) Pty. Limited—4/10/51.

Already policy of the Company.

Independent Oil Industries Pty. Ltd.—1/10/51.

As far as we are concerned, the policy suggested is already in effect, the only exception being concessionaires as agreed with your Association.

Neptune Oil Company Pty. Ltd.—26/9/51.

Neptune supply Motor oil equipment to recognised Resellers of Motor Spirit only.

H. C. Sleigh Limited—1/10/51.

As far as we are concerned, the policy suggested is already in effect, the only exception being concessionaires as agreed with your Association.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The meeting agreed that the President and Secretary of the A.A.C.C. would discuss these points in detail with Mr. E. A. Jones at a future date.

2. The immediate discontinuance of all supplies direct to consumers by Companies' Depots, Agents, representatives or other sources. All such supplies to be purchased through recognised trade channels.

Ampol Petroleum Limited { 1/10/51.

Ampol (Alba) Petroleum Pty. Ltd. {

Due to the factors already mentioned under item H3, above, we cannot agree to this suggestion.

Atlantic Union Oil Company Limited—9/10/51.

Prepared to agree if "consumers" is not interpreted to include bona fide Industrial users and Primary Producers.

Callex Oil (Australia) Pty. Limited—4/10/51.

Already policy of the Company.

Independent Oil Industries Pty. Ltd.—1/10/51.

Due to the factors already mentioned under item H3, above, we cannot agree to this suggestion.

Neptune Oil Company Pty. Ltd.—26/9/51.

Neptune do not supply direct to consumers other than Industrial and Primary Producer accounts.

H. C. Sleigh Limited—1/10/51.

Due to the factors already mentioned under item H3, above, we cannot agree to this suggestion.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The Meeting agreed that the President and Secretary of the A.A.C.C. would discuss these points in detail with Mr. E. A. Jones at a future date.

3. The preparation of special listed buyers who, by virtue of their business and nature, shall be permitted to purchase their requirements direct from the Oil Industry. Such listed buyers shall be supplied with the full knowledge of the Association concerned.

Ampol Petroleum Limited { 1/10/51.

Ampol (Alba) Petroleum Pty. Ltd. {

We cannot agree to this suggestion.

Atlantic Union Oil Company Limited—9/10/51.

We cannot see any objections to such a proposal if it means the listing of classifications of buyers rather than the actual listing of buyers by name. This latter course would prove too cumbersome.

Callex Oil (Australia) Pty. Limited—4/10/51.

Agreed.

Independent Oil Industries Pty. Ltd.—1/10/51.

We cannot agree to this suggestion.

Neptune Oil Company Pty. Ltd.—26/9/51.

Consider suggestion unwieldy and impracticable.

H. C. Sleigh Limited—1/10/51.

We cannot agree to this suggestion.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The meeting agreed that the President and Secretary of the A.A.C.C. would discuss these points in detail with Mr. E. A. Jones at a future date.

4. The immediate discontinuation of the sale of secondary or industrial oils to the motor trade and the application of wholesale-only policy to this grade of lubricant to prevent sales of such secondary oils being used for purposes of the motor trade.

Ampol Petroleum Limited { 1/10/51.

Ampol (Alba) Petroleum Pty. Ltd. {

We would have no objection whatever to this arrangement but would point out that we cannot prevent jobbers from selling these oils to members of your Association. We feel this is one instance where the control over the matter must rest in the hands of your own members.

Atlantic Union Oil Company Limited—9/10/51.

We agree. This is our existing policy and we hope you can induce all other companies to adopt same.

Callex Oil (Australia) Pty. Limited—4/10/51.

Agreed.

Independent Oil Industries Pty. Ltd.—1/10/51.

We would have no objection whatever to this arrangement but would point out that we cannot prevent jobbers from selling these oils to members of your Association. We feel this is one instance where the control over the matter must rest in the hands of your own members.

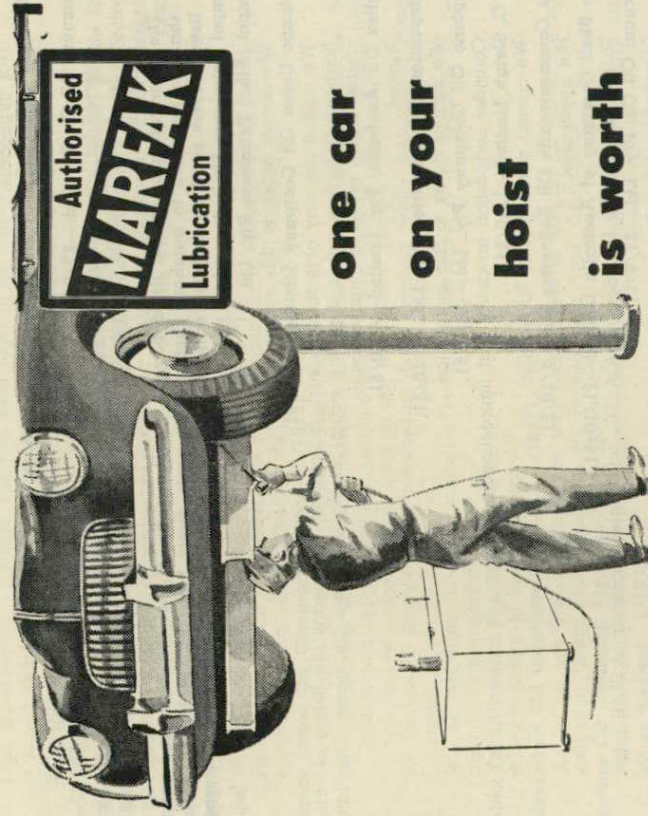
Neptune Oil Company Pty. Ltd.—26/9/51.

Assume referring to sundry jobber oils, in which event we do not market industrial or secondary oils to these people.

H. C. Sleigh Limited—1/10/51.

We would have no objection whatever to this arrangement but would point out that we cannot prevent jobbers from selling these oils to members of your Association. We feel this is one instance where the control over the matter must rest in the hands of your own members.





**one car  
on your  
hoist  
is worth  
a thousand  
somewhere  
else**

Every car on a Marfak hoist is simply loaded with profit-potential. Marfak service is far more than just an ordinary greasing service . . . it's a planned and scientific *merchandising method* that pays big dividends to both the garageman *and* the customer. When a trained Marfak man working to the Marfak plan gets a car on the hoist the way is open for vastly increased oil and accessory sales, and the customer's car is given the full protection it deserves.

Your Caltex Representative will give you the full story of Marfak Service—ask him about it, or ring your nearest Caltex Office.



CA17B-51

**Sweeting  
& Denney**



**Automotive Engineers  
Bearing & Re-bore Specialists**  
Cars, Tractors and Stationary Engines Overhauled and Reconditioned.

Crankshafts Ground and Bearings Remetalled to Suit.

Main Bearings Lined-bored

All types of Piston Finishing . . . guaranteed to Factory Specifications.

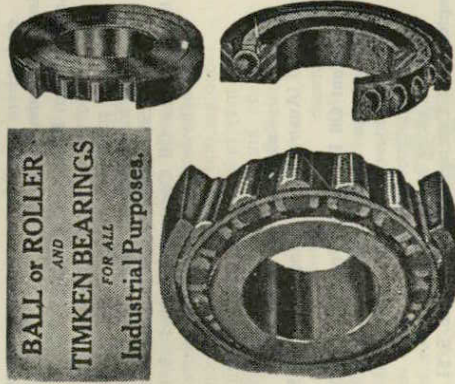
Enquiries cordially invited, and a personal visit appreciated.

Sufficient address:

**1000 HAY STREET, PERTH**

Telephone B 8088

**BALL or ROLLER  
AND  
TIMKEN BEARINGS**  
FOR ALL  
Industrial Purposes.



**FLOWER DAVIES & JOHNSON LTD.**

413-417 MURRAY STREET PERTH

P.O. Box L892 Telephone BA 2756



# 1ST ANNUAL DINNER



*Thursday*  
*29th November,*  
*1951*





The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The Meeting agreed that the President and Secretary of the A.A.C.C. would discuss these points in detail with Mr. E. A. Jones at a future date.

5. The application of this policy to all package goods, greases, etc., required in the service of the retail trade.

Ampol Petroleum Limited

Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.

We presume that the words "this policy" refers back to items "O1" to "O3" inclusive and therefore cannot agree to the suggestion.

Atlantic Union Oil Company Limited—9/10/51.

We agree.

Callex Oil (Australia) Pty. Limited—4/10/51.

Agreed.

Independent Oil Industries Pty. Ltd.—1/10/51.

We presume that the words "this policy" refers back to items "O1" to "O3" inclusive and therefore cannot agree to the suggestion.

Neptune Oil Company Pty. Ltd.—26/9/51.

We sell only at correct wholesale price.

H. C. Sleight Limited—1/10/51.

We presume that the words "this policy" refers back to items "O1" to "O3" inclusive and therefore cannot agree to the suggestion.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

To be discussed by President and Secretary of the A.A.C.C. in detail with Mr. E. A. Jones at a future date.

6. The application of conditions of sale and price maintenance on all such goods when and where possible in conjunction with trade bodies concerned.

Ampol Petroleum Limited

Ampol (Alba) Petroleum Pty. Ltd. } 1/10/51.

We agree thoroughly with the objective but feel it is impossible to achieve this under present marketing conditions. Here again we consider that this item represents instances where the best results can be achieved by the control which Associations have over their own members.

Atlantic Union Oil Company Limited—9/10/51.

We believe that price maintenance is just as important for lubricants as it is for Gasoline and will be willing to consider any scheme to control retail prices which you may produce. The retail margin of profit should be capable of being defended. We do know of a number of instances where resellers margins are—in our opinion—excessive.

Callex Oil (Australia) Pty. Limited—4/10/51.

Agreed.

Independent Oil Industries Pty. Ltd.—1/10/51.

We agree thoroughly with the objective but feel it is impossible to achieve this under present marketing conditions. Here again we consider that this item represents instances where the best results can be achieved by the control which Associations have over their own members.

Neptune Oil Company Pty. Ltd.—26/9/51.

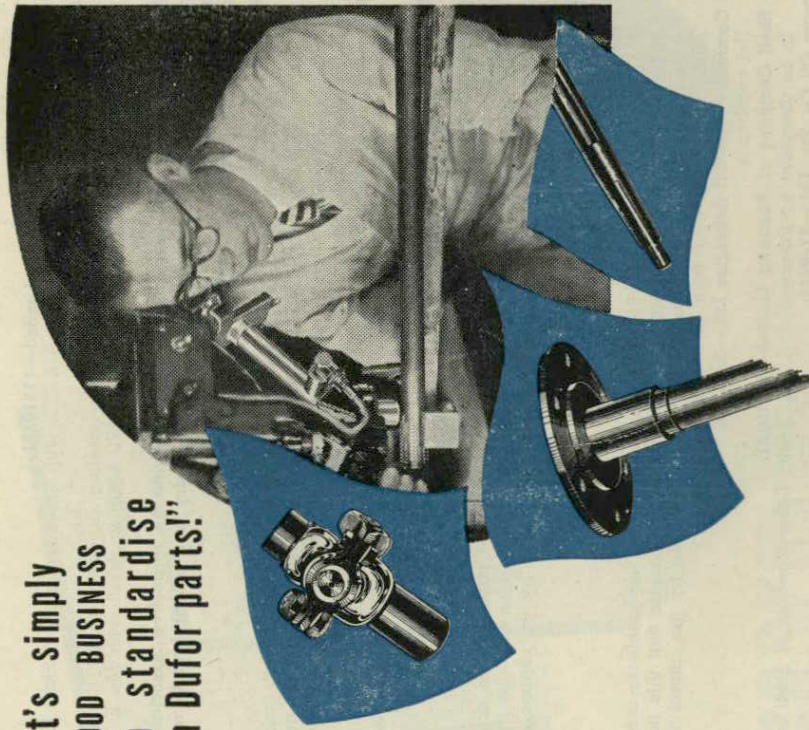
We sell only at correct wholesale price.

H. C. Sleight Limited—1/10/51.

We agree thoroughly with the objective but feel it is impossible to achieve this under present marketing conditions. Here again we consider that this item represents instances where the best results can be achieved by the control which Associations have over their own members.

(Continued on page 78.)

**"It's simply  
GOOD BUSINESS  
to standardise  
on Dufor parts!"**



In the long run, it pays dividends to use the best parts available—DUFOR parts. From a wide and comprehensive range, Dufor is equipped to meet ALL your requirements. Manufactured under strict laboratory supervision through all operations, they help you to do a better job—faster, and enhance your own reputation for first-class work.

The full range of Dufor Quality Products includes:

Axle Shafts	Phosphor Bronze Bushes	Spring Centre Bolts
Propeller Shafts	Universal Joints	Clevis Pins
Tie Rod Ends	Engine Valves	Wheel Pullers
Shackle Bolts and Bushes	Valve Guides	Bright Bolts and Nuts
King Bolts and Bushes	Piston Pins and Bushes	Sockets and Wrenches
Shackle Assemblies	Water Pump Parts	

GENUINE



REPLACEMENT  
PARTS



DULY AND HANSFORD LIMITED, SYDNEY

3/FP.8a



The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Item deferred for later discussion. The meeting agreed that the President and Secretary of the A.A.C.C. would discuss this point in detail with Mr. E. A. Jones at a future date.

7. The complete co-operation of the Oil Industry with the respective Associations with rigid control in order to avoid substitution of sundry and jobber brands now being marketed.

Ampol Petroleum Limited

Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.

We agree thoroughly with the objective but feel it is impossible to achieve this under present marketing conditions. Here again we consider that this item represents instances where the best results can be achieved by the control which the Associations have over their own members.

Atlantic Union Oil Company Limited—9/10/51.

This is a very difficult question to tackle but we will take adequate safeguards at Solo Outlets.

Caltex Oil (Australia) Pty. Limited—4/10/51.

Agreed.

Independent Oil Industries Pty. Ltd.—1/10/51.

We agree thoroughly with the objective but feel it is impossible to achieve this under present marketing conditions. Here again we consider that this item represents instances where the best results can be achieved by the control which the Associations have over their own members.

Neptune Oil Company Pty. Ltd.—26/9/51.

Entirely agree in principle.

H. C. Sleight Limited—1/10/51.

We agree thoroughly with the objective but feel it is impossible to achieve this under present marketing conditions. Here again we consider that this item represents instances where the best results can be achieved by the control which the Associations have over their own members.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The meeting agreed that the President and Secretary of the A.A.C.C. would discuss these points in detail with Mr. E. A. Jones at a future date.

8. Strict control by the industry over all Agents and sales being made by Agents, Depots or Representatives.

Ampol Petroleum Limited

Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.

You may rest assured that the undersigned companies will do everything in their power to achieve this objective.

Atlantic Union Oil Company Limited—9/10/51.

We agree.

Caltex Oil (Australia) Pty. Limited—4/10/51.

Agreed.

Independent Oil Industries Pty. Ltd.—1/10/51.

You may rest assured that this company will do everything in its power to achieve this objective.

Neptune Oil Company Pty. Ltd.—26/9/51.

We do strictly control our Agents.

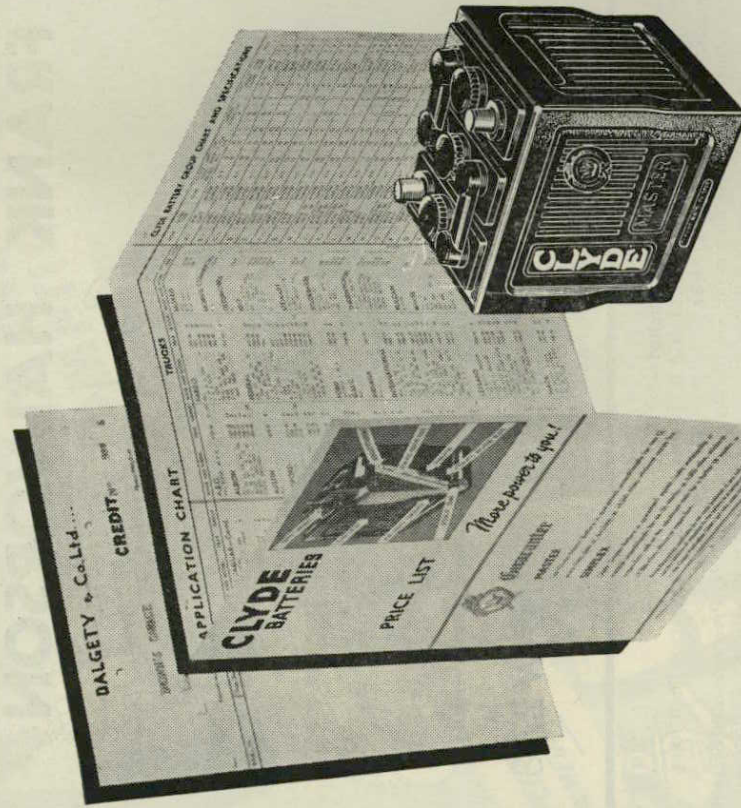
H. C. Sleight Limited—1/10/51.

You may rest assured that this company will do everything in its power to achieve this objective.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

(Continued on page 80.)



# CLYDE'S

## policy

protects dealers' profit margins

Clyde Batteries are never sold outside Dalgety's West Australian Dealer Organisation, except at full retail price. Every sale is at the fixed list price, and the trade discount is credited to the dealer in the buyers area. Clyde Dealers throughout Australia daily are receiving substantial credits in fulfilment of this square deal policy.

# Clyde Sales Pty. Ltd.

A SUBSIDIARY OF CLYDE INDUSTRIES LIMITED



# FRANK HALVORSON

## Car Painting Specialist

- \* First Class Workmanship
- \* Modern and up-to-date Equipment in use
- \* Cars Ducoed, Enamelled, Polished and Colours Matched

*for better Lacquer and Synthetic Enamel car spraying*

250 HAY ST., SUBIACO TEL. W 2718

2 DOORS PAST VICTORIA HOTEL

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The meeting agreed that the President and Secretary of the A.A.C.C. would discuss this point in detail with Mr. E. A. Jones at a future date.

9. A firm policy by the Oil Industry generally to control all depots and agents in relationship to the wholesale-only policy.

Ampol Petroleum Limited

Ampol (Alba) Petroleum Pty. Ltd. { 1/10/51.

You may rest assured that the undersigned companies will do everything in their power to achieve this objective.

Atlantic Union Oil Company Limited—9/10/51.

We agree.

Caltex Oil (Australia) Pty. Limited—4/10/51.

Agreed

Independent Oil Industries Pty. Ltd.—1/10/51.

You may rest assured that this company will do everything it its power to achieve this objective.

Neptune Oil Company Pty. Ltd.—26/9/51.

We do strictly control our Agents.

H. C. Sleigh Limited—1/10/51.

You may rest assured that this company will do everything in its power to achieve this objective.

The Commonwealth Oil Refineries Ltd.—3/10/51.

Not applicable.

The Shell Company of Australia Limited—11/10/51.

To be discussed by President of A.A.C.C. with Sales Manager of Shell later.

Vacuum Oil Co. Pty. Ltd.—27/9/51.

Deferred for later discussion. The meeting agreed that the President and Secretary of the A.A.C.C. would discuss this point in detail with Mr. E. A. Jones at a future date.

**The Answer to HEAVY OIL CONSUMPTION**

**PERFORM IMMEDIATELY!**

**CONTROL OIL! AMAZINGLY!**

**Polson DE LUXE STEELFLEX SEGMENTAL TYPE PISTON RINGS**

Steelflex Segmental Type Oil Rings are your guarantee against over oiling in Re-ring jobs.

Gentle flexible pressure permits use in worn cylinders and keeps wear to normal limits.

**MOTOR PARTS CO. PTY. LTD.**

**Polson**

**BRAYBROOK VICTORIA**

**DISTRIBUTORS**

**MORTLOCK BROS. LTD., 914 Hay Street, Perth**



# MEMBERS!!

Here is an opportunity for  
you to assist your own  
Trade Association.

## PLACE YOUR **INSURANCE**

with the Retail Motor Trade's own  
Insurance Coy.

*all classes of  
insurance (except life)  
transacted at competitive  
rates with higher commissions*

CONTACT—

### **V.A.C.C. Insurance Co. Ltd.**

1016 HAY STREET, PERTH

W. W. ANDREW, Branch Manager

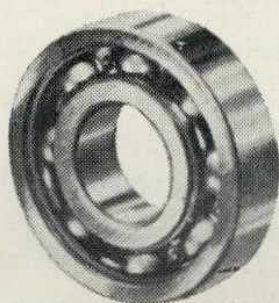
---

*Note New Telephone No. BF 1665*





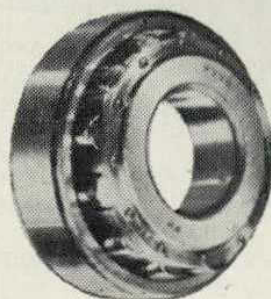
# BEARINGS



## ALL TYPES

for both AUTOMOTIVE  
and INDUSTRIAL

Applications



★  
Complete  
Stocks  
always  
on hand



Further Particulars Gladly Supplied:—

**ATKINS (WA.) LTD.**  
ELECTRICAL • MECHANICAL • AUTOMOTIVE  
LUBRICATION • AND RADIO ENGINEERS  
MAZDA HOUSE 894 HAY ST. PERTH PHONE BA2001

**Read the Editorial** - Pages 1 & 17



# SERVICE STATION

and

## MOTOR TRADER

OF WESTERN AUSTRALIA

Editor and Advertising Manager: W. F. HARRY.

1016 Hay Street (upstairs). Telephone B 9838.

Melbourne Representative: Oaten-Ward, A.P.A.

Building, 397 Collins Street. Phone MU 4725.

