

OUR AUTOS SOLD EVERYWHERE

AMERICAN MAKERS HAVE INVADED THE EARTH.

Our Trade With Foreign Countries Has Increased Markedly in the Last Few Years and the Trade Has Turned in Favor of Our Exporting Activities.

WASHINGTON, Jan. 7. The American manufacturer of automobiles has not waited for the flag and the Constitution to be hoisted practically every country in the world and the chief of American auto-makers can be heard from London to Sydney and from Bombay to Manila.

At the figures for the fiscal year which ended June 30, 1910, have not been compiled but for 1909 and the years previous they present an interesting record for automobile and those concerned in their manufacture and sale.

In 1909 Europe took 1,227 of our automobiles, valued at \$3,018,228. North America (exclusive of course of the United States) took 1,577 cars, worth \$1,983,106; South America secured 143 machines for \$122,836; Asia got along with eighty-eight cars, worth \$71,929; Great Britain with 211 motors, valued at \$150,662; and Africa and the Dark Continent had to have thirty-eight automobiles of American make, worth \$57,260.

Egypt got one car in that year; the Canary Islands two, the Straits Settlements down under the equator listened to the spit of fourteen gas buggies, while the city of Hongkong, the Empire of Japan, Turkey, New Zealand and other places a few thousand miles from Broadway or Detroit or Cleveland, where they make these cars, each saw the American made machines fly past in dust and glory.

In round numbers, American manufacturers exported during the fiscal year of 1910 - for which time the recapitulation by countries has not been completed - 6,928 cars, valued at \$9,548,700. In 1909 the American trade amounted to only \$948,528, an increase in the eight years of practically \$8,500,000. The number of automobiles exported was not collected by the bureau of statistics until 1907, but in that year just 2,862 machines were sent out of the country, showing that the trade has apparently increased almost two and one-half times.

In giving out these figures O. P. Austin, head of the bureau, wished it understood that they were not entirely accurate because so far the bureau has been unable to determine just how many automobiles reported under the "export" column were in reality taken out of the country by Americans bent on touring and later returned. Instructions have been issued to collectors of customs to ascertain where possible if cars being taken out of the country were taken for touring purposes or for sale. Collectors on the Canadian and Mexican borders have been able to comply with this direction, but those at ports like New York and Boston found insurmountable obstacles to this plan.

While the figures show that almost 7,000 automobiles were exported in 1910, said Mr. Austin to-day, "it is impossible to say how many of these were taken out for touring purposes by residents of the United States and later brought back again. To state accurately therefore the value of American automobiles actually exported for sale abroad is rather difficult. I discovered that under the title of articles, the growth, product and manufacture of the United States returned more than \$12,000,000 worth of goods came back to this country last year. In the same year, according to our reports, we apparently imported 1,621 automobiles, with a value of \$2,063,301. How many of these cars actually were imported and how many had been taken out by Americans and brought back again cannot be stated. We are making efforts to collect more accurate data, but so far they have been unobtainable."

Keeping in mind Mr. Austin's warning the figures, giving the exports and imports of automobiles show either that the foreign trade car is declining in favor here or that more Americans are touring abroad each year, sending out their own American machines and bringing them back again later. In 1909, the first year in which the bureau kept statistics of foreign cars, 1,106 were imported into the United States. They were valued at \$3,814,505.

The next year these figures jumped to 1,176 and \$4,040,025, and from then on have declined. The number of cars increased greatly in 1909, reaching 1,624, but the value of them declined almost as much, sinking to \$2,063,301, showing perhaps that the price of the automobile has gone down. Further proof, it may be so called, of the apparent decrease in price of cars may be obtained from a comparison of the number and value of cars exported. In 1907, 2,862 cars exported were valued at \$1,890,886, while in 1910 the 6,928 cars were said to be worth \$9,548,700.

Roughly speaking in 1907 the cars exported averaged \$1,700 each, in value, while in 1910 the average value was only \$1,406. It is argued that if the prices did not come down more cheap cars were exported.

Beginning in 1903 the figures for 1902 having been given before the bureau shows these exports of automobiles: 1903, \$1,207,065; 1904, \$1,890,965; 1905, \$2,481,243; 1906, \$2,851,446; 1907, \$3,814,505; 1908, \$4,050,991; 1909, \$5,387,021. In 1907 the value of automobile parts exported was \$611,355; in 1908 it was \$620,856; in 1909 it was \$1,090,826, and in 1910 it was \$1,461,520. In 1908 2,477 cars were sent abroad and in 1909 the number was 3,184.

