...ING UP ON USED CAR TRADE

...ERS ADVISED TO GO LIGHT ON MAKING SWAPS.

...ot Now Is Glutted With This ... of Goods and a Letup Ought to Have Beneficial Effect on the Industry Generally—Some of the Effects.

The ... for second hand, or more ... speaking, used cars, is full ... and those local deal... themselves a little too ... in the pleasures of tak... ... down on this form ... They have just about ... used cars and they are ... to make turnovers, be... ... land of prices for these ... suffered a big drop.

... buying cars just now for ... are after new ones. Many of ... figure that it is a better thing ... car at low price rather than ... hand automobile, unless ... very well assured that it is in ... and of a make that has a ... turning out good goods.

... cars generally is slack just ... shows, which help materially ... trade. That is one reason ... machines are not bringing much. ... gest factor is the wholesale ... some dealers, in order to ... room floors, have made all sorts ... machines which later on they ... could not get rid of.

... if they did make sales ... low figures that they had ... to dispose of the ... they took in. Anyway an ... dealer is in the business to sell ... and he likes better to han... who are after new stuff and ... to pay money for what ...

... comes to the case of a man who ... good used car and wants to ... self, the dealer finds it hard ... refuse to consider the prop... trading in. And where it is the ... agent who has been conserva... handling this sort of goods ... margin of safety left. Very ... factory gets into a sort of panic ... way in which goods are being ... stories of some sorts have a way ... demand. That is, they ... on the top of the biggest ... and when the inevitable reac... they have still a great amount ... hand.

... shown markedly in factory work ... of weakness, and few like ... that sign of infirmity. To keep ... at full tide is to raise up a flood ... swamps the whole insti... The only way left then, and some ... have tried it on a large scale, is ... cars at reduced rates. All sorts ... and devices are used to permit ... prices, and one of them is the ... of large allowances for used cars ... makes or perhaps earlier models ... particular machine.

... big allowances for second hand ... is an easier way to conceal the ... of discounts, and of this some ... have been guilty. This state of ... brings with it its own punishment. ... only reduces the value of the new ... property to a marked degree, for the ... of a bargain loves to tell of it, but ... also stocks up a dealer with a glut of ... used machines.

The second hand dealer is not a charit... ... sort of person. He is in it for what ... can get out of it, and he offers the ... agency the very least sum he can. The ... cheaper he gets the machine, the easier ... make a profit. But the less he pays ... the less proportionately he will sell ... return from his place, and so the whole ... of values suffers. The moment ... comes an oversupply of second hand ... the whole scale shows a marked fall... ... The dealer sees his used cars ... piling up, and finally he sells for what ... can get. That means that all the rest ... trade will suffer.

... ridiculous acts of any one dealer ... some sort of effect on all the ... marked according as the ... been reluctant to burden him... machines that have had a season ... wear. The dealer whose factory ... as many cars as contracts ... these contracts made on good ... and not on wild enthusiasm, ... a victim of these conditions.

... Richinson, the Yale athlete, who ... of the Corbin factory, suggests ... dealers should stand together on ... not to take any more second ... in trade, that is, at their ... He believes that if an owner ... car other than the one he ... should pay the regular price ... dealer or agent then will take ... interest in getting it into first ... condition and then turn it over ... dealer's auction room, where ... of these cars should be made. ... will specify the sum he ex... have to be there to safe... property. That is to say, if the ... be going for a great deal ... thinks it is worth he shall sig... to be withdrawn from that ... and up for anything like what ... may decide to let it go for a ... the thought earlier would ... price.

... pointed out that wholesale ... are very bad things for ... for the matter of that, all ... cars are sold on a sort of ... that is, the second hand ... he wants to dispose of a ... with the prospective buyer ... no fixed price element that ... at all. With the plan as ... Hutchinson the dealer ... be protected. He would ... the owner of the used car ... relieved of the great re... of attempting to dispose of ... while yet he was trying to ... stock in which his legitimate ... is undoubtedly the case ... and trading has taken ... business in new automo... dealers are cumbering ... such a way that methods of ... congestion in cars are not ... they have to take drastic ... resort to get rid of the mess ...

... scarcity of disposing of a car ... might result in a tempo... lively trading in new au... might drive the man who ... on to it a little longer ... really cannot be made ... season or at least until a ... agreement for used cars picks ... would be a solution of the ...