Sydney Representative: J. A. Fair, Temple Court,

81 Elizabeth Street. Phone BW 7920.

Official Organ of the

W.A. AUTOMOBILE CHAMBER

OF COMMERCE (INC.)

Member—Australian Automobile Commerce.

President: N. LOGIE, M.I.A.M.E.

Immediate Past President: G. B. GIBBS

Vice-Presidents: C. SWEETING, M.I.A.M.E.

L. BLAKENEY

Hon. Treasurer: W. F. HARRY

General Secretary: H. B. Barron,

M.I.A.M.E., D. Byers, G. J. Coote, J. Hart,

C. W. Houghton, E. W. Parsons, C. Pearsall,

C. I. Hetherford, V. Ryan, A. Spanney, Avon

Valley, Geraldton, Katanning, South Central

Districts, Gold-  
fields, Springs, Narrogin.

Auditors: J. D. Whyte, Reilly & Co., Chartered

Accountants (Aust.), Howard Street, Perth.

Solicitors: Olney & Neville, Colonial

Building, St. George's Terrace, Perth.

Bankers: Bank of New South Wales (William

Street Branch).



NOVEMBER, 1951

Vol. 17—No. 5

Subscription: £1-1-0 per Annum

An Organisation formed and controlled solely by members of the retail motor trade for the protection and promotion of their mutual interests.

## What does the Coming Year Herald for the Motor Trade?

# 1952

It could be reasonably assumed that we in the Motor Trade, are possibly entering the year 1952 with more problems confronting us than we have had since pre-war years. We are faced first of all with a breakdown of a national policy of Limitation of Outlets, which has been "fought for" for many years to give reasonable assurance to all service station and garage proprietors that their investments will be reasonably protected.

It would not only be surmising to say that if this very important aspect of our trading conditions can be broken, then certainly so can many of the others, unless we, through unity and loyalty to our Trade Association (this is actually loyalty to ourself), ensure that we are well prepared against the breakdowns.

All of us are vitally concerned at the possible breakdown of reasonable regulated trading hours. It is no secret that many big motor manufacturers are opposed to service station proprietors having their evenings and weekends off—their assumption being—the longer you are open, the more petrol you sell and the faster motor vehicles wear out. Their thoughts also contend that to be a service station proprietor, you are to be open night and day or you should not be in the trade.

We all know the fight we have had in the Metropolitan Area in particular to see that the Law is observed, and it would not be incorrect to state that the present Government has been hedging on the issue in not seeing that all traders observe the present Law in force in relation to garage and service station trading hours.

These are two of our major problems, along with the "One-Brand" service station scheme, which has created innumerable more problems to the complex Oil Industry.

On the other hand, the Chamber has grown a considerable amount during the last year, and to-day, is stronger in membership than at any other time during its existence. It is perhaps interesting to note, that more so than ever before, the members look to the Chamber during these troublesome times. This is rightly so, as that is why such an Organisation as ours exists, to enable us to collectively weather our various problems.

Be assured that your Committee of Management and the Officers of your Organisation are aware of the many dangers confronting the trade and will be doing their utmost to give you constructive information and advice wherever possible.

It is hoped that 1952 will bring us renewed loyalty and support and a New Year thought for Members is one which a fellow trade organisation has often quoted:—

**"The object of a trade association is to do for members of an Industry whatever they need to have done, but cannot do at all, or cannot do so well for themselves, in their separate and individual capacity."**

K.C. Johnson-Davies, M.A., Barrister-at-Law. General Secretary of the British Motor Trade Association.



**The INSIDE STORY of... VESTA GLASSKLAD BATTERY**

**FOR**

- CARS
- RADIO
- LIGHTING

**YES! THE INSIDE STORY PROVES IT...**

**ONLY VESTA BATTERIES HAVE**

- GLASSKLAD RETAINER MATS
- HYDROX PLATES
- TOUCH-TELL TERMINALS
- CLOCK-DATE CODE

**VESTA BATTERY CO. LTD., ELIZABETH & McEVY STS., WATERLOO, N.S.V.**  
**BRANCHES IN ALL STATES AND IN NEW ZEALAND**

**PEP & POWER**  
 DEPEND ON  
**SPARK**

**AIRZONE**  
*Automotive IGNITION COILS*

Your Ignition Coil is the key to efficient transportation... that is why an AIRZONE Automotive Ignition COIL, always dependable, is vital to trouble-free motoring

**THERE IS AN AIRZONE COIL FOR EVERY CAR OR TRUCK**

Designed and Manufactured by  
**AIRZONE (1931) PTY. LTD.**  
 Unit of Electricity Meter and Allied Industries Limited

and obtainable from

**AIRZONE DISTRIBUTORS THROUGHOUT THE COMMONWEALTH**

State Distributors:  
**M. J. BATEMAN PTY. LTD., 12 Milligan Street, Perth**  
**ARMSTRONG DIMMITT LTD., 379 Murray Street, Perth**



## REPLACEMENT PROBLEM?

Check Australia's greatest bearing range — featuring

★ **TIMKEN** ★ **HOFFMANN** ★ **F.B.C.** ★ **R.B.C.** ★ **NICE**



Lipped type Parallel Roller Bearing



Double Row Ball Bearing



Single Row Deep Groove Ball Bearing



Single Row Shielded with Snap Ring



Timken Tapered Roller Bearing



Double Felt Seal Ball Bearing



Parallel Roller Bearing



Angular Contact Ball Bearing



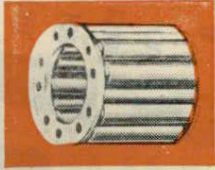
Double Row Self-Aligning Ball Bearing



Single Thrust Bearing



Clutch Throw-Out Bearing



Solid Roller Assembly

**6000** different sizes to choose from + selection  
+ installation advice + prompt delivery + :

**SERVICE IS OUR BUSINESS**

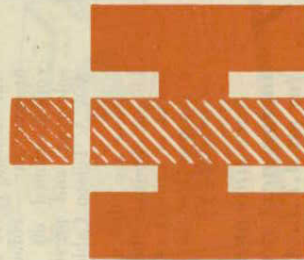
**BEARING SERVICE COMPANY**  
OF AUSTRALIA (W.A.) PTY. LTD.

856 Hay Street, Perth.

BA-1826-W

GENUINE PARTS

for



INTERNATIONAL  
HARVESTER

INTERNATIONAL  
TRUCKS



Wholesale Distributors:

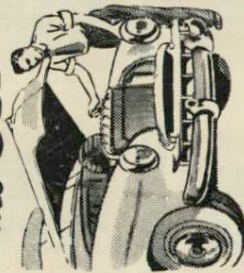
**COVENTRY'S**  
COVENTRY MOTOR REPLACEMENTS PTY. LTD.  
878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES



# COMPLETE REWIRING

## Out with the OLD

## in only 6 Hours



Don't waste days of your mechanic's valuable time on those rewiring jobs. Call for an A.T.L. Auto Loom. There is a harness *ready made* to fit every car — colour coded for easy assembly; copper tinned on the terminal, to simplify soldering and prevent corrosion; made from A.W.A. Telcon Cable for long, trouble free life.

There are other advantages too. A.T.L. Auto Looms eliminate the necessity of carrying large stocks of cables; cut out terminating; give you a harness true to the manufacturers original specification.

In with the NEW!

Save time and increase your profits in the next rewiring job by calling for an A.T.L. Auto Loom and specify P.V.C. Taped or Cotton Braided as required.



THERE IS AN

# AUTO-LOOM

FOR EVERY CAR & TRUCK!

# ATL AUTO-LOOMS

17 Arundel Street, Forest Lodge,  
Sydney. N.S.W.

AVAILABLE FROM YOUR WHOLESALE



2ATL50

**Big Ads.**

**IN ALL LEADING COUNTRY PAPERS**

**PLUS A TROUBLE-FREE PRODUCT**

**EVEREADY RADIO BATTERIES**

**TRADE-MARK**

**RADIO BATTERIES**

**NO MORE RADIO HEADACHES**

**We're all 10 inches deep by 3 columns wide**

**More months than ever of trouble free listening with...**

**RY BLUES?**

**More months than ever of trouble free listening with...**

**EVEREADY RADIO BATTERIES**

**EVEREADY RADIO BATTERIES**

**EVEREADY RADIO BATTERIES**

So its easy for every garage man to make quick sales — fast profits — and you're sure of customer satisfaction!

# EVEREADY

TRADE-MARK

# RADIO BATTERIES

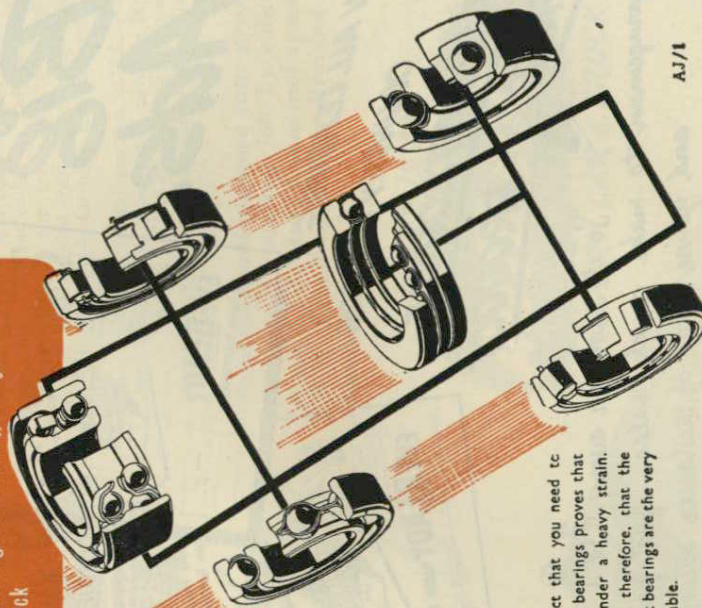
EVEREADY (AUSTRALIA) PTY. LTD., ROSEBERY, N.S.W.



Select

SKF

when replacing the bearings in your car or truck



The very fact that you need to replace the bearings proves that they are under a heavy strain. Make sure, therefore, that the replacement bearings are the very best obtainable.

AJ/1

The SKF Ball Bearing Co. (Aust.) Pty. Ltd.

ARMSTRONG, DIMMITT LTD.,

379 Murray Street, Perth. Telephone BA5151, BA3197, BA5211 (Trunk Line)



*No other Replacement Horn, gives you so much Satisfaction, for...*

## ENGLISH CARS AND TRUCKS

Here are the horns incorporating every feature you have asked for! Long service life... easy to fit... finger-tip control... super powered.

The range includes:-

HF 215 for Hillman Minx  
HF 219-220 for Austin A40  
HF 217-218 for Standard Vanguard  
HF 223-224 for Morris "Oxford"  
HF 229 for Vauxhall "Wyvern"  
HF 231-232 for Vauxhall "Velox"

These horns are the modern scroll type with "Aertone" Electrical Unit which guarantees clear tone, finger-tip control and long life. Easy to instal. Complete with mounting brackets.



★ Available for Immediate Delivery... From All Wholesalers Throughout Australia.



GENUINE



SPECIAL REPLACEMENT HORNS

H. 102

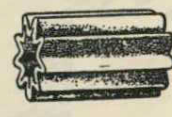
GET THE RIGHT OF WAY IN A FRIENDLY WAY



# RYCO REPLACEMENT CARTRIDGES

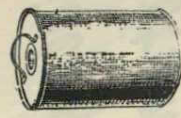
For all types of Filters

FELT STAR TYPE



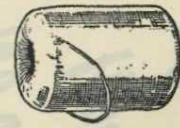
To suit Tecalemit and Vokes filters, as used on English cars and trucks.

CANISTER TYPE



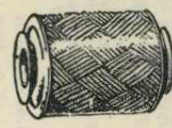
To suit Ryco, A.C., Purolator Fram and Kralinator filters.

SOCK TYPE



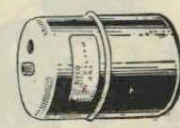
To suit De-Luxe and W.G.B. filters.

COTTON ROVING TYPE



To suit Ryco, Purolator and Commercial Diesel Fuel Oil Filters.

THROWAWAY TYPE FILTER



ZRI to suit Vauxhall, Bedford, Ford 10, Austin, Standard

The Ryco replacement Cartridge Range services all brands of Filters equipped on cars, trucks, tractors, industrial and diesel engines.

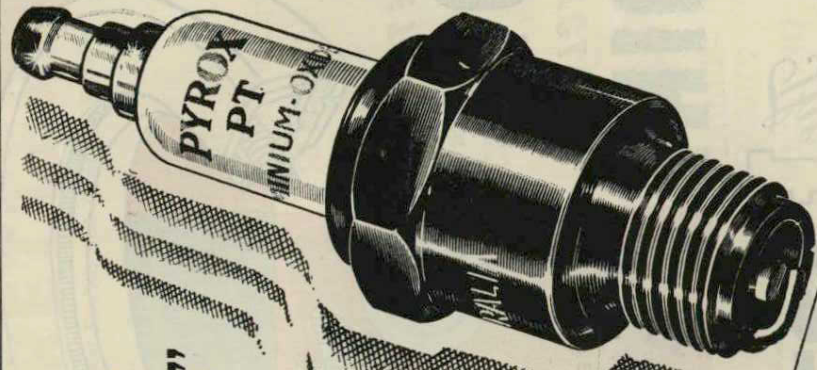


## RYCO FILTERS AND CARTRIDGES

Manufactured by

W.L. RYAN PTY. LTD. MELB.

"Fit them and forget them"



# PYROX

*Sure Fire*

## SPARK PLUGS

PYROX LTD. — Melbourne and Sydney

DISTRIBUTORS:

**VICTORIA:** Wm. L. Buckland Pty. Ltd., 139 Franklin St., Melbourne C.I., FJ 6644; A. G. Healing Ltd., 167-173 Franklin St., Melbourne, C.I., FJ 5171;  
**TASMANIA:** Wm. L. Buckland Pty. Ltd., 57 Liverpool St., Hobart, Hob. 4130; Wm. L. Buckland Pty. Ltd., 38 Charles St., Launceston, Launceston 1900.  
**N.S.W.:** Hiplley's Ltd., Motor Engineers, 27-45 Palmer St., Sydney, FA 4141; A. G. Healing Ltd., 200-218 Goulburn St., Sydney, M 0414.

**QUEENSLAND:** A. G. Healing Ltd., 303 Adelaide St., Brisbane, B 3153; Howard's Ltd., 317-327 Adelaide St., Brisbane, B 1951.  
**SOUTH AUSTRALIA:** A. G. Healing Ltd., 151 Pirie St., Adelaide, Cent. 4630; Commercial Motor Vehicle Co., 217 Franklin St., Adelaide, Cent. 2500.  
**WESTERN AUSTRALIA:** M. J. Belagan Pty. Ltd., 12 Milligan St., Perth, WA 2952.  
**NEW ZEALAND:** Jas. J. Niven & Co. Ltd., 65-67 Taranaki St., Wellington, Phone, 54-600.





**RETAIN  
OIL  
EXCLUDE  
DIRT**

\* OVER 2,000 SIZES  
to fit English, American  
Canadian, and Continental  
CARS AND TRUCKS



WITH **The Fla-Seal**  
*Automotive*  
**OIL & GREASE RETAINER**

JOINT MANUFACTURERS:

- A. FLAVELL PTY. LTD.
- J. C. LUDOWICI & SON LTD.

AUSTRALASIAN DISTRIBUTORS

**J. C. LUDOWICI & SON LTD.**

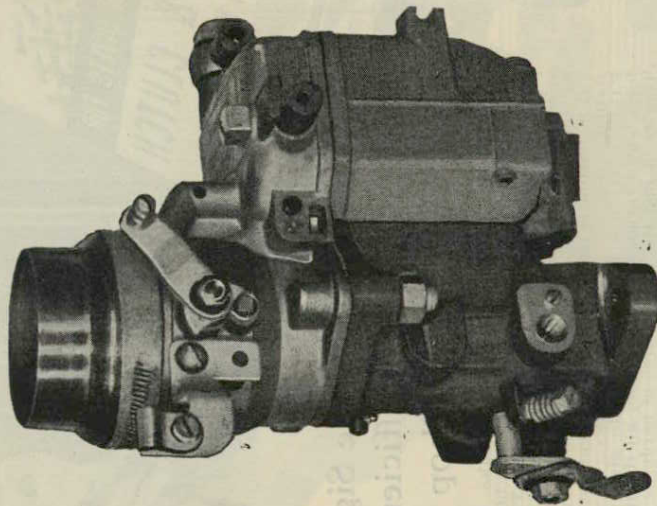
SYDNEY • MELBOURNE • ADELAIDE F251



OBTAINABLE FROM ALL RECOGNISED WHOLESALEERS THROUGHOUT AUSTRALIA

# CARBURETTERS!

(As originally equipped on most English and American Vehicles)



ZENITH  
S.U.  
STROMBERG  
TILLOTSON  
VILLIERS  
AMAL

to fit almost every

CAR  
TRUCK  
TRACTOR  
STATIONARY  
ENGINE  
MARINE  
ENGINE  
LIGHTING  
PLANT  
MOTOR  
CYCLE

Available in...  
UP DRAFT  
SIDE DRAFT  
DOWN DRAFT

A new Modern Carburetter quickly saves its  
cost in improved Petrol Consumption and  
Engine Performance.

Distributors:

# COVENTRY'S

COVENTRY MOTOR REPLACEMENTS PTY. LTD.

878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES





**F.G.S. PRODUCTS**

**BRASS TUBULAR RIVETS FOR BRAKE & CLUTCH LININGS**

**One Sign of an efficient Repair Shop**

It's not just chance that F.G.S. Brake and Clutch Lining Rivets are used by leading brake service stations all over Australia. Their reputation depends on doing a reliable job, and they know that F.G.S. Rivets will never let them down. That's why the distinctive F.G.S. Carton is one sign of an efficient service station.

F.G.S. rivets are precision made to give uniform, clean turnover (star or rose) all the time. They're of just the right degree of hardness and toughness to ensure permanent reliability. The range of F.G.S. rivets, made for every automotive and electrical purpose, includes bifurcated, solid, tubular, and semi-tubular rivet in steel, brass, copper, and aluminium. Over 4,000,000 a month used since beginning of 1950.

**Always Specify F.G.S. They fit—they hold.**

Manufactured by  
**F.G.S. PRODUCTS**  
PTY. LTD.  
Euston Road and Maddox Street,  
Alexandria, N.S.W.  
Telephone: LA 5074.

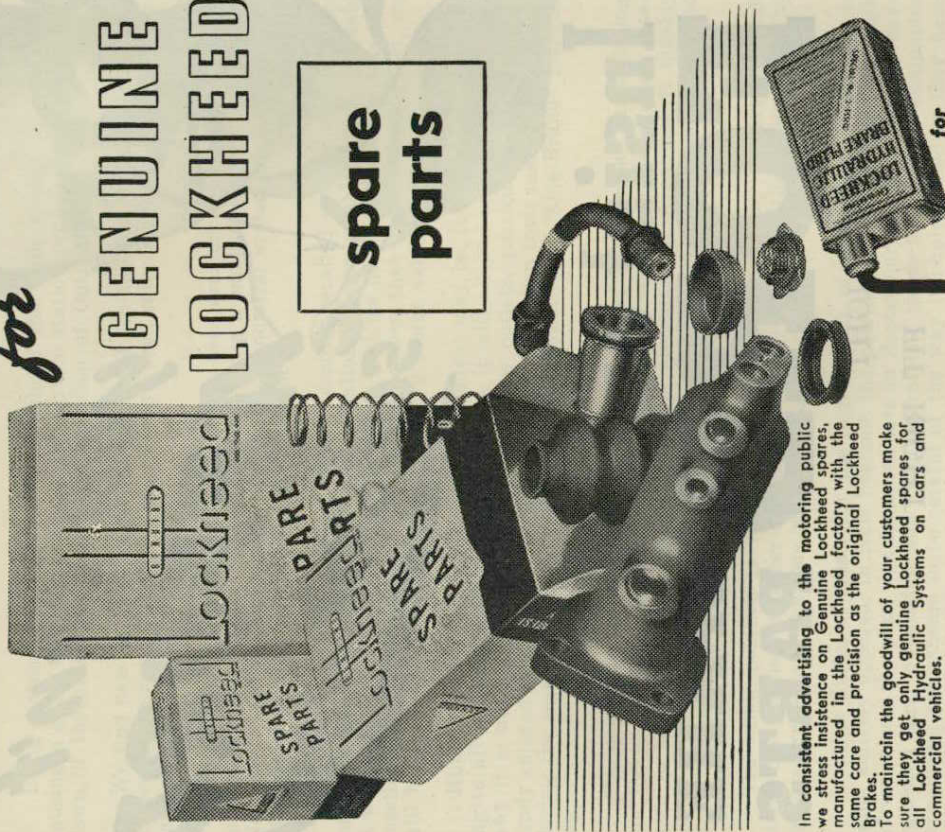
#### INTERSTATE AND NEW ZEALAND AGENTS

A. H. HILLS, Orient Line Building, 113 Eagle Street, Brisbane, Queensland. Phone: B 7462.  
W. BENNETT, 433 Spencer Street, West Melbourne, Victoria. Phone: FI 4318.  
WOOLLARD & CRABBE LTD., 18 Chesser Street, Adelaide, S.A. Phone: W 2801.  
C. L. SEWELL, 158 William Street, Perth, W.A. Phone: BA 2328.  
V. MACDONALD, BRAME & CO., 57 Collins Street, Hobart, Tasmania. Phone: Hobart 4215.  
J. L. GARRARD & SON LTD., Customhouse Quay, Wellington, N.Z.

