

WASHINGTON'S BIG AUTO SHOW OPENS TO-MORROW

AUTO-AERO SHOW ON TO-MORROW

First Exhibition of Kind in the District.

SUPERB DECORATIONS

Convention Hall Transformed Into Place of Beauty.

Doors to Be Thrown Open at 7 o'Clock—Seventy-one Models of Every Type of Motor Conveyance to Be Placed on Exhibition—Latest Models of All Makes to Interest Prospective Buyers and Others.

By DIRECT DRIVE.

With an initial outlay of more than \$200,000, the National Automobile and Aeronautical Show will open in Convention Hall to-morrow night with features that have never been presented in the Capital at a similar exhibition. The show will close Saturday night.

With fifty standard makes on exhibition, including types of machines from the petting show to the magnificent, powerful touring car, the automobile side of the exhibition promises to be the greatest ever shown. The large hall will house seventy-one models of every type of motor conveyance.

According to Manager Johnson, the lavish expenditure of money for the transformation of the Convention Hall has passed beyond all expectations.

When the stream of prospective buyers and those who are eager to purchase larger and better cars pour into the big auditorium to-morrow evening at 7 o'clock they will be amazed at the wonderful transformation. Stars and stripes will fly from every rafter, while the various booths will be decorated in radiant colors.

Sam Luttrell, of the Luttrell Company, has completed one of the most pretentious exhibits and one which will undoubtedly attract the would-be buyers. A full line of the famous Packard cars will be shown, including the phaeton, landaulet, limousine, and touring car. His concern has obtained the space immediately in front of the entrance.

First Time in Washington.

The Studebaker-Flanders will be shown for the first time in this city by the Commercial Auto & Supply Company, of which W. C. Long, chairman of the show committee, is general manager. The Commercial people are the exclusive agents for the well-known Studebaker product, including the E. M. F. "thirty," an older brother of the Flanders. In the last twelve months the E. M. F. has established itself as one of the best cars of its price on the market, which is borne out by the immense sales since the first demonstration cars made their appearance. A huge touring car bearing the Studebaker trademark will also be shown, together with the Studebaker electric.

Probably one of the smallest cars, but at the same time one of the most widely sold autos in the United States, will be included in the Wilson Company's booth. This car is the little Hupmobile, which is a toy in general appearance, but a tower of strength in service and durability. The American Simplex will also be on exhibition, together with the Royal, a lower priced car, and also the Woods electric.

A Gary Carter, of the Motor Car Company, of this city, has plans to make a strong bid for public patronage when he shows the famous Washington car, made in Hyattsville. Every model of this popular car will be there.

At Muehlenstein, of the Buick Motor Car Company, will exhibit one of the most beautiful booths, and will have every one of the 1910 types of the well-known Buick cars within the enclosure.

Overland owners—and there is a bunch

of them in Washington—will inspect the new models of that ever-popular gasoline speeder at the Overland Sales Company's booth. All the brand-new cars direct from the factory will be there.

"Jack" Speery, Stanley Zell, and Herbert Hartman will be on the job at all hours, to prove the merits of the Chalmers, Detroit, Hudson, Peerless, and Stevens-Duryea cars. The Chalmers, the pride of Michigan's metropolis, will be shown in all its new designs. The new inside drive coupe, one of the daintiest things in motordom, will be the magnet of the public's eye, while the other models—the "30" baby tonneau, the "30" touring car, the "40" roadster, and the "40" touring car of the same horsepower, will make the booth one of the largest in the hall. The Hudson "30" will also be there, together with the high priced Peerless and Stevens.

"The car that made the White House famous" is slated to occupy a prominent space. It's the White steamer, and will be shown by the White Company. Its record as a hill climber, a serviceable, nonbreak-down vehicle is already known. Lester D. Moore, Jr., will have a brilliant display, including the natty Red the powerful Premier, and the durable Palmer-Singer.

The John R. Thomas Auto Company will show the sturdy Maxwell in all its brand-new models of the latest design. The Belmont Garage Company will exhibit the notable Brush runabout, which is so well known in Washington that no explanation is necessary.

Another big dealer is the Pope Automobile Company, which is not going to be outdone by other agents in the lavishly equipped of their booth. The Oldsmobile, Oakland, Matheson, and Waverly electric in their newest dress will fill a large space.

