The Autocar

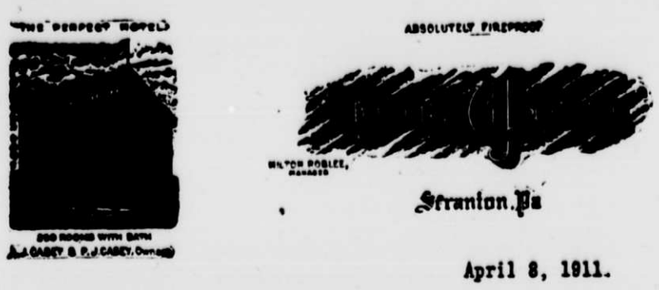
Used in Every Line of Business

The sterling worth of our commercial vehicles is reflected everywhere by the satisfaction of those who use them.

Every *owner* of an Autocar *endorses* the Autocar.

Continuous Efficiency Guaranteed

This letter tells its own story. It was written to a prominent Philadelphia merchant who had asked for information :—



Stranion, Pa

April 8, 1911.

Messrs. ——— ———

Philadelphia

Gentlemen:-

We are in receipt of yours of March 10th with reference to Autocar Vehicles.

We are using two busses and one truck of the Autocar Company's make and so far they have given very good satisfaction. One thing we like about the Autocar Company is this - that after they sell you their car, they do not lose interest in it - they follow it up and keep watching it and see that it is properly handled, and if there is anything wrong they try and make it right.

Yours very truly,

HOTEL CASEY,

CASEY BROTHERS,

The Autocar Company, Works, Ardmore, Pa.

Manufacturers of Commercial and Pleasure Motor Vehicles

Established 1897

PHILADELPHIA
23d and Market Sts.

NEW YORK
428-430 West 19th St.

BOSTON
Beacon St.—Commonwealth Ave.

NEWS OF THE YACHTSMEN

WESTWARD RACING WILL MAKE SEASON A BRILLIANT ONE.

Fine Contests for Schooners in Long Distance Events—Small Boat to Compete on All Harbors and Waters—Narragansett Bay's Rearranged Schedule.

It needed only the announcement that the schooner Westward would return and race to make the outlook for fine sport in the yachting world exceedingly good. Now there is no reason why the season of 1911 should not be the best in the history of the sport in these waters, as there will not only be many races for the larger type of yachts but innumerable events for smaller craft. There will be ocean races for all types, regattas as usual over the club courses, squadron runs in the cruises and several series of races for challenge and other trophies.

The Westward will not be here until about the middle of the season. It is possible that she may be ready for racing at Larchmont during race week, which will begin on July 15, and if she should be there it will be quite a card for the popular Sound organization. Mr. Cochrane has said that the yacht will be on hand for the cruise of the New York Yacht Club, which will start from Glen Cove on August 3, and she will sail against all the schooners in the Astor cup for her type and in the King's cup against schooners and sloops. After that there will be the races for the Cape May and Brenton's Reef cups and the fall regattas, so that there will be many opportunities for Westward to meet Elena, the new yacht almost ready at Herreshoff's for Morton F. Plant.

In the big class of schooners there will be Robert E. Tod's Karima, the largest sailing craft in these waters; Wilson Marshall's Atlantic, winner of the ocean race for the Kaiser's cup, and possibly James Loughlin's Ariadne, H. W. Putnam, Jr.'s Alcyone, Harry Brown's Visitor II., Lloyd Phoenix's Intrepid, William E. Iselin's new Enchantress. These boats are sure to be in the annual cruise and it is possible that they may take part in other events, such as the Eastern Yacht Club's race from New London to Marblehead and the same club's race from Bar Harbor to Marblehead for the Norman cup.

In class B there will be Morton F. Plant's Elena, Alexander S. Cochran's Westward, E. Walter Clarke's Irolita, formerly Queen; Cleveland H. Dodge's Corona. These four should furnish races that will long be remembered by those who are fortunate enough to witness them and all hands will be whistling for a breeze when they meet in order that they may have a fair trial.

The next class of schooners that will furnish some good sport will be class D. In this class will be Harry L. Maxwell's Princess, formerly Irolita; James D. Ford's Katrina, a witch under certain conditions of weather; William S. Eaton's Taormina and Charles Smithers's Muriel.

In the smaller classes will be Harold S. Vanderbilt's Vagrant, Robert Toland and Edward C. Dale's Dervish, George W. Scott's Miladi and probably some others.

The 65 footers are not to be in commission according to the present plans of their owners. Capt. Christiansen, who had charge of the Aurora, is to sail the Westward, and Istalena and Winsome will not be out. Senator H. L. Lippitt is busy attending to the duties of his position and Mr. Pynchon is going abroad. In class L Daniel Bacon will have the Avenger in commission to race and the Shamrock is being fitted out at Herreshoff's, but who is to race the crack sloop of last year has not yet been announced. These two boats are well matched and both are very fast.

In class M there will be Leonard C. Edgarrill's Adventuress, H. G. S. Noble's Irondequoit, Lawrence Darr's Eleanora and Leo S. Herzig's Gardenia, another well matched quartet.

There will be several of the New York Yacht Club 30 footers leading the smaller classes. These boats have furnished some excellent racing each year since they were built and they don't seem to be nearly raced out yet. In class P two new ones have been built for racing in these waters, two for Massachusetts Bay and one for the lakes. The two for these waters are the Herreshoff boats for Commodore William H. Childs of the Indian Harbor Yacht Club and the Herreshoff boat for the Seawanhaka Corinthian Yacht Club.

The two boats for Massachusetts yachtsmen are from designs by George Owen, and are to come around the Cape with two of last year's boats and race on Long Island Sound for the Manhasset Bay challenge cup now held by the American Yacht Club.

The cup will be defended by Stuyvesant Wainwright's Cara Mia, the winner last year, and it is very probable that there will be seven or eight starters in this series of races. After sailing for the cup these boats will race in the regular 31 rating class during Larchmont race week and after the cruise of the New York Yacht Club they may go to Marblehead to take part in an inter-city match race.

The Q class, which is very popular down the lower bay, will have two new boats, one for Commodore Edgar F. Luckenbach, built from designs by Charles D. Mower, and one for Gherardi Davis, built from designs by William Gardner. These will meet H. S. Noble's Grayjacket, the champion of last year, W. A. Barstow's Soya, Hendon Chubb's Spider and E. A. Brown's Florence. Late in the season these with some older boats will sail a series of races for the Thompson cup.

Class S has grown this winter. D. C. Whitlock of the National Yacht Club has a new Herreshoff boat and Dr. C. L. Atkinson of the Bensonhurst Yacht Club has a new boat built from Gardner designs. In last year ten boats of this class sailed in the Crescent Athletic Club's series of races for the Lipton cup and this year it is expected that the fleet will be much larger.

In addition to these regular classes there will be races in the five divisions of the handicap class, and the Larchmont Interclub, the Manhasset Bay, the Glen Cove, the Larchmont 30 footers, the American Yacht Club race-a-week and other special and one design classes will furnish lots of sport on the Sound, and on the lower bay the handicap classes, the knockabouts and the sailing dingies will race.

Two international events for sailing craft are to be sailed. Three American sonder boats will leave here this week to meet three German boats of similar type at Kiel, and on Lake Ontario a Canadian 31 rater will sail against the Seneca of the Rochester Yacht Club for the Fisher challenge cup.

The defending Canadian yacht is being built by Hodgdon at East Boothbay, Me., from designs by George Owen, who designed the Massachusetts 31 raters and the Dorello. The racing will begin on May 27 and will end in the week starts September 2.

The Narragansett Bay Yacht Racing Association has rearranged its schedule because of some conflicting dates. The King Philip Boat Club has been dropped. The circular for the arrangement was for race week, which will begin with the Edgewood Yacht Club on August 3. There will be a regatta for all classes with cash prizes. The club will entertain visiting yachtsmen over Sunday, August 6, and on Monday all classes will start off the Edgewood Yacht Club and race to the Conanicut Yacht Club Regattas will follow at Newport, Fall River, Potters Cove and Bristol. The fall schedule of the association now is:

May 30 Fall River Y. C. open.
June 3 Edgewood Y. C. open and power boat races for Marsham trophy.
June 10 East Greenwich Y. C. open.
June 17 Rhode Island Y. C. open.
June 20 Fall River Y. C. open, cotton carnival.
June 24 Bristol Y. C. open.
July 1 Washington Park Y. C. open.
July 4 Edgewood Y. C. special events for Stone, Wood and Edgewood trophies and motor boat races.
July 8 Edgewood Y. C. Stone, Wood, Edgewood and Palmer trophy races.
July 15 East Greenwich Y. C. open.
July 19 Westerly Y. C. special and motor boat races.
July 29 Bristol Y. C. ocean race.
July 31, August 1, 2 and 3 Edgewood Y. C. interstate knockabout series.
August 5 Edgewood Y. C. open.
August 6 Edgewood Y. C. race to Conanicut Y. C.
August 8 Conanicut Y. C. open.
August 9 Newport Y. C. open.
August 10 Fall River Y. C. open.
August 11 Rhode Island Y. C. open.
August 12 Edgewood Y. C. Stone, Wood, Edgewood and Palmer trophy races.
August 19—Taunton Y. C. motor boats.
September 2—Bristol Y. C. open.
September 4—Edgewood Y. C. special classes.

Referring to the British yachting season, which is to open this month, the London *Field* says: "The racing season, which will open in the month of May, will probably prove of exceptional interest because of the presence of four new 10 to n cutters, namely, the 19 meter yachts now building for A. K. Stothert, Messrs. Paget and Hennesy, W. P. Burton and Mr. Milburn. So far as can be estimated their dimensions will be: Mean length, 68.2 feet; beam, 17.6 feet; freeboard, 4.4 feet, and sail area, 6,480 square feet. The yachts will all be handsomely fitted below, and will contain the usual saloon, owners' and guests' cabins, bath, and ladies' cabins that are customary in cruising vessels of their mean length and beam. The sunken deckhouse accommodation, which is now fitted to all large English racing yachts of the pattern introduced into Shamrock and White Heather, will be found on a smaller scale in the new 19 meter yachts. The yachting public love first class cutter racing, and the building of four 10 to n cutters for a racing class in a single season will cause great pleasure to a wide circle of yachtsmen. Now, indeed, the enterprising members of the New York Yacht Club have a chance to send over a Herreshoff competitor to contest the supremacy of modern yacht architecture in the 19 meter class. There will be no time allowance, the vessels are not shells like the American racers, but are classed at Lloyd's, and our leading designers, Fife, Mylne and Nicholson, will be represented.

The sailing too will be most instructive. For several years every one has been charmed with the beautiful handling of Sir Thomas Lipton's 23 meter cutter Shamrock, which vessel, with Sycamore and his crew, has been regarded by many critics as the best worked vessel in the fleet. Then again in the 15 meter class it has frequently been said that W. P. Burton, with Albert Turner, his skipper and crew in Ostara, has really had no superior class in class racing. Next season yachtsmen will have the pleasure of seeing Sycamore and a selection of Shamrock's men in Mr. Stothert's new boat, and Mr. Burton with his crew from Ostara will be matched against him in the new 15 meter Octavia. Barbrook, who did so well for Sir Jerome Pender in the unlucky Brynhild will be in command of Aimeric Paget's and Mr. Hennesy's boat. We have not learned definitely who will handle Mr. Milburn's Nicholson cutter, but formerly Mr. Milburn sailed his cruising schooner Norlanda, and only raced her occasionally.

In nearly every pastime no little additional zest is given to the sport when the best amateurs are enabled to compete against professionals, and in yacht racing such contests are not uncommon. They usually take place, however, in vessels of medium rating or tonnage, because while a sail of 100 tons has seldom if ever been steered by an amateur throughout a season against professional opponents, in the Solent classes and in most races for small yachts professional helmsmen are not allowed. Contests between amateur helmsmen and professional skippers have been continuous in recent years in the fifteen meter and twelve meter classes and it must be confessed that in these classes vessels from thirty to fifty tons, our leading amateurs, J. E. Payne, W. P. Burton, C. MacIver, J. H. Gubbins, F. C. Glen-Coats and others, have maintained their position in the front rank against the crack professional steersmen. Followers of the sport therefore will watch with interest the meeting between amateur and professional in the new class of 100 ton cutters. Indeed we shall look forward to much fine handling in the nineteen meter class and we are sure that yachtsmen generally when these vessels proceed around the coast will expect to learn many wrinkles from their matches.

We have heard it suggested that it would be well to offer a challenge cup or medal for the best sailing out at the head of the class at the end of the season, but we are by no means sure that such a trophy will be acceptable to the sport of first class racing. There is so much luck, owing to the changes of wind and weather, to the practical difficulties of making passages and to the peculiarity of the effect of trim and canvas of yachts in the course of a long yachting season that it is by no means certain that the best vessel of the smartest rig and crew will secure the longest string of flags, for this reason we are inclined to deprecate the introduction of a kind of football league system into such a scientific and dignified pastime as first class yacht racing. Moreover, if we may suggest it, we look to the new 19 meter class, which is an exceptional and even an ideal position inasmuch as, although the vessels are of large size, their owners possess ample knowledge of seamanship to enable them to take charge not merely nominally but practically—to maintain the old traditions of yacht racing. There are many reasons why the 19 meter class should excite the keenest appreciation and the affection of yachtsmen for the health giving sport of blue water sailing, which for more than half a century has been held in the highest regard by sportsmen as among the purest of pastimes of the country gentleman."

YALE-HOLY CROSS BREAK

Likely to Occur if New Haven Nine Wins Next Baseball Game.

NEW HAVEN, May 6.—Baseball holds the centre of the athletic stage at the present time. During the last week, for the first time in many years, Yale defeated Holy Cross on the diamond. With one exception every man on the Yale team made a hit. There is to be a game with Holy Cross at Worcester on May 20. If Yale wins this game athletic relations in baseball with Holy Cross will be broken off, and they probably will anyway. The reason that Holy Cross has been kept on the schedule so long is that the games have been very successful from a financial standpoint. Holy Cross has a large following in New Haven, and the game in Worcester has always brought out large crowds.

In the recent game here it was an unfortunate fact that the umpire's eyes were in poor condition, and there were several close decisions, the umpire and the players finally appealing to the press box for a settlement of a point. Throughout the game, however, the visitors protested vigorously against practically every ruling of the umpire. For that reason it has practically been decided to omit Holy Cross when making up next year's schedule and to replace it with some other team.

The baseball team is doing very well this season, better than any year since 1905, when Morgan Bowman's team won the championship. Yale has usually not been strong in the early season games, and the development later has often come so late that there was demoralization before the final series. This year the development has been rapid and steady from the start. There have been a few changes lately. Bennett has taken the position at second base. Early in the season he was ineligible and later he had to fight his way on. This he did by fast fielding, but especially by heavy batting, and he now has the highest batting average on the team.

Stillwell has been moved to shortstop and is making good there. Like Bennett he is a good hitter and is developing into a good fielder. Loutrell has been retured to the bench, but will probably get his letter some time this year.

Capt. Corey is suffering from a charley horse which will keep him out of the next few games and Tommers, the pitcher, is playing right field in his place. Tommers will be used in the box later in the season. He is distinctly a warm weather pitcher and cannot be used to good effect in the early games. He is being used in the field on the strength of his hitting last year. This year he has up to the present time been disappointing in this line.

The other two outfielders have been playing a first class game both batting and fielding. Badger is at centre and Stevens is at left. They are two of the best men that Yale has ever had in these positions and are sure of their places. Scott has been showing unexpected strength in the pitcher's box and is now first choice for pitcher, with Freeman as second and Hartwell as third. When Tommers comes back into the game he will be first choice and lately he has done a good deal of practising with the team. Reilly and Merritt of course are sure of their places at first and third, while the catcher's box is between Carhart and Burdette.

Novice Boxing and Wrestling Tournament.

As a final show of the season the Irish American Athletic Club will hold a monster novice boxing and wrestling tournament open to all registered athletes in its clubhouse, 110 East Fifty-ninth street, on Tuesday and Thursday evenings, May 23 and 25. There will be five odd weight classes in boxing 110, 120, 130, 140 and 150 pounds. Three wrestling classes will be contested—120, 130 and 140 pounds.

NEED OF EXPERIMENT.

Stearns Company President Tells About Its Worth.

"Very few persons realize the enormous work accomplished by the experimental department of the leading motor car concerns of this country," says Frank B. Stearns, president of the F. B. Stearns Company, Cleveland, Ohio. "The story of one year's accomplishments by any one of the leading companies would make mighty interesting reading. For instance, take our own factory. We spend $72,000 a year in experimental work alone. Most of this is spent not to determine what to add to the car, but what not to add to it.

"In our laboratories we have built motor after motor in constant efforts to improve upon our present power plant. From some of these motors we have learned valuable lessons, others have taught us but little. We have built engines with excessively long strokes and engines with very short strokes. From the lessons gained therein we have determined the proper stroke for a motor of a certain size. We keep away from both extremes, taking the best points of each and throwing out the disadvantages.

"Then too our engineers have tried out practically every construction ever devised. We have constructed engines with valves on both sides, with valves all on one side, with valves in the head. From the results we believe the L head engine is practically ideal. And so it goes all the way through the car. Very few people know that we have built and thrown away transmission after transmission in the effort to find the ultimate type.

"And so with clutches. In turn we have tested and tried out the individual clutch system, the expanding band, the contracting band, the cone, the oil multiple disk and the dry disk.

"It is the experimental department that is largely responsible for the success of a car. Note that I do not say that it is equally responsible for a failure. Nine times out of ten it is not responsible for failures—it is the total lack of an experimental department worthy the name that is responsible for untrustworthy cars being placed upon the market."

FARMER MOTORISTS IN SOUTH.

"Manufacturers Record" Man Makes Notes on a Trip.

That half of the farmers in Bullock county, Georgia, bring their chickens and eggs to market in automobiles was learned by Richard H. Edmonds, editor of *Manufacturers Record*, in a trip from Baltimore to Daytona, Fla., in the interest of good roads. Business men in Statesboro, the principal town of Bullock county, say that most of the $2,000,000 deposits in four banks is surplus money of the farmers, whose prosperous condition they attribute to the use of automobiles in the quick transportation of farm products.

All through the South Mr. Edmond found a marked enthusiasm for the automobile, and in most counties this has stimulated the building of good roads. Millions of dollars of bonds have been voted in Texas, Maryland, Virginia, North Carolina, Tennessee, Alabama and Florida for highway improvement. Mr. Edmonds says that between Daytona, Fla., and Jacksonville the best road is found by following the Diamond tire signs. Mr. Edmonds made the trip in a Packard car equipped with Diamond tires.

OHIO CARS IN RACING.

Two of Them to Go at Indianapolis and to Follow the Circuit.

The Ohio Motor Car Company has prepared two cars that are to be seen in the race meetings of the year. One driver is to be one of the leading performers in the country, it is said. The other machine will be handled by Harry S. Mathews, from the Ohio factory.

The first contest in which these cars will take place is the 500 mile race at Indianapolis. The cars will follow the National Motor Contest Circuit and will be seen at Atlanta, Savannah, Los Angeles, &c. F. E. Northway, chief engineer of the Ohio factory, is the constructor of the cars.

BULLDOG OVER THE BORDER.

Doc Percival and the Car Are in Troubled Mexico Now.

JARITA, Mexico, May 6.—Here in this little Mexican village, thirty-six kilometers from Laredo, on the other side of the Rio Grande, is quartered the crew of the Abbott-Detroit Bulldog. The last week has been a strenuous one, owing to the fact that for over a week heavy rains have made the roads soggy and gluey.

In addition there was a great deal of trouble in obtaining the proper papers and passports which are necessary to cross the border at Nuevo Laredo. Bonds had to be filed with the Mexican Government to the value of the car, and all firearms had to be left on the American side, permission to carry the same being absolutely refused.

This section of the country is as quiet as the proverbial Sunday in the country. The distance to the city of Mexico by road is about 1,200 miles, as near as can be figured, and the route to be taken by the Bulldog lies through Bustamante, Monterrey, Rinconada, Saltillo, San Salvador, San Luis Potosi, Jaral de Barrios, Dolores Hidalgo, Gonzalez, Queretaro, San Nicholas, Toocalo and Atzcapotzaico.

The roads are reported to be very poor and rocky, and in many instances gorges and rivers can be crossed only on the railroad bridges. Judging from the character of the food got the last two days, recourse will have to be made before long to the supply of American rations carried in the car, and sleeping out of doors in the small tent will be much more comfortable than mud huts, which are poorly ventilated.

FULL EQUIPMENT WITH CARS.

Autocar Official Gives Reasons for Practice of Manufacturers.

"We have adopted the policy of selling our pleasure cars fully equipped because we think it means fairer treatment of the public," said H. M. Coale, sales manager of the Autocar Company, Ardmore, Pa. "The catalogue price of our 1911 models includes all requisites and accessories from mohair top to motor driven tire pump and spare tire.

"It has been our experience in the past that most purchasers seek the advice of the manufacturer of the car as to what accessories to buy rather than make their own investigations of the comparative merit of the different makes of appliances on the market. We therefore decided to equip our cars with the accessories which in our best judgment fill the requirements as to quality and service and include everything in the catalogue price.

"We have received favorable comment on this policy from people who know of the disgust which so many persons experience when they buy cars unequipped and then have to meet bills for hundreds of dollars worth of necessary accessories."

CARHARTT MODELS.

Manager Gage Finds the Raceabout Attracts Attention.

William M. Gage, manager for the Carhartt company, returned not long ago from a trip in northern New York with the new Carhartt 35 horse-power raceabout. This car attracted a deal of attention on the trip, Mr. Gage reports. It has an engine of T head type, 4¼ inches stroke by 5½ inches bore. The valves are large, with small lift.

The cars are in raceabout, runabout, toy tonneau and phaeton bodies. The Carhartt Junior 30, with engine 4 by 4½, is another newcomer.

HEALEY DESIGNS.

Carriage and Automobile Builders Originated Many Styles.

Those who follow the styles and fashions in automobile body construction will find things to interest them on the walls in the reception room of Healey & Co., at Broadway and Fifty-first street. There are there the pictures of hundreds of carriages and automobiles, marked with the names of those for whom they were made.

These photographs show that some of the styles supposed to be very new were used in many cases a long time ago by Healey & Co. The wave line body, for instance, is nothing new with these makers.

NEW GOODYEAR BRANCHES.

Fifteen Have Been Opened So Far, Bringing Total Up to 120.

Fifteen branch houses in twelve different States have been opened by the Goodyear Tire and Rubber Company in the last half year. The factor in creating the new demand which makes this extension necessary is said to be the Goodyear no rim cut tire. In the year 1910 the demand for this tire doubled.

The new branches which have just been opened are in the following cities: Columbus, Ohio; Dallas, Tex.; Des Moines, Ia.; Forth Worth, Tex.; Indianapolis, Ind.; Jacksonville, Fla.; Memphis, Tenn.; Oklahoma city, Okla.; Portland, Ore.; Seattle, Wash.; San Antonio, Tex.; Houston, Tex.; Grand Rapids, Mich.; Providence, R. I.; and Springfield, Mass.

This brings the total number of Goodyear branches in the United States and Canada up to 120.

BROOKLYN'S SPEEDWAY PARADE

Will Be Held on June 7 to Celebrate Opening of Driving Stretch.

The Pleasure Drivers Association of Brooklyn purposes holding a big parade on June 7 to celebrate the completion of the new Speedway in that borough. The New York Driving Club, the Road Drivers Association, the Riding and Driving Club and the Parkway Driving Club will participate and it looks now as though the recruits would number close to a thousand. Brooklyn has never had a good road for speeding horses, for although part of the Ocean Parkway was set aside for the use of light harness enthusiasts the automobiles have always infringed more or less.

The rebuilding of the course is almost completed and the prospect of having motor cars excluded from the path has induced the light harness devotees to make a gala day of the opening.

Eight classes have been arranged: speedway carts, speed wagons, runabouts, teams, surreys, victorias, saddle horses and ponies. The association will give first, second, third and fourth prizes in each class, besides other prizes donated by members.

Automobile Notes.

The raucous tones of the Klaxon and Klaxonet are to be heard in countries afar off. The agent for the Pope cars in Rio de Janeiro says to equip his machines with the smaller horns, and the Studebaker man in Yokohama says the same of the Klaxon.

Instructions in the art of finding small, almost invisible punctures, are given among other things in the two volumes on tires and their care which the Michelin Tire Company of Milltown, N. J. sends free to any inquiring motorist. Any one who cannot easily detect a puncture is advised to inflate the tube and hold it near the ground to see if the dust is disturbed. If that doesn't show it, perhaps passing the inflated tube in front of one's face may give a telltale breeze. The water test, putting the tube in a pan of water and looking for bubbles, is another. If all these show nothing the trouble is probably about the valves somewhere.

The town of Babylon may get one of the big automobile races of the season if efforts now being made come out anywhere. It is gravely suggested that in addition to local young men to be used as deputies the services of boy scouts be got to keep the crowds in line. What would happen to a boy scout who attempted to subdue some of the young men who have been active at some of the big road races on Long Island is a shame even to think of.

There will be a race meet at the Hawthorne track, near Chicago, on June 10 and 11, immediately following the Algonquin hill climb, which is scheduled for June 8. Homer C. George, manager of the Mardi Gras race meets at New Orleans, will have charge of the contest at Hawthorne. Thus far fifteen entries have been received and more than forty will be in hand altogether, it is believed, for the meet.

H. H. Elmer, who recently resigned, has been succeeded as general manager for the Haynes Automobile Company by C. B. Warren, who was sales manager.