... used cars had a chance ... that came in later ... prices. Then, too, ... sell new cars, because ... would not be so risky a ... half in the mad rush ... something else might lead ... discover new virtues in ... might be a betterthing for ... Men would have ... the acquaintance of ... would be better adver... machines that are worth ...

... just now is with the ... machines. The very cheap ... apparent falling ... because they cost ... expensive cars ... numbers, all go to ... who when they turn ... in trade to their dealers don't make such a particular point of getting a big allowance for it. Then, too, the expensive cars hold up their proportions of value pretty well. The car in the middle, the medium priced machine, is the sufferer, and it happens that the average price of American cars is that of the middle class naturally. It is this sort of car that has the biggest just complaint against the second hand glut.

An article in the *Motor World* not long ago cited the case of a dealer who took in more than fifty second hand cars and had them at the end of a season. He saved himself by refusing to contract for a single new car for the following year and applied himself to getting rid of the old ones. He was thus to all intents and purposes a second hand dealer, but he cleaned house and took his medicine.

A man quoted in that article says this: "It is bad enough for an agent to allow fancy prices for old cars, but the matter is made worse by the manner in which he usually hangs on to them. Always he is bent on 'getting his money back' and usually he is oversanguine on that point. Rarely does he seem fully to appreciate that nothing depreciates more rapidly than second hand goods, and as a result he holds on to his trade in cars until they become practically dead weights on his hands.

"I know so many instances of that kind that it irritates me to think of them. I know one chap who allowed $1,400 on a trade, and who a week later was offered $1,200 for the used car. He laughed it to scorn. He was intent on 'getting his money back.' But when after several weeks he decided to sell for $1,200 he could obtain but $1,000, and again he refused it. When toward the close of the season he finally brought himself to take his loss, he sold the car for $900. While the amounts may vary, this is typical of the average dealer's frame of mind and of the general result.

"No agent can do that sort of thing very often or very long and remain in business, or at any rate do much more than live from hand to mouth. To be safe the dealer must refrain from putting fictitious values on old cars. He must let the owner bear the loss, and when he does take a used car in trade he must get rid of it just as quickly as the law allows. Every day that he holds it lessens its value, and it is time this important truth was realized. The matter is of concern to the manufacturer, because if the dealer cannot make money the manufacturer cannot."

TIRE ITEMS.

Notes of Some of the Makers of Shoe and Inner Tubes.

A Diamond tire on a Locomobile demonstrator in Chicago covered 28,000 miles without ever having been off the rim. This is one of the largest mileages ever received from a tire and beats the record recently reported by a St. Louis garage where a Diamond tire finished 18,000 miles without a puncture.

The Continental Traxion Tread tire is finding a good sale, the weather having been such as to create a good demand for a tire that would hold a car perfectly straight, no matter what the weather. And the Continental folks rise to remark that the Traxion Tread is only the youngest of their family and there are other types of tires they have.

Not much has been heard from the Michelins of late, the most recent public performances having been to be the first in the field with a reduction on tire prices. There having been no racing in the last few days, there was no chance to blazon forth the "as usual" sign. There are Michelins on other cars than racing machines. The diagram the Michelins show of how to arrange a pair of non-skids to do as well as four has interested a lot of car owners.

The first of the year the B. F. Goodrich Company will put in operation a most elaborate service system. In addition to the twenty-four branches now open, there will be twenty-seven new wholesale stock departments. The cities will be these: Milwaukee, Des Moines, Baltimore, Washington, Toledo, Dayton, Memphis, New Orleans, Oklahoma city, Omaha, Columbus, Louisville, Jacksonville, Salt Lake City, Brooklyn, Newark, Albany, Richmond, Va., Springfield, Mass., Rochester, Syracuse, Providence, Portland, Grand Rapids, Saginaw, Houston and San Antonio. No doubt will be in competition with a dealer. But the user will get better service from his dealer, for the latter can be more quickly accommodated by a source of direct supply in his own territory. At the same time the dealer will not have to carry a large stock, he can get prompt service from the depot. For the consumer the depot is really a service after the purchase of a tire.

The Fisk tire equipment includes the Fisk removable rim. Of it the makers say: "It is the only rim fairly and squarely meeting every one of these requirements, safety, simplicity and service, a fact demonstrated beyond question by three years of hardest usage on hundreds of motor cars. It is the pioneer rim, unchanged in design except minor refinements, a simple, strong, quick in operation, with few working parts, only five nuts to remove."