## Meet the motorists' demand for

# GENUINE LOCKHEED

## spare parts



In consistent advertising to the motoring public we stress insistence on Genuine Lockheed spares, manufactured in the Lockheed factory with the same care and precision as the original Lockheed Brakes. To maintain the goodwill of your customers make sure they get only genuine Lockheed spares for all Lockhead Hydraulic Systems on cars and commercial vehicles.

# Lockheed

## HYDRAULIC BRAKES —

### The Safest Brakes in the World

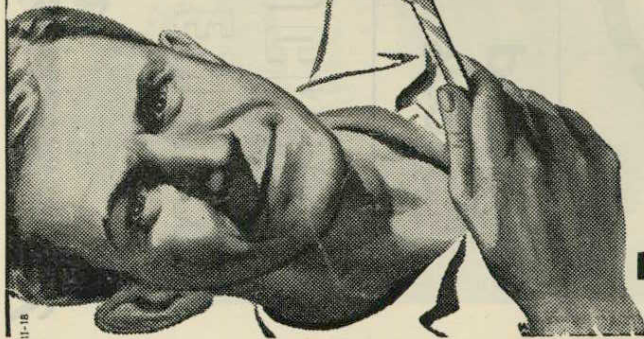
for  
**LOCKHEED  
BRAKES**  
provide  
**GENUINE  
LOCKHEED  
Brake Fluid**

the only fluid that will provide full protection for all working parts and maintain perfect performance.

GENUINE LOCKHEED Spares may be obtained from the following appointed distributors:

ATKINS (W.A.) LTD., 894 Hay Street, PERTH.  
ARMSTRONG, DIMMITT LTD., 379 Murray Street, PERTH.  
COVENTRY MOTOR REPLACEMENTS LTD., 876-878 Hay Street, PERTH.





*you can't*  
**AFFORD**  
*substitutes!*

Insist on **Genuine**  
**FORD** **SPARE**  
**PARTS**

★ MADE RIGHT

★ FIT RIGHT

★ LAST LONGER

More and more Genuine Ford Spare Parts are becoming available



**LYNAS MOTORS** PTY  
LIMITED

*Ford Dealers*

**SPARE PARTS DIVISION**

960-966 HAY ST. PERTH

## Oil Industry Problems:

Being discussed throughout the whole of the trade to-day, and naturally causing a great deal of concern to the service station proprietor, is the breakdown of the national policy—the Limitation of Outlets.

We find new reseller outlets being created (to add fuel to the fire) in most unnecessary areas, areas that have always been catered for, and indeed, over-catered for with service stations.

We have one case where a new site has been created in Fremantle, practically on an existing site, the only division being a small fence down the centre. Now we can all ask ourselves—is this the economical system of marketing we have heard so much about since last August?

One of the members of the Chamber recently recalled some of the statistics quoted when the "One-brand" service station scheme was launched. He said it was pointed out that for every 18 motor vehicles in Australia, there was one reseller pump. His query was—is it possible now, that instead of this fact, we will have 18 service station sites for every motor vehicle?

Humourously exaggerated as this statement may be, it is certainly perturbing to all resellers when wondering where it will all end and when wondering why it is necessary for the creation of new outlets, particularly in areas already catered for, if all Oil Companies have only taken their market percentage during the transition period from multiple marketing to "One-Brand" marketing.

Traders are also asking for clarity on some of the promises made during the introduction of solo-outlet marketing. They remember storekeeper sites were to be eliminated, particularly in the Metropolitan Area, but it quickly comes to mind, the continued reselling of petrol by stores at Mosman Park and North Beach—this including the after-hour sale of petrol.

The whole position is very complex, but for the many traders who ask about the position in other States and other Countries, the attitude of the various trade organisations are as follows:—

In other States of Australia, the introduction of One-Brand marketing is being actively opposed. In New Zealand, the position is the same and in South Africa where the plan was launched late in September, the trade so far have indicated their opposition and the Government there has warned Companies introducing the scheme to be careful of the way it implemented or they have indicated that legislation would be introduced to stop the plan's implementation.

Queensland and New South Wales Governments are also considering legislation in relation to "One-Brand" marketing, but meanwhile, the Companies supporting the plan are pressing ahead wherever possible. Up to the end of the year, it appears that no more than 15 per cent. of the trade in any other State, had gone over to "One-Brand" service stations and of this percentage, a considerable proportion includes stations purchased by an Oil Company or Oil Companies.

The Chamber in Western Australia are watching the situation here very closely and will keep members advised of any developments that occur.

Please keep the office advised of any information which could have bearing on current Oil Industry problems.



## AUSTRALIA MUST INCREASE PARTS PRODUCTION

### Vital Resolutions of 1951 A.P.M.A. Convention

With the grave international situation influencing automotive parts' manufacturers overseas to restrict exports, Australia is more than ever dependent on her own manufacturing resources.

This was one of the many pressing problems confronting the 1951 Annual Convention of the Automotive Products Manufacturers' Association which met in Albury from 15th to 17th October. The Convention of over sixty representatives gave urgent attention to plans for boosting output of parts, accessories and garage service equipment in order to satisfy the ever-growing demands of Australia's vast and varied motor vehicle fleet.

With the serious shortage of coastal shipping and rail transport this country is to-day more than ever dependent on Automotive transport. Moreover, it is necessary to keep vehicles even of very early vintage "on the road" in view of the restricted imports of new vehicles desperately needed to replace the outmoded models.

A.P.M.A. members are gratified that the consistent high quality of their products is so conclusively shown in the actions of the leading car companies. These firms have called upon the parts' industry to increase production and supply of parts and components for original equipment in new vehicles and in tractors as a contribution towards the development of expanding automobile production in Australia.

#### Australia Foremost Parts' Producer

All this adds up to the fact that Australia's manufacturers are relied upon to turn out a wider parts' range than is necessary in any other country for motor vehicle maintenance.

The motor trade and motoring public alike can look with gratitude to the motor parts' industry for its role in keeping existing cars, trucks and so on in efficient running order.

It was stated by the Convention that complaints of parts' shortages are in most instances quite unjustified.

The job of maintaining stocks in all strategic centres is no simple one. Firstly, it is not easy to estimate requirements to meet mechanical breakdowns, particularly in vehicles operating beyond their normal life span and when materials have become crystallised. In addition, it is just as difficult to gauge what is required for commercial vehicles which are overloaded to meet the heavy demands on transport.

#### Raw Materials' Shortage

The scarcity of basic raw materials is another big "headache" which is facing A.P.M.A. members. Steps have been taken to co-ordinate the material wants of manufacturers and Select Committees have been inaugurated to prepare data and to co-operate with suppliers and government authorities. By these means it is hoped to ensure that maximum available material is fed to the industry to enable factories to maintain efficiency in their production capacity.

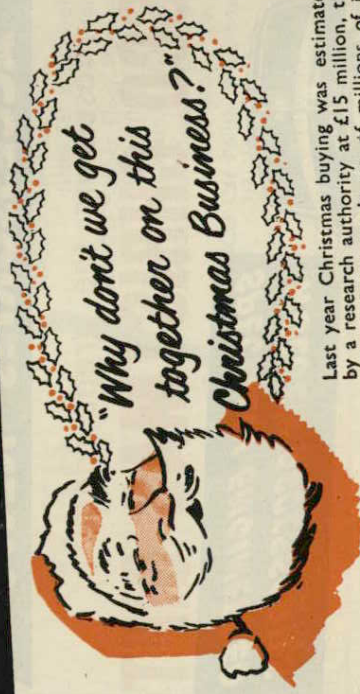
The Convention endorsed the advisability of distribution through the recognised trade channels to guarantee that parts would be available in all corners of the Commonwealth and at the lowest possible prices to bring about low-cost motor vehicle maintenance.

#### Uniform Resale Prices

Working in close conjunction with other sections of the automotive industry A.P.M.A. manufacturers have furthered their plans to protect the trading interests of their wholesale distributors, garagemen and repair servicemen, by establishing uniform resale prices throughout the Commonwealth and by providing margins necessary to enable all sections of the trade to maintain their businesses efficiently and economically.

The Automotive Products Manufacturers' Association of Australia confidently appeals to motor traders in every State to co-operate first by keeping to the established resale prices to prevent over-charging, thus

(Continued on page 75)



Last year Christmas buying was estimated by a research authority at £15 million, the volume being made up of millions of individual gifts. This year spending is expected to be even bigger. How many of the million and more presents will be supplied by the motor trade? That's up to you.

Christmas trading is a golden opportunity for increased turnover and extra profit.

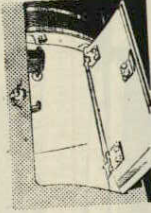
By using all the means available to you — advertising, display and personal selling — you can win a big share of this business. On the next two pages, you will see the range of NASCO accessories recommended for Christmas selling. They are accessories which set a high standard in novelty, attractiveness, utility and customer appeal. All are available from NASCO Distributors and General Motors Dealers... All have been approved by General Motors engineers.

#### two popular Holden Accessories

The new

#### GLOVE COMPARTMENT LIGHT

For Holden car and utility. Lights automatically when glove box door is opened. Easy to fit. Globe, screws and fitting directions supplied. List Price 10/-. Part No. 7405405.



#### THE LUGGAGE COMPARTMENT AND EMERGENCY TAIL LAMP

Every Holden car owner should have one. Provides extra convenience. Is also a safety factor at night. The lamp has a red lens and so acts as a substitute for the tail lamp whenever the boot lid is raised. List Price 23/-. Part No. M.30577.

Prices are subject to Sales Tax.

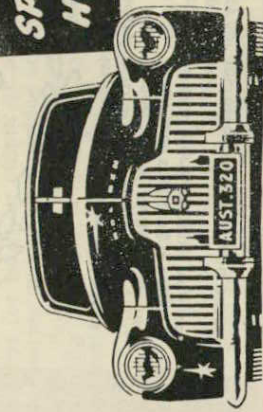






## ACCESSORIES NEWS

# Presenting the great range of NASCO CHRISTMAS GIFTS



## SPECIALLY ENGINEERED HOLDEN ACCESSORIES

What a market there is for these Holden Accessories at Christmas . . . more than 40,000 owners each with relatives and close friends searching for a suitable gift.

**NASCO** Sun-Shade — £7/18/6.  
**NASCO** Rubber Floor Mat — £3/15/0.  
**NASCO** Suitcase Sets—£17/14/2.  
inc. tax.  
**NASCO** Cigarette Lighter with Holden fittings — £1/15/6.  
**NASCO** Dual Horns—£8/12/0. — £9/9/0.

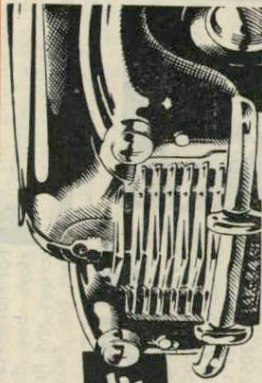
**NASCO** Instrument Panel Trim Rings — £1/6/6.  
**NASCO** Seat Covers tailored for Holden — £14/0/0.  
**NASCO** Venetian Blinds — £3/13/6.  
**NASCO** Front Fender Mud Flaps — £1/15/6.  
**AIR-CHIEF** '5' and '6' Car Radios — ('5') £42/12/10. ('6') £52/7/8 inc. tax.

## Star Attractions from the

## VAUXHALL RANGE

**NASCO** Petrol Lock Kit — £1/2/9.  
**NASCO** Bumper Guards—£1/13/6 ea.  
**NASCO** Venetian Blinds — £3/17/6.  
**NASCO** Fog Lamp Kit — Prices from £5/0/0.  
**NASCO** Fender Protectors—£1/8/0 per pair.

**NASCO** Seat Covers tailored for 1949-50 models — from £13/5/0.  
**AIR-CHIEF** '6' Car Radio — £51/19/6 inc. tax.



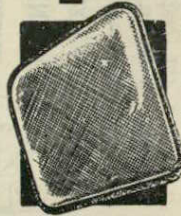
## NASCO ACCESSORIES WITH UNIVERSAL APPEAL

**NASCO** Cigarette Lighter from £1/10/6  
**NASCO** Glove Compartment Lamp — 10/-.  
**NASCO** Fender Marker — 17/-.  
**NASCO** Number Plate Frames. — £1/6/6 per pair.  
**NASCO** Exhaust Extension from 10/4.  
**NASCO** DeLuxe Gear Shift Lever Knobs 4/6. each.

**NASCO** Kar Mats (sizes 16" x 18" from 17/-) (sizes 16" x 22" from 19/-)  
**NASCO** Rubber Floor Mats — Prices from £1/17/-.  
**NASCO** Car Wash, 8 oz. bottle — 3/6.  
**NASCO** Car Cleaner, 8 oz. bottle 3/7; 16 oz. — 5/6.  
**NASCO** Car Polish, 8 oz. bottle .. 3/7; 16 oz. — 5/6.  
**NASCO** Leather Cleaner and Preservative — 6/-.  
**NASCO** Whisk Broom — 4/6.

Keep stock of these "Holiday Specials"  
Your Customers will want them!

## COOLARIDE SEAT WILL REALLY SELL

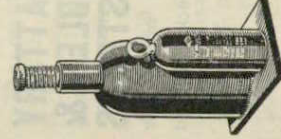


You'll have many customers complaining of the heat during Summer. Each time this happens it will be your cue for explaining the benefits of riding on a Coolaride Seat. Remember — sales of Coolaride Seats thrive on hot weather. List Price 19/6 plus tax.

## AIR CHIEF

Australia's No. 1 Car Radio

Available with Universal fittings for all cars and trucks. Air Chief Universal is a powerful 6 valve car radio with unsurpassed tone. 6 and 12 volt types are made. What better time could there be than now — when so many people are making trip — to sell Air Chief.



## HYDRAULIC JACKS

In capacities from one to ten tons. Also special bumper bar type.

## A.C. SPARK PLUGS

The World's Best



A product of General Motors. Recommend a change to new AC Plugs every 10,000 miles.

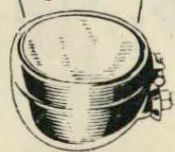
All prices are subject to Sales Tax unless otherwise indicated.





## PARTS NEWS

### GREAT NEWS ON HEADLAMPS



In short supply for some time, this Universal Headlamp is again available. Ideal for cars, trucks, tractors, jeeps. 5" lens — replaceable rim and lens assembly, lens, rubber gasket.

### NASCO FENDER ANTI-SQUEAK PIPING



For cushioning non-permanent metal to metal joints — e.g. mudguards. Obviates squeaks and rattles. 7 yard and 126 yard rolls.

### BATTERY CABLES & GROUND STRAPS



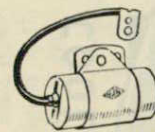
The range is suitable for practically all cars and trucks. Leaded brass terminals.

### STARTER MOTOR SWITCHES



Universal 6 and 12 volt. Suit most makes and models except those with solenoid type switches. Heavy copper contacts, copper terminal screws, brass nuts.

### UNIVERSAL CONDENSORS



The range of four NASCO Universal Condensers ensures full coverage of all active applications with a minimum investment.



### HYDRAULIC GREASE NIPPLES

A full range of popular types and sizes. A small item but for all that, a steady source of profit.

NATIONAL AUTOMOTIVE PARTS & ACCESSORIES DIVISION OF GENERAL MOTORS-HOLDEN'S LTD.

During 1950, Australia enjoyed a year of great prosperity. National income reached a record level and demand for all kinds of products increased substantially. General Motors Holden's Limited shared in this prosperity, establishing new records in the sales of both its automotive and non-vehicle products, the Managing Director, Mr. H. E. Bettle, said when releasing the Director's Report for the year 1950.

He stated that with sales at these levels, payrolls, taxes and profits were the highest in the company's history. A dividend on the ordinary shares were paid for the first time since 1945 and large sums were re-invested in the business. The company's year end financial position was good and its products continued to represent exceptional value not only because of their quality, but also because their prices were competitively favourable.

The high output of GMH products during 1950 resulted in sales for the year of £35,118,752 representing an increase of 60.9 per cent. over 1949.

Of each one pound of sales, 12/4d. went to suppliers of materials, etc.; 3/9d. to employees; 2/2d. to the Government; 4d. to Depreciation Reserve and 6d. to shareholders; the remaining 11d. being retained in the business.

During the year 1950, there were registered in Australia 206,087 new motor vehicles representing an increase of 69.4 per cent. over 1949. General Motors-Holden's sold 20,113 Australian, 16,800 British, and 7,055 North American source vehicles, a total of 43,968.

In 1950, during the second year of production the HOLDEN accounted for 14 per cent. of all passenger car registrations in Australia.

Total sales of all non-vehicle products, including parts and accessories, Frigidaire, GM Diesels, Ball and Roller Bearings, etc. amounted to more than £5 million, representing an increase of 43.1 per cent. over 1949. Sales were limited by dollar exchange availability.

## G.M.H. REPORT 1950

Sales of parts and accessories by Nasco Division were at a record level and the percentage of Australian manufactured items represented 53.6 per cent. of its total sales.

Payrolls increased to an all time high of £6,389,600 in 1950, and during 1950 the company continued its policy of providing a wide range of employee benefits and making available to employees, the company's products on favourable terms.

The financial results achieved during 1950 reflect the increased volume of business done and, said Mr. Bettle, make it possible to pay an ordinary dividend for the first time since 1945.

On sales of £35,118,752 for 1950, General Motors-Holden's earned a trading profit of £2,603,364 equivalent to 7.41 per cent. of sales. For the five post-war years 1946-1950 trading profits averaged 3.99 per cent. of sales. Before the war, for the years 1936-1940 trading profits averaged 8.18 per cent. of sales.

It will be seen, said Mr. Bettle, that the earning rate for the year itself is still below the pre-war level. Further, the average rate for the four post-war years is less than half the corresponding period pre-war.

In high volume years, profits rise more sharply than sales. In years of poor business, profits fall more sharply than sales. Profits fluctuate in this way because an important portion of costs is fixed and must be met whether business is good or bad.

The monthly average capital employed in the years 1936-1940 varied from approximately £3,400,000 to approximately £4,200,000. In the post-war years, there has been a steady increase to a monthly average of £11,500,000 in 1950.

Profits ploughed back into the business have been the most important source of money needed to meet the increased capital required, said Mr. Bettle. General Motors-Holden's re-

(Continued on Page 80)



# LOCATION and REMEDY of FAULTS

*Although every precaution is taken to eliminate all possible causes of trouble, failure may occasionally develop, through lack of attention to the equipment, or damage to the wiring. The following pages set out the recommended procedure for a systematic examination to locate and remedy the cause of some of the more probable faults. The sources of many troubles are by no means obvious, and in some cases a considerable amount of deduction from the symptoms is needed before the cause of trouble is disclosed.*

For instance, the engine might not respond to the starter switch; a hasty inference would be that the starter motor is at fault. However, as the motor is dependent on the battery, it may be that the battery is exhausted.

This, in turn, may be due to the dynamo failing to charge the battery, and the final cause of the trouble may be, perhaps, a loose connection in some part of the charging circuit.

If, after carrying out the examination, the cause of the trouble is not found, it is advisable to consult the nearest Lucas Service Depot or Agent.

functioning correctly, and the sparking plugs must be examined. If these are clean, and the gaps are correct, the trouble is due to carburettor, petrol supply, etc.

(d) If the coil does not spark in test (c) check for a fault in the low tension wiring. This will be indicated by (i) no ammeter reading when the engine is slowly turned and the ignition switch is on, or (ii) no spark occurring between the distributor contacts when quickly separated by the fingers when the ignition is turned on. Examine all cables in the ignition circuit and see that all connections are tight.

(e) If the wiring proves to be in order, examine the distributor contacts, if necessary cleaning them and adjusting the gap.

## 2. Engine Misfires.

(a) Adjust the distributor contacts, if necessary cleaning them and adjusting the gap.

(b) Remove each sparking plug in turn, rest it on the cylinder head and observe whether a spark occurs at the points when the engine is turned. Irregular sparking may be due to dirty plugs, which must be cleaned and adjusted, or defective high tension cables. Any cable on which the insulation shows sign of deterioration of cracking should be renewed.

(Continued on Page 28)

## IGNITION CIRCUIT

### 1. Engine will not fire:

(a) See that the battery terminals are secure and that the battery is in a charged condition, either by use of a hydrometer or by checking that the starter will turn the engine and the lamps give good light.

If the battery is discharged, it must be recharged from an independent electrical supply.

(b) See that the controls are correctly set for starting.

(c) Remove the cable from the centre distributor terminal and hold it so that the end is about 1-in. away from some metal part of the chassis while the engine is turned slowly over. If the sparks jump the gap regularly, the coil and distributor are

JOSEPH LUCAS (AUST.) PTY. LTD. 639 WELLINGTON STREET, PERTH



# LUCAS BATTERY FILLER

A Boon to Motorists  
Won't spill  
Won't Overfill

with the new

Correct topping-up automatically ensured . . .



## Changes in U.S. 1952 Cars Forecast

According to a report from New York, there will be big changes in the designs of 1952 models of U.S. Some models are expected to be as radically different in appearance as was the first post-war car brought out in 1946.

All this will be accomplished in spite of the American defence programme, for the simple reason that most big manufacturers have almost completed their re-tooling arrangements for 1952 production, so that it will not interfere with re-armament work.

"Our model changes will be the most drastic in company history, with the possible exception of the first post-war change-over," said Benson Ford, vice president in charge of the Lincoln-Mercury division of Ford Motor Co. Ltd. "Cars will be new from bumper to bumper."

Five new engines are being planned for Ford alone, reports the "Wall Street Journal," and extensive changes are foreshadowed in bodies. The en-

gines are designed to function efficiently on standard fuel and the trend towards high-compression engines is being ignored.

General Motors is believed to have cancelled plans for high compression engines because of the likelihood that high-octane fuel will not, after all, be available. Chevrolet and Pontiac models will be obensively re-styled, while Cadillac will introduce a new automatic transmission that combines the best features of the two G.M. transmission systems. A new V8 engine for Buick is also forecast.

Chrysler will have new V8 engines for both its Dodge and De Soto lines, similar to the V8 recently introduced in the 1951 Chrysler. A new body with plenty of window space will be used on Chrysler cars.

Kaiser-Frazer and Packard, who have recently brought out completely new models are not expected to make any drastic changes in 1952, but a new Studebaker body is likely to cause some surprises.

**NOW YOU CAN HAVE AN  
UP-TO-DATE SERVICE MANUAL  
FOR BRITISH AUTOMOBILES.**

Its Title . . .

**SERVICING GUIDE**  
to British Motor Vehicles



52 British vehicles are covered, over 500 pages fully indexed, of standardised service information covering British post-war cars, commercial vehicles and tractors.

The vast bulk of the service information contained in this volume has been obtained by personal research among the British motor vehicle manufacturers and is, therefore, not available in this form from any other source.

The only publication of its kind giving complete service information, mechanical and automotive electrical, on British vehicles. Size of Manual 11 1/2 in. x 8 1/2 in., strongly bound and printed on durable material to stand long, hard usage.

First edition by THE TRADER PUBLISHING COY., London. We are the exclusive representatives in Australia and New Zealand, for "SERVICING GUIDE TO BRITISH MOTOR VEHICLES". Write us for illustrated and informative pamphlet, giving price and postage.

**ASSOCIATED TRADE JOURNALS CO.**

"Fraser House," 42 Bridge Street, SYDNEY, N.S.W.

A first shipment of this new service manual will reach Australia the end of December, 1951, and will be stocked by all leading booksellers in Australia and New Zealand.

## THE WAKEFIELD *Wholesale Only*

### POLICY

IS YOUR GUARANTEE OF  
CONSTANT  
REPEAT SALES



C. C. WAKEFIELD & CO. DO NOT SELL  
DIRECT TO YOUR CUSTOMERS  
"CASTROL" users must always buy from  
YOU.

You're protecting your own profits  
when you support the WAKEFIELD policy

WAKEFIELD  
**Castrol**  
MOTOR OIL

T. 33a

C. C. WAKEFIELD & CO. LTD.



## LOCATION and REMEDY of FAULTS

*continued from page 25*

(c) If sparking is regular at each plug when tested, as described in (b), the trouble is probably due to engine defects or the carburettor, petrol supply, etc.

### CHARGING CIRCUIT

#### 1. Battery in low state of charge:

(a) This state will be shown by lack of power when starting, poor light from the lamps, and hydrometer readings below 1.200, and may be due to the dynamo either not charging or giving low or intermittent output. The ignition warning light will not go out if the dynamo fails to charge, or will flicker on and off in the event of intermittent output.

(b) Examine the charging and field circuit wiring tightening any loose connections, or replacing broken cables. Pay particular attention to the battery connections.

(c) Examine the dynamo driving belt; take up any undue slackness by turning the dynamo on its mounting.

(d) If the cause of the trouble is not apparent, have the equipment examined by a Lucas Service Depot or Agent.

#### 2. Battery overcharged:

(a) This will be indicated by burnt-out bulbs, very frequent need for top-up of battery, and high hydrometer readings. Check the ammeter readings when the car is running steadily with a fully charged battery and no lights or accessories in use, the charge reading should be of the order of only 3-4 amperes.

If the ammeter reading is in excess of the value, it is advisable to have the regular setting tested, and adjusted if necessary by a Service Depot or Agent.

### STARTER MOTORS

#### 1. Starter Motor lacks power or fails to turn engine:

(a) See if the engine can be turned over by hand. If not, the cause of the stiffness of the engine must be located and remedied.

(b) If the engine can be turned by hand, first check that the trouble is

not due to a discharged battery.

(c) Examine the connections to battery, starter and starter switch, making sure that they are tight and that the cables connecting these units are not damaged.

(d) It is also possible that the starter pinion may have jammed in mesh with the flywheel, although this is by no means a common occurrence. To disengage the pinion, rotate the squared end of the starter shaft by means of a spanner.

#### 2. Starter operates but does not crank engine.

This fault will occur if the pinion of the starter drive is not allowed to move along the screwed sleeve into engagement with the flywheel due to dirt having collected on the screwed sleeve. Clean the sleeve carefully with paraffin.

#### 3. Starter pinion will not disengage from flywheel when engine is running

Stop the engine, see if the starter pinion is jammed in mesh with the flywheel, releasing it if necessary by rotation of the squared end of the starter shaft. If the pinion persists in sticking in mesh, have the equipment examined at a Service Depot. Serious damage may result to the starter if it is driven by the flywheel.

### LIGHTING CIRCUITS

#### 1. Lamps give insufficient illumination

(a) Test the state of charge of the battery, recharging it if necessary either by a long period of daytime running or from an independent electrical supply.

(b) Check the setting of the lamps. (c) If the bulbs are discoloured as the result of long service, they should be replaced.

2. Lamps light when switched on, but gradually fade out.

As paragraph 1 (a).

#### 3. Brilliance varies with speed of car.

(a) As paragraph 1 (a).

(b) Examine the battery connections, making sure that they are tight, and replace faulty cables.

# Wesfarmers

## GARAGE SERVICE

Modern Equipment for all Repairs at  
100 JAMES STREET

### ACCESSORIES and REPLACEMENT PARTS

RING BA 2921

Spraying and Painting. Cylinder Reboring.  
Panel Beating. Engine Reconditioning.  
Oxy Welding. Electrical Servicing.  
Battery—Sales & Service. Car Trimmers.

Distributor of:

FIAT - DAIMLER - NASH  
— LANCHESTER —  
SIMCA

DIAMOND "T" and GUY TRUCKS

WESTRALIAN FARMERS  
CO-OPERATIVE LIMITED

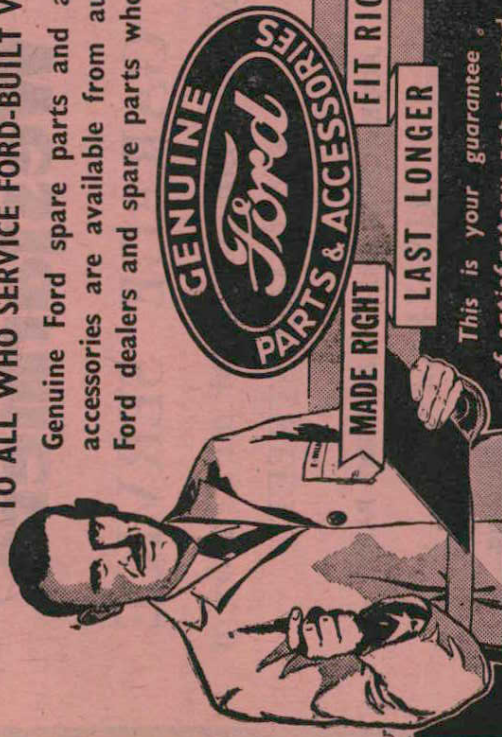
PHONE BA 2921



# An important message

TO ALL WHO SERVICE FORD-BUILT VEHICLES

Genuine Ford spare parts and approved accessories are available from authorised Ford dealers and spare parts wholesalers.



MADE RIGHT

LAST LONGER

This is your guarantee of satisfactory repair and maintenance of "Ford-built" vehicles

## PACKAGED PARTS



The Genuine Ford line of parts provides a convenient packaged service of co-related parts for those servicing Ford and Fordson vehicles. Supplied in separate packages parts are protected from damage in handling.

## BODY REPLACEMENT PARTS



It has always been Ford policy to afford a service of the maximum range of body spares. Despite general shortages of basic materials, an extensive range has been maintained, and enquiries and orders are handled expeditiously.



And here's a few suggestions in Genuine Ford Accessories

## FORD UNIVERSAL CIGARETTE LIGHTERS

Two types of fitting gives universal application to any car, utility or truck. Replacement plungers and elements (screw type) also available.



Prefect

## TRAVEL BAGS

Specially designed for Prefect owners. Two-case unit for the Australian Prefect 1945-51. Single-case unit for the English Prefect 1949-51. Australian Prefect 1937-44.



## FORD RADIO

One line of custom built radios

A1A8800 Ford Sedans and Utilities model 1A.

A71A18800 Pilot Sedans, Ford (Canadian) Trucks, "Thames" Trucks.

A53A18800D Prefect and Anglia Sedans, 10-10Vans, Estate Cars.

All three models have—6 valve superheterodyne circuits—side mounting telescopic aerials—tonal quality unsurpassed in auto radio.



## FORD TOOL KIT HOLDERS

Holds the complete Tool Kit. Suits all 1949 to 1951 Ford Sedans Models 8A, O A 1A. Shadow-marked to show where the tools and jack are strapped in place.



## FORD BODY POLISH

### FORD WAX

Ford Body Polish enables you to remove effortlessly all accumulated road scum and grease and impart a dazzling surface. Ford Wax Polish, a grand compound to preserve that showroom finish.



FORD MOTOR COMPANY OF AUSTRALIA PTY. LIMITED



## Petroleum Refining in Japan

The Standard-Vacuum Oil Company has reported that a 3,500 barrel-per-day thermal cracking unit has gone on stream at the Wakayama Refinery in Japan marking a further step in placing the Japanese petroleum industry on a self-supporting basis.

Built largely out of pre-war equipment assembled at the bomb-damaged refinery near Osaka, the addition of the new cracking plant is part of a long-range reconstruction programme undertaken by Stanvac's subsidiary, Toa Nenryo Kogyo, at its Wakayama Shimizu refineries. Standard Vacuum entered the Japanese refining picture for the first time in 1949 when it acquired a majority interest in Toa Nenryo. Prior to World War II, Stanvac had been a marketer in Japan for more than 50 years.

The Wakayama and Shimizu plants are expected to increase their production rates and add new facilities in keeping with the growing civilian demand for oil products in that country. Japanese consumption, still rationed, has climbed from about 30,000 to approximately 40,000 barrels per day since the oil companies were permitted to resume competitive marketing operations in April, 1949. Pre-war, civilian demand in Japan was on the order of 80,000 barrels per day.

About 90 per cent. of Japan's oil has to be imported either as crude oil or as finished products. For a considerable post-war period products were imported by the occupation authorities with funds appropriated by the U.S. Government, but beginning last October the importation of crude was authorised on a commercial basis, thereby increasing the supply of locally manufactured oil products and decreasing product imports.

Post-war operations began at Wakayama in April, 1950. Since then an

ingenious reconstruction programme has utilised war-damaged towers, heat exchangers, pumps and oil lines to give the plant a two-stage atmospheric pipe still and wax-pressing facilities for the production of lubricants. The 5,500 barrels per day is based upon current crude allocations, although the refinery is capable of charging 10,000 barrels per day. In addition to the new thermal cracking unit now on stream, de-asphalting and phenol extraction facilities are planned for completion later this year to up-grade lubricant quality. Other facilities to raise lubricant production eventually to about 900 barrels per day are now in the planning stage Standard-Vacuum says.

Shimizu, originally a lubricating oil refinery, also has been revamped to increase its charging rate and to diversify its product range. Operations began in February, 1950, and the Shimizu plant jumped quickly from 1,200 to 4,000 barrels per day and currently is charging 5,000 on allocation. New equipment includes a 350 barrel-per-day solvent de-waxing unit.

These two plants, which together employ some 1,300 workers, thus are supplying approximately one-fourth of all the petroleum products now being consumed by the Japanese people.

A non-petroleum motor lubricant synthesised from natural gas is being distributed quietly in the U.S.A. Field trials indicate the new oil eliminates cylinder carbon deposits and engine "ping". Production at present is limited.

## SHOCK ABSORBERS

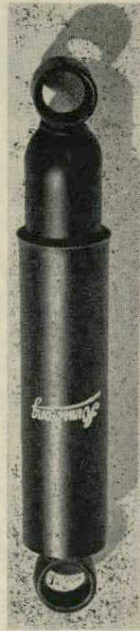
(HYDRAULIC SUSPENSION UNITS)

We carry a comprehensive range of Hydraulic Suspension Units in Tubular Aircraft types, Wishbone types for independent springing, and Double Acting Arm types to fit almost every Car, Utility, Bus or Truck.



Armstrong Wishbone type, originally equipped on most English Cars with independent suspension. Also available in Double Acting Arm types for conventional springing.

ARMSTRONG TUBULAR AIRCRAFT TYPE. A PARTICULARLY EFFICIENT UNIT EQUIPPING MANY ENGLISH AND AMERICAN CARS AND BUSES WITH CONVENTIONAL SPRINGING.



American Delco type for replacement on many American vehicles; both Wishbone and Double Acting types available.



A COMPLETE REPAIR SERVICE EMPLOYING FACTORY EQUIPMENT IS AVAILABLE FOR ARMSTRONG, AND NEWTON & BENNETT UNITS ONLY.

Distributors:

**GOVENTRY'S**  
GOVENTRY MOTOR REPLACEMENTS PTY. LTD.

378, HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES



## BRITISH CARS ON PARADE - BOSTON, U.S.A.

*A Motor Show which attracted 160,000 Visitors*

The largest collection of British Cars ever to be seen in an American department store was on exhibition during a British Fortnight from September 10th to September 22nd held in Boston, U.S.A., at the Jordan Marsh store. The fortnight was one of a series of 6 displays held to celebrate the centennial of the Company and was featured as a salute to Britain.

The Show at which 30 new models, representing 16 different makes of leading British cars, occupied the entire sixth floor.

Several thousands of Bostonians waited for the opening of the Show at 9.15 a.m. on the opening day, and it was estimated that visitors to the display numbered 1,500 per hour.

Units of the British Navy and Royal Marines paid tribute to Jordan Marsh by participating in a special parade in the heart of Boston's shopping centre accompanied by the Royal Navy Band, after which the Scottish Highlanders Pipe Band of Clan Sutherland piped in the two-week programme.

Top ranking officers and men of H.M.S. Snipe, and H.M.S. Superb who were at Boston for the opening week participated in the opening ceremonies and a typical British note was the appearance of men dressed as London Policemen and Beefeaters who were present throughout the Show.

To support the Show and give publicity to the event the four Boston papers carried full page advertising showing photographs of the cars on display. In addition a press reception was held at the famous old "Parker House" Boston attended by about sixty press and radio representatives from the leading cities of New England. Sir William Welsh the Society's North American representative who organised the Motor Show in conjunction with the Jordan Marsh Company and Boston distributors and dealers, acted as host.

In his speech to the Press, Sir William outlined the history of the British Automobile Industry and told his audience what the Industry aims to achieve in the U.S.A. market, and the vital part it is playing as a dollar earner for Britain—an essential need in British rearmament and economy. He also paid tribute to the co-operation of Jordan Marsh executives and all officials of the British Commercial and Information Services who have worked on the project for many months.

Great Britain is sixth in the series of nations to be honoured by Jordan Marsh during the store's year-long celebration of its 100th birthday. The British exhibits on display throughout the store were representative products of the leading British Industries and included rare leather goods, pottery, silverware, cycles and motor cycles, china-ware, fashions, food, furniture, as well as a number of special historical features. During the period of the Show, screen, radio and television personalities were present broadcasting from the car section.

At the close of the Show it was estimated that 160,000 people had visited the display. Sales were excellent according to the exhibitors, and many cars were delivered directly to buyers after the close of the event.

The British Fortnight presented to New Englanders a display never before seen in the U.S.A., a display which served to give the people in and around Boston a closer insight into the character, traditions, and industry of Great Britain, an appreciation of which must cement more closely the bonds of friendship between the U.S.A. and Britain.

Study of transportation statistics by the U.S. Government reveals that motor trucks now carry 8,300 million tons of freight annually, or 75 per cent. of the U.S.A.'s total freight tonnage.

# MENZEL RETREADS..

mean more miles



167 WILLIAM ST.  
(Cr. William & Roe Sts.)

## QUICK STARTING FLUID

A special starting fuel contained in capsules which are manually placed one by one as needed, in a dash mounted pump, is a new product of the California Oil Co., U.S.A., says "The American Automobile". It enables petrol and Diesel trucks and buses in cold climates to start immediately without drain on the battery and also provides auxiliary up-per cylinder lubrication and acts as a corrosion inhibitor. The fluid (in suitable mixtures) burns at much lower temperatures than either petrol or Diesel fuel, has a very wide

range for mixture purposes, and high volatility. The manufacturer lists 2-score leading engine manufacturers who approve its use. In use, the capsule is punctured, in the pump barrel, by a hand plunger. The driver then works an engine primer, sending the fluid to the intake manifold. The whole system requires only the drilling of a few holes for installation. Use of capsules makes "dosage" easy to calculate. More than one can be used if conditions require it. Reasonable care of the capsules is required but they can be stored awaiting use, for long periods.



# Quality finishes.

A first quality finish depends on fine quality materials and the correct method of application. Brolite's famous finishes are scientifically produced to give the finest results, together with the necessary information for foolproof use. Whatever the process, spraying, brushing, dipping or baking, use the best . . . Brolite.



**BROLITE LACQUER**

for Spraying

**BROLITE SYNPLEX  
ENAMEL**

for Brushing and Spraying

# Brolite

**AUTOMOBILE . . . FURNITURE  
INDUSTRIAL LACQUERS.**

**Also Undercoats and Thinners.**

Licensee of Andrew Brown Co., U.S.A.

W.A. DISTRIBUTORS:

## Armstrong Dimmitt Ltd.

379 MURRAY STREET, PERTH  
TELEPHONE BA 5151

# HEAVY DUTY TRUCKS & BUSES NOW CATERED FOR WITH THE NEW

# HAG

## Electric HEAVY DUTY WINDSCREEN WIPER

Meet for the first time, the "H.A.C." Heavy Duty Truck Wiper, designed for Trucks and Buses with either flat or V type windcreens.

Package comprises 7 Pole Armature Type Electric Wiper Motor, 10 in. Stainless Wiper Arm, 10 in. Chrome Plated Wiper Blade, and Switch.

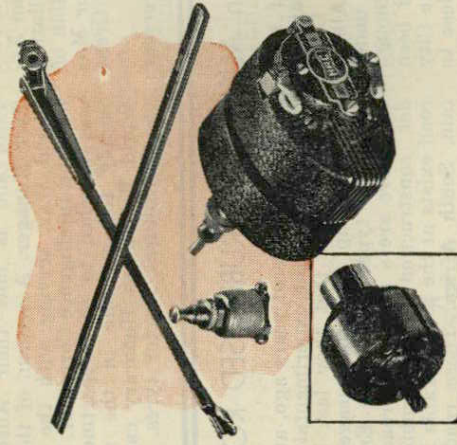
When ordering specify:—

7 HD 5—6v. Short Spindle.

7 HD 5—12v. Short Spindle.

7 HD 6—6v. Long Spindle.

7 HD 6—12v. Long Spindle.



Manufactured by: H. A. CHIVERS, 140 King Street, Melbourne.  
OBTAINABLE FROM WHOLESALERS THROUGHOUT AUSTRALIA.





## THE TYRE and RIM ASSOCIATION of AUSTRALIA

Tyres and Rims manufactured to a world standard, which will enable tyre replacements in any part of the world, is an aim of the Tyre and Rim Association of Australia. This, and other policy matters relating to the Association were discussed by Mr. R. H. Evans, recently appointed honorary Chairman of Directors. Mr. Evans says that under to-day's conditions, a number of passenger cars imported into Australia have non-standard tyres and rims, and no replacements are available from Australian manufacturers. The Association will use its influence with similar bodies overseas to bring about International standards of Tyre and Rim sizes.

As its name implies, the Tyre and Rim Association consists of tyre, wheel and rim manufacturers, and was incorporated last year to ensure that tyres, wheels and rims conform to standards laid down by the Association.

The growth of the Automotive Industry in Australia, made it necessary for the formation of such an Association, which is in close affiliation with the Tyre and Rim Association of U.S.A., and the Society of Motor Manufacturers and Traders of Great Britain.

Nevertheless, he said, that Overseas

Associations do not necessarily cover all developmental requirements for this Country, and it is another important function of the Association to promote exclusive Australian maxims to meet the prevailing conditions in this Country. Already the Association has achieved considerable success in this direction. In the coming year, Mr. Evans hopes that the next vital step will be taken. This is to ensure that standards are rigidly maintained.

The manufacturers have agreed to a form of supplementary inspection by Officers responsible to the Association, particularly for wheels and rims, and the branding of such with a registered Association brand, indicating that they have been manufactured to the required standards.

The Association is fortunate in having a senior Executive as widely experienced as Mr. Evans. He has devoted more than 30 years to the Tyre Industry in Australia. He joined Dunlop Rubber Australia Limited in 1920, and is now their Australian Tyre Manager. A veteran of the first World War, serving with the Artillery and Intelligence Corps, Mr. Evans was attached to the Department of Supply for a while in the second World War in an Honorary capacity on Agricultural Tractor tyres.

## DUNLOP SPONSORS an AUSTRALIAN RUBBERISED ROAD

One of the first stretches of rubberised road in Australia was laid on October 1st, on the Broadway, Camberwell, Victoria, by the Albion Quarrying Company Pty. Ltd. under the sponsorship of Dunlop. Although a small experimental strip had been previously laid by the Melbourne City Council in Alexandra Avenue, close to the Anderson Street Bridge, this is the first complete rubberised road.

The work consisted of a mixture of 1 in. blue metal screenings mixed with bitumen in which 5 per cent. of "Meal-crumb" (rubber powder) had been dissolved at a temperature of 320 deg. F. The asphalt was placed on the road surface by means of the Albion Quarrying Co's. road paver and consolidated to an average depth of 1 1/2 in.