The imports of motor cars for 1906, the first year in which they were collected, had a value of \$3,814,505; in 1907 it was \$4,040,025; in 1908 it was \$4,040,025; in 1909, 1,045 cars, worth \$2,500,134; in 1910, 1,473 cars, worth \$2,063,301; and in 1911, 1,473 cars, worth \$2,063,301. In the same years the parts imported were valued at \$400,514 in 1906; \$401,225 in 1907; \$409,945 in 1908; \$773,713 in 1909 and \$985,038 in 1910.

In the automobiles and parts exported in 1905 Great Britain took \$607,401, Canada took \$411,325 worth, France came third with \$252,742 worth, Italy fourth with \$159,396, Germany fifth with \$154,141, Hayti took in that year \$30 worth, Dutch West Indies purchased \$50 worth, the French West Indies raised her neighbor to \$88 and the British West Indies \$62.

adventurer had \$6 worth of parts sent to Ireland.

On the side of imports of automobiles, France leads in this country. In 1906 she sent us \$23 cars valued at \$2,806,898; in 1907, the number jumped to 841 cars valued at \$2,410,387; in 1908 it reached \$2,768,400; in 1909, 1,106 cars, valued at \$3,814,505; in 1910, 1,473 cars, valued at \$2,063,301.

The 1910 census has not yet been completed and detailed figures respecting the various industries will be lacking for some months. Statistics, however, compiled which show a vast army of American people dependent upon the automobile industry for a livelihood. There are 140,000 men employed in the various branches devoted to the manufacture of automobiles themselves. The parts makers, dependent solely upon the motor car industry, number 1,500,000 workmen. Added to these are 3,000 selling agents and their 28,000 employees. Assuming each one of these men to have a family of at least three depending upon them, the grand total becomes \$742,800. The value of the motor cars sold in the last five years is estimated at \$140,000,000. Of this it is assumed 25 per cent went directly to men employed in automobile factories while an additional 15 per cent is accounted for in the wages paid to these in other lines dependent upon the industry. The expense of shipping the raw material and finished product for the past year is listed at \$300,000,000, of which 30 per cent went to tollers, who have not been listed in the above total, and those directly dependent upon the industry.

The 253 automobile manufacturing concerns in the country are located as follows: Michigan, 29; Illinois, 20; Ohio, 30; Indiana, 30; New York, 20; Pennsylvania, 18; Massachusetts, 10; Missouri, 12; Iowa, 7; Wisconsin, 6; Minnesota, 4; Nebraska, 2; Maryland, 2; Rhode Island, Texas, Kansas, Colorado and Nevada, 1 each.

ELMORE VALENTINE. These Machines Have the Much Talked of Two Cycle Engines.

Another of the main floor exhibits is that of the Elmore Manufacturing Company, which displays four of its cars in space 8. A model 25 touring car is designed to seat four persons, and has a four cylinder two cycle engine. The two cycle engine is a feature of the Elmore line, and is duplicated strongly by this line. It is a 30-horsepower engine, cylinders cast separately and arranged vertically. Bore is 4 inches, and the stroke 3 1/2. A vertical type radiator is used in the water cooling system. Ignition is by jump spark.

These are shift drive cars, with a selective sliding gear transmission furnishing three speeds forward and reverse. A multiple disk clutch is used. The wheel base is 108 1/2 inches, and the front and rear axles are 42 3/4, both front and rear, and contracting and expanding brake systems are used on both rear wheels.

The touring model sells for \$1,250, and a more expensive car is the 36H, which is furnished in touring car and demitonneau at \$1,750. This has a four cylinder engine, bore 4 1/2 inches, and stroke 4 1/2 inches. It is larger than the other, but again without valves. The carburetor is of Elmore make, and the double ignition system. Water-Kent magnets is furnished. The cylinder cast separately and arranged vertically. Bore is 4 inches, and the stroke 3 1/2. A vertical type radiator is used in the water cooling system. Ignition is by jump spark.

THREE CARS IN OHIO LINE.

Description of the Exhibit of These Makers. There are three cars in the exhibit of the Ohio Motor Car Company in space 202 in the balcony. A touring car, a roadster and a torpedo are shown. The roadster body and chassis are tiffany red. The torpedo body and chassis are battleship gray, and the touring car has a dark blue body with a gray chassis. These are regular colors in the Ohio line.

The power plant is a unit with a three point suspension. A four cylinder motor with the cylinders cast in pairs is used in all models. In the roadster the bore is slightly less than in the other types, being 4 1/2 inches. The other cars have 4 1/2 inches. In both cases the stroke is 4 1/2 inches. A dry battery and Splittorf low tension magneto furnish the electrical source for a jump spark ignition. A Mercedes type radiator is used in the water cooling system. An accelerator is furnished in addition to lateral control of spark and gasoline on the steering wheel. Five plate disks, three plates of steel and two of brass, run in oil, form the clutch. The transmission is of the forward type. There are three speeds forward and reverse.

A RAINIER CAR.

A High Powered Machine Displayed by the Marquette Motor Company. The Marquette Motor Company of Saginaw shows in the balcony in space 210 a 1911 model of the Rainier, which is numbered 37 and has horse-power of 45-50. The carburetor is of the Marquette's own make and ignition is by the make and break system, a current supply coming from a magneto. A four cylinder engine with T valves, bore 5 inches and stroke 5 1/2 inches, furnishes the motive power.

The lubrication is by the splash system. The oil pan has a fairly long sump base, it being 120 inches, and the oil level is 50 inches. The front springs are semi-elliptical and the rear are platform springs. A multiple disk clutch is used and a multiple system of gears, with four speeds forward and one reverse.

This is a four-door touring car with a seating capacity of seven. The load capacity is 1000 pounds and the chassis weighs 2,800 pounds. Tires are 36 by 47 inches and the car sells for \$1,250.

VICTORIES OF THE AMERICANS

THEIR GROWTH IN AUTOMOBILE RACING HAS COME LATE.

C. A. Entice Reviews the Work of Our Cars in Contests and Shows How Great an Improvement Has Been Made Only Recently Earlier Reverses Many.

The following on the American car in racing was written for THE SUN by Charles A. Entice of the Lozier Motor Company. The year 1910 witnessed a great revival in public interest in automobile speed and endurance contests. Half a dozen years ago automobile enthusiasts were apt to favor heat over the marvellous contests of speed in the great struggles for the Vanderbilt trophy down on the Long Island roads. Manufacturers began preparations for this event months in advance. The race was talked about and discussed all over the world and careful plans were laid in the big factories of the world in an attempt to win the Vanderbilt trophy and incidentally increase the sales of cars, a result certain to follow victory.

A car won and it became in a day famous throughout the world. The defeated contestants went home to build and plan anew. Bigger cars and more powerful cars were built. Weights were conceived until monstrous machines fit only for a racecourse were contending for honors. Thousands upon thousands of dollars were spent on these racing freaks until the manufacturers grew tired of the enormous expense and in self-defense the big European builders who had been playing this game the hardest agreed that the results did not justify the enormous expense and racing was stopped.

The American manufacturer had been too busy building cars to take care of the almost forgotten memory and automobile racing game against his big foreign rivals. The American public had found out that it needed automobiles, and lots of them, and every American factory was working night and day attempting the almost impossible task of building enough automobiles to supply the demand.

A few times one or two American manufacturers had, in the fall, paused long enough in their work to tune up one or two cars, and after a few hurried experiments, with a view to making them faster, had entered them in the big annual contest. A few times the manufacturer had even been ambitious enough to build two or three racing cars, but he had not hoped to win and as a rule made but a sorry showing. The American public year after year was forced to view with chagrin the spectacle of American cars entering races on American soil against foreign automobiles, admitting in advance that all they expected was to see the American cars "make a good showing."

With the agreement of the foreign manufacturers to withdraw from racing came the opportunity of the American builder. He conceived the idea of racing with his stock car. Here was a form of contest that was inexpensive. He had learned through the hard service to which his customer had been subjected that their cars in touring were built for a car which would stand up and endure, and with bigger motors and the increased weight of larger cars and more power he had learned how also to build for speed.

In 1907 the Vanderbilt cup race had almost become a memory and automobile racing had become, in America as in Europe, apparently a thing of the past. A number of manufacturers and dealers conceived the idea and entered an agreement to conduct a road race between stock cars or cars they were building or selling to their customers. This involved little expense, for the cars required for the season, and interesting and most stirring road races that had ever been seen in America.

A foreign stock car won, but the showing made by the American cars gave demonstration of the fact that the American builder was learning how to build a car that would at least make a showing much more creditable than it had ever been witnessed in former racing events. Even before this the idea of a contest between stock cars had been put into execution in twenty-four hour races. In Philadelphia the season before an American built Lozier had won a twenty-four hour race, defeating the Mercedes and Darracq, both of these makes of cars having been defeated by the Lozier. In the big Vanderbilt cup race and later in the season at Brighton Beach an American Thomas and a Lozier had finished first and second in twenty-four hour events, again defeating the Darracq, as well as a De Dietrich, Plain and De la Haye—all of them cars prominent in the great road racing events of the world.

At Morris Park in the same year the Renault and Fiat had each won a twenty-four hour event, but the American cars had again done well. In the Hotchkiss and De Dietrich in the Renault and Fiat had each won a twenty-four hour event, but the American cars had again done well. In the Hotchkiss and De Dietrich in the Renault and Fiat had each won a twenty-four hour event, but the American cars had again done well.

These events marked the beginning of the supremacy of the American stock car in racing contests limited to the class of cars that offer the most safety and performance by winning the second twenty-four hour race, an American Lozier finishing second, and both cars defeating, in the same event, a Mercedes and a Darracq. The touring car fully equipped is \$2,150, as also is the roadster. The torpedo fully equipped sells at \$2,450.

The Vanderbilt race, open to racing cars of any style of construction, was once more won by the American Aco; in fact, only one out of the ten cars to finish was a foreign car. In the Fairmount Park race, open to racing cars of any size up to 750 inches displacement, an American Chadwick and a Lozier finished first and second, the first foreign car to finish being in fifth place.

On November 24 the Santa Monica free for all race was held, and was the most decisive victory ever achieved by a stock car over a foreign racing car, for an American driver with a Lozier won the race in the phenomenal time of 72.29

minutes per hour in competition with the foreign cars, the average made being the second fastest time ever made in this world.

Since 1907 the American stock car has won the majority of the great road contests held in America. In the Savannah races held in 1908 and 1910 the big, high powered American cars, the Loziers, were victors, but in the 1910 running of the Grand Prize the showing made by the American stock cars was such as to encourage followers of the sport to believe that the American stock cars will in the future be able to hold their own in long distance events with the fastest special cars which the European factories are able to produce. In fact, in the Savannah Grand Prize of 1910 while the first and second cars to finish were imported Benz racers, driven by Brown and Henry, there were other cars to list, made by Marquette, Buick, two Loziers and a Marmon, all American cars.

Recently the news has come from abroad that the Grand Prize contest of this old days is to be revived. Manufacturers have found that they have been losing the valuable lessons which racing has taught—lessons which the American manufacturer engaged in racing the last few years has been learning and taking to heart. A few years ago an American manufacturer would have considered the winning of a Grand Prize race the great achievement of his life, and to really achieve in the racing world, but the victories of the American cars the last two years have been so marked that it is considered an attempt will be made by an American driver and a team abroad to contest for the French Grand Prize.

ACCESSORIES FOR THE CAR.

Some Auto Things That Are Especially Desirable.

There are certain things that every motorist has to have on his car, and these are called accessories. Nowadays manufacturers, while sticking to the prices they have put on their machines, qualify this by adding a wide equipment. It is the custom to offer, as a rule, lamps and horns with almost any car. When it comes to a question of a speedometer or a magneto, there is not always so much readiness. A good magneto is very important to the car, and costs much when it is really high grade, but it is made in the Garden show, that are Standard equipped with Bosch magnetos, is this.

Acme, Aco, American, Simplex, Atlas, Autocar, Brush, Chadwick, Chalmers, Columbia, Corbin, Delaney-Belleville, Franklin, Haynes, Hudson, Hupmobile, Kissel, Knox, Locomobile, Lozier, Marmon, Matheson, Mercedes, Moline, Moon, National, Oldsmobile, Palmer-Singer, Peerless, Pierce-Arrow, Pope-Hartford, Premier, Pullman, Rainer, Royal Tourist, Seiden, Amplex, Speedwell, Stearns, Stevens-Duryea, Stoddard-Dayton, Thomas, White and Winton.