Ajax-Grieb tires are figured on a basis of 5,000 miles of service, or 200 days work. "You who have long lies tated to purchase a car because of the uncertainty of the expense entailed for tire upkeep can now buy a car and figure beforehand what it will cost by eliminating promises of 5,000 miles," is the Ajax statement. "There are guaranteed 1,500 miles more than any other promise and a saving of 30 per cent. is assured."

Firestone sidewire tires had a great run in the recent motor truck events. In the Boston, Chicago and New York contests there were thirty-seven and a half sets of these tires, about 60 per cent. of the whole lot. Five other sorts of tires made up the remaining 40 per cent. Trucks that had Firestone tires were decidedly free from troubles.

YOUNG RIDERS AT DURLAND'S.

W. E. D. Stokes, Jr., Wins In Saddle Pony Class.

W. E. D. Stokes, Jr., won the blue ribbon in the saddle pony class at the Durland Riding Academy yesterday morning when the youngsters met for their combination cotillon, horse show and equestrienne games. Master Stokes also won first prize in the game of push ball and if one may judge from the way he rode yesterday he bids fair to rival W. E. D. Stokes, Sr., in a few years.

There were two saddle classes, one for the larger and one for the smaller entries, and they were so well filled that it was no easy matter for the judges to decide the distribution of the ribbons. Miss Wasserman, Mrs. G. M. Fauser and Mrs. M. L. Robeson were the judges and after picking young Stokes's pony to wear the blue they gave the red to Miss Vera Cushman and the yellow to Miss Margaret Tompkins.

Miss Chapin carried off the honors in the larger class with little Miss Helen Rider for second choice and Master R. Douglas in line for the yellow rosette.

Miss Helen Shoemaker gave a splendid performance in the in and out race. She was on a clever pony and they formed a combination hard to beat. They dashed around the stakes and wheeled around corners without making a single mistake, and outrode little Miss Pond, who had to be content with second honors. Others who rode were Miss Margaret Tompkins, who carried off the yellow rosette, Miss Jean Kerbs, Miss Viola Flannery, Miss Vera Cushman and Miss Lillian Carpenter.

The sport which pleased the youngsters most was the jumping contest, possibly because it had an element of danger. Miss Edna Kendall found this out when she was taking the turn for her second jump, for she lost her balance and when a little girl begins to slide around on a slippery pigskin saddle as a rule the saddle begins to slip around too and then her chances are nil. Miss Edna clung on truculently, however, and when she did finally land on the tanbark she kept hold of her reins and was on her feet in an instant. Master Van Raulte won the blue ribbon in this class, as he piloted his mount over the jumps without a mistake, and Miss Kendall was chosen to wear the red.

Miss Jean Kerbs, who is one of the cleverest children who ride in the show ring, won the smaller jumping class, just as she wins nearly every contest in which she rides. Miss Kerbs uses the side saddle and it is indeed an unruly steed who can unseat her. Miss Viola Flannery won the red ribbon in the jumping contest.

Interclass Basketball at Williams.

WILLIAMSTOWN, Mass., Dec. 17.—Fast passing and accurate shooting were displayed by several men in the Williams interclass games to-day to determine the varsity squad. The seniors defeated the sophomores, 42 to 3, and the freshmen outscored the juniors, 18 to 11. Hodge, '11, played a whirlwind game, tossing five sensational baskets while on the run.

NOTES OF THE MOTOR TRADE

CARS AND THEIR BUYERS AND THEIR MAKERS.

New Building for the Alco in Chicago—Fiat Man Out West—Carhartt Advances Price on One Model—Mitchell Car Gets Government Award in Russia.

A new building to be used as a salesroom and garage for Alco cars has been erected by the American Locomotive Company at Michigan avenue and Twenty-fifth street in Chicago. It is occupied now by the manager of the branch, Benjamin C. Day, and his staff. The building is on the corner. The salesroom is two stories high, lighted by two windows, each 15 feet wide, on the front and side.

The room is well lighted and warmed, although neither chandeliers nor radiators are to be seen. The chutes through which warm air comes in the winter will be used for refrigerating in the summer. On the Twenty-fifth street side is the entrance for cars and trucks. An odd feature is a salesroom for used cars up on the third floor. The shop and tool room on the fourth floor contains a number of things that aren't to be found in other rooms of the kind.

Harry Fosdick, sales manager for F. I. A. T., the company that is producing American made Fiat cars at the Poughkeepsie plant, now is in Los Angeles. Mr. Fosdick spent last week at the Los Angeles show, where the new 35 horse-power Fiat was shown for the first time on the Pacific Coast. Mr. Fosdick will visit a number of cities before arriving here. San Francisco, Portland, Seattle, Salt Lake City, Denver, Kansas City, Dallas, Fort Worth, San Antonio, Austin, Galveston, New Orleans, Atlanta, Jacksonville, Savannah, Memphis, St. Louis, Cincinnati and Chicago are on his list. He will be at the Chicago show in February and at the Boston exhibition in March.

The Carhartt company is not following the lead of some folks in reducing the prices on cars. On the contrary it only recently advanced the price on the 30-35 model to $2,500. At this figure the equipment includes windshield, remountable rims, top, speedometer and license plate holders. This equipment is of good type. The car, the Carhartt folks say, as sold to the customer needs only gasolene and oil to be ready to start for the Pacific Coast if necessary.

A rather unusual distinction is that which has just been given to the Mitchell car. The Russian Government has awarded to it the grand silver medal as the "most perfect popular priced car known to the engineers of the Czar's empire." This news was cabled to Capt. William Mitchell Lewis, president of the Mitchell-Lewis Motor Company, by his father, William Turner Lewis, who is in Paris. "The exhibit of motor cars in St. Petersburg," says James W. Gibson, sales manager, "received Government patronage. Our additional cablegram information from the Russian capital is that after careful consideration, covering first cost, quality of workmanship and material, maintenance, performances, elegance of design, safety factors in brakes, economy of power and fuel, &c., the Mitchell easily carried off the only medal of the kind offered in Russia."

W. O. Langdon of Hutchens, Tex., earned the honor of bringing to market the first bale of 1910 grown cotton because he used his automobile, a Flanders 20, to carry the bale to town. Mr. Langdon and a neighbor were in the race for the honor. The cotton was picked by both on the same day and baled. The neighbor got the lead for the market, lashing his team of mules to their best speed. Mr. Langdon took off the detachable rear seat from his car, perched the 500 pound bale in place and overtook his rival before half the distance to town had been covered. That incident is helping to sell Flanders cars in that section.

Mohler & Dettress claim a record, that of being the first automobile dealers in the world to sell and deliver a car in a territory where a war was in progress. The revolution in Mexico some may not call a war, but there was something like fighting going on in Puebla. The firm sold a Chalmers 30 touring car to one of the chief business men of the city. He asked that it be delivered immediately, and it was, although there was some chance of punctures with bullets flying around they way they did.

From San Francisco to Del Monte and return is 181 miles. Only a few days ago George A. Seeley in a White 30 gasolene car made the trip in 7 hours 35 minutes, cutting 3 minutes off the record, which was made on July 29 by Harry Michener in a foreign built Simplex. Since Michener's record was made sixteen attempts to beat it have been registered. In some cases professional drivers had the wheels, but none of these accomplish Seeley's feat. In the three days preceding the Del Monte trip the White car ran 1,300 miles and began the Del Monte excursion, the report is, without a single adjustment being made. Before the 1,300 mile run the White car had been driven more than 6,000 miles.

In the *Motor Age* review of the road racing of 1910 G. G. Sinsabaugh says: "Unquestionably the road racing campaign of 1910 not only developed a champion driver in Ralph Mulford, but it brought out forcibly the speed and stamina of the Lozier, which as a stock car pure and simple made the best record of the season, although pitted against many cars that were built for racing only and which included not obly the cream of the American fleet, but the pick of the foreigners as well. To Mulford in the Lozier belong the driving honors of the year, as is evidenced by a study of the statistics that have been compiled.

Mulford's record was two firsts and one second out of five starts. He won the national stock chassis championship and captured the class event at Fairmount Park.

The National Motor Vehicle Company equipped a car for fire fighting which was tested thoroughly at Paterson, N. J., a report of the work having been made only recently. For four hours the motor driven pumps forced 415 gallons of water each minute through the 1⅛ inch nozzle of the set and hurled the water 223 feet. The officials of the fire department of the city watched the test with great interest and were much impressed by the work of the engine.

"Power, speed, comfort and fine clean lines are worked into the makeup of the Knox torpedo model," is the way the Knox folks describe one of their new cars. "Keeping the weight down by good, safe engineering and using extra large tires on all wheels gives a tire mileage that is a constant surprise. Built to hold four passengers, the Knox torpedo model is the ideal light touring car."

"A motor car with one speed would be impracticable," says an announcement of the Peerless company. "The Peerless car has four forward speed changes and one reverse. This enables the operator to adapt judiciously the motor speed to the conditions of road and weight carried, giving proper and equal consideration to the comfort of passengers and the welfare of the car. Four speed transmissions means increased motor life."

The Locomobile Company of America has established a branch in Washington, D. C., at 1124 Connecticut avenue. It will be in charge of J. E. McDonald and will be subsidiary to the Philadelphia branch, of which S. deB. Keim is manager. The Washington establishment will include salesrooms, garage and complete repair shop manned by experts from the Connecticut factory.

"The easiest riding car in the world," is what the Nordyke and Marmon Company say of their car, the Marmon, which did so well in racing the past season. The closed front touring car is one of the best models of this company. It sells at $2,750. "The car that holds more long distance racing records than any other in America" is what the manufacturers say it is.

The Marion 40 torpedo roadster has arrived at the salesroom of Charles E. Riess & Co., Eastern distributers, 1776 Broadway. With a Continental motor and Bosch dual ignition this car sells at $1,650 and promises to be a popular machine.

E. W. McGookin, treasurer of the Wolverine Automobile Club, sallied forth last week in a Hudson Express, the name given by Frank H. Trego, the Hudson's technical expert, to a special model for those who like to hit only the high spots.

This racy little car, which does a mile a minute when the occasion demands, is built on the regulation chassis, but with its racing equipment makes a striking appearance. It has the bucket seats, low dash, canvas fenders, 30 gallon gasolene tank and another for an extra supply of oil. The angle of the steering post is very racy.

After having covered close to 4,000 miles of United State soil and having completed the first and worst lap of its 40,000 mile journey the Hupmobile world touring car and its crew sailed from San Francisco, December 13, for Honolulu. The sea voyage is the first rest had by the car and Drake, Hanlon and Jones since the start was made from Detroit, November 4.

Thirty-five days after leaving Detroit the car pulled triumphantly into Los Angeles at the head of a long escorting procession. It was received with acclaim in the sunny southern California metropolis and efforts were made to persuade the tourists to stay over for the automobile show this week. To delay sailing from Frisco, however, would have meant a long wait for another boat, so the tourists hurried on to the Golden Gate city, loaded their sturdy car aboard the Manchuria and headed across the Pacific according to schedule.

The increased volume of general sales in coosed cars has been so marked during the last month as to arouse comment from some of the older manufacturers. Charles T. Jeffery, head of the Thomas B. Jeffery Company, has commented upon the vast number of closed cars, not only on the streets of Chicago and New York and other large cities, but in hundreds of smaller towns throughout the country. He says: "During the last three months the volume of Rambler sales has been quite equal to that of last year and the balance has been maintained principally because of the increased sales of closed cars. Although the orders have been handled in the factory with the greatest despatch consistent with quality we have been continually from two weeks to one month behind."

That there are small towns in this country where an automobile is still a novelty is shown by the following story in a newspaper published in Young Harris, Ga.: "Quite a little stir was created among our population in town Wednesday afternoon by the appearance of an automobile, it being the first on our streets. The car was owned by W. S. Withman, Jr., and is a Maxwell. He was accompanied by his father, W. S. Withman of Atlanta, who was on an inspection tour of the Withman banks in our mountain district and of several schools up here in which he is interested. They came from Cleveland, crossing the Blue Ridge Mountains never done before by any car, and the time required to make the trip was five hours. They were the guest of Prof. and Mrs. Sharp while here. They went from here to Hiwassee."

De Forrest C. Lull of Hartford has joined the service corps of the Columbia Motor Car Company, one of the affiliated concerns of the United States Motor Company. The object of this corps is to guarantee satisfactory service to owners of Columbia cars by visiting them periodically to lend expert assistance or advice in any manner in which an owner may require or profit by such cooperation. Twelve years experience with Columbia cars makes Mr. Lull particularly fit for work of this nature.

This is the season of the year when automobiles that are standing any length of time in the open air have blankets put over the hoods in order to keep the cold winds out. When it gets very cold it is hard to keep the water system in proper circulation if too much cold air is allowed to blow directly upon the engines without the use of alcohol or some non-freezing mixture," said G. A. Mathews, president of the Jackson Automobile Company. "Therefore the radiator and the hood should be kept covered and the machine kept comfortable."

COMMERCIAL VEHICLES.

The Built for Business Automobile and Its Builders.

The Grabowsky Power Wagon Company recently investigated the delivery system of a department store using thirty-four horses, fifteen wagons, fifteen drivers and fifteen helpers. Figuring up the cost of the horses and wagons, harness, feed, shoeing, repairing and wages the total of the equipment and five years expense was $138,600. The Grabowsky company then figured what would be the cost of five trucks, fuel, tires, oil, liability and fire insurance, which was not added to the other table, and some other details to replace the other service. It came to $55,975.70. The saving in favor of the automobile was $82,624.30, or about $318 each week.

When the Packard company sends out a picture of one of its motor trucks it is in action doing something, not posed against the side of a building or represented as fresh from the factory. Folks get accustomed to seeing Packard trucks hauling things and going about in their proper work. Three hundred and thirty-one companies in ninety-three lines of business have bought Packard trucks. About half of all the trucks sold are repeat orders by companies that bought one or two to start with.

The Landsen company has figures of a great many department stores in the city which make use of their equipment. As a rule it is a record of one wagon some years back and then a number of additional orders increasing with the seasons. The solid rubber tires on the Lansden cars are at very low cost. Tire cost, however, are much greater than other charges on the machines, even batteries, so that the average for the Lansden is very small indeed. It is a car of economy and wearing qualities.

A letter sent recently to the Garford company in Elyria, Ohio, from an Atlantic City firm gives this description of some special service done by a Garford car: "We started from Atlantic City December 9 at 5 A. M. with a load of household goods weighing over two tons to be delivered to Oak Lane, Pa., and arrived back to Atlantic City at 9 P. M., a distance of 154 miles, round trip, and the machine only used nineteen gallons of gasolene. On the following morning, December 10, we started from here with a one and a half ton load at 11.30 and arrived at the City Hall in Philadelphia after making two deliveries on our way, at 5 P. M., and the next morning we finished the trip to Oak Lane."

Truck and livery men in Buffalo were thrown out of some business recently when the B. F. Goodrich Company, dealers in automobile tires, put a Franklin one ton truck in service. Up to that time freight and delivery had been handled by this firm through outside vehicles, but they decided to use a truck in an effort to reduce expenses. The truck makes all kinds of trips, carries express matter and makes deliveries of goods to all parts of the city. The manager, H. B. Nibblette, says that not only has there been a saving in expense, but that there has been improvement in the handling of freight and much more prompt delivery.

The Warren Motor Car Company, which has just begun to turn out such models, has found a big demand for the light delivery car with a 1,000 pound capacity. The first of these Warren cars were shipped to the East, but they are now coming through the local factory in good shape.

In the last week they have been accepted for special work by some Detroit newspapers which found them desirable for the delivery of papers to outside districts.

Things that a business man should know before buying commercial vehicles are these, says B. A. Gramm of the Gramm Motor Car Company:

"First—What their expenses and depreciation stand for, based on present business results produced by the horses and wagons in use.

"Second—That the design and make of truck is mechanically correct, not according to pleasure car standards, for there is as much difference in the use, effect on materials, &c., between the two types as between oil and water.

"Third—That back of the truck there is a factory and company mechanically and financially able to insure its future stability, so that repair parts may be had at all times, and that he can always depend on getting trucks from the same company."

In Kansas City recently a horse drawn vehicle carrying a heavy load of alfalfa and a five ton Sampson truck carrying 5,820 pounds left the Kansas City railroad station simultaneously, each bound in opposite directions. The Sampson driver delivered his load eleven miles distant and returned in three hours. The motor truck was again loaded with 5,420 pounds of alfalfa for the farmer for whom the horse drawn vehicle had started on its first trip. As the Sampson reached its destination ten miles from Kansas City the driver of the four horse team had just started to unload. While the horse vehicle was delivering 7,700 pounds a distance of ten miles the Sampson truck carried two loads aggregating 11,240 pounds twenty-one miles.

In the endurance contest about San Francisco for automobile trucks the Carterear gained unique honors. It lost its perfect score by pulling under the wire seven minutes ahead of time. The car waited outside of Idora Park for nearly one hour and thirty minutes, and then the driver pulled over the line through a misunderstanding of time and was fined seven points for so doing. The Cartercar truck is in the half ton class. It carried its load for 4.76 cents a ton mile. Official figures were based upon a ton, but the trucks themselves are supposed to carry only half a ton. Actually operating the Cartercar costs only 2.38 cents a mile to carry its capacity.

AMONG THE AUTOMOBILISTS

A SUGGESTION TO SAVE DEALERS TROUBLE.

