

# GARAGE AND AUTOMOBILE NEWS

## VON-HAMM-YOUNG'S GARAGE BUSINESS

Information has been received by the Von Hamm-Young Company that up to June 3, ninety-four per cent. more Packard cars had been sold than last year. Although a large output has been aimed at, this enormous extra sale will make it hard to secure the cars at no distant date.

Mr. McCorkle, an expert in the work of recharging batteries, has arrived from the coast to enter the employ of the Von Hamm-Young Company at the Alakea street garage. As soon as the new garage on King street is finished Mr. McCorkle will have a department in it himself.

During the week just closing a fine Cadillac touring car was sold to A. W. Eames, of Wahiawa, and an Overland was shipped to Carl Waldeyer of Lahaina, for a Maui customer.

Manager Bodge, of the Von Hamm-Young garage, is off for the Coast on a combined vacation and business trip. He sailed in the Wilhelmina and will be away several weeks.

The Von Hamm-Young Company continue to receive many inquiries concerning the splendid Stevens-Duryea cars, which are due to arrive here in the next few days. These machines have given splendid satisfaction, being particularly well adapted to the road conditions of the Islands. Every owner of a Stevens-Duryea is a satisfied person.

Inquiries for the ever-popular Packards continue unabated, and the list of sales to arrive is piling up. The 1911 Packards will be along soon now, and they are sure to create a big sensation in automobile circles.

## VALUE CADILLAC SYSTEM IS SHOW

Says an exchange: While automobile makers vie with the Cadillac Company comes someone another in the stories of out puts oversold, and van efforts to catch up with orders, a report from what as a relief.

Incidentally it shows the degree of perfection to which the Cadillac system has been elevated.

"The Cadillac factory is neither behind in its orders, nor is it oversold to any appreciable extent," says Sales Manager E. R. Benson. "We do not do business in that way."

"In the first place, our organization is so perfected and our capacity so carefully calculated and certainly fixed that we know exactly what we can do every day and every week and every month throughout the year."

"As we build practically the entire car under our own roof, we are not put to the necessity of depending upon a lot of parts makers here and there. Thus we are enabled to make up, at the beginning of the season, a schedule which accounts for the building and disposal of every individual one of the thousands of cars we plan to build, straight through that season. We know what cars are to go to certain dealers on certain dates; and it is only in rare instances—as when some time ago—that we do not meet this schedule without the slightest deviation."

"Another feature of our business that enables us to do this is the dealers. Cadillac dealers are financially responsible and are of the class who know their business and upon whom we can depend to carry out their contracts. They are in close touch with the factory plans; and, knowing that we shall adhere the year, they have no incentive to accept business which cannot be handled."

"It would have been easy for us to oversell and get behind with orders, for we have received more than seven thousand applications for the Cadillac agency—a fact in itself a tribute to Cadillac methods. That means that fully half, if not more than half, the automobile dealers in the United States have asked for the right to sell Cadillac cars."

### HAWAIIAN GARAGE.

Except for a deluge of shop work and a lively rent business, operations at the Royal Hawaiian garage are practically at a standstill, and will probably remain so until the arrival of new cars next month. The delay in the shipment of these cars has been very disappointing to the garage people; but the heavy demand for them

## MAXWELL CARS IN EASTERN EVENTS

NEW YORK, June 4.—That the Maxwell Model E, thirty horsepower, four-cylinder car entered in the Glidden Tour, will be handled capably, is assured in the selection of the veteran driver, W. L. Walls, of Philadelphia, supported by Charley Fleming as mechanic.

Of the many notable feats performed by Mr. Walls, perhaps the most conspicuous was that in connection with the Army Dispatch Test to demonstrate the practicability of the motor car as a dispatch carrier. He left New York City accompanied by only one person, and drove the 1500 miles to Fort Leavenworth, Kansas, in thirteen days, under the hardest possible conditions, arriving in Chicago ten minutes ahead of the leader of the International New York to Paris Race. This phenomenal feat was performed during the month of February, under conditions which made the gain of six days over the international racers a memorable event in automobile annals. Mr. Walls drove night and day for one stretch of seventy hours and did not let go the steering wheel.

Fleming drove a Maxwell in the 1907 Glidden Tour, and will be remembered as chief experimentalist of the Maxwell plant at Tarrytown, New York.

Jesse Illingsworth, of Dallas, Texas, will drive the Maxwell Model G, thirty horsepower, four-cylinder car. As mechanic for Barney Oldfield he achieved no little distinction. His reputation as a driver, however, was attained by his driving the famous Packard Grey Wolf. He enjoys the distinction of figuring in more hill climbs and endurance runs than any other driver.

## CHALMERS CARS IN GLIDDEN TOUR

DETROIT, June 10.—The Chalmers cars for the Glidden tour were shipped to Cincinnati Wednesday afternoon. The Chalmers entry includes three contesting cars in competition for the Glidden trophy and two pilot cars.

The Chalmers party leave for Cincinnati Friday night. Drivers and mechanics are under the direction of Contest Manager H. L. Bill, the same as last year. The following is the personnel of the Chalmers party:

Car No. 3, Joseph W. Gardham, driver, H. E. Fredrickson, observer, Ora Tuttle, Detroit's best known motorcycle policeman and W. S. Broderick, passengers.

Car No. 4, Joe Matson, the famous racing driver, will handle this car; Joseph Mayl, observer, passengers, H. L. Bill and Lee Anderson.

Car No. 5, Wm. Bolger, who drove a Chalmers "Forty" in last year's Glidden tour, driver; Theo. Regner, observer; E. G. Westlake, of the Chicago Evening Post, and E. L. More, of the Cleveland Plain Dealer, passengers.

Pilot car No. 1, will be driven by Ralph Robbittalle with Jas. Riker as mechanic. Chas. Steinbauer, of the Cleveland Leader, will ride in pilot car No. 2. Dal H. Lewis, official pilot for the American Automobile Association, will, of course, be an additional passenger in the pilot car.

Pilot car No. 3 will be driven by J. R. Aude, who was mechanic for Joe Matson in most of his important races last year.

## HOLDS RECORD AS NON-WASHED CAR

SAN FRANCISCO, June 12.—In constant use for two years, driven 29,463 miles, and never washed but three times in its life, is the record of a Cartercar at Buffalo, N. Y. Louis Engel Jr., the agent in that city, believes that this beats all records for a non-wash endurance contest.

The machine was turned in on a new Cartercar by Dr. Carr of Buffalo, who had used it in his practice. A record had been kept of the time spent in repairing and it totaled but fourteen hours for the period of two years. The original spark plugs were in the car, and, according to the statement, had never been removed. In the east made the delay unavoidable.

or cleaned. The machine is still in good running condition, but Engel has it on display, like an old fire horse. He questions seriously the advisability of giving it a bath at this late date.

### ASSOCIATED GARAGE.

Manager Hall, of the Associated Garage, reports a rather dull week in the matter of sales, although a number of deals have practically been closed of cars to arrive. One sale during the week was a fine Chalmers-Detroit "forty" to John McGuire, of Hawaii. Shop work at the Associated remains brisk.

The proposed lines of the new Bishop street extension will take off twelve feet or more of the side of Associated Garage, seriously crippling the efficiency of the building. An effort may be made to secure a strip of land on the Walkiki side of the garage for the purpose of re-enlarging.

Six new Hudson cars will be due to arrive here very shortly.

## TEN CARS RETAIN PERFECT SCORES

SHEFFIELD (Ala.), June 16.—The run of the Glidden tour cars today from Nashville added further to the list of casualties which have sharply reduced the perfect score list in the Glidden and Chicago cup competitions. Rough going from Louisville to Nashville yesterday resulted in a number of penalizations which were not announced until tonight, and the 119-mile journey today brought forth a number more.

The revised list shows only ten cars out of a total of twenty-six competing machines which retain perfect scores. Eight of these are competing for the Glidden cup and two for the Chicago. The cars which still retain perfect scores are two Premiers, Chalmers No. 5, Maxwell No. 7, Cartecars No.