Rubberised roads were introduced

in America several years ago, and, although still in the experimental stage it is indicated that they last longer and stand up to harder usage than any other types of road. In England too, there are a number of roads under construction and a rubberised road exists at the foot of Table Mountain, South Africa. These roads are more skid resistant than ordinary bitumen roads—to quote one of our technical men "A car can pull up more readily on a rubberised road, and they are, therefore, considered a great safety measure to motorists."

The Dunlop plan is to lay further stretches of rubberised road throughout Australia, in collaboration with other City and Country Councils to popularise and prove the durability of this type of road surface.

## ATTWOOD MOTORS PTY. LIMITED

### Spare Parts Division . . .

#### DISTRIBUTORS OF . . .

GENUINE G.M.-H. REPLACEMENT PARTS AND ACCESSORIES FOR:

VAUXHALL—BEDFORD

OLDSMOBILE—G.M.C.

CHEVROLET—HOLDEN

AIRCHIEF CAR RADIO

NASCO Auto Accessories

NASCO Trojan Hoist

NASCO Radiator Cores

NASCO Hydraulic Jacks

NASCO Electric Windscreen Wipers

NASCO Electric Horns

NASCO Body Hardware

A.C., CARTER, DELCO REMY Parts

UNIVERSAL HEADLAMPS—FOG-LAMPS

STENOR VULCANIZER & REPAIR MATERIAL



**Attwood Motors Pty. Limited**

22-32 STIRLING STREET, PERTH

Phone: BF 1211 (10 lines). Direct Country Parts BA 2580

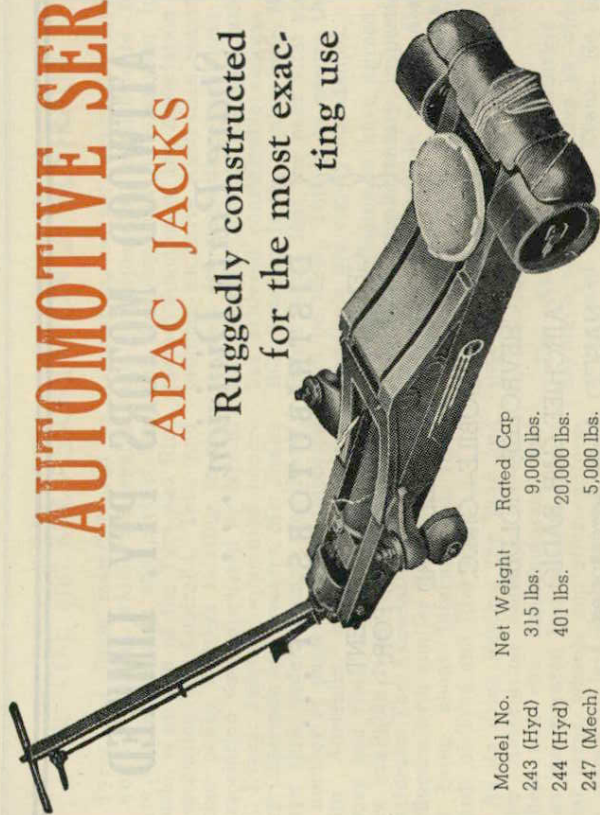
Telegrams: "TELATTWOOD" PERTH



# AUTOMOTIVE SERVICE EQUIPMENT

## APAC JACKS

Ruggedly constructed  
for the most exacting use

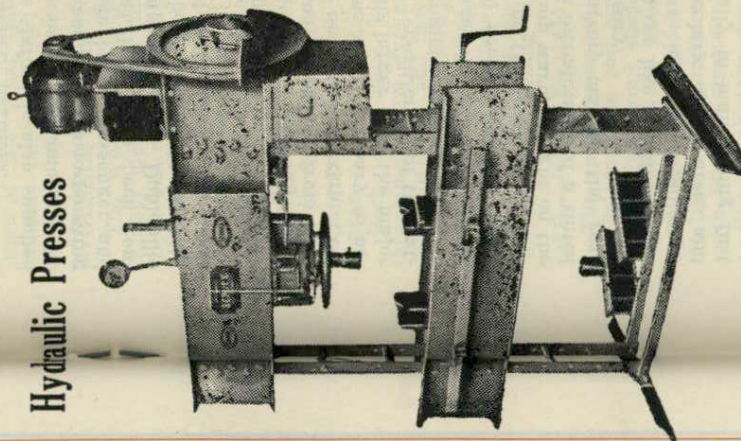


Model No.	Net Weight	Rated Cap
243 (Hyd)	315 lbs.	9,000 lbs.
244 (Hyd)	401 lbs.	20,000 lbs.
247 (Mech)		5,000 lbs.

Built from the best materials these Jacks give long and satisfactory service. Pivoted cylinder — automatic safety valve — heatproof hydraulic system — easy to service.

## SERVEX

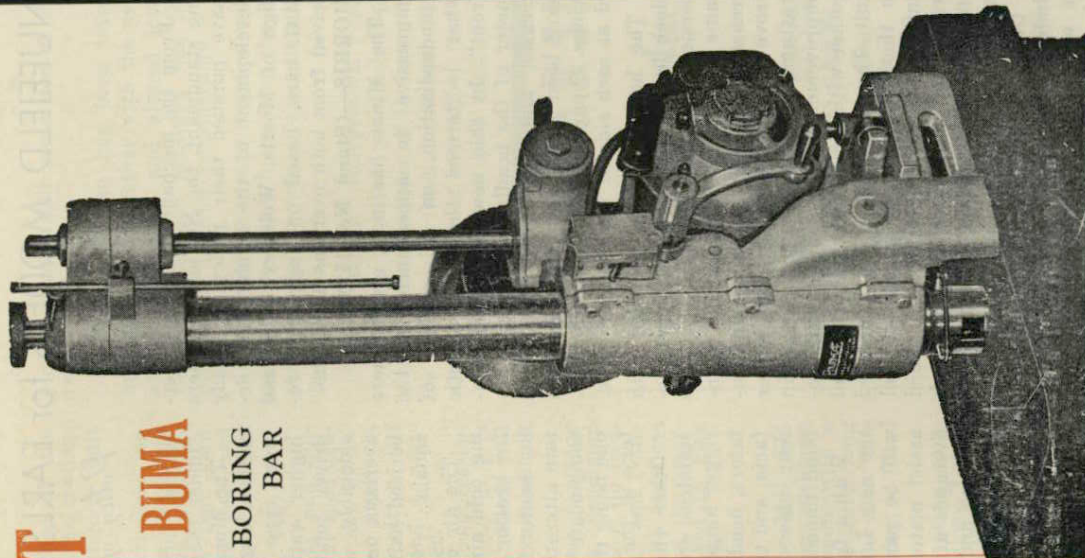
Hydraulic Presses



Hand or power operated, in 30-ton, 60-ton or 10-ton. A boon to all workshops.

## BUMA

BORING  
BAR



## BUMA BORING BAR

An ultra-modern machine embodying many new unique features, making it the most efficient means of boring cylinders accurately and quickly.

We will be pleased to furnish you with all details.

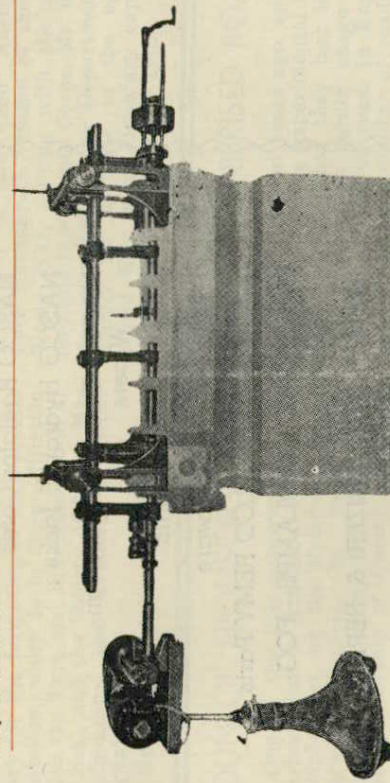
## ATKINS (WA) LTD.

ELECTRICAL • MECHANICAL • AUTOMOTIVE  
LUBRICATION • AND RADIO ENGINEERS

MAZDA HOUSE 394 HWY ST. PERTH PHONE BA2001

SERVICE STATION: 472 Murray Street, Perth.

## BUMA OVERHEAD BORING MACHINE



Buma Overhead Line Boring Machine complete with  $\frac{1}{2}$  h.p. A.C. standard voltage motor, direct-reading micrometer, 1.5 in. to 3.5 in., three tungsten carbide tipped boring cutters, four facing and chamfering cutters, two carbon steel cutter blanks, two cutter sharpening jigs, three pair double end setting cones, 2 setting cone holders, facing attachment complete.

Capacity of Machine:  $1\frac{1}{2}$  in. to  $3\frac{1}{2}$  in., boring bar  $1\frac{1}{2}$  in. diameter x 54 in. long.



## NUFFIELD MODELS for EARLS-COURT

### *Policy of Steady Development*

From the mechanical and engineering standpoint, the Nuffield designers have pursued their policy of steady development of the fundamental design of Morris, Wolseley, Riley and M.G. cars, based on suggestion received from both overseas and home. **MORRIS—(Stand No. 152):**

The Minor has now grown more impressive in appearance by the standardisation, on all models, of what is termed the "transatlantic front". In this new design the diameter of the headlamps has been increased and the lamps themselves have been raised and faired into the wings. Separate sidelamps are mounted at each side of the radiator grille.

The headlamps are provided with block lenses to give better beam dispersion and reduce dazzle. At the same time it has been possible to increase the headlamp wattage and improve night driving. Naturally, higher wattage bulbs have necessitated an improvement in dynamo output, together with a modified type of control unit. The fuses are no longer located in the same housing as the control unit but in a separate box. A timed trafficator switch, just below the dash and convenient to the driver's hand is standard.

Other "Minor" improvements include a new type of boot lock designed as an anti-theft measure, and twin windscreen wiper blades.

The Tourer remains substantially the same, but fixed Triplex glass side windows at the rear replace the detachable celluloid type used previously. This has resulted in a much improved appearance and an increase in passenger comfort.

The Tourer and the saloon can be fitted with a heater as an extra. The water pump is now integral with the

engine, improving the efficiency and "under the bonnet" neatness.

The Morris Oxford is also supplied with a larger output dynamo and the new type headlamps incorporating higher wattage bulbs. Passenger and driver comfort have both been considerably improved by Dunlopillo overlays on both seat cushions, rubberised hair being used on both seat squabs.

The air conditioning unit for blowing cold air, or alternatively, hot air for heating and de-misting from a 3½ kw heater is an optional extra. Certain alterations were necessary to accommodate this larger unit, the major one being the repositioning of the battery in the engine compartment.

Other changes in the Oxford are stainless steel window channels, outrigger hinges on the front door ventilators, headlamp warning light on the fascia, and the introduction of a tinted rear view mirror, making the rear blind unnecessary.

With a fast car like the Morris Six the new Lucas block lens headlamps will be particularly appreciated, and assist materially in maintaining fast averages after dark. A higher output dynamo and new control box are additional refinements in the modified electrical system.

Driver and passenger comfort is again well looked after by Dunlopillo overlays on the front and rear seat cushions.

Engineering changes to this car include modifications to the steering gear which have improved the turning circle, an all important point when motoring in the congested streets of to-day, a lowering of the engine compression ratio to 6.6 to 1 in order further to improve the smooth running of the powerful six cylinder en-

bumper to give full protection at the rear.

A new seat trim has been introduced and this together with the new scuttle ventilators and altered location for the four ashtrays has improved the interior considerably.

Both front doors are supplied with an air scoop which helps keep the interior of the car cool in exceptionally hot weather.

The "Torsionic" Independent Front Suspension is fitted with telescopic dampers, the diameter of those on the 2½ litre having been increased. This type of damper is now fitted to the rear as standard on both cars.

## REPAIRERS!

for

## Service and Value packed by

## Experience!

## WE CARRY A LARGE STOCK OF USED AND NEW PARTS

Caravan and Trailer Equipment

16 in. Ass. Jockey Wheels

Telescopic Jacks

Con Rod Exchange Service

Reconditioned Motors—39, 41, and 42 Chev.

Axles made to Sample for all

Vehicles

Up-draught Carburettors for Whippet, Rugby and Chevs.

## Replacement Parts

## Limited

rear of 360 MURRAY STREET, PERTH  
(3 doors West of King Street)

Telephone B 5908

Telegrams: "Replacements," Perth  
JOE BARRY, Manager

gine, and the introduction of the pressurised system of engine cooling.

The 3½ kw air conditioning unit can be fitted as an extra.

Other small but nevertheless important details include a headlamp warning light on the fascia, introduction of the latest tinted rear view mirror, improved boot lid lock and stainless steel door window channels.

### **WOLSELEY—(Stand No. 140):**

The Wolseley Four-Fifty and Six-Eighty models have similar modifications and on both cars the new 3½ kw air conditioning unit is fitted as standard. With this alteration the battery is repositioned and a pressurised radiator is installed.

A slight reduction in compression ratio on both engines to 6.6 to 1 is one of the new features which will be appreciated by the discriminating driver.

Both cars have higher wattage headlamps, new dynamos, headlamp warning light, and new boot lid lock.

The Wolseley Six-Eighty and Four-Fifty models are fitted with stainless steel window channels and the steering gear has been modified to give an improved turning circle.

### **M.G.—(Stand No. 145):**

The specification of the M.G. TD. model includes coil spring wishbone independent front suspension, with a very rigid chassis incorporating long half-elliptic springs at the rear. The 1½ litre, four cylinder engine, is fitted with two Carburettors.

Considerable success is being gained by the TD. in competitions. Latest and most spectacular was the achievement of Lt. Col. Goldie Gardner in setting up six new International Class records, on the Bonneville Salt Flats, U.S.A. in August, when he used a TD. engine, with the addition of a super-charger, in his M.G. Special, to average 137.4 m.p.h. in an hour's run.

### **RILEY—(Stand No. 125):**

The Riley models, both the 1½ litre and 2½ litre, are modified slightly where experience has demanded it.

A new one-piece bumper improves the frontal aspect while the rear quarter bumpers have been converted by the addition of two distinctive cross members, making a "one piece"



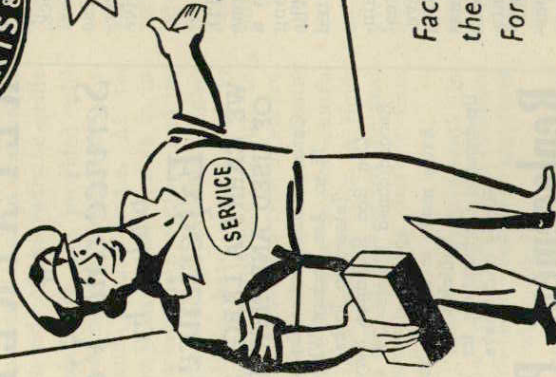
If you own a  
Ford-built vehicle  
you'll naturally insist on a  
and always Ford spare part  
genuine Ford spare part



MADE RIGHT

FIT RIGHT

LAST LONGER



Factory-approved for  
the full range of  
Ford-built vehicles

FST-12

# COVENTRY'S

COVENTRY MOTOR REPLACEMENTS PTY. LTD.

878, HAY STREET, PERTH

AUTOMOTIVE, TOOL, CYCLE &amp; ENGINEERING SUPPLIES

## PONTIAC SEDAN for 1951

With the release in Australia of the 1951 PONTIAC, an important milestone has been reached in the history of the Pontiac Division of General Motors.

The original Pontiac Six Cylinder Models were introduced in 1926, and the 1951 model marks the completion of 25 years of outstanding motor car production by the Pontiac factory.

The accomplishment of 15 years production in any line of business calls for a commemoration and the Pontiac factory has commemorated its Silver Anniversary by producing for 1951, its most beautiful and distinctive car.

The Australia-wide popularity of Pontiac since 1926 is a tribute to the out-standing value each Pontiac model has offered and to the way Pontiac has always possessed an inherent combination of beauty, comfort, performance, economy and dependability.

The 1951 Silver Anniversary Pontiac De Luxe Four Door Sedan is no exception. The Pontiac factory considers it to be a motor car masterpiece offering the greatest extra value in Pontiac's 25-year history. It offers extra performance, extra dependability and economy, extra comfort and luxury, extra safety, and extra beauty.

### Added Power:

The 96 h.p. Pontiac Six Cylinder engine gives enviable "Silver Streak" performance with economical petrol operation. Maximum brake horsepower is now 96 at 3,400 r.p.m. and maximum torque 191 lbs. ft. at 1,200 r.p.m.

To reduce chain whip a rubber bumper is rivetted to the timing chain cover. A new type vacuum controlled carburettor with automatic choke is included in the fuel system.

With such added features as Scotch Mist Manifold, Down Draft Double Venturi Carburettor, Thermo-stat controlled Cooling System, Quick Warm-up Manifold and highly efficient Automatic Choke, Pontiac for 1951 will ensure the owner excellent economy of operation.

### Extra Comfort and Luxury:

The roominess of the De Luxe Four Door Sedan body allows excellent leg room in both front and rear compartments, also plenty of space on the extra wide seats, and plenty of head (and hat) room.

Internal hardware matches harmoniously with the attractive leather on the seats and squabs, head linings and floor coverings.

Adding to the beauty of the front compartment is a new Instrument Panel Cluster and Dials with new Control Knobs. In this instrument panel a new electric clock is installed, and a new horn button sets off the distinctive new steering wheel.

### Extra Safety:

Beneath the beauty of the new 1951 Pontiac is the rugged strength and safety of a famous chassis—developed and constantly improved by outstanding engineers for long trouble-free life.

Pontiac's reputation for long trouble free life reflects outstanding engineering in all the chassis features, some of which are:—

- Airplane-type sealed shock absorbers, front and rear.
- Triple-sealed brakes.
- Longer, smoother rear springs.
- Tru-arc safety steering.
- Smoother synchro-mesh transmission.
- Hypoid rear axle.

There is more than beauty to the lines of the 1951 Pontiac, and more than a rugged chassis. The all steel body, finished in attractive colours, is built for both comfort and safety. Added protection is accorded by the safety glass curved windshield, side windows and wide rear window.

### Extra Beauty:

The external appearance of the 1951 Pontiac is extremely attractive not only in the front end but also in the sweeping and pleasing design of the rear panel.

The extra beauty is enhanced with a new radiator grille and hood Silver Streak with a new name plate and

(Continued on page 46)



## Caltex Refinery Output to be Increased

Mr. W. E. Field, Managing Director of Caltex Oil (Australia) Pty. Ltd., announced recently an increase in the planned capacity of the projected \$25,000,000 Caltex Refinery in Australia. Mr. Field stated that the planned capacity would be increased to enable 22,000 barrels of crude petroleum to be processed daily. This would mean an annual output of 153,000,000 gallons of gasoline, 30,000,000 gallons of diesel and a corresponding volume of other fuels and refined products.

Mr. Field went on to say that at the time overseas affiliates of Caltex have under construction in the United Kingdom nine modern tankers which will still further improve the service of its present world fleet carrying crude petroleum and refined products to and from its expanding network of refineries. These refineries are built or are being built within the boundaries of the respective nations which comprise the Caltex marketing area throughout the eastern hemisphere.

Mr. Field stated that Caltex sales had almost trebled since 1945 and this indicated how rapidly the demand for Caltex products had spread. Mr. Field joined Caltex in 1919 and takes great pride in his happy association with the rapid development of Caltex in Australia in little over 30 years. He recalled that in the early days the company's products were imported in cased four-gallon tins. Consistent maintenance of service and quality standards, backed by the efficient co-operation of service station retail traders, had enabled the company to progress until to-day large ocean terminals and inland depots provided the vast storage facilities necessary to nation-wide distribution of Caltex products to literally hundreds of thousands of customers throughout the country.

Mr. Field concluded by saying that world-wide facilities and supply sources had won a place for Caltex in the forefront of development and

progress in the oil industry; and that Caltex was determined to hold that place.

## New Caravans at the Motor Show

Caravans ranging from 22-foot double-deckers to 8-foot folding types attracted a great deal of attention at this year's London Motor Show.

The double-decker, which is called the Statesman, is quite unique. Its double bedroom, built in as a streamlined "after turret", has access from the living room by means of a short interior staircase, just like a 2-storey house. The Statesman can accommodate four or five persons but it will stretch to six or seven without discomfort. The living room is extremely well furnished—and includes a large folding table seating six people. Besides the four chairs provided, deep armchairs are also available and, a very important point for the caravan "home", there are plenty of built-in cupboards. There are, of course, also kitchen and bathroom. The kitchen, incidentally, is equipped with a full-size gas cooker, the power being provided by the cylinder which also lights the caravan. Despite its spaciousness, the Statesman can easily be towed by a 20 h.p. car. Its all-up weight is 42 hundredweight.

## Pontiac Sedan

(Continued from previous page)

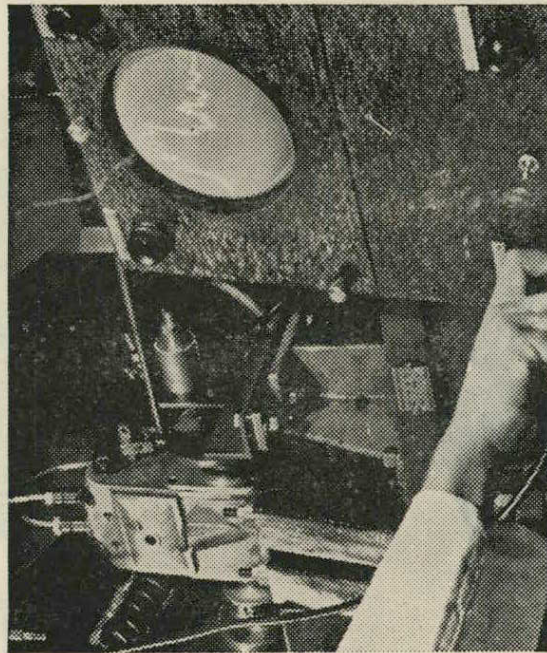
emblem as well as fender side mouldings. In addition new parking lamps, tail lamps, and license lamps enhance the external lines of the car.

The new rear panel includes a counter balanced trunk lid which practically lifts itself. It stays up by itself, and locks automatically.

The colours and trims available in the Pontiac, are:—

BLACK—Green Leather Trim.

ALDER GREEN—Green Leather Trim.



## RECORDING PRESSURES IN FUEL INJECTION SYSTEM

In the C.A.V. Research Laboratories a new photo-electric indicator enables pressures and minute movements to be gauged electrically; pressure differences or displacements are made to modulate a beam of light falling on a photo-electric cell, the output current from which is applied to the oscillograph unit. The photo-electric method gives a direct record without integration distortion, and permits of static calibration. Its use enables a true insight into the characteristics of pumps, injector needle valves, and combustion systems, etc., to be gained. C.A.V. research covers all phases of operation of fuel injection and electrical equipment. Apparatus of the type shown is of the greatest assistance in development work, resulting in more complete data and improved performances.



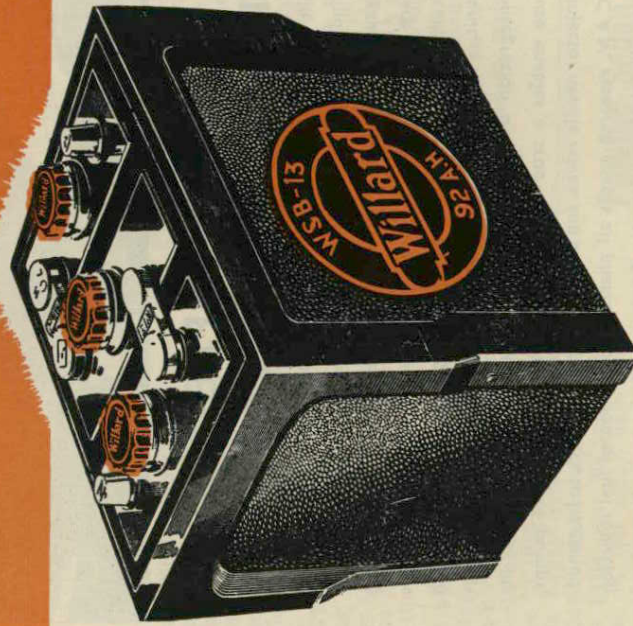
## FUEL INJECTION EQUIPMENT

ASSOCIATED COMPANY OF JOSEPH LUCAS (AUST.) PTY. LTD.  
81-85 BOUVIERIE STREET, MELBOURNE, N.3

Distributors for West Australia :  
JOSEPH LUCAS (Aust.) PTY. LTD.,  
627-635 Wellington Street, Perth



# Quick Starts ...Long Life



## BATTERIES Willard

**... have the power to carry on!**

West Australian Wholesale Distributors:

**ATKINS (W.A.) LIMITED**

894 Hay Street, Perth

## HUMBER HAWK WITH LARGER ENGINE

*Latest Model has more Power and Better Riding Qualities*

With an engine increased in capacity from 1944 c.c. to 2267 c.c., modified rear suspension, larger tyres all round and higher-g geared steering, the latest Humber Hawk should have considerable increased appeal from both the driver and passenger angle.

Although apart from the increase in bore from 75 m.m. to 81 m.m. the general design of the engine follows the well-tried lines of the former unit a number of detail improvements have been incorporated co-incidental with the increases in size. So far as the latter is concerned, the maker's aim has obviously been to concentrate chiefly on improved performance in the low and middle speed ranges rather than to concentrate purely on a high maximum output.

Thus, the new engine peaks at 3,400 r.p.m. at which speed 58 b.h.p. is developed in comparison with the peak speed of 3,800 r.p.m. (56 b.h.p.) of the former type. The improvement at lower speeds can be seen from the comparative power curves and it is obvious that the top-gear performance should be very materially improved, whilst the fact that larger tyres are fitted brings about a slight rise in the effective gearing so that the new Hawk should be more effortless as well as a better performer. The effect of the larger tyres can be gathered from the fact that the top gear road speed at 1,000 engine r.p.m. goes up from 16.3 m.p.h. to 17 m.p.h. whilst the road speed at a 2,500 ft. per minute piston speed is increased from 56.4 to 59 m.p.h.

Detail improvements to the engine include a new water pump of larger capacity, a large radiator and a new type of thermostat. The latter is of

the "blocker" type in which no bypass is used so that the need for external pipes is eliminated.

The lubrication system also incorporates new features in the form of a floating filter for the oil pump intake and improved lubrication for the timing chain. Formerly, surplus lubricant from the camshaft bearings was caught by a gallery and thence fed by gravity to the chain; on the latest engine, this system has been eliminated in favour of an individual pressure supply by means of a jet which directs lubricant on to the inner run of the duplex chain. The chain, incidentally, is now automatically tensioned by means of a blade-type tensioner.

A further engine improvement lies in the use of light alloy (in place of forged steel) connecting rods and an interesting detail is that the fully-floating gudgeon pins run direct in the little ends without the use of bronze bushes.

No change has been made in the independent coil and wishbone front suspension system but the rear 52-in. semi-elliptic springs have been altered to provide a more sensitive ride. This has been effected by the use of new springs with seven leaves in place of the former eight, but with an auxiliary leaf which is both thicker and longer (17-in. in place of the former 14½-in.). Revised shock absorber settings have been adopted to suit the new suspension characteristics and, as already indicated, considerably larger tyres are now fitted, the size having gone up from 5.50 x 15-in. to 6.40 x 15-in.

(Continued overleaf.)



## Humber Hawk

(Continued from previous page.)

So far as steering is concerned, a variable-ratio Burman re-circulating ball type of steering box is retained by the layout now provides for higher gearing giving a quick response. In terms of the number of turns of the steering wheel from lock to lock, the ratio has been moderated from 4 to 3.6.

Externally, the car remains unaltered except for a modification of the rear number plate accommodation which is no longer in the form of a pressing in the lid of the boot but takes the form of external brackets enabling number plates of the varying sizes encountered in export markets to be readily accommodated.

In detail, the body has been improved by the use of new hinges of the double knuckle type, whilst better sun visors give increased protection and the heating and ventilation

system (an optional extra) has also come in for improvement. In addition, the colour schemes available have been widened, buyers now being given the option of six combinations of external colour and upholstery.

Ill-smelling odours from petrol-powered vehicles can be reduced by changing the design of carburettors and manifolds, according to Dr. William G. Frederick, director of Detroit's Industrial Hygiene Bureau. He says that auto engineers should study the feasibility of providing an automatic valve to shut off the fuel supply during deceleration until the engine reaches normal idling speed. Likewise design of the manifold can be improved to eliminate hold up of excessive quantities of raw fuel.

*The latest guide to  
Labour Charges*

## FLAT RATE BOOK

Covering an extensive list of operations on the popular makes of cars American, English and Holden 1926-1950 models.

An invaluable guide to . . .

LABOUR CHARGES

Obtainable from the

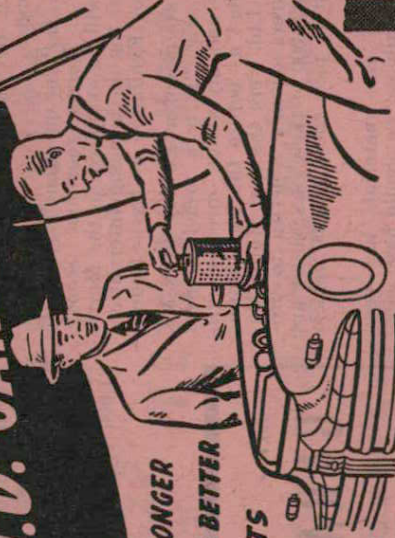
**W.A. AUTOMOBILE  
CHAMBER OF COMMERCE  
(Inc.)**

1016 HAY STREET, PERTH  
Price: £1/1/- plus 7d. postage.

## FOR OIL FILTER CARTRIDGE REPLACEMENT

# Insist on a G.U.D. CARTRIDGE

**LASTS LONGER  
FILTERS BETTER  
PROTECTS  
VITAL  
ENGINE  
PARTS**



**There's a G.U.D. for all types of OIL FILTERS**

Engines last longer when oil is clean — and the oil filter is the one way to keep oil clean — it removes dirt — prevents sludge — and protects vital parts. It reduces oil changing. When next you are replacing the Cartridge — get a G.U.D. Cartridge — it's the best made!

**Your Garageman stocks it.**

CF7/12

G.U.D. MANUFACTURING CO. PTY. LTD. MELBOURNE.

**OBTAINABLE FROM YOUR USUAL AUTOMOTIVE SUPPLIER**

West Australian Representatives:

**JOHNSON & GASTON**  
72 KING STREET, PERTH

Severata Herbert Haskew

## WIRING DIAGRAMS

1946-1950

English-American  
CARS & TRUCKS



10/- (Plus 7d. postage)

Available at the Offices of  
**W.A. AUTOMOBILE CHAMBER  
OF COMMERCE**

1016 Hay Street, Perth. Ring B 9838



## Lord Nuffield's Birthday Present

*2,000,000th Vehicle Produced*

On Tuesday, 9th October, Mr. R. F. Hanks, Vice-Chairman of the Nuffield Organization, posted a letter to his chief, Viscount Nuffield wishing him many happy returns for his 74th birthday the following day.

The letter stated: "You will be as pleased as we are that the period of your birthday has coincided with the production of the two-millionth vehicle to be manufactured by your Companies."

"The car in question is, as you know, a Morris four-door Saloon, which will be exhibited on the Morris Stand at the forthcoming International Motor Exhibition at Earls Court."

In a statement at Cowley later, Mr. Hanks said, "It is a proud moment for me and my fellow directors, because just as before the war, Morris Motors Ltd. were the first Motor Manufacturers outside America to produce 1,000,000 of their cars, so we are the first to pass the 2,000,000 vehicle target."

"If only raw materials had been readily available, we should have completed this figure earlier as our factories are equipped for a much larger output than the present allocations permit us to produce."

Lord Nuffield was born at Worcester on October 10th, 1877, and began to manufacture cars at Cowley, Oxford, in 1912.

He started working for himself in 1893 at the age of sixteen with a capital of little more than £4 and set up as a cycle builder and repairer, and proved his faith in his own machines by riding them successfully in races all over the country. In 1902 he marketed the first Morris motor cycle which he continued to manufacture until 1910 when he set out to produce the first moderate priced motor car, and for two years he concentrated on its perfection. World War I intervened after the first 400 had been built and pronounced a success.

To-day the factory at Cowley is capable of an annual output of 150,000

cars and has actually produced over 3,000 in one week.

The Nuffield Organization to-day manufactures Morris, Wolseley, Riley and M.G. cars, Morris Commercial trucks and vans, Nuffield Tractors, S.U. Carburettors and Morris Marine and industrial engines. In addition to the Cowley H.Q., there is Nuffield Exports Limited, shipping vehicles abroad at the rate of nearly 2,000 per week to help the export drive and there are factories in Abingdon, Birmingham, Coventry, Wellingborough, and Llanelli, employing a total of 21,000 people.

• • •

Mr.

## GARAGEMAN

Your **CRANKSHAFT GRINDING**

We promise a perfect finish to closer tolerances than factory. Also send us your **remetalling** jobs—Bearings and Con-rods. No dress metal is used, **Real Line Boring**. These are prompt services of which we are justifiably proud.

**ATTWOOD MOTORS**  
PTY. LTD.

22 STIRLING ST., PERTH. B 9915

Service to the Garageman

## SPECIALIZED SERVICE

for

**CARBURETTORS**

and

**PETROL PUMPS**



*Take advantage of this FOUR-POINT Service!*

- Specialised S. U. Service.
- New S.U. Units for any make of car.
- S.U. replacement parts for any make of car.
- Expert advice on all S.U. Carburettor and Petrol Pump problems.

*Authorised S.U. Distributors for Western Australia*

**COVENTRY MOTOR REPLACEMENTS**  
Pty. Ltd.

**876-878 Hay Street, Perth**

*S.U. Spare Parts and Service also available from:*



**COMET MOTORS PTY. LTD.**  
918-920 Hay St., Perth. Phone BA 2937-2938-2939  
(for Morris and M.G. Cars)

**PARK LANE MOTORS PTY. LTD.**  
926-928 Hay St., Perth (Temporary Premises). Phone B 7913  
& SU/TI/W/1P/51 (for Wolseley and Riley Cars)



## AUSTIN ROUND THE WORLD TRIP

*by a Dunlop Editorial Writer*

Great interest was aroused in the Austin Round-the-World Trip, in which an A.40 sports model made a 25,763 mile circle of the world in 21 days; 9,263 miles were on land, the rest being by 'plane. There were four drivers and two mechanics, the car carrying two of the team at a time, while the remaining members, with their equipment, travelled by a spe-

trouble, caused by a puncture from a bullock shoe nail in India. It is reported that the puncture was mended and the spare tyre replaced after 20 miles, so that the trip was virtually made on one set of four tyres. An extra spare was carried but remained unused.

The photograph below shows the condition of the tyres after the trip. The position of each tyre is indicated



cially chartered 'plane. Communication with the 'plane was maintained by radio equipment carried in the boot of the car, so that the routes of 'plane and car could be linked up.

The schedule for the trip allowed 30 days, and it was completed 9 days ahead of schedule. No mechanical breakdowns were experienced, and there was only one item of tyre

by the lettering, and the photographs were taken by Dunlop England after the car returned to England and had completed a further short distance there.

It can be seen that the tyres have stood up remarkably well, after more than 9,000 miles in 21 days on a round-the-world trip including high speed running, in some cases over very rough roads.

# RONSON RONSON RONSON

**AUTO POLISH . . . NON-ABRASIVE**  
*for every requirement*

**ADDS LUSTRE TO EVERY SURFACE**

Management Everywhere are looking for  
Regular and Easy-Selling Lines.

*This is one:*

**Insist on RONSON!**

*Available to the Trade from:*  
**MORTLOCK BROS. LTD.**

914 Hay Street, Perth



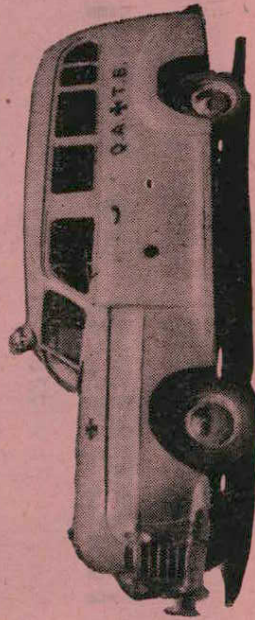
## Warning Signals Role in Fire Brigade Efficiency

A highly important contribution to fire prevention is made by the sirens fitted to Queensland Fire Brigade vehicles. They cut through traffic noises, clearing obstructing traffic and saving precious minutes on a mission where every minute counts. But these sirens are more powerful than most people calculate. It has been established that the "R.V.B."

special dual warning signals fitted to Queensland Fire Brigade vehicles can be heard a good mile away under favourable conditions. Produced solely for emergency vehicles like that of the Queensland Fire Brigade illustrated above, these warning signals cannot be duplicated in tone and volume, so that there is no chance of confusion with other vehicles.



## Queensland Ambulances Fit Modern Warning Signals



Every second is precious to the ambulance on its errand of mercy, and dense noisy traffic is a major problem when immediate right-of-way must be demanded. It is therefore high tribute to their efficiency that "R.V.B." special dual warning signals are fitted to the ambulance-fleet of the Q.A.T.B. No matter how concen-

trated and noisy the traffic, these signals have proved without fail their ability to give commanding unmistakable warning. It is interesting to note that the manufacturers estimate the signal's audibility at as far a distance as one to one and a quarter miles, weather permitting.

...for more leisure, pride  
and pleasure....



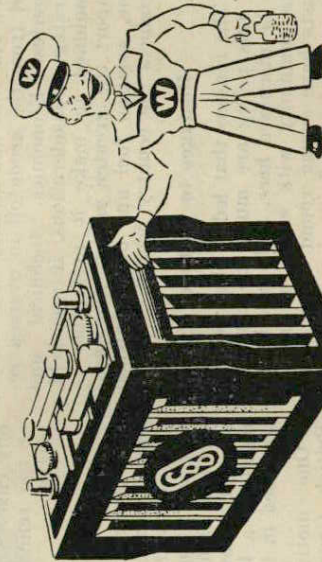
*Fit a*

## CDD BATTERY

Behind each and every CDD BATTERY stands the reputation of the Chrysler-Dodge-De Soto Distributors. The vast resources of this World-Famous Company made it possible to build the best Battery at a reasonable price. Write in now or ring BA 5171. Initial Equipment on:—

CHRYSLER . . DODGE . . DE SOTO . . PLYMOUTH . . FARGO  
BRANCH AT BUNBURY

CHRYSLER  
DODGE  
DE SOTO  
DISTRIBUTORS LIMITED



*Winterbottom*

MOTOR CO. LTD.

199 ST. GEORGES TCE. PERTH. PHONE: BA 5171.



## OIL REFINING IN THE U.K.

*With Acknowledgment to Trade Link*

With the refineries already in operation and others still to be completed, Britain has taken a long stride towards self-sufficiency in petroleum products.

The great petroleum refineries that have started or are about to start production, and which strengthen so largely the industrial apparatus of the United Kingdom and its power to compete in world markets, are remarkable in several respects.

They are, in the first place, very big—not so big as that supreme example of British skill in petroleum engineering, the Abadan refinery, largest in the world, but big in comparison with the refineries hitherto regarded as of economic size for European conditions. They are in the highest degree automatic in operation, with the most elaborate instrument control systems; and they have been completed precisely on schedule.

The policies of the nation and the industry which have brought the new plants into existence are a break with the past. Until four years ago oil processing in Britain was limited to the production of specialised petroleum products like lubricating oils, technical oils and asphalt from petroleum oils that had already been distilled from the crude oil in overseas refineries. Economics, technical and strategic considerations, it was held, combined to make it preferable to import the greater part of the gasoline, aviation fuel and other finished products the country needed.

### Hostages to Fortune

The reasons that led to the reversal of this policy are much too complex to be discussed here, and, in spite of the unanimity with which oil economists have swung round to the view that complete refining in centres of consumption is as cheap and efficient as refining near the oilfields, the issue will not really be settled until it has been tested by a period of competition when the supply of oil products once again exceeds demand.

Certainly, technical objections to refining in consuming countries, on the score of refinery and transport "losses", have less weight now that developments in catalytic cracking have increased the flexibility of the refining process and increased the proportion of marketable products.

Equally, recent events have reinforced the political and strategic arguments against offering new hostages to fortune by placing refineries in vulnerable places.

Refineries in Britain, it was once argued, can be put out of action by air attack. A refinery thousands of miles away, on the other hand, is doubly at risk because its capacity may not only be lost to Britain but gained by an enemy. Even on grounds of vulnerability to air attack, the new British refineries may not increase the hazard to the country's fuel supplies. If experience in World War II is any guide it is the storage and handling facilities, not the refineries themselves which are most difficult to protect, and these will exist near the ports in any case, whether it is the crude oil or the refined products that are imported.

### The Chief Factor

If, however, the controversy about the economic location of refineries is ever revived, it will be argued in new conditions, and the chief factor in these conditions will be the existence of a powerful European refining industry, a large part of which will be based in the British Isles.

One motive that influenced the British Government to approve the refinery construction plans was the saving in foreign exchange that could be expected through importing crude oil from the Middle East at substan-

(Continued on page 60)

*Generator Brushes  
to Service...*

POPULAR  
AMERICAN  
VEHICLES  
1922 to 1951?



**LORIMIER**

ASSORTMENT GBS 20

THE STOCK—20 Sets.

THE RANGE—Over 100 Makes and Models.  
From 1922 to 1951.

Ask Your Wholesaler . . .

**LORIMIER CONTACTS LTD.**  
517-521 CHURCH ST. RICHMOND VIC.





## Oil Refining

*continued from page 58*

tially lower prices than finished products from America. For example, it is estimated that there will be a saving of approximately two million dollars a week when the new Fawley refinery is in full production.

### Petroleum Finance

On the other hand, petroleum finance is complicated and the balance of advantage is difficult to strike. Construction of British refineries involves large dollar payments for royalties, plant and profits on undertakings in which American companies are partners. Refineries working on Middle East crudes, which are paraffinous and with a high sulphur content, are relatively more costly than refineries processing most American oil stocks. Furthermore, profits on the overseas operations of British oil companies in general rank as a contribution to the country's net exports, whether or not their products are sold at home. For instance, the bulk of the oil refined at Abadan has been consigned to Middle and Far Eastern markets, and the effect of the Abadan stoppage on U.K. supplies is much less than on other countries.

In terms of crude oil handled the new British refineries will just about equal Abadan. When the Anglo-Iranian Oil Co. was in full control of the south Persian oilfields more than 20 million tons of crude oil flowed annually along the pipelines to Abadan. That figure also represents the projected total throughput of all the British refineries, which is substantially more than the annual consumption of oil in Britain before the refinery programme was launched.

### Towards Self-sufficiency

With the refineries already completed Britain has taken a long stride towards self-sufficiency in petroleum products. Shell's Stanlow refinery and its associated chemical plant came into operation more than a year ago, at a rate of 1,800,000 tons per year. Anglo-Iranian has enlarged its Llandarcy refinery to produce nearly

two million tons a year and its new Grangemouth refinery will ultimately produce every year 1,800,000 tons of refined products. The Fawley refinery of the Esso Petroleum Co. will this autumn be using crude oil at the rate of four to five million tons a year, six times as much as the old plant near this site consumed.

Other refinery projects have still to be completed, including a works on the Thames Estuary, to be built at a cost of £10 million by Powell Duffryn and Vacuum Oil, primarily to produce lubricants, and another million-ton-a-year refinery which is still at the stage of negotiation.

Approximately half the projected increased production has thus been brought into existence. Costs have of course, exceeded estimates, for the steepest rises in wages and the prices of materials have taken place during the period of construction; nevertheless, it has been reported that costs have run one-third lower than those of comparable refineries in the U.S. How much the total will exceed the £125 million that the Government estimated would have to be found for the refineries cannot yet be ascertained, but it should be remembered that, large as the sum is, it is less than the capital requirements of plant extensions planned for electricity generation, iron and steel, and coal.

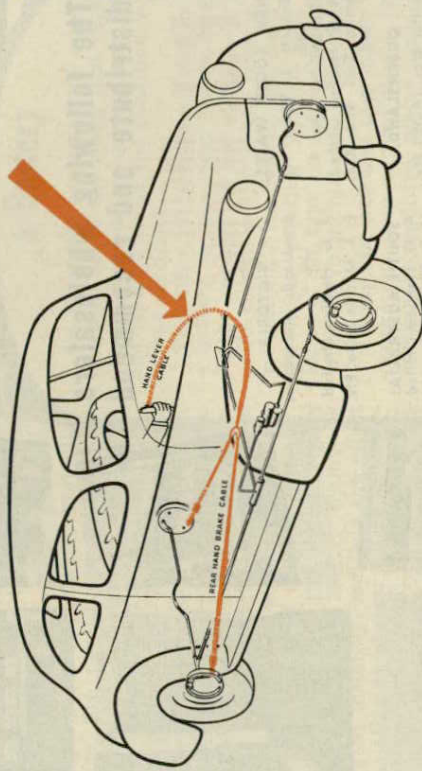
Apart from its direct economies there will be dividends accruing from swinging back to Europe some of the oil bunkering trade and the technological and engineering activity that was so preponderantly based on the New World.

### Refinery By-products

Although perhaps 95 per cent. of the output of the refineries consists of gasoline, fuels, lubricants, greases, asphalt, and the minor products of the petroleum industry such as waxes, solvents and liquefied, compressed gases, it was recognised from the start of the scheme that the refinery by-products, especially ethylene gas, propane, propylene, butane and butylene, could provide vitally important materials that the chemical industry now lacks. Even before the main programme began, the manufacture of

(Continued on page 67)

# How strong ~~should~~ *must* a brake cable be?



"Should" is not good enough at P.B.R. Pre-stretched, measured, and tested to a strain of 3 times the pressure which could be applied in normal usage, every P.B.R. Brake Cable is guaranteed as a result of individual testing. And the same rigorous standard of perfection is applied to the full range of P.B.R. Parts, which includes:

P.B.R. Hydraulic Brake Parts  
P.B.R. Flexible Fuel and Oil Lines  
P.B.R. Industrial Hose  
P.B.R. Trailer Brakes and Parts  
(Vacuum and compressed air)  
P.B.R. Hydro Powers  
P.B.R. Brass Tubular Rivets  
P.B.R. Hydraulic Brake Fluid  
P.B.R. Brake Cables Assemblies

A comprehensive range of the above parts is available for all makes of cars and trucks—British, Continental, and American. Guaranteed, individually tested, P.B.R. Parts are available from the recognised wholesalers in your State.



For brakes of every truck & car tested parts by 'P.B.R.'

Manufactured by PATON'S BRAKE REPLACEMENTS PTY. LTD. (Division of Repco Ltd.)  
166 Queensberry Street, Melbourne, N.3 - Phone: FJ 6613



**The following wholesalers  
distribute and recommend**

## P.J. ENGINE BEARINGS

### NEW SOUTH WALES:

Bennett & Wood Pty.  
Ltd.  
Hipsleys Pty. Ltd.  
A. G. Healing Limited.  
Smith Sons and Rees  
Ltd.

### QUEENSLAND:

Butler Bros. (Aust.) Pty.  
Ltd.  
Motor Supplies Pty. Ltd.

### WESTERN AUSTRALIA:

Auto Trade Supply Co. Ltd.  
McMahon Motor Supplies Ltd.  
J. & A. P. Scott Ltd.

### NEW ZEALAND:

Auto Trade Supply Co. Ltd.  
McMahon Motor Supplies Ltd.  
J. & A. P. Scott Ltd.

## P.J. ENGINE BEARINGS

Perfection through  
specialisation.



4/FP.42A



## NEW INVENTION ISOLATES CAR BATTERY INSTANTLY

Patent rights have been granted for a new invention developed by Messrs. J. Wotherspoon, a well known Motor Trader, and A. M. Crick, an Engineer, of Beaufort, Victoria, for a device which isolates a car battery instantly.

The invention offers motorists, amongst other advantages, protection against fire caused by an electrical short circuit, and against theft when the car is left unattended.

Police and other Government Officials who have seen the invention agree that it is very beneficial to the motorist. The device consists of a Master Switch mounted on one of the battery terminals, and it is remotely controlled from the driver's seat.

As described in the Patent rights (No. 140265) the Master Switch is operated instantly, and has the effect of isolating the battery from the electrical circuit—a most essential safety measure, particularly in the event of an accident, should a person be trapped in a damaged car.

**Advantages of the switch include:**  
Protection against fire from battery short circuit.

Safeguard against theft of vehicle, as the remote control can be secreted at the owner's discretion.

Freedom against danger of short circuits when adjusting or overhauling the electrical circuit. Use of the switch will enable a driver confronted with a short circuit to immediately break the circuit (from the driver's seat) and take his time to locate the fault.

Prevention of leakage from the battery when a vehicle is not in use.

Immediate operation of the switch, should a car be involved in an accident, would prevent the car from catching fire from electrical short circuits.

Apart from giving the car owner a feeling of security against fire, the device should prove invaluable for use on motor buses, school buses, petrol waggon buses, and road transports, and ammunition waggon.

The Letters Patent of this invention have just been received by the

patentee, and there is already a considerable demand for them.

Full particulars can be obtained from Messrs. J. Wotherspoon and A. M. Crick of Beaufort.

## The Effect of Reversing a Battery

On numerous occasions the question has been asked the effect that reverse charge has on a battery and what can be done about the condition when it has occurred.

The effect of a reverse charge on a battery is dependent on the degree of the reversal of the plates.

To charge a cell in the reverse direction until its polarity has been reversed is courting trouble and we know of no type on the market that would give normal life subsequently.

Taking the extreme case where the charge has been carried to the point where the positive plates have become negative plates and the negative plates positive, the action during the transformation can be analysed. The positive grids will tend to flake; the active material in the positive plates will expand; the expander in the negative plates will be dissipated.

At first the reversed cells may appear to work normally, but the connected positives working as negatives will have no expander and the material will contract badly. The face of the ribbed separators will now be in contact with the positive plates and the thin web between the ribs will tend to disintegrate. The useful life of the plates will be greatly diminished.

Even if steps be taken to discharge the reversed battery and re-charge it in the correct direction this would not restore the plates to a normal condition as the negatives having lost their expanding material would contract badly. In fact, the effect of reversing to the original polarity would be even worse than leaving it to work with reversed polarity. The second reversal would merely put further strain on the active material of the plates.



# UNIVERSAL JOINTS AND PARTS

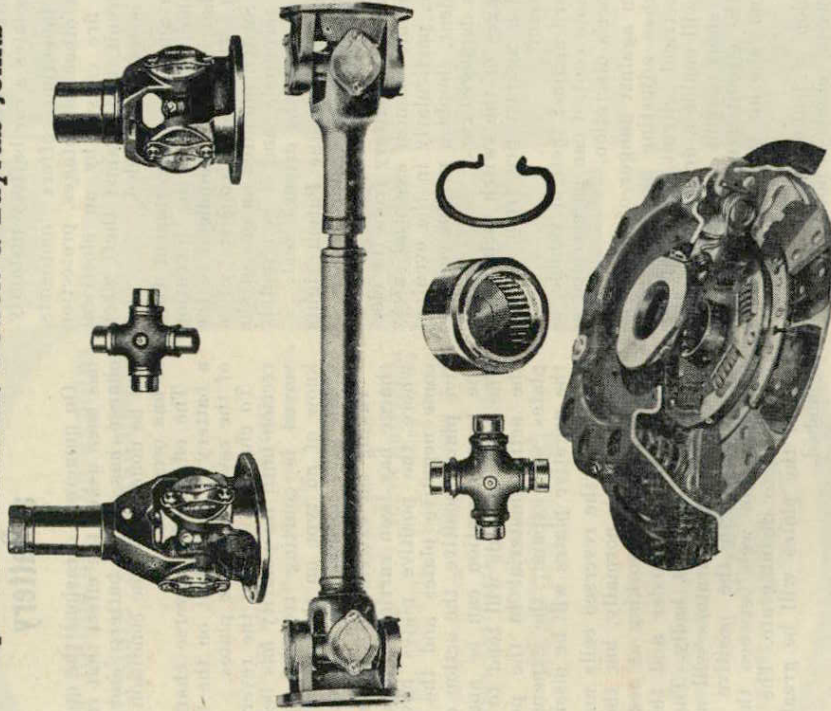
## PROPELLOR SHAFT ASSEMBLIES

### CLUTCH ASSEMBLIES

# FOR ALL CARS, TRUCKS, BUSES

(English or American)

Spicer, Mechanics, Detroit & Layrub Joints



**BORG & BECK, LONG, ROCKFORD CLUTCHES**  
DISTRIBUTORS:

**GOVENTRY'S**  
GOVENTRY MOTOR REPLACEMENTS PTY. LTD.  
878 HAY STREET, PERTH  
AUTOMOTIVE, TOOL, CYCLE & ENGINEERING SUPPLIES

## Personal Pars ♦ ♦ ♦

**NIGEL CRAWFORD**, Australian Sales Manager of the Olympic Tyre Company and Olympic Cables Ltd., during a recent visit to the West in October, was entertained by the Committee of Management of the Chamber in our Board Room and in commenting on the Tyre Manufacturing position said that the strong demand for tyres was continuing but that the industry generally had been progressively expanding production. Olympic had made a substantial contribution to making up the leeway between production and consumption by establishing a factory at Brisbane. This plant which commenced production in December last is already turning out some thousands of tyres weekly, and the fact that this production is distributed in Northern New South Wales and Queensland is already relieving shortages in the southern States. The quality of the Australian made tyre is equal to the world's best.

He said the Australian Tyre Manufacturing Companies had sufficient plant and materials to supply all of Australia's requirements but shortage of labour was preventing full production at the present time.

**Mr. Crawford** said that Olympic Cables Limited, although somewhat hampered by the world shortage of its basic raw material—copper—now produced a range of more than 3,000 types of cable from the smallest wire to the huge trailing flexibles now being used to convey electric power to machinery at open cut coal mines, the Eildon Weir Enlargement scheme in Victoria, and many other projects of national importance.

Olympic Cables Limited are making every endeavour to fulfill the requirements of cable for development programmes in all States as well as for general industrial and domestic needs he said.

**Mr. Crawford** also thanked the Executive for a pleasant afternoon and said that as usual he was always very happy to spend part of his holidays in the West, where he had so many friends.

**Mr. J. H. Horn**, who has been with the company for more than 23 years, has been appointed to the Board of Directors of General Motors-Holden's Limited.

Before his transfer in 1943 to the Head Office, Fishermen's Bend, Melbourne, Mr. Horn was an executive of the GMH Body Plant at Woodville, Adelaide.

Following a custom observed for years the Shell Co. Executive entertained the Committee of Management at a luncheon to wish them Seasons Greetings. Although trade problems were weighing heavily on all, **Mr. J. Dungle** (Shell Co. Manager), thanked Norm Logie for a job well done, over the last few months in particular, and said that he hoped the New Year would bring a solution to current trade problems.

**Hugh Barran** of Kent's Garage, Midland Junction recently enjoyed a well earned months vacation.

**Andy Shack** of Fremantle has had two not very welcome Xmas Gifts—(1) His sailing boat (believed to be one out of the box) was barred from sailing in competitive racing. (2) One Oil Co (Guess Who?) presented him with new reseller pumps—just about on his present site—but not quite. ("One brand" economical marketing?)

Missing from our Annual Dinner was **Dave Dunne**, Manager of Olympic Tyre Co. Dave very seldom misses our functions but a trip away was the problem—**Ted Harrison**, Sales Manager was ill at the time and was also absent—**Ted** now looks on top again and is back at his difficult and unenviable task of allocating tyres.

(Continued Overleaf)



Ladies had a chance to be re-introduced to their respective husbands recently when the Vacuum management extended an evening dinner to Executive of the Chamber and their wives—in these troublesome times the Executive and Committee attend a considerable number of meetings discussing trade problems and it appeared all appreciated the chance to relax—it was an excellent Festive Season gesture and Jack Touhy (Manager of Vacuum), and Hubert Hamer (Reseller Representative for Vacuum) with their wives acted as excellent hosts.

To the many members who called or sent Xmas and New Year greetings we wish to convey our thanks and heartily reciprocate their thoughts and best wishes. To the allied Associations, Wholesalers, Representatives etc. who extended greetings we also thank and look forward to further pleasant relationships during the coming year.

Following in the footsteps of our successful "Automobile Ball" the Chamber's first post-war Annual Dinner, on 29th November, was cer-

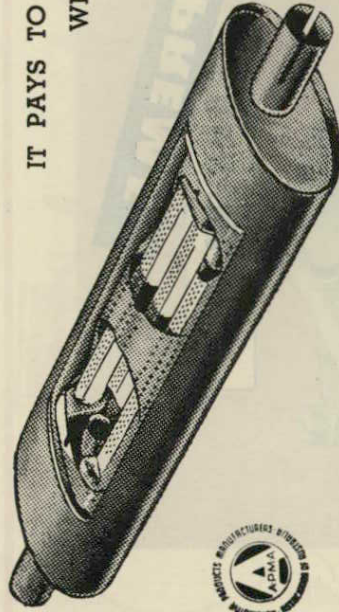
tainly a great evening with over 150 members and guests in attendance. Again pleasing to note was the attendance of members from various country centres along with their fellow metropolitan traders.

Mr. Jack Touhy (manager of Vacuum Oil Co. in W.A.) and Mr. George Gill (Secretary of the W.A. Employers' Federation) ably proposed the toast of the Chamber—All speakers stressed the need for unity in the Chamber and co-operation in the Industry and Alf Callcott (Past President of W.A.A.C.C.) was particularly descriptive in urging all sections of the wholesale motor industry to be willing to meet the retailers at the halfway mark in any of our mutual problems.

Music, Items, Good Food and excellent refreshments added up to an evening we are sure all enjoyed and which ensures the success of any future functions.

Neptune Oil Co. Management also entertained the Executive at a luncheon at the Ocean Beach Hotel to convey Xmas Greetings and wish the trade prosperity in 1952.

## IT PAYS TO SAY WHEN YOU ORDER SILEX MUFFLERS



Full range of  
Mufflers and Pipes  
available for all  
makes and models  
of cars and trucks.

Satisfy your customers



Increase your profits

- BETTER SILENCING QUALITIES
- LOWER ENGINE TEMPERATURE
- EXTRA POWER
- LESS CARBONIZATION

New, Super Silex Mufflers are preferred and stocked by the Trade throughout Australia. It will pay you, too, to specify and supply Silex to your customers because it's a brand you can safely recommend. Silex Mufflers are unconditionally guaranteed for 12 months against blowouts. Pipes and mufflers are guaranteed to fit and are warranted free of defects in workmanship and materials

# SILEX

EXHAUST  
MUFFLERS  
and PIPES

W.A. Distributors:  
Coventry Motor Replace-  
ments Pty. Ltd.,  
878 Hay St., Perth

Mfg.: W. C. Stevens Pt. Ltd., Sydney, N.S.W.  
Obtainable from wholesalers throughout Australia.

## Oil Refineries - from page 60

chemicals from petroleum distillates had been started by a group of experts associated with the Manchester Oil Refinery who formed Petrochemicals Ltd. and several subsidiary companies to develop the new industry.

### Interesting Venture

All the new refineries—with the one conspicuous exception of Esso's Fawley refinery—have associated plants for working up by-product liquids and gases into chemical intermediates. Some of these auxiliary plants are operated by the refiners and others by joint companies formed by the refiner and a chemical group. One of the most interesting of the new petroleum chemicals ventures is Imperial Chemical Industries' Wilton refinery, which, while producing motor spirit, is primarily intended as a base for chemical production, linking pet-

roleum and coal as source materials through an interchange of products by pipeline to the Billingham coal hydrogenation works.

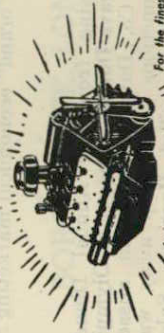
### Carbon Black

A third "ring" of chemical plants is now coming into existence to process into yet more finished forms the materials made in refinery auxiliary plants, but there are still gaps in this complicated web. For example, it has been more profitable to build two plants for the production of polystyrene plastic from temporarily imported monomer than to proceed by the logical step of first making monostyrene from benzene and ethylene and then polymerising it to polystyrene. Again, carbon black is being produced from imported liquid hydrocarbon until such time as the residues are available from a more complete cracking operation in British refineries.

## "Smooth as Silk"

That's a very natural remark on the performance of your vehicle after it's been reconditioned by the Perth Motor Engineers.

Specialists in  
**FORD & CHEVROLET**  
Engine Exchange Service



For the finest service anywhere  
Take your car or engine to the P.M. Engineers.



Experts since 1923

In Every Class of engine reconditioning

- Crankshaft Grinding
- Bearing Reinstalling
- Cylinder Boring
- Fitting & Turning
- Gear Cutting
- Line Boring

## PERTH MOTOR ENGINEERS PTY. LTD.

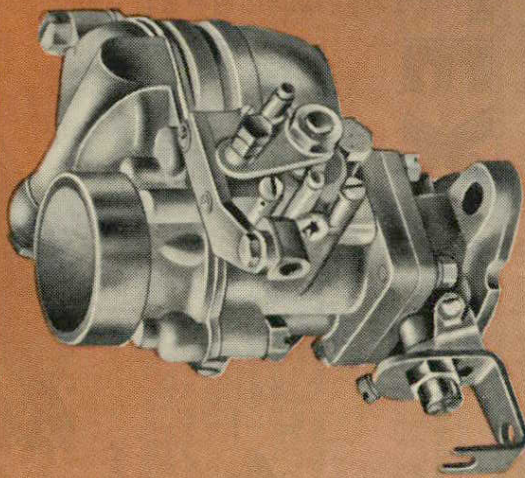
509 MURRAY STREET PERTH

Please mention this journal when making enquiries

PHONE BA 4626



## SUPREME CARBURATION



# SOLEX

### Original Equipment:

STANDARD, TRIUMPH, FIAT, SINGER  
VANGUARD, ROVER, FORD PILOT, RENAULT  
HILLMAN, CITROEN, PEUGEOT CARS

Distributors for Western Australia:

**ARMSTRONG DIMMITT LIMITED**

379 Murray Street, Perth, W.A. Telephones BA 5151, BA 3197

Distributing Centres: Kalgoorlie



When it comes to stupid answers,  
Dumb Dora does nothing by halves,  
She even swears that cowslips,  
Are the reason cows have calves.

\* \* \*

When his daughter returned to the  
farm from the girls' college, the far-  
mer regarded her critically, and then  
demanded.

"Ain't you got a lot fatter than  
you was?"

"Yes, Fawther," the girl admitted.  
"I weigh one hundred and forty  
pounds stripped for 'gym.'"

The father stared for a moment in  
horrified amazement, then shouted:  
"Who in thunder is Jim?"

\* \* \*

Routine in the offices of the  
eminent bone and muscle specialist  
went on with almost machine-like  
regularity. The famous doctor had a  
highly trained crop of attendants who  
directed the stream of patients thru'  
his inner offices.

One morning a young, neatly-  
dressed chap appeared in the doctor's  
reception rooms. In answer to the  
query of the nurse in charge, the  
youth said he wished to see the famous  
surgeon privately.

"Have you an appointment?" asked  
the nurse.

"No."

"Then this is your first visit here?"

"Yes."

"Then go into that dressing room  
there, remove all your clothing, even  
to your shoes and socks. When you  
have finished, or shortly after, a bell  
will ring twice. That will be your  
signal. Enter Dr. Blank's office thru'  
the door in the dressing room marked  
'Office'."

"But-" the boy blushing began to  
protest.

The nurse in charge stopped him  
with a gesture.

"If you really want to see the doc-  
tor, you must conform to the rules  
which he has set down. He does not  
modify them for anyone."

Still murmuring protests, the boy  
allowed himself to be hustled into the  
dressing room where he began to dis-  
robe. After a short while his signal  
came and he opened a door and trip-  
ped across the sill into the famous  
doctor's office, clad in nothing but a  
few beads of perspiration.

The eminent specialist was seated  
at his desk.

"Well," he barked, as the youth  
came into the room, What's the mat-  
ter with you?"

"There isn't anything wrong with  
me, doc," answered the new arrival.

"Well, what in blazes are you doing  
in my office?"

"I came," said the boy, "to see if  
you'd care to renew your subscription  
to Reader's Magazine."

\* \* \*

A soldier who had been stationed on  
an island in the Pacific for too many  
months, developed a crush on a half-  
caste native girl who looked very  
beautiful after his many months there.  
In his barracks one day he was get-  
ting very poetic about the girl, when  
his cobbler, thumping through an old  
movie magazine, came across a photo-  
graph of Betty Grable.

"How's this?" he excitedly asked  
the love-lorn one, holding up the  
picture.

With a scornful look, the browned-  
off one snorted: "White trash."





## AUTOMOTIVE CABLES

Replace old worn-out cables and you'll be offering your customers a service that is vital to the running efficiency of their cars. Replace with Goodyear cables and you'll be giving them the utmost in service and satisfactory performance.



Available in a full range of types and gauges in reels of 100 ft.

Goodyear cables are full gauge and full capacity — able to carry the maximum flow of power to starter, lights and ignition. They'll outperform and outlast ordinary cables.

## CABLE REEL STAND

This stand, holding a number of cable reels, is an attractive display and is easily carried to the job.



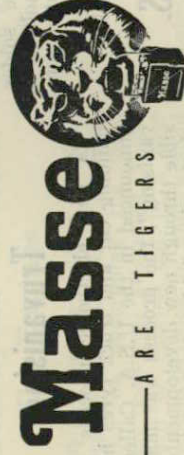
**IT PAYS TO  
DISPLAY, FIT and SELL  
GOODYEAR AUTOMOTIVE CABLES**

# Battery Business is GOOD BUSINESS!



The battery side of your business can be a much more attractive proposition if you sell and service Masse Batteries—the 100% quality batteries with minimum service requirements. We say, with pride, that "It's impossible to build a better battery than Masse"—and it's equally true that it's impossible to sell a better battery than Masse. Recommend and sell Masse to your customers, sure in the knowledge that batteries don't come any better!

When you become a Masse Dealer your name and address is featured on the famous Masse Battery Road Map, constantly referred to by thousands of car owners.



ARE TIGERS FOR WORK

Distributors for Western Australia:

**ARMSTRONG DIMMITT LIMITED**  
379 MURRAY STREET, PERTH. TELEPHONES BA 5151, BA 3197  
Distributing Centres: KALGOORLIE





## Mechanical Brains

Mechanical brains are showing the auto makers how to put together a smoother, faster and more efficient car. Not long ago, one of Detroit's "Big Three" used a big automatic computer to find out how to reduce the tremble in a vital part of one of its yet-to-be-announced models. The machine did the job in eight weeks. It would have taken 100,000 man-hours to get the same answer on an ordinary desk calculator. Automotive researchers say eventually they may completely design an engine on paper and predict its performance accurately.

## Glass to Metal

Glass can now be soldered to metal in a new U.S. process which utilises hydride and results in a bond stronger than the glass itself. The same method can be used to solder metal ceramics and carbon. The glass and metal areas to be soldered are painted with a thin layer of titanium hydride, and the solder placed on both painted areas. Then the parts are placed together and heated under a vacuum. When the temperature reaches about 900 degrees F. the titanium compound decomposes. This causes the solder, which has already become molten, to adhere to the titanium-painted surfaces of both glass and metal.

## U.K. Cars for U.S.

Britain supplied nearly all the cars imported into the United States from Europe last year and took the four top places on the list of imported cars most popular with the American motorists, reports B.U.P. from New

York. Not only are the more popular makes less expensive to buy than United States cars, but they are also much cheaper to run because they are built for maximum fuel economy. United States sales of European cars totalled 11,500 in 1950 of which the top three British makes alone—Austin, Hillman and M.G.—accounted for 10,200.

## Huge Army Order for Go-Anywhere Vehicle

A Government order has been placed with the Rootes Motor-car Group for several thousand of a new army vehicle of the 'Go-Anywhere' type.

The vehicle is a 3-ton 4-wheel drive General Service type. It weighs 7 tons fully laden and with that load can exceed 40 m.p.h. and climb a 1 in 1.6 gradient. This 'Go-Anywhere' vehicle was originally produced for the export market to operate on up-country unmade roads, and the British Army Authorities found that with very few modifications it filled their requirements.

## Truvanising

A new electronic process for rebuilding car and truck tyres has been announced in the U.S.A. Called "Truvanising", the process was made possible through new developments in the electronic field. It provides the strength and mileage of new tyres at one third less than new tyre costs.

An old tyre when Truvanised is claimed to give greater mileage, safety and stability and easier steering than a new tyre of lower priced con-



struction. The appearance is also better. The new process is being made available to motorists for the first time by a Detroit company.

Through the use of electronics all human errors are eliminated in selecting only the soundest tyre casings. Such processing also eliminates moisture—the presence of which would inhibit total weld. All construction stages in the rebuilding of the tyre are done under manufactured weather conditions with the human element eliminated in the matter of curing times, temperatures and pressures.

## New Ignition Wire

"Wire that contains no wire" is a recent development of the Packard Electric Division of General Motors. The new product is a high resistance ignition wire for automobiles which eliminates interference with radio and television receptivity usually caused by car ignition systems.

Secret of the new ignition wire's success is a core of linen thread impregnated with graphite which, due to the high resistance it offers, eliminates the need for separate radio suppressors.

## "Ordeal by Ice" for Motor Car Engines

Motor car engines built by the Nuffield Organisation of Oxford, England will soon be undergoing the most stringent tests ever attempted. These tests will be carried out in a new plant which includes an underground refrigerator providing temperatures to the order down to minus 76 deg. Fahrenheit (108 deg. of frost).

By deliberately freezing up the power units in this cold room, much practical information can be obtained, and this will be used to ensure that

that motorists in the world's chilliest spots will be able to start his car at a touch of the starter button.

## The World Trend of the Small Car

Lord Nuffield, Chairman of Morris Motors, has given his views on the case for the small car. It is, he says, primarily one of economics. Almost inseparable are the economics of production, economics of operation, economics of servicing and insurance and the economics of space, embracing garaging, parking and, somewhat indirectly, road-making.

The improvements in the small car have demonstrated that it can now operate throughout the world on terrain considered but a short time ago as only capable of being traversed by the larger cars produced in the U.S.A.

## Britain's Postwar Motor Car Exports

The value of British exports of new motor cars has risen sharply during the postwar years. Compared with a 1946 figure of approximately £16 million—and a 1938 total of £5½ million—these exports are this year running at an annual rate of well above £100 million.

## Novel Diesel for U.S. Submarines


Latest contribution to the U.S.A.'s defence effort is a 16 cylinder radial type of Diesel engine for submarines. The novel, extremely powerful, space and weight saving power unit has been designed and built by General Motors' Diesel Engine Division at Cleveland.

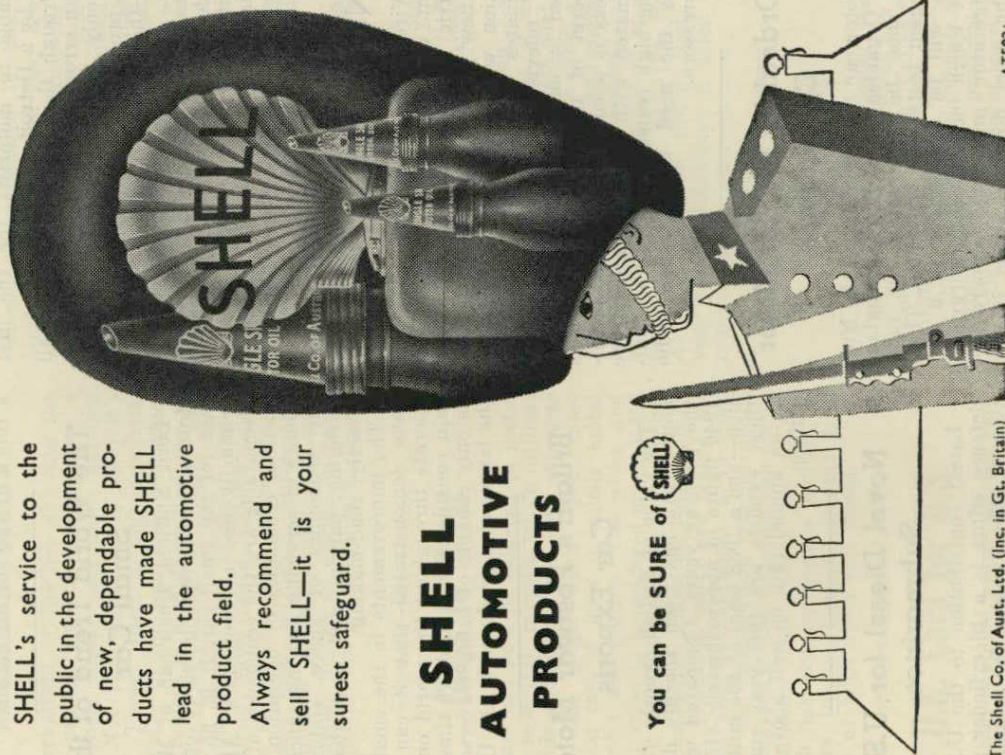


## The sentinels of the road the guardians of engine performance . . .

SHELL's service to the public in the development of new, dependable products have made SHELL lead in the automotive product field. Always recommend and sell SHELL—it is your surest safeguard.

## SHELL AUTOMOTIVE PRODUCTS

You can be SURE of  SHELL



The Shell Co. of Aust. Ltd. (Inc. in Gt. Britain)

AT502J

(Continued from page 18)

making for low-cost vehicle maintenance; second, by utilising technical data in A.P.M.A. manufacturers' catalogues so that the parts ordered are the correct ones for the vehicles under service; lastly, by installing on genuine A.P.M.A. brand products, the manufacturers of which are pledged to maintain the highest standards of product quality, packaging and service. A.P.M.A. automotive products are produced to exacting specifications, ensuring maximum satisfaction to trade-members and motorists and furthering the progressive development of this important industry in Australia's national economy.

### NEW A.P.M.A. EXECUTIVE

The following officers of the A.P.M.A. were elected at the Albury Convention:—

President: Mr. A. Duly; Duly & Hansford Ltd., N.S.W.

Vice-President: Mr. R. V. Butler; R. V. B. Engineering Products Ltd., Victoria.

Treasurer: Mr. W. E. Llewellyn; MacKay "Silentruba" Products Pty. Ltd., Victoria.

Assistant Treasurer: Mr. D. W. Deane James Hardie & Co. Pty. Ltd., N.S.W.

### Executive Councillors:

VICTORIA—D. E. Callinan; Russell Manufacturing Co. Pty. Ltd., F. C. T. McKenzie; C.B.D. Piston Coy.

N.S.W.—G. W. Sample; Sample Engineering Co. Pty. Ltd., A. A. Stevens; W. C. Stevens Pty. Ltd.

S.A.—D. K. Litchfield; Litchfield Engineering Co. Ltd., J. Jay; Apac Industries Limited.

QUEENSLAND—C. B. Byrne; Payen Byrne & Blackford Pty. Ltd.

TASMANIA—R. Groom; Repco Bearing Co. Pty. Ltd.  
Executive Director: Stan H. Earle.

College Student: "I hear you have a propensity for necking?"

Second Student: "It's a lie, all I have is an old fashioned davenport."

## Sweeting & Denney



### Automotive Engineers Bearing & Re-bore Specialists

Cars, Tractors and Stationary Engines Overhauled and Reconditioned.

Crankshafts Ground and Bearings Remetalled to Suit.

Main Bearings Lined-bored

All types of Piston Finishing . . . guaranteed to Factory Specifications.

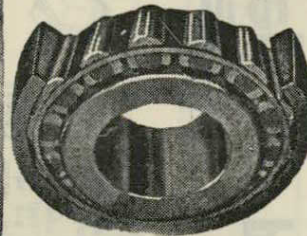
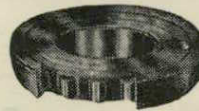
Enquiries cordially invited, and a personal visit appreciated.

Sufficient address:

1000 HAY STREET, PERTH

Telephone B 8088

**BALL or ROLLER  
AND  
TIMKEN BEARINGS**  
FOR ALL  
Industrial Purposes.



**FLOWER DAVIES & JOHNSON LTD.**

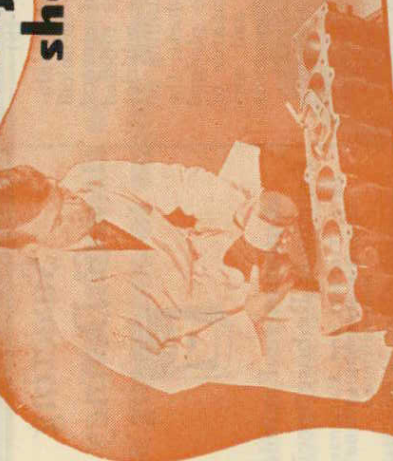
413-417 MURRAY STREET PERTH

P.O. Box L892 Telephone BA 2756



# What Piston Ring Set

shall I use?



IF THE REQUIREMENT IS  
NORMAL RE-RINGING . . . Use

**"FLEXITE"**

The rings contained in  
this set are Taper Face  
Compression Rings, "Flex-  
ite" Expander Compression  
Rings, and "Flexite" Ex-  
pander Oil.



IF YOU ARE REBORING . . . Use

**"AJA"**

Repco's three greatest  
ring triumphs are incor-  
porated in this set—  
"Chromol" in Compression,  
"Multo Seal" in Dual-  
Action Compression, and  
"Flexite" Expander Oil.



IF YOUR CLIENT DOES NOT  
DESIRE A REBORE YET ENGINE  
IS BADLY WORN . . . Use

**"FLO-BAK"**

... consisting of Taper  
Face Compression, "Flex-  
ite" Expander Compre-  
ssion, and "Flo-Bak" Steel  
Segmental Oil Rings.

IF NON-EXPANDER RINGS ARE  
PREFERRED FOR RE-RINGING  
OR REBORING . . . Use

**"De Luxe"**

In this set are Taper Face  
Compression, "Multo-  
Seal" Dual-Action Com-  
pression and Super Oil  
Rings.



R/47.



**PISTON RING SETS**

Other Famous Repco Products—"HISIL" ALLOY PISTONS . . . CAST IRON  
PISTONS . . . TRACTOR CYLINDER ASSEMBLIES . . . CYLINDER LINERS . . .  
"GRAFEX" VALVE GUIDES . . . "MICRO-LAP" PISTON PINS

Made in Australia by RUSSELL MANUFACTURING CO. PTY. LTD.,  
(Division of Repco Ltd.) MELBOURNE.

**MEMBERS!!**

Here is an opportunity for  
you to assist your own  
Trade Association.

PLACE YOUR

**INSURANCE**

with the Retail Motor Trade's own  
Insurance Coy.

*all classes of  
insurance (except life)  
transacted at competitive  
rates with higher commissions*

CONTACT —

**V.A.C.C. Insurance Co. Ltd.**

1016 HAY STREET, PERTH


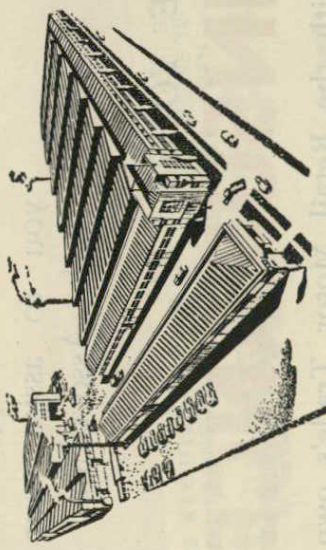
W. W. ANDREW, Branch Manager

**Note New Telephone No. BF 1665**




**PRODUCTS OF THE  
ROOTES  
GROUP**

1901

1951



## Progress Report to Australia

THE FIRST FIVE YEARS of the Rootes Group's operation in Australia are behind us. Five years of progress and achievement during which a continuous stream of cars and trucks has emerged from our Australian plant. Our products—famous since the earliest days of motoring—have maintained and enhanced their enviable reputations.

We are justly proud of the record of our vehicles. The future will provide still greater honours for them, still greater satisfaction for their owners. Our faith in Australia has been justified and we thank Australia for its faith in the goods we produce.

**HUMBER, HILLMAN, SUNBEAM - TALBOT,  
COMMER, KARRIER, TILLING-STEVENS, VULCAN**

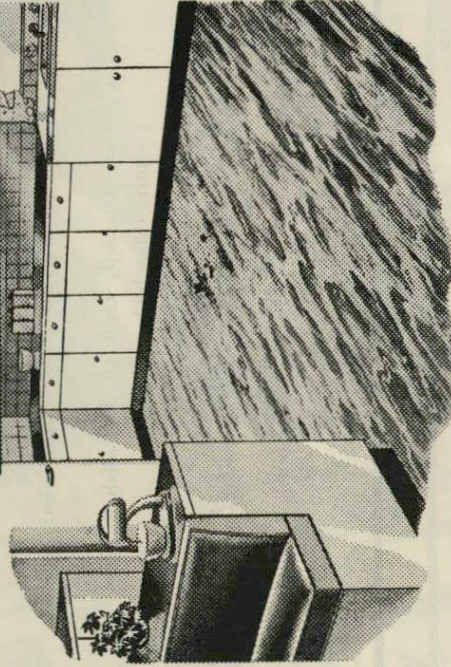
Products of the

# ROOTES GROUP

Australia's Friendliest Factory

**GIVE YOUR KITCHEN A**

*new lease of life!*



# Olympic

**RUBBER FLOORING**

Full range of attractive colours. Heavily reinforced backing prevents stretch or buckle.



**TODAY'S MOST MODERN FLOOR  
COVERING—LASTS A LIFETIME!**

OF1-12

**FROM RUBBER, FURNITURE AND DEPT. STORES**



# FRANK HALVORSON

## Car Painting Specialist

- ★ First Class Workmanship
- ★ Modern and up-to-date Equipment in use
- ★ Cars Ducoed, Enamelled, Polished and Colours Matched

*for better Lacquer and Synthetic Enamel car spraying*

250 HAY ST., SUBIACO TEL. W 2718

2 DOORS PAST VICTORIA HOTEL

## G.M.H. Report 1950

(Continued from page 23)

tained in the business all the profits for the years 1947 through 1949 except for the annual preference dividends of £33,696. The capital actually employed in the company's operations is substantially in excess of subscribed capital of £2,311,600. Mr. Bettle said the Directors have given serious consideration to increasing the company's subscribed capital by the capitalisation surplus. However, to do so would involve the payment of an overseas shareholders' tax of 30 per cent. which is too heavy a penalty to pay for the formality of capitalising surplus.

Such a capitalisation of surplus, moreover, with its attendant payment of a 30 per cent. tax would produce no tangible benefit and would actually result in a reduction of funds needed to carry on the business.

General Motors-Holden's in 1950 provided £2,606,968 for taxes on in-

come. Provision in 1950 for additional taxes amounted to £191,321, and included payroll and other taxes. All taxes provided in 1950 by General Motors-Holden's Ltd. totalled £2,798,289. This was equivalent to 7.9 per cent. of sales made during the year. For each pound of income earned in 1950 10/4d. was required for taxes, leaving 9/8d. net income to the company. It is interesting to note, said Mr. Bettle, that the amount of money paid for taxes represents more than 40 per cent of the total payrolls.

In addition to making provision for the direct payment of taxes for the year 1950, General Motors-Holden's wholesale sales also attracted a substantial total of other taxes. Sales Tax on products sold, for example, is estimated at approximately £2,800,000 bringing total ascertainable taxes for the year 1950 to about £5,600,000.

**POLSON**  
DE LUXE  
**STEELFLEX**  
SEGMENTAL TYPE  
PISTON RINGS

**CONTROL OIL!  
AMAZINGLY!**

**PERFORM IMMEDIATELY!**

**Steelflex Segmental Type Oil Rings are your guarantee against over oiling in Re-ring jobs.**

**Gentle flexible pressure permits use in worn cylinders and keeps wear to normal limits.**

**MOTOR PARTS co. PTY. LTD.**

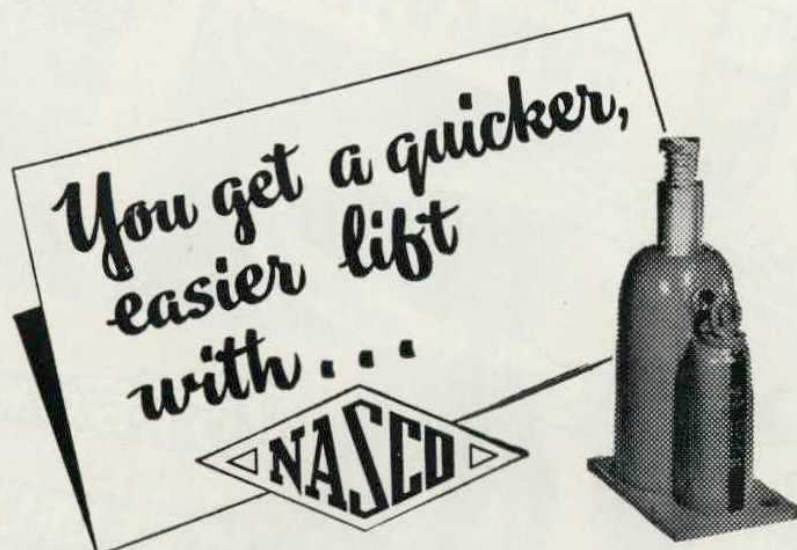
**POLSON**

**BRAYBROOK VICTORIA**

**DISTRIBUTORS**

**MORTLOCK BROS. LTD., 914 Hay Street, Perth**





## HYDRAULIC JACKS

*The range includes a jack for every car and truck*

★ 1 Ton      ★ 3 Ton      ★ 7 Ton  
★ 2 Ton      ★ 5 Ton      ★ 10 Ton

and the Bumper Bar which is designed specially for cars with independent front wheel suspension.

**SYDNEY ATKINSON MOTORS LIMITED**

**Temple Court, Perth**



**Telephone BF 1141**





Deputy Director Posts & Telegraphs,

PERTH. W.A.

*Super Mail Bond*

Western Australian  
AUTOMOBILE CHAMBER OF COMMERCE (Inc.)  
1016 Hay Street (Cnr. Elder Street) Perth