Richmond Automobile News

TRAVEL INCREASES ON NATIONAL HIGHWAY

Many Through Motorists Among Parties Making Capital-to-Capital Trips This Winter.

MAINTENANCE FUND PLAN

President R. W. Anderson, of Richmond-Washington Highway Association, Tells of the Work Accomplished.

Travel on the Richmond-Washington Highway has improved so much that parties of motorists are reported to be making trips from Washington to Fredericksburg and return, and even coming as far as Richmond. One or two parties have passed through this city on their way South over the capital-to-capital highway, Jacksonville and Miami, Fla., being their destination.

President Henry W. Anderson, of the Richmond-Washington Highway Association, is delighted at the news. "There was one stretch between Dumfries and Occoquan which has needed attention for some time, and the latest advice I had was to the effect that work was going forward on this section," he said. "I am greatly pleased to learn that motorists are now able to get through from Washington without serious delay.

The Richmond-Washington Highway, once completed, will always be maintained in first-class condition, for there is a fund in reserve for this purpose. When the movement to build the highway was started in 1911, President Anderson insisted on having a reserve fund for maintenance, and so 20 per cent of the money subscribed was set aside for this purpose.

President Anderson said that his experience in road building in Virginia led him to insist upon this course.

Roads Always Need Repairs.

"Every road that we built in the past were cut through lack of sufficient money to maintain it properly," he said, in telling of his efforts for good roads. "They were allowed to run down and get out of repair, so by the time the promoters of the Richmond-Washington Highway started to work we had experienced about all the difficulties known from raising money to keeping the roads in repair.

"Before undertaking to go forward with the movement I stipulated that of all the money raised, one-fifth was to be laid aside for maintenance, and this was decided upon by the association.

"It has taken some time to raise all the money necessary to put through this highway. The final stretch between Dumfries and Occoquan was the hardest, but, through the co-operation of the United States Office of Public Roads, the State highway commissioner, Mr. Coleman, and the officers of the association, the necessary funds were obtained. I have not heard that the highway is entirely completed, but the news that motorists are now making through trips without difficulty is not only encouraging, but most gratifying to hear."

How the Road Was Routed.

The Richmond-Washington Highway movement has interested Richmond motorists for some time. At one time an attempt was made to route the highway by way of Doubleysville and Charlottesville, but this was the roundabout. Finally a pathfinding party, organized by Robert B. Allport, now president of the Richmond Automobile Club, assisted by Percival Westcott, of the American Automobile Association, the man who laid out the Lincoln Highway, located the present route by way of Ashland, Spotsylvania Court House, Fredericksburg, Stafford County, Quantico, Dumfries and Dumfries to Alexandria and Washington. The highway committee raised $20,000 in Richmond for the road, and the rest of the money has been subscribed through the personal efforts of President Anderson and his associates.

Captain St. Julien Wilson, formerly State Highway Commissioner, now connected with the United States Bureau of Public Roads, of which Logan Walter Page is director, was one of the chief factors in the building of the highway.

Plan Run to Washington.

It is understood that a formal opening of the highway will be held this spring. President Robert B. Allport, of the Richmond Automobile Club, has suggested holding a touring run over the highway, and it is probable that a conference will be held with the members of the Richmond Automobile Dealers' Show, during the big exhibition, which opens in the Grays' Armory Saturday night, January 27. The date for the conference has not been selected as yet, but it will be some time during the week of January 27-February 3. Preston Belvin, chairman of the good roads committee of the club and one of the prominent members of the A. W. A., is expected to take a prominent part in the proceedings.

As those who helped build the Richmond-Washington Highway are scattered all along the way from here to Washington the tourists who make the formal opening for it will be given a great reception, especially in Fredericksburg, where W. S. Embrey has done notable work for the building of the highway. Captain Vance, who has one of the most notable Colonial residences in Virginia, just south of Fredericksburg, is also greatly interested in the opening of the road. In Occoquan they already see a new Northern Virginia metropolis, which will owe no small debt to the Richmond-Washington Highway.

Car Thief Gets Five Years.

MILWAUKEE, WIS., January 6.—Five years in the State prison is the penalty meted out to Harry Dunn who pleaded guilty in the Municipal Court at Milwaukee to the charge of stealing thirty-six motor cars. It is the heaviest sentence yet imposed for the crime, but the offense at the same time is by far the gravest ever noted. Dunn and an accomplice are said to have made a business of stealing cars, changing the identification marks, appearance, etc., and then disposing of them.

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State Distributor of Local Product

RUSSELL H. RAWLINGS.

MERIT OF LOCAL CAR ATTRACTS NEW YORKER

Attractive Show Rooms and State Distribution of Kline Cars in Charge of R. H. Rawlings.

With a record of having sold as many as 300 automobiles in one year, Russell H. Rawlings, a Virginian by birth, comes from New York to take charge of the State distribution of the Kline cars, and will be in personal charge of the attractive show rooms at 372 West Broad Street.

Mr. Rawlings was born in Lawrenceville, Brunswick County, and after a business career which started in the service of the late David Dunlop, tobacco manufacturer, he went with the American Tobacco Company in New York, then took a course at the Columbia University, and afterwards was in the services of ex-Mayor Seth Low, of New York, for ten years. Later he entered the automobile business, and having followed the success of the Kline cars for the past four years, he determined to avail himself of Richmond's bright future by accepting the position of State distributor, with headquarters in this city.

The Kline show rooms are pleasing to the eye. The walls are paneled in gray, with robin egg blue above, trimmed with gold banding and area ceiling. The rooms are excellently lighted and tastefully decorated with palms and ferns. One of the features of this show room is a ladies' retiring room, tastefully furnished.

Mr. Rawlings is one of the youngest men to take on the general distributing of cars for the State in Richmond, being only twenty-nine years of age. Although a stranger in Richmond, he reports a bona fide signed contract the first day he opened.

ABLE-BODIED CONVICTS WORK ROADS IN GEORGIA

Law Will Be Changed Relative to Distribution of Convicts in Certain Counties.

Georgia employs practically all her able-bodied male convicts in road building. In 1909 the State abandoned the old system of leasing prisoners to private contractors, and since that time an increasing number have been employed on the roads.

The work has been considered successful, in parts of the region under which it is employed, and which could not lead to the best results. There has been no central State road system under a competent highway commission. Each county has built its roads, petitioning the State Prison Commission for the number of convicts necessary for its undertakings. The matter of allotting the convicts to the several counties has been beset with difficulties, and especially this past year, owing to an unfortunate change in the law.

Judge Cann, of Savannah, reporting on this change to the National Committee on Prisons, states that under the new law the convicts are to be apportioned amongst the counties according to the mileage of rural post roads, it is practically impossible, Judge Cann points out, to make the distribution upon this basis, owing to the difficulty of ascertaining the mileage definitely, as because many counties are claiming greater mileage of roads than those locally published. He elaborates that some of the larger counties will be seriously discriminated against, and are protesting to regain the distribution of the convicts under the law.

Judge Cann further states his conviction that the law will be changed at the session of the General Assembly during the summer of 1917.

With this in view, the National Committee on Prisons is urging before the citizens of Georgia the advantage of a State highway commission which would be responsible for all the roads of the State. Such a commission could hire the prisoners from the State Prison Commission for the road work, the prison commission remaining responsible for them except when actually working on the roads.

The national committee is pointing out that if Georgia desires to get the best results from her convict road work, provision for this co-ordination of the highway and prison departments will be passed by the Legislature of 1917. The committee is hopeful that Georgia will see the opportunity for the State and the convicts, and will both passing the necessary legislation and vigorously enforce it.

Doubling Plant Capacity.

The capacity of Mitchell Motors Co., Inc., plant at Racine is being doubled for this year. Large additions are being made to the machine shops. A two-story body plant is now ready for occupancy. The Mitchell concern is now eighty-two years old. This year will be the fifteenth year of the Mitchell car. Few concerns in the United States have a longer record.

TON-MILE COST BASIS TYPE OF ROAD NEEDED

Chairman Diehl, of A. A. A. Good Roads' Board; Outlines Plan of Road Census.

NEEDS OF MAIN ARTERIES

Statistics Gathered Year by Year Will Give Officials Best Answer to Type of Road Necessary to Meet Needs of All Thoroughfares.

WASHINGTON, January 6.—What it costs to move a ton a mile is the true answer in selecting the type of road necessary to meet the service needs of a main artery of communication, according to Chairman George C. Diehl, of the American Automobile Association's good roads board.

"In order to arrive at the ton-mile cost," says Mr. Diehl, "it is essential, first, to have the total cost of construction and maintenance; next, to have the amount of traffic tonnage. The first cost must be the result of a properly kept system of records, and the total cost of maintenance and construction must equal the total outlay made by the highway department, as this is the only method possible to avoid omission of important items. The amount of traffic must be obtained by traffic census. This should be divided between passenger and commercial vehicles, and also between motor-driven and horse-drawn vehicles.

"In New York State, where every five or six miles of improved highway is under the control of a patrolman, it would be comparatively easy to obtain such traffic census, as the patrolman could have a certain day each month to make a count of these vehicles, at comparatively no expense to the State. He could also report upon the condition of the highway on the day that the traffic census was taken; give the duration of time that the highway was covered with snow and its condition when the snow came and also after it melted in the spring. There are many diverse conditions on the 6,500 miles of state road constructed in the State of New York.

Take Census Each Month.

"This traffic census could be taken monthly in a State like New York, and then could be developed the approximate rate of increase, which could be graphically shown in a traffic diagram. Likewise, diagrams could be prepared showing the cost of moving a ton a mile over each of the several types of pavement, and with each of the several kinds of traffic. At the expiration of a year the statistics obtained would be of great value. These figures would develop an economic theory of highway construction, whereby the character and amount of traffic and type of highway to be constructed could be determined with a degree of exactness, which is far from possible at present. The amount and character of traffic in an undeveloped section could be very largely gauged from the territory where statistics are available.

"The statistics thus computed could be compared one county with another or among the divisions in a State, or among several States, if they would adopt uniform methods, which would make it possible to determine the efficiency of the various highway officials from the smallest to the largest subdivision. Improved methods in a single section could be adopted in all, and the mistakes corrected at the least expense and in the shortest possible time. It would be merely necessary for a division engineer to call upon the engineer in charge and ask him to explain why the cost was higher there in the adjoining county, and unless a suitable explanation was forthcoming a new man would be employed in his place. But if there was an explanation, then the conditions spoken of could be controlled by similar methods to those which produced the efficient results in other sections. Likewise, each division engineer could be compelled to maintain a high standard or lose his position, and each State could profit from the experience and abilities manifested in other Commonwealths.

"Until some such system is adopted, selection of the type of road is largely a matter of local sentiment, a guess on the part of the highway officials, or due to activities, credible or otherwise, of agents of road-building materials. While traffic censuses have been conducted in a somewhat limited way, it has never been attempted to do the work systematically and completely."

GOLD CAR IS SENSATION OF NEW YORK AUTO SHOW

Seventeenth Annual Gotham Exhibit Is Wondrous Array of New Models.

NEW YORK, January 6.—With a wondrous array of new models, the very latest offerings of America's leading engineers and designers, in great numbers, variety of makes and body styles and supported by a most spectacular decorative scheme, the seventeenth annual New York automobile show opened its doors to motordom today at Grand Central Palace. It is the most comprehensive motor exposition and most representative of the industry ever held in this country or abroad.

Trade circles and "first nighters" are buzzing with gossip about some very original and interesting surprises that were uncovered with the opening of the show. After the air of secrecy concerning the various exhibits has been lifted, and the public permitted to gaze upon the beautiful creations of the master builders, it was apparent that the Studebaker "Gold Car" was to be the sensation of the show. Thousands of people crowded around the Studebaker exhibit from the opening of the show until closing time.

The "Gold Car" is the most expensive motor car ever built in the history of the industry. It is an evolution of the famous gold chassis of a year ago, yet even more wonderful and magnificent. It is a Series 18 Studebaker six-cylinder, seven-passenger touring car, with the distinctive Victoria top in place, finished throughout in glistening white enamel and gold. Over 700 ounces of twenty-four-carat gold, it is stated, were used in finishing this gold car, and as it stands at the show it is valued at $30,000.

All metal parts of this Studebaker car are finished in twenty-four-carat gold, with the exception of the body, which is finished in a beautiful white enamel, enriched with hairline stripings of gold.

Sparks From Motorland

That there is a great scarcity in Richmond of automobile salesmen, was the statement made yesterday by leading automobile dealers, who have been giving consideration to this factor in their business during recent weeks. Asked for the cause of the shortage in salesmen, the dealers said the only reason they could give was that these business men had not given due consideration to the automobile line, and consequently few salesmen had entered the field.

Dealers and distributors say there is a great future in the automobile industry for wide-awake, live salesmen. In Richmond there has been experienced great difficulty recently in getting salesmen for any branch of the industry, but men to handle motor trucks cannot be had, they report. The pleasure-car business, however, is little better.

The Harper-Overland Company, the Richmond distributors of the Overland cars, has just received from the factory and placed on display in its salesrooms the new "Country Club Sport" model Overland car, which is said to be one of the smartest machines brought to Richmond in months. This company also has just placed on display the new Willys "Six."

The Kachler Accessories Company, a subsidiary of the Kachler Motor Company, will remove this week from 705 to 209 West Broad Street, where it has secured larger quarters to care for its business. At the new location, the company will have three floors and basement in a modern building in the heart of "automobile row."

The capital-to-capital Hupmobile, that is making a tour of the country, stopping in the capital of every State in the Union, passed through Richmond last week en route to Charleston, W. Va. Richmond was the forty-seventh capital which the car has visited. From the West Virginia capital the car will go direct to Washington, completing its country-wide tour.

The latest concern to enter the automobile field in Richmond is the Model Garage Corporation, which will open quarters this week on West Broad Street, near Belvidere, in the building formerly occupied by the Virginia Auto Supply Company, which recently removed to the corner of Belvidere Street. The new concern will handle the Haynes car. Bob Crittenden and Bob Leeson, both well known in Richmond auto trade circles, are the owners of the corporation.

Unusually fine results were secured by the Universal Motor Company, agents for Ford car, in its contest conducted during the month of December for the salesman selling the largest amount of business. First prize went to Mr. Jewett, with Mr. Clarke second, and Mr. Hughes third. Jewett and Clarke ran so closely for honors that they were both awarded first prizes. The company is conducting another contest during the month of January.

MECHANICAL FEATURES CAR'S IMPORTANT ASSETS

Outward Appearance of Automobile Should Not Be First Consideration of Buyer.

"The automobile is exactly like the human being in at least one respect. Clothes don't make the man, and outward appearance does not necessarily indicate the desirability of a motor car."

The foregoing is the gist of a vigorous talk which A. F. Knoblock, general manager of the Cole Motor Car Company, gave to a group of sales managers recently.

"If it is true," said Mr. Knoblock, "that a general impression exists among automobile buyers to the effect that mechanical parts of motor cars have been perfected to such a degree that body lines and beauty should be the chief subjects of consideration by the prospective purchaser, then that impression should be corrected immediately. Attractive appearance will not make an efficient motor car any quicker than fine clothes will make a great man. The interior organism of automobiles is just as important, in its relation to the car, as brains are in their relation to man.

"It is quite true that the mechanical workings of automobiles have reached a stage of development almost undreamed of. But, like anything else produced in vast quantities, cheap and shoddy materials are bound to creep into the output, with low price as the basis of their attraction.

"The most beautiful car in the world is absolutely worthless with that kind of construction. So when a buyer investigates motor cars, he should get down into the vitals of the car. Its mechanical features are by all means its most important assets."

AUTOMOBILE SHOW IS GIVEN RECOGNITION

Placed on Official List of Exhibitions Which Begin This Week at Cleveland and New York.

General Manager M. D. Stone, of the Richmond Automobile Dealers' Show, which will be held in the Grays' Armory the week starting January 27, spent several days in Cleveland last week attending the automobile show in that city, which he reported to be a great success. Mr. Stone were members of the show committee of the local dealers' association that he expected the Richmond show to be an even greater success. From Cleveland Mr. Stone will go to New York to attend the salon in the Hotel Astor.

The Richmond show has been placed on the official list of national shows, which open with the Cleveland and New York exhibitions. Among motorists the world over the New York salon is regarded as the premier exhibition in America simply because the cream of the foreign cars are shown there.

In the show that opens this week in the Grand Central Palace, New York, the real series of American shows will begin. Richmond's exhibition comes late in the month, following in rapid succession the large exhibitions in the principal cities of the country. There is no doubt in the minds of the local dealers that they will have the use of the armory. They are going ahead with all the work connected with putting on the show, and have been assured that Major J. Fulmer Bright will change his mind about opposing the exhibition when he has talked the matter over with Richmond friends.

The list of official shows throughout the country for the month of January is as follows:

January 5-10—New York, Automobile Salon, Hotel Astor.

January 6-11—Milwaukee, Auditorium, Milwaukee Automobile dealers.

January 6-13—New York City, Grand Central Palace, National Automobile Chamber of Commerce.

January 12-20—Philadelphia, Philadelphia Automobile Trade Association.

January 8-10—Fort Dodge, Iowa, State Convention Iowa Retail Automobile Dealers' Association.

January 15-20—Fall River, Mass., coliseum.

January 20-27—Detroit, sixteenth annual show, Detroit Automobile Dealers' Association.

January 20-27—Montreal, Quebec, Automobile Trade Association.

January 22-27—Rochester, Exposition Park, Rochester Auto Trades Association.

January 22-27—Manchester, N. H., Academy.

January 22-27—Buffalo, Broadway Auditorium, Buffalo Automobile Dealers' Association.

January 23-27—Oklahoma City, Auditorium.

January 22-27—Baltimore, Fifth Regimental Armory.

January 25-27—Asheville, show, Asheville Automobile Trade Association.

January 27-February 3—Richmond, Grays' Armory, Richmond Automobile Dealers' show.

January 27-February 3—Columbus, Memorial Hall, Columbus Dealers' Association.

January 27-February 3, Chicago, Coliseum, National Automobile Chamber of Commerce.

January 27-February 3—York, York Automobile Dealers' Association.

January 28-February 3—Wilmington, Hotel Du Pont.

COLD WEATHER HINTS

Under the caption "The Winter Load," Motor Age gives the following advice to motorists:

The electric starting and lighting system in use to-day, while marvels of perfection for the short time in which they have been developed, are nevertheless not as foolproof in cold weather as the differential, the gearbox or the clutch. Cold weather cuts down the efficiency of the battery. Cold weather thickens the motor oil, making it harder to start a cold motor. Cold weather so influences the gasoline that with a cold motor the flow of gasoline out of the carburetor nozzle is much slower when starting a cold motor than it is twenty minutes later, when the motor is warmed up. In winter the majority of car owners drive in the city where streets are congested, where driving is slow, and where there are many stops. In the winter electric lights are burned much more than in summer, and on top of this you do not get a real opportunity to get car speed enough to do as much charging as in summertime. In the summertime you are off on long road trips at good speeds. You have long days and short nights. All this is exactly reversed in the winter. Keep all of these reversals of condition in mind during the winter months when using your car. Keep these facts in mind when your motor will not start on a cold morning and you foolishly keep on using the starter which turns your crankshaft over, but the gasoline is not there to do the rest. You may have to do some priming, you may have to have additional carbureter equipment, and you will have to use good judgment with all of them. It is foolish not to give your electrical equipment good winter attention, and then expect it to give the last word in service. It must receive attention, it must be given care, and it must be handled rationally.

STEAL CARS TO ORDER

CHICAGO, January 6.—The inside workings of Chicago's motor car thief trust was put under the spotlight this week when the heads of the organization were heard in the Criminal Court speaking coolly and deliberately from the witness stand, and with an occasional exchange of smiles with the woman against whom he testified, Walter Relihan, confessed motor car thief and right-hand man of the trust, told of numerous cases of stealing and disposal of machines, implicating Mrs. Elvina Stiles as the brains of the organization, and as the one who acted as fence for the gang.

Relihan named Major William R. Stiles, of the postal service, husband of Mrs. Stiles, as having had knowledge of the operations of his wife, and implicated a William Corneau, who, he said, was a lawyer, as a friend of Mrs. Stiles, who was to get a split of the proceeds of one of the stolen cars. The news, made public during the morning of the trial, that Relihan had turned State's evidence, caused a sensation in court.

Relihan told of eight instances of cars stolen by the trust, alleging that it was Mrs. Stiles's part to find and contract for their sale. He and another man, he said, made arrangements with one or more members of the gang who actually stole cars to get some car of a make desired by a so-called customer, or to deliver a car already stolen to the purchaser. The cars, he testified, were altered in appearance after being stolen.

NOSE CLOGGED FROM A COLD OR CATARRH

Apply Cream in Nostrils To Open Up Air Passages.

Ah! What relief! Your clogged nostrils open right up, the air passages of your head are clear and you can breathe freely. No more hawking, snuffling, mucous discharge, headache, dryness—no struggling for breath at night, your cold or catarrh is gone.

Don't stay stuffed-up! Get a small bottle of Ely's Cream Balm from your druggist now. Apply a little of this fragrant, antiseptic cream in your nostrils; let it penetrate through every air passage of the head; soothe and heal the swollen, inflamed mucous membrane, giving you instant relief. Ely's Cream Balm is just what every cold and catarrh sufferer has been seeking. It's just splendid.—Adv.

Studebaker

Now that it is the beginning of a New Year, you are or will be interested in having your car looked over carefully and painted. We do only FIRST-CLASS work and should be glad for you to consult us, before making contract, at which time we will show you a specimen. Better have it done now than wait until Spring, thereby obtaining better work at less money.

We have a large number of used cars, practically of all makes, overhauled and repainted. Excellent bargains.

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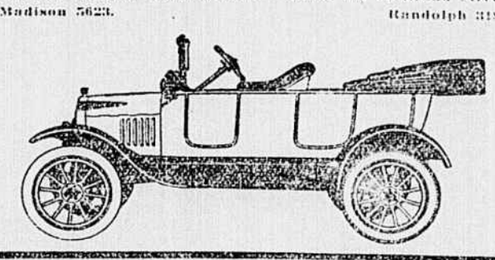

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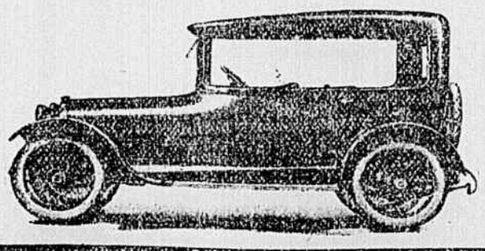

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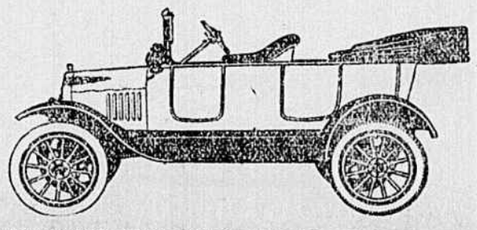
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