The Mora on Exhibition.

John J. Pister will show the Mora and the big "Winton Six," one of the best cars on the market to-day and for the last ten years. The Mora is practically a new product, but in the short time it has been before the public it has accomplished wonders as one of the biggest sellers for its price.

If one should take a census of the different makes of cars on the streets of Washington, he would probably not find as many as the Ford. This car will be shown in all its new models by Charles E. Miller & Bro.

The Warner Garage Company will make the motorist turn his attention toward the Crawford car, made in Hagerstown, Md., and one of the favorites of that State.

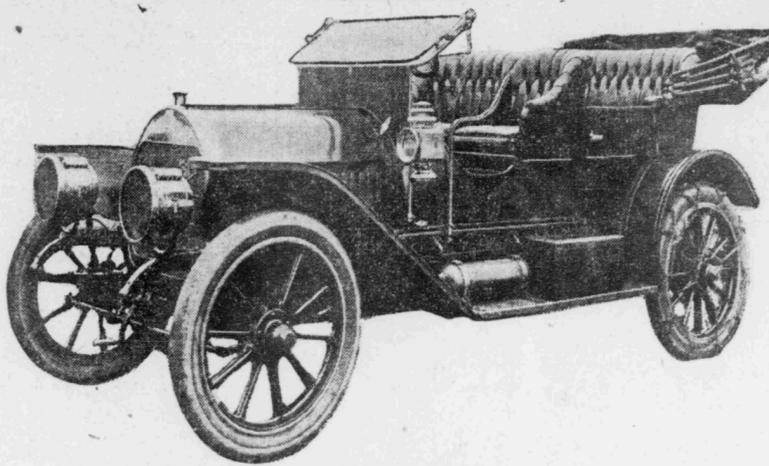
Knowing the hold which motoring has on the residents of Washington, two out-of-town manufacturers will show their products here. The Sinclair-Scott Company of Baltimore has arranged to present its famous Maryland for the public's approval, while the Carl Spoerer's Sons Company will exhibit the Spoerer.

C. C. Schroth, local agent for the Stearns, will have one of the latest models of this speedy car at the show, while the Barnes & Hendricks Company, who recently took the local agency, will show the Pullman, Charles E. Myers, of the Vermont Garage, will exhibit the Elmore, one of the best cars on the market. Electric delivery wagons made in Washington will be shown by the Washington Motor Vehicle Company. Other exhibitors will be J. F. Collins, Metropolitan Bank Building, Wayne Gasoline Storage Tanks; Baltimore Buggy Top Company, auto tops and mud shields; E. S. D. Speedometer Company, B. H. New York speedometer, speedometers; The Standard Oil Company, oils and lubricants; Charles Bender, manager; Patuxent Lumber Company, of Baltimore, Md., portable garages; Westinghouse Electric and Manufacturing Company, Pittsburgh; Terminal Taxicab Company, The Royal Tourist; R. Milton Norris, Baltimore, auto tops and accessories; C. D. Davis, 1504 H street northwest, motor boats; Le Roy Mark, Colorado Building, auto insurance; National Electrical Supply Company, auto accessories; Chelvin-Sacks Manufacturing Company, the Velip-Kind Ice cream, and the Automobile Club of Washington.

The aeronautical department, in charge of H. Chadwick Hunter, will be an elaborate display of everything that's new in the high flying line. The Warner Company, of Beloit, Wis., will show its latest inventions, and Sam Luttrell, of the Luttrell Company, will have an exhibition.

Of course, the next point is, what car shall I buy? This is as important as, or

ONE OF THE LATEST POPULAR MODELS.



The Washington Car, on Exhibition at Automobile Show Here This Week.

The Washington car for 1910 is the development and refinement of the 1909 model. Among its special features are vanadium, steel driving and axle shafts, motor with offset crank shaft, self-contained oiling system in motor, thermo syphon system of cooling and straight line drive. Washington cars are made in two models, 34 horsepower, listed at \$1,550, and 45 horsepower, listed at \$2,500. The purchaser is given a choice of roadster, tourabout, toy tonneau, or touring car, body on either chassis.