The Bosch magnetos figure on practically all the fast cars in the races of this year. There is another ignition system, that of the Witherbee Igniter Company, which has an igniter, a generator of high tension current, producing a spark similar to that of the magneto with the exception that the strength of the spark is independent of the speed at which it is driven. The heat and voltage of the spark are the same when the engine is being turned over by hand as it is when running at full speed. Many advantages are claimed for this, and although the igniter is a magneto in the broader sense of the word because it makes use of permanent magnetism in generating its current, the results produced are radically different from any other heretofore.

Another prime necessary in automobiling is an efficient warning signal. Klaxon horns have reached the 40,000 mark in sales and to meet the increased demand this year the Lovell-McConnell Company, the manufacturers, erected in Newark a large factory. There has been a great deal of discussion in the newspapers, especially by means of letters, over the Klaxon horn and whether its warning signal was one properly calculated to attract the attention of pedestrians or whether it made too much noise.

Men who have ridden in automobiles and have driven them much are familiar with the absolute carelessness that pedestrians are accustomed to use when it comes to walking in the streets and they know that some very sharp warning signal is absolutely imperative. Any one who has driven a car on which there is a Klaxon horn and has sound'd his signal sharply knows the immediate effect that it has on any one who is on the path. The Klaxon horn has been so effective that its sound is heard almost everywhere that a car is driven.

There are other devices too, such as the Jericho horn, which gives a single distinctive mellow note, becoming very powerful at speed. It is claimed for the Jericho that it effectively warns pedestrians without frightening them. It was made in fact to conform largely with the Massachusetts law, which provides that no device for signalling shall be sounded so as to make a harsh, objectionable and unreasonable noise. The Jericho horn can be used on any car and it sounds clearly at any speed without racing the motor. It cannot cause a back pressure on the motor either.

The inaccessibility of oil cups and places where grease needs to be put in an automobile does not at all affect the man who carries a grease gun, and these have been made so that they will handle force either oil or grease into places where it is necessary, and the nozzle is made long so that it can be inserted almost anywhere without difficulty.

There are several makes of these, among which are the B-line and the Coplay, and then an all metal oil-grease gun, one of the best. The touring car fully equipped is \$2,150, as also is the roadster. The torpedo fully equipped is \$2,450. There are several makes of these, among which are the B-line and the Coplay, and then an all metal oil-grease gun, one of the best. The touring car fully equipped is \$2,150, as also is the roadster. The torpedo fully equipped is \$2,450.

Another speedometer of value is the Stewart and Stewart of Clark Manufacturing Company of Chicago.

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Speedometers are made in combination with clocks and oil or electric lights. The clocks are rim wind, doing away with the use of a key. There is a large market for speedometers, and practically every kind of an automobile has one of some kind or another. There is as well the Jones speedometer, made by the maker of the live-map meter, a device that is used in connection with a wheel attachment to show routes. It is a lightweight circular instrument of nine or ten inches diameter, connected with the front wheel by a flexible shaft and gear set. In the instrument as a set of gears reducing the speed down to such a degree that one of the paper disk inserts reads off only a hundred miles to one revolution. The maps show on the margin the route, and reading from the center is a record of the bridges to be crossed, rates of toll, grade crossings, police traps, repair stations, hotels, landmarks and the proper direction to take at the forks in roads or crossroads. A special odometer bulb cap which the Veedor odometer. The Veedor company has been in the business of making speedometers since the bicycle day and has turned out odometers as well. There is a special odometer bulb cap which the Veedor company produces which is designed to keep cases on joy riding chauffeurs. It is so arranged that it cannot be tampered with and shows absolutely the march made by the car, and therefore is a good guarantee that it has or has not been moved since the owner had the last opportunity to inspect it. Shock absorbing devices are many and one of these is manufactured by the Kilgors Manufacturing Company of Boston. It is attached to the front end of the car outside the frame behind the axle and held to the frame by boring two holes through the center of it. It is made so that air within a cylinder is compressed slowly through from one cylinder to the piston works up and down with the motion of the car body. The cushions are arranged so that the medium used is taken up easily and the medium used is elastic air, so that in effect when riding in the car you are riding on air.