

QUEBEC-MIAMI ROUTE POPULAR

E. L. Ferguson Says Wonderful Development Has Taken Place There. NEARLY SURFACED NOW

Main Highway Between North and South Approved by Representatives of A. A. A. Road travel over the Atlantic Coast Highway, which is the recently adopted name for the Quebec-Miami route, increased so rapidly in the late fall and early winter that the Touring Information Board of the American Automobile Association...

TEN COMMANDMENTS FOR AