

HURLBURT TRUCK PLANT ENLARGED

Big Harrisburg Factory to Turn Out Well Known Vehicle Fast.

The consolidation of interests that has attracted attention in the motor truck manufacturing field was completed recently when the Hurlburt Motors, Inc., of New York City, makers of high class heavy duty trucks, completed negotiations with the Harrisburg Manufacturing and Boiler Company.

All the excellent facilities of the Harrisburg plant are now available for the manufacture of Hurlburt motor trucks, which means that the production facilities for the latter are now as extensive and complete as any other truck in the country.

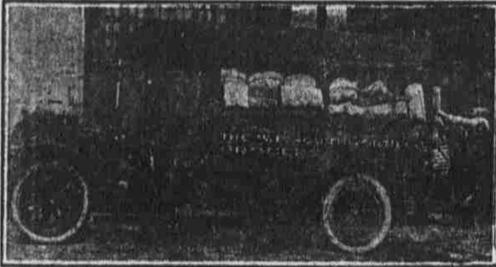
Lack of adequate production facilities has been the one thing that has hampered the rapid growth of the Hurlburt company, and then the war broke out just as the company's expansion plans were about to be realized. The complete reorganization of the Hurlburt company, after the declaration of peace, and their consolidation with the Harrisburg plant, now places them in a position to supply this popular truck in large quantities, and to take advantage of a well developed demand for the truck.

William B. Hurlburt, president of the Hurlburt Motors, Inc., has been called an idealist personally in the matter of truck designing, and has steadfastly refused to lower the quality standards of his trucks so that a more rapid expansion could be enjoyed. He has felt that with the return to post-war normal conditions the demand would be more than ever for substantial, well made trucks. Now that the Harrisburg plant is turning this war-developed organization to the completing of Hurlburt trucks, Mr. Hurlburt has realized his ambition to retain mechanical excellence and at the same time get quantity production.

During the war the Harrisburg plant turned out gun carriages and railroad car mounts for the heavy navy artillery, including the huge 14 inch guns. This gave a comprehensive idea of the mechanical equipment and the facilities available for truck manufacture. The same plant has had considerable experience in actual truck and tractor building also. They manufactured the Moxton tractor for hauling artillery, which was shipped to Russia in quantities during the early part of the war, and is considered the most powerful four wheel tractor ever made in this country or abroad.

The newly equipped service station for Hurlburt trucks in New York City is complete in every detail. The present company has taken over the old plant of the Hurlburt Motor Truck Company and has turned it into an exclusive service station, at Third Avenue and Harlem River. This plant, which formerly took care of manufacturing and service, obviously gives a fine layout for service now. J. J. Genschel, formerly with International Motors, is manager of the service station and Barnett Holzman has been appointed assistant manager.

300,000 Miles in Grocery Service



The White Company frequently has said in its advertising that the life of White trucks has not yet been determined, and this statement seems to be borne out by the performance of Truck "A," dean of the delivery fleet of the W. P. Southworth Company, grocer, of Cleveland, which has entered upon its tenth year of daily service and bids fair to emulate the example of Mr. Tennyson's well known brook and run on forever.

While not the oldest White truck in operation to-day, a number of trucks antedating it in delivery, Truck "A" is unquestionably the veteran to remain continuously in the service of its original owner.

Republic Makes Great Record.



Featured at the truck show this year is the 2 1/2 ton Republic truck which covered over 3,200 miles in the sixty day national truck development tour out of Chicago recently and was awarded an official rating of 100 per cent. for utility, value and low operating cost.

This particular Republic, a stock job of the Model 13, was fitted with the Republic all purpose farm body. It was one of eighteen trucks entered in the tour, which started from Chicago August 4 and travelled over 3,200 miles into the very heart of the great mid-west farming section. The chief purpose of the tour was to give a first hand demonstration to farmers under actual working conditions on farms of all descriptions of the time saving, man saving and money saving efficiency of the truck in agricultural work. All the trucks were equipped with pneumatic tires, as the manufacturers participating felt that this type of tire is the one that will make the truck most efficient and most satisfactory to the farmer.

Several trucks that took part in this tour were equipped with various combination bodies to fit the several needs of the farmer. In this connection the Republic all purpose farm body received marked attention because of its rugged construction and its general adaptability to a number of various uses when put to actual test in the field and on the road. The farmers appreciated the unusual service ability of the Republic truck and were especially interested in the fact that the Republic all purpose body may be converted to suit eight different utility conditions without the assistance of tools.

The official rating of 100 per cent. was awarded to the Republic for its excellent demonstrations in doing the very

Apply at Once for Your 1920 Plates

FRANCIS M. HUGO, Secretary of State, has a message to the automobilists of New York State. It is a short one, to the point and just as important to the motorists as to his own department. It is this:

"Make early application for the 1920 plates. Do not wait until the seventh hour. There is always much congestion at the opening of the automobile year on February 1. There is no necessity of standing in line for hours if motorists would but bear this in mind and file their applications without delay.

"Automobilists should bear in mind that the new schedule of fees applies solely to pleasure cars. It should be remembered that the minimum fee on four cylinder cars is \$8, and on six cylinder cars the minimum fee, regardless of age, is \$10."

work that the farmer would want a motor truck to do for saving man power, moving goods quickly to and from market, transporting labor from village to farm or from one part of the farm to another and for many other practical illustrations of the way it added to the farmer's efficiency at a low investment and upkeep cost.

The records on which the award was made were accurately kept throughout the tour by the official management, and included the amount of gasoline and oil consumed, depreciation, repairs and every expense incurred throughout the trip during the demonstrations of farm hauling.

MAXWELL TRUCKS EFFICIENT. Fifteen Thousand Are Now in Daily Use.

With 15,000 one and a half ton Maxwell trucks now in daily use sufficient data have been accumulated to stamp this as one of the most economical and consistent of commercial vehicles on the American market.

The first Maxwell truck was not produced until 1917 and with the eighteen months of war that followed there was little chance for sufficient production to make it the predominant figure it is to-day.

There are two classes of haulers using Maxwell trucks—the man who is just deserting the old fashioned team of horses; he is desirous of making his first step an economical one. The second class is the man who has been in the truck division for several seasons but who from using heavier vehicles has determined that a ton and a half Maxwell can carry his capacity loads and cost less to operate.

Both of the foregoing classes upon entering the Maxwell ranks become charged with a sense of appreciation and enthusiasm. The Maxwell truck department at Detroit is constantly in receipt of letters and especially photographs showing Maxwell trucks answering the call of every demand in the field of agriculture and general transportation.

The most convincing demonstration of its rural value was brought out in the recent national motor truck development tour, when the Maxwell hung up a marvellous record of economy and performance through the rich farming districts of seven middle Western States.

Graham Bros.' Truck Is New.



Graham Brothers' speed truck has been deliberately planned and definitely constructed to carry a full ton and one-half load safely and efficiently at twenty to twenty-five miles an hour.

A fundamental principle in the design of the speed truck is the elimination of all excess weight. Every pound of weight that is built into a truck must necessarily be carried 100 per cent. of the time, affecting tire and gasoline economy and the general upkeep of the truck.

The total weight of Graham Brothers' speed truck, without cab or body, is 2,950 pounds.

Sales Manager F. R. Valsey points out the fact that Graham Brothers' truck products of the past three years are known in every city in the United States and the splendid service they are giving adds greatly to the sale of the speed truck.

"Right here in the metropolitan district there are two thousand users of Graham Brothers' truck rear systems, truck bodies and cabs," he says.

"It was only natural that our contact with so many truck users should provide us with the inspiration for the Speed Truck, a type we believe to be the ultimate in truck construction.

"Again our body and cab manufacturing facilities stand us in good stead, for with the Speed Truck we present a standard line of truck bodies, all Graham built, and up to the high standard of the truck itself."

NASH FOUR NO EXPERIMENT.

At no time during the period which the new Nash Four was in process of design was there doubt on the part of the Nash Motors organization as to any important point of construction. Under the direction of C. W. Nash the valve in head type of motor had already been developed to a point of perfection, as had other elements that enter into the construction of a high grade automobile.

NEW ONEIDAS ARE ATTRACTIVE EXHIBIT

Line of Truck Debutantes Provide for Every Hauling Need.

"The New York show enables Oneida's new line of 'Uncommon Carriers' to make their initial bow in truckdom," says Lafayette Marle, president and general manager of the Oneida Motor Truck Co.

"In studying and analyzing hauling questions, we have discovered that neither the gasoline nor electric propelled truck is capable of meeting every hauling need. Realizing that such type has its field where it excels, we felt that we could best serve the purchaser by building both; then recommending to him the motor truck that should best meet his hauling requirements. As a result, we are to-day the only truck manufacturer offering the prospective truck purchaser a complete line from which to make a selection. The new Oneida line thus provides for every hauling condition, short hauls in congested streets or for high speed interstate or transcontinental work.

"Much scientific thought and expert judgment has been expended in the production of the Oneida line. The new models which have been designed and brought out this season by Oneida and are being shown for the first time at the automobile shows comprise the Oneida unit drive electric truck, being made at present in two ton size, and the five models of gasoline propelled commercial cars, including trucks of one and one-quarter, one and three-quarters, two and one-quarter, three and one-half and five ton capacity.

"Oneida has launched an extensive building programme at the factory in Green Bay, Wis., and has assembled an organization which, from the standpoint of automotive engineering, manufacturing and sales experience, offers a most reassuring record. Extending over a period of nearly twenty years, this experience has been coordinated and fused."

FIRST SHOW FOR THE USER.

Owner Is Catered To This Year, Says Bouliden.

There is a very good reason why all users of motor trucks should attend the New York or Chicago shows, to be held in January—they are really shows for the owner, H. T. Bouliden, vice-president of the Selden Truck Corporation, Rochester, N. Y., calls attention to this fact in urging all owners to attend:

"Previous shows have been purely for the manufacturers and dealers; no attention has been paid to the owner. This year the owner comes in for a big share of the programme—although there is plenty to interest the dealer and motorist, even more than heretofore.

"Of course the chassis of various models as well as body designs will be exhibited, and the dealer, owner or prospective owner can compare points more conveniently than in the various show rooms. But for the owner of one truck or a great fleet, or the business man who is operating teams but is willing to consider the more efficient motor truck, the highway transport conference offers something entirely different—something of considerable value.

"These conferences will be held each afternoon and evening during show time in both New York and Chicago, and all important topics affecting the chassis, operation and maintenance of trucks, singly or in fleets, will be discussed. These conferences, headed by authorities in each branch, will really assist the owner in making a more valuable study of the motor truck.

"First operators of long experience will tell of plans and systems on routing trucks in various lines of business; quick loading and unloading; on the use of pneumatic tires; various types of trailers; rural motor express lines; keeping and using operating cost; handling drivers, and other important problems.

"The first gasoline vehicle ever built will be shown at booth J-5 on the main floor of the Eighth Coast Artillery Armory."

SAXON MANIFOLD A "GRILL."

Instead of the frying pan principle the manifold in the new Saxon is sort of a grill. By this means every unit in the lowest grade of modern gasoline is rammed and made to do its work in power. Kerosene, which seeps from cylinders into the lubricating oil in many makes of cars, is transformed into gas and helps, instead of hindering, the more active fluid. Not only does this increase the pep of the motor, but it decreases the non-lubrication of diluted oil.

Bethlehem Dependable Delivery

3/4 ton

The fastest selling motor truck in the biggest market The New 3/4 Ton Bethlehem

The new 3/4 Ton Bethlehem Dependable Delivery is aimed directly at the world's biggest truck market.

This newest Bethlehem product completes a line which covers the truck market most profitably.

Someone in your own territory is going to represent Bethlehem through 1920. Someone is going to get behind another growing prosperous Bethlehem business. And Bethlehem business is Big Business. Someone is going to cash in on the Bethlehem Franchise. Are you the man?

3/4 Ton Chassis, 1 1/2 Ton Chassis,
2 1/2 Ton Chassis, 3 1/2 Ton Chassis.

BETHLEHEM MOTORS CORPORATION
Allentown, Pa.

\$1495

At the Hotel Knickerbocker Rooms 418-419

FWD ECONOMY TRUCKS

MADE IN CLINTONVILLE, WISCONSIN

Truck operators find a big economy in the broadening of the three-ton truck range by the FWD.

It gives more kinds of service and more capacity for service, at low cost.

The FWD's ease of steering—its saving of 44 square feet street area—its saving of 21 per cent in tire equipment—are among the points that explain why—

Economy dominates all other FWD features. Let us demonstrate for you.

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