Mark License Plates They Get, So That in Case of Accident It Can Be Learned Who's Responsible—Studebaker's Sale—A. A. A. to Hold Several Meetings.

Dealers in the city have had unpleasant experiences because of loaning to customers as an accommodation the manufacturers' registration numbers they get from the State. Under the present regulations a dealer applies for the number of registration tags he expects to need at any one time in the season for demonstrating cars and for customers who have not had time to get their own numbers. Each of these plates bears the same number. Half a dozen may be in use simultaneously and in case of accident the dealer runs the risk of being held responsible. Because all the plates are numbered alike it is hard for him to tell just which car was involved.

It has been suggested that this State ought to follow the example of New Jersey and to appoint persons in various cities to issue registration numbers. That would make it a much simpler and speedier process. But because that is not in operation Gen. John T. Cutting of the Oldsmobile Company has forwarded to Secretary of State Koenig a letter explaining the situation and pointing out the trouble that dealers get into when a car for which they are not properly responsible is in an accident. Gen. Cutting makes this suggestion:

"I have thought out a plan which if you feel warranted in approving will meet the requirements and be the means in case of an accident of identifying an owner. Our license number is M 1025. I would suggest there be riveted at the bottom of the plate a letter, colored red, of the same size as the figures on the license plate. Each dealer would want from five to eight letters. We would suggest beginning with A and leaving out C, as it might be confused with the Connecticut license. Then when we loan an owner one of the license numbers his name and letter will be registered in a book kept for that purpose and in case of an accident the owner may be identified."

In order to get everything clear for the forthcoming change of quarters the Studebaker company is selling out the used cars that have been taken in at its place at Broadway and Forty-eighth street. The accumulation is fairly large, many of the machines being those that have been turned in by the customers of the company who get new cars each succeeding season.

"As a result," said one of the men in the Studebaker place yesterday, "we've got the finest kind of a used car sale going on. We're disposing of some enclosed body machines for prices that won't ordinarily buy a second hand body. We've got to clean things out, because when we get to our new quarters we want to start out with nothing but fresh stock."

Sessions of the American Automobile Association and its various boards will be held between January 9 and 17, while the show is on in Madison Square Garden. The Trans Line Association has granted an application for reduced railroad rates and has authorized a fare and three-fifths on the certificate plan. Like reductions may be got from other passenger associations. Going tickets will be purchasable not later than January 11 and return tickets will be available up to and including January 20. For the convenience of A. A. A. members the validating will be done in the Garden on January 10, 11, 12 and 13.

The exact programme has not been decided upon, but there will be meetings of the executive committee and of the four national boards, touring, good roads, legislative and contest. These boards will be greatly amplified as a result of action at the recent annual meeting and there will be about a hundred additional members.

In the pool tournaments at the Motor Racing Association, Tom Moore has fallen from his high estate as leader in class A. He is in third place now, as he was beaten by Reed Haviland, 100 to 98, in the course of the week. Wilson Post defeated Charlie Bowers, 100 to 72, but was beaten by Joel Lowndes, 100 to 99. Bowers then defeated Lowndes.

Reed Haviland is now the leader, having 100 per cent., with eight games to play. Wilson Post is second, with 99 2-3 per cent. and seven games to come. Moore has 99½ per cent. and six games to go. J. A. Atweil, 94½, with eight games to play; C. B. Bowers, 90 2-3, with seven to play; A. B. Lorther, 85, with seven to play; R. Chisholm, 85, with eight to play; W. B. Hurlburt, 80 1-3, with four to play; S. S. Mapes, 60, with seven to play, and C. F. Wyckoff, who hasn't begun his series, follow in that order.

The opening of the new place of the Dorian Demountable Rim Company at 1804 Broadway that was to have been held yesterday, has been postponed until next Saturday. The new offices were not completed because of a strike of carpenters.

Charles E. Riess of 1776 Broadway got a telegram yesterday from John N. Willys of Toledo announcing the birth of a baby girl in the Willys home. Mr. Riess wired back: "Accept heartiest congratulations. Hope you will name her Marion." Mr. Riess handles Marion cars in this section and Mr. Willys is president of the Marion and Willys-Overland companies.

THE SHOWS APPROACHING.

Palace, Garden and Astor Exhibitions of Cars of All Makers.

In the automobile show that will be held at the Grand Central Palace, beginning on December 31, there will be more than seventy exhibits, including some cars that have been little heard of here. These are made by large Western concerns, which are taking this means to introduce themselves to the East, where they intend to establish agencies. These Western manufacturers are constantly revising their scale of prices, and believe that with increased business and facilities for increasing business they will be able to show that dependable cars can be built and sold for about half the final cost of four or five years ago.

The commercial vehicle will be one of the features of tthe Palace show. There will be all sizes and descriptions of these vehicles, ranging all the way from the ten ton down to the package vehicle. The big fellows contrasting with the little runabouts will make up the picture of the show.

The first big aviation show in the country is to be held in connection with the automobile exhibition in the Palace. It is designed to give New Yorkers who have not seen aeroplanes at close range a chance to inspect some of the best known of the air craft. All the well known makes will be there, and some of the motors which have attracted much attention.

The work of preparing Madison Square Garden for the show of the Association of Licensed Automobile Manufacturers already is in progress in those parts of the building not in current use. From the first of the year on the work will be prosecuted vigorously, the big building being given over to the various artisans who will convert the interior into its new form. The flooring has been laid in the basement, concert hall and over the arena. Workmen are converting the exhibition hall into a Roman garden.

In the basement they are busy on a rathskellar. This room will represent an English garden. Entering through a quaint iron gateway, the visitor will find himself in a yard overshadowed by large shade trees, the limbs of which are real. The branches intertwine and form a natural arbor through which garlands of electric bulbs throw light. The yard is surrounded by a high wall of red brick. There is a fountain in the yard which dispenses nothing but water even if it is in a rathskellar.

In the concert hall accessories are to be exhibited. A pergola of rustic construction has been formed here. Columns of silver birch support rafters overhead. From the rafters hang flowers, and lights will shine through these.

Realizing that at former shows there has been a lack of resting accommodations where the visitors may sit down when they are tired of wandering through the vast maze of exhibits the management has arranged matters so that seating accommodations for 1,200 persons will be provided in boxes facing the arena. These boxes are like those for the Horse Show. At some of the previous auto shows the arena boxes were covered so as to form a background for the exhibits.

Efforts will be made to have the Importers Automobile Salon, in the Hotel Astor from January 2 to 7, more of a social function than any previous display of motor cars in this city. The salon managers have decided to limit the exhibits to passenger automobiles. There twill be no displays of accessories. Most of the cars to be shown have been shipped from the Olympia show in London or the Paris Automobile Salon and will reach this country in a week or so.

Space has been reserved for fifteen European makes and nearly seventy different vehicles will be shown. The French cars are most numerous, as the Renault, De Dion Bouton, Darracq, Panhard, C. G. V., Peugeot, S. P. O., Vinot and Zedel will be on view. Italy will be represented by the Itala, Isotta-Fraschini and S. P. A. The English Daimler and Napier are the British cars. Germany will be represented by the Benz which won the grand prize at Savannah last month.

Examples of the best European and American coachwork will be shown, including bodies made by Bellevalette, Million & Guet, A. T. Demarest & Co., Kelner Fils, Burr & Co., Moore & Munger, J. M. Quinby & Co., Rothschild & Co. and Holbrook. An orchestra will give concerts afternoons and evenings.

Williams Plays Fast Hockey.

WILLIAMSTOWN, Mass., Dec. 17.—Williams was too fast for Rensselaer Tech. at hockey to-day, winning 11 to 0. The play was rough in spots. Peterson, '11, and C. W. Curtis were injured, the latter being compelled to leave the game. Capt. Vangorder and Gillette were the stars, and the fact that the visitors kept two men in the goal could not prevent them from scoring.

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1908	30-60 H. P. Guy Vaughan Body	4900	1500
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1910 Stearns Landaulette, $2,100; 1909 Packard, $2,600.
1910 Peerless Limousine, $2,800; Other Packards, $650 up; Peerless Tourabout, $850; Peerless Landaulette, $1,000; Packard Landaulette, $1,300; Renault 20-30 Landaulette, $1,000; Pierce 14 limousine, $1,600; Loziers, $550 to $2,500; all Models; Chalmers, $650 to $1,250.
Cadillacs, $150, $650, $750, $1,000; Nationals, four and six cylinders, $350 to $1,200.
1910 Midlands, $800; American Roadster, $700; Practically New Oldsmobile, $1,850; Autocars, $150 $750; Bros., $250; Buicks, Type Ten, $285, $325 to $550; "Thirty" Buick, $400; Overlands, $600; Stearns "30-60," $600 $850; Hartfords, $550 $750.
200 others. Examinations invited. Demonstrations cheerfully given.
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