The equipment of these cars consists of oil lamps, gas lamps, gas tank, tool kit, speedometer, and clock. An attractive feature, and one which appeals to

owners, is the fact that the motor is finished in gun metal and nickel plated, which makes a very attractive proposition, besides being easily kept clean. German ball bearings are used in front and rear axles. The clutch is the multiple disc type with cork inserts. Washington cars are produced at the Hyattsville, Md., factory of the Carter Motor Car Corporation, under the watchful eyes of their engineering force, in charge of William F. Legg, a graduate of Cornell, and an all-around automobile engineer, who has been connected with a number of concerns, notably the Thomas Motor Car Company.

The entire organization is concentrated

on refinement and betterment of detail and nothing has been left undone to make the Washington car mechanical perfection. As proof the Carter Motor Car Corporation back the Washington car with a five-year guarantee.

The Washington car is the only car on the market offering this length of guarantee, as the guarantee on other American made cars is confined to one year. The makers of the Washington car claim that the quality of the material and workmanship enables them to offer purchasers this length of guarantee. Purchasers at the show are assured of prompt delivery on cars fitted with various style bodies and colors.

WHY SECOND HAND CARS ARE GOOD PROPOSITION

Local Dealer Hands Out Sound Advice to the Beginner—Shows Why Slightly Used Automobiles Are Sometimes Wise Investments.

Ludwig Isenberg, manager of the Roman Auto Company, 1316 H street northwest, when interviewed yesterday had the following to say about second-hand cars: If you buy a second-hand car to begin with, you can't lose over half its dissatisfied or unable to operate it. If you purchase a new car and use it, it becomes second-hand and you lose about half. The second-hand car costs you from \$50 to about \$80; a new one, from \$1,000 to \$2,500. Which is the safer and better proposition to start with? Use your own judgment on this advice.

The man who has never owned an auto and has a limited amount of cash to invest in a car is timid because he has very little mechanical ability and, therefore, is afraid he cannot operate a car or keep it running. Go back but a few years, when there were but very few that understood operating and caring for the automobile; to-day there are thousands operating and caring for their own cars. Physicians, business men, farmers, all had to take a chance, and with a little ambition and perseverance they now control and operate their own machines.

There are still thousands who would like to enjoy the pleasures of autoing with their family and friends, but the stumbling-block before them seems to be, "Can I handle it?" There is no question of the handling and caring of the smaller parts of the machine, if you will only make up your mind to conquer all objections. To-day we see women driving runabouts and touring cars on endurance runs and through our large and crowded cities. Why can't our intelligent men of to-day get along?

Question of the Car. Of course, the next point is, what car shall I buy? This is as important as, or

compelled to sacrifice their cars. Thus they get into the second-hand market, and you, Mr. Beginner, get the advantage of a car at half price or less.

But, of course, buying a used auto is like any other second-hand business. There are firms that handle better cars and have better prices than others, and it is up to you to get the best car suitable for your purpose at the best figure. Our advice is to go from one dealer to the other and do business with the one you consider best. Would not advise you to purchase of the first or second firm, no matter how good their proposition sounds. You are in all probability investing \$500 or \$1,000 or more; look around and satisfy yourself that you have bought the best bargain.

The present season of the year is as good a time as any to purchase; in fact, we believe you can do a little better right now than later, as the stock is select; they have had time during the winter to overhaul thoroughly every car and put it in spick-span order. Their stock, no doubt, is large, and business being a little quiet, they will, without question, sell closer now than at the height of the season. And most dealers will hold the cars until spring, or until you are ready to take them away, free of storage; as also you will have the opportunity of going into their shops and getting familiar with the automobiles. And when spring comes you and your family will be ready to enjoy spins through the park and over our beautiful roads. At the present time with large stocks of slightly used cars offered at low figures, there is no reason why every one should not own an auto.

There are some people, however, who buy a slightly used car and no matter how good the car may be, they consider they have been stuck. You will find in nine out of ten cases, it is not the car that is at fault, but the man trying to operate it. They think because it has wheels and an engine it must run. Not any more so than you would take a child in a crowded city and because it can walk let it go and find its way home fifty miles from here. If the car does not run there may be some slight thing wrong with it, but it is dollars to doughnuts it is more the fault of an inexperienced driver.

Today there are firms handling slightly used cars who have shops where they overhaul all their cars, and any one contemplating the purchase of a car can go there and learn something of the various makes of cars. This is all free, and upon the understanding that you purchase a car, the different firms will also give you a man to teach you to operate a car. So there really is no reason why a man should not own a car and operate and care for it at a small expense.

There is no doubt but that second-hand dealers sell cars that give entire satisfaction, for if they did not they could not exist. We have looked into the matter and find that most of the second-hand cars have been traded in for other machines, and in some cases the owners become financially embarrassed and are

compelled to sacrifice their cars. Thus they get into the second-hand market, and you, Mr. Beginner, get the advantage of a car at half price or less.

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LATEST THOMAS DEVICE.

Salient Features of New Models Shown to Public.

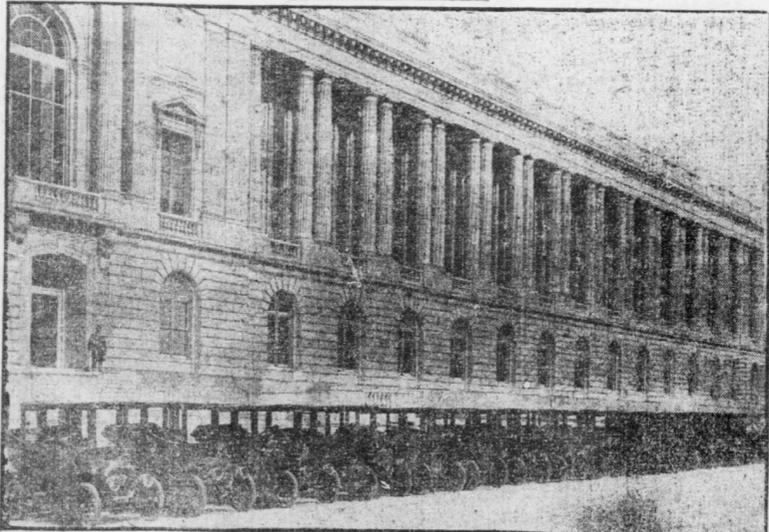
The very newest thing at the A. L. A. M. Show was the rotating chassis displayed by the E. R. Thomas Motor Company, of Buffalo, makers of the Thomas Flyer.

During previous shows attempts have been made to show the under parts of a car by means of a large mirror placed on the floor under the chassis. This arrangement gave but an imperfect view.

The Thomas company has mounted the whole chassis so that it turns over and over, making a complete revolution once each minute. All that the observer has to do is to stand still and in one minute he is shown the top view, side view, and bottom view of the machine.

To still further improve, and to further attract, a series of sixteen boxes with glass sides have been arranged to light up, one immediately after another. These signs call attention to the new Thomas features, notably the new long stroke motor used in the 1910 model "M," the new six-cylinder machine. As the electric lamps flash, first in one sign box, and then in another, the special features of the car are silently and quickly set forth. The whole arrangement gives in one minute top, bottom, and side views of the car, and calls attention in a "silent sales talk" to sixteen of the principal features.

TERMINAL TAXICAB CO. TO EXHIBIT "TRIED" CAR.



A LONG LINE OF TERMINAL TAXICABS.

The Terminal Taxicab Company will be one of the leading exhibitors at the automobile and aeronautical show which opens to-morrow evening. The space is located on the first aisle upon entering the hall from the L street entrance, being the first space on the main aisle. One of the features of the exhibit will be a taxicab which has been in constant use for a year and a half. This car will be exhibited for the reason that it is the

desire of those interested to enable the public to observe the excellent condition in which the vehicles of this company are kept at all times.

The company has provided a telephone during the show, which will be the only exhibit having one. The representatives of the company will be pleased to receive the public during the week, and those desiring to use the phone will find it at their disposal, free of charge.

The Terminal Taxicab Company has recently added to its equipment twelve new taxicabs and three opera busses with a seating capacity of from six to ten passengers. With the addition of these fifteen cars the Terminal Company now has in active commission fifty vehicles, which is believed to be the largest number of any independent company in this country, with the possible exception of New York City.

FACTS ABOUT AUTO-AERO SHOW.

Opens to-morrow night at 7 o'clock and closes Saturday, January 29.

Seventy exhibits of gasoline, electric, and steam pleasure and commercial vehicles; chassis, bodies, motorcycles; all sorts of accessories, including machine tools, parts, bearings, metals, storage systems, wind shields, covers, auto apparel, mechanical contrivances, &c.

Three exhibits of American commercial cars, delivery wagons, trucks, buses, taxicabs, ambulances, &c.

Twelve exhibits of accessories.

Total value of exhibits, \$260,000.

More than \$10,000 expended for decorations.

Lowest price car, \$150.

Highest price car, \$7,500.

Probable attendance for the week, 15,000.

AUTOMOBILE NEWS NOTES AND GOSSIP

A quarterly conference of the branch managers of the Franklin Automobile Company, which has branches in eleven cities of the United States for the sale of Franklin motor cars, was held a few days ago at the factory of the H. H. Franklin Manufacturing Company in Syracuse.

In the sessions of the first day addresses were given by Assistant General Manager T. R. Lippard, of the automobile company, and Assistant Superintendent G. D. Babcock, of the manufacturing company. A trip through the factory was made for the purpose of showing the representatives some of the labor-saving devices and machines for securing accuracy in Franklin parts. There were discussions of prices, trade conditions, the disposal of second-hand cars, and other subjects.

Those present were W. S. Jewell, New York; A. B. Henley, Boston; George Orendorf, Buffalo; F. L. Thomas, Chicago; C. H. Rockwell, Cleveland; W. F. Reynolds, Pittsburgh; F. H. Sanders, Rochester; J. F. McLean, San Francisco; W. E. Breenley, St. Louis; N. S. Lee, Albany; and George E. Messer, Syracuse.

That diamonds are used in the making of automobiles is a fact known to but few of those familiar with the finished machines. Nevertheless, several hundred dollars' worth of diamonds is included in the material periodically secured by the purchasing department of the H. H. Franklin Manufacturing Company for the making of the Franklin air-cooled motor cars.

In its factory the Franklin company destroys several diamonds a month, using them for the truing of emery wheels.

The diamonds are large, but they are of an inferior quality and are known as bort diamonds. A large number which the Franklin company recently ordered were imported from Asia. They have a faint sparkle, although they are uncut. A radiating crystallization destroys the value of these diamonds as ornaments, because they will not take a polish, but it fits them particularly for cutting and grinding work, as they will not crumble.

A recent snowstorm in New England made the use of nearly all automobiles impossible for a time. In Haverhill, Mass., where many automobiles are owned, the only motor car to venture out was a 1908 Franklin runabout of 18 horsepower, owned by John H. Bragdon. The Franklin is air-cooled, and the absence of a water-cooling system eliminated all possibility of freezing.

A list of the number of motor cars for which licenses are now in force in the State of Washington shows that the Franklin air-cooled automobile leads the column, with a total of 322. Only four other makes have over 200 licenses in the State, and only three others have more than 100.

A four-passenger close-coupled Franklin automobile of special design and equipment has been made by the H. H. Franklin Manufacturing Company, of Syracuse, for J. A. Karr, of Yakima, Wash. A light gray body and running gear, a slightly darker gray trimming, a gray silk moirai top, and nickel-plated metal work give a harmony of color, with which the black buffed leather of the upholstery presents a contrast. The monogram "J. A. K." is on the doors of the tonneau.

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MAKES STRONG PLEA

C. T. Terry Urges Uniform Auto Legislation.

SPEAKS BEFORE STATE HEADS

Chairman of Legislative Board of A. A. A. Has Devoted More Study to Auto Laws Than Any Other Investigator—Outlines Object of Coming Convention in February.

Charles Thaddeus Terry's plea for uniformity in automobile legislation before the convention of the National Civic Federation in this city last week, struck a popular chord.

As chairman of the legislative board of the American Automobile Association, Mr. Terry has devoted, perhaps, more study to the question of uniform automobile legislation than any other investigator in the country. He drew up, a few years ago, the uniform State vehicle law, the salient provisions of which have been adopted by several State legislatures, and he also drafted the bill for a national registration law, which is to be reintroduced into Congress at this present session.

Mr. Terry, in view of his familiarity with automobile legislation in the United States, was invited by the officers of the National Civic Federation to explain the necessity for uniformity in this respect. The importance of the subject was clearly realized by Mr. Terry's clear-cut statement, that thirty-six States of the Union have general statutes regarding motor vehicles, and no two of them are alike.

Outlines Chief Object.

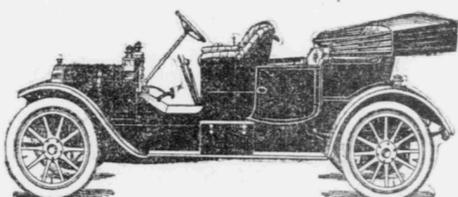
Mr. Terry's speech virtually outlined the fundamental objects of the coming National Legislative Convention, 40 be held under the auspices of the American Automobile Association, in Washington, just one month later, on February 15, 16, and 17, to which the governors of all the States have been invited to send as delegates their accredited representatives in charge of the enforcement of their respective automobile laws. He said:

"There are thirty-three States which have separate, distinct, and in many respects very different motor vehicle regulations. When you consider this and the further fact that even within the borders of a single State is not a few instances the separate counties, towns, villages, and cities have passed motor vehicle ordinances peculiar to such localities and differing one from another and all differing in some respects from the motor vehicle law applicable to the State in general, you get as a net result confusion worse confounded.

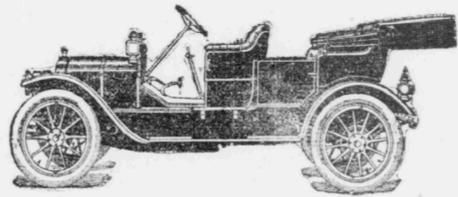
"There are two ways in which this particular evil may be cured—one is by the enactment by Congress of a Federal registration automobile bill, providing only, in substance, that upon registration at a bureau of the National Capital, after registration has been had in the State of the residence of the owner of the motor vehicle, his license to operate and use the vehicle shall be recognized by every State in the Union, and thus freedom in the use of the vehicle secured, without further license and without payment of further fees; the other, by the enactment by all the States of a uniform motor vehicle law exempting nonresidents from

Continued on Page 4, Column 2.

LATEST WHITE COMPANY CARS TO BE EXHIBITED



G. B. Model, 5-passenger touring car, 20-30 h. p.; 120-inch wheel base.



G. A. Model touring car; 20-30 h. p.; 110-inch wheel base.

Not the least interesting of the exhibits at the forthcoming Automobile Show will be that of the White Company, whose headquarters in this city are at 1121 Connecticut avenue.

The polished chassis of their new gas car, that created little less than a sensation at the New York show, will be sent by express from the Philadelphia show, which closes on Saturday night, for exhibition here, and it is a safe prediction that a similar interest will be evinced.

The White Company's reputation for building good cars extends back ten years, though their energies until the past year have been devoted to building automobiles propelled by steam, and of which they practically have a monopoly. It is not generally known, however, that in all those years there have seldom been less than five or six gasoline automobiles in general use at their factory, not only to keep the designers educated in that line, but that intelligent comparisons might be drawn between the work done by their steam cars and their competitors' gas cars.

In designing their new factory in 1905 and 1906, provision was made for the manufacture of gas cars, the White Company realizing that there was a vast number of people who, predisposed to gas cars, could not be induced to buy steam.

Unknown to their competitors, this large compartment was thoroughly equipped with the latest machinery, and in 1907, Mr. Rollin H. White, first vice president and engineer, spent the greater part of the fall in Europe examining the latest constructions at the Paris and London shows of that year. The ideas he gained were simplified and condensed into the now well-known White gasoline car, and which is, even by experts, admitted to be the most up-to-date car in design on the American market.

While there are several European makers who have worked out the bloc type of motor, none have done it to the complete extent accomplished by Mr. White. The compactness of the engine is apt to be deceptive and its power underrated. Being of the long-stroke variety, however, the maximum power is obtained from the best of mixtures, the latter being accomplished by the heating of the incoming gases, so that the actual power developed at the wheels is far in excess of that ordinarily expected from a motor of this size.

The White Company will show closed cars of the limousine and landaulet types, and touring cars, both in steam and gas, at the forthcoming show. Mr. W. C. Sterling, of the New York office, will be in attendance, as will also Mr. F. I. Chickering, the local manager.