## MOTORS ARE REAL ESTATE BOOSTERS

SAN FRANCISCO, June 12.—Advance reports on the official census indicate that property values everywhere are on the increase. The statistics show a large percentage of advance in values. Real estate men attribute this largely to the automobile. They say it has exerted a greater effect upon real estate values than any other modern invention. Not only are values in city property rising, but farm lands as well, are becoming more valuable.

In the city the demand for salesrooms, garages, ect., has accomplished wonders in boosting rentals, while S. Glide No. 10, Ohio No. 11 and Ohio No. 15 in the Glidden, and the Lexington and Maxwell in the Chicago.

on the outskirts, the steady buying of land for factory sites and extensions has had almost a similar effect.

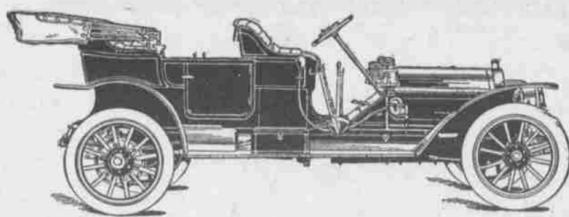
People can live farther out in the country than they could before the automobile came into general use. Farming values have gone up, and hundreds of places located within a radius of twenty-five miles of cities have found ready purchasers in men who use automobiles as their regular means of transportation.

Reports from the Willys-Overland Company of Toledo, O., show that a larger percentage of their cars are sold to suburban purchasers than to city people. Farmers are buying thousands of their cars this year—for business and pleasure. The automobile has become an essential part of the complex life of today, and it is absurd to regard it as purely a pleasure vehicle. It has revolutionized the delivery service of the cities and proved a potent factor in the world's progress.



# Stevens-Duryea Motor Cars 1910

MODEL "Y" six cylinder forty horse power seven passenger touring car

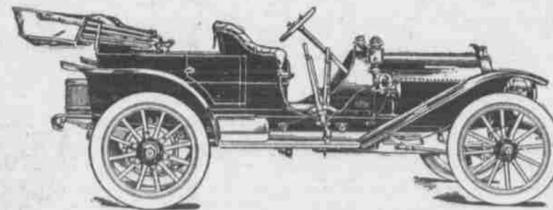


Price, \$4,000 in standard finish a d. equipment top with sip cover \$150

MODEL "X" Four-Cylinder Touring Car, \$2,950 incl. Magneto, F. O. B. Factory.

The testing of Stevens-Duryea Motors before being assembled in chassis represents the highest degree of perfection of method. The equipment is most complete to note condition and accurately define the power and flexibility of a power plant for motor cars. A test as to adjustment is first made with motor running at both minimum and maximum speeds. An additional run of ten hours under loads varying with the model of engine being tested, is given before motor is taken apart and examined by experts.

Every cylinder, piston, ring, bearing, valve and gear is most critically inspected. The same exhaustive test to which motor section of (unit) is subjected is applied to the clutch, transmissions and universal joints of complete power plant. After being reassembled, motor is run as near as possible under conditions to which it will be subjected in road use.



Model XXX Four-Cyl., Demi-Tonneau Car, \$2,850, Incl. Magneto, F. O. B. Factory.

Standards are adopted for each model and every Power Plant has to attain these in the final crucial test. It is this exhaustive initial test that insures to Stevens-Duryea Motor Cars a Power Plant that under any condition of running is uniformly efficient.

After the motors are tested on the blocks they are assembled in the chassis and again rigorously tried out by experts on the road, where all adjustments are made. The car is then put through the paint and trimming shops, after which it is again tested on the road for the final trial. Every detail of adjustment and equipment must reach the highest standard before complete car is considered ready for delivery.

THE UNIT POWER PLANT ON THREE POINTS OF SUPPORT IS A STERLING EXAMPLE OF THE HIGHEST CLASS DESIGN AND MANUFACTURING SKILL.

ORIGINATED AND STANDARDIZED BY US IN 1904.

THIS CONSTRUCTION OF POWER PLANT KEEPS NEW OUR OLDEST MODELS.

## Stevens-Duryea Company

The von Hamm-Young Company, Ltd., - - - Agents