



Cadillac's Hard Trip.
After having covered six of the western and coast states, reaching 10,000 foot elevations, J. H. Newbauer of San Francisco, has just completed a 6,000 mile tour in his Cadillac Eight. The main trails were traversed in Colorado, Wyoming, Montana, Idaho, Washington and Oregon. The Lincoln Highway was followed from San Francisco to Salt Lake City, whence Mr. Newbauer took the Midland trail through the famous Price Ridge canyon to Price, Utah, and then on to Grand Junction, Colo. In going on to

Colorado Springs it was necessary to cross Battle Mountain at an elevation of 10,334 feet—almost two miles, and the Continental Divide was next crossed at a height of 10,400 feet. Colorado National Park, Estes Park and the Yellowstone National Park were all toured and on the way west National Glacier Park was visited. On reaching Seattle a visit was made to Rainier National Park and the car was driven up Mt. Rainier, which towers 14,526 feet above sea level.

Drive From Kansas City.
There is only one way to be sure of getting automobiles to Topeka for the local trade and that is driving them from Kansas City. On account of the shortage of freight cars the shipping of machines is uncertain and often occasions long delays. Much time but little money is saved by driving the cars here.

For some time past men from local garages have been going to Kansas City where the cars are assembled and

driving them to Topeka to be delivered to the buyers. One can go to Kansas City in the morning, get his car and be back in Topeka by four o'clock in the afternoon. The cost of bringing an ordinary machine here by freight is about \$8 and it costs just about the same to drive it. If the car were shipped here it would have to be set up after it arrived and the time of loading, shipping and setting up would be about three days, providing freight cars were immediately available. Added to this time is the possibility of having to wait several days before cars could be obtained. Nearly all of the local dealers have adopted the plan of sending a man down to drive home the machines that are sold by Topeka dealers.

Vim Truck Value.
In a recent "analysis of the commercial motor vehicle market" by one of the leading publications a short survey of the future is included. From

this the following quotations are made:
"The prospective motor truck owners as a class must be 'sold' by improving the service now being received by the present owners of trucks. This does not refer to what is commonly termed 'service' by manufacturers. In the sense of repairs and adjustments, but to such scientific analysis and plain honesty and frankness as to make each motor truck installation a highly efficient and successful investment."
"In endeavoring to do this, the manufacturer is confronted by a number of classes of purchasers, which may be enumerated briefly as follows:
"The owner does not recognize the importance of his delivery department (it is the only department in most businesses which has been permitted to operate for years in a casual way).
"The one who is basing his motor system on horse experience, and does not realize where his losses occur. It is hard of course to steer between over buying on motor equipment and the equal danger of combining horse wagons and motor trucks under the same system and conditions.
"The one who is alert to improve conditions and is glad to devote the necessary attention to the problem."
The Vim fulfills the latter every one of the above specifications. This is the reason for the success of the Vim. Half-ton delivery trucks have been such a success in Topeka.

Visit Velle in Special Train.
Perhaps the best evidence of the modern automobile dealer's progressiveness was that displayed by the J. A. O'Leary Auto Co. of Iowa City, Ia. distributors of Velle automobiles for that section of the Golden state, who this past week brought 270 Iowans to Topeka and the Velle factory to see how Velle Sixes were made. Mr. O'Leary invited every one in his district interested in automobiles to make the trip at his expense—270 responded and a special Rock Island train was chartered and labeled "Velle Six Special." The Velle company were advised of the expedition and met the visitors with the Velle band and sufficient automobiles to carry all hands from the station to the mammoth factory.

8-Cylinder Economy.
The term, "eight-cylinders" promises to become a symbol for economy as well as flexibility, according to officials of the Olds Motor Works. Recent tests conducted with the Eight of this firm show a surprising frugality in the consumption of gasoline, when the size and horsepower of the car are taken into consideration. In order to arrive at a practical determination in the matter, a great number of Oldsmobile Eights, selected from stock at random, were sent upon the road. In the hands of various drivers. The gasoline average, as the result of these tests, was found to be from fourteen to fifteen miles a gallon. Quite often, in the hands of a careful driver, it exceeded sixteen miles.

The Independent Auto company reports the sale of the following cars: Mrs. Frank Holloway an Oldsmobile, Dr. Merrill Lindsay an Oldsmobile, W. R. Pettijohn an Oldsmobile and C. B. Merriam a Marmon 34.
N. V. Woods of the Topeka Buick company has received eight carloads of Buicks. This is the largest shipment of cars ever received by one firm in Topeka.
The Topeka Buick company sold cars to the following this week: A. H. Purdy, A. P. McKown and H. T. Ritchie.
E. G. Kinley received a carload of Fords Wednesday.
Overland company reports the sale of cars this week to: Cal Zinn of Topeka a Model 75, Wm. Smith of Hoyt a Model 82, Wm. Anderson of Topeka a Model 83, Harrison Nicholson of Burlingame a Model 83, S. G. Mabin of Carbondale a Model 83.

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When you remember that March was distinctly a winter month in most sections of the country, these figures are truly remarkable.
Could there be any stronger argument for the actual net worth of the Paige Fairfield "Six-46"?
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Think it over—and then remember to act while we can still make "immediate deliveries."
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The Palace Auto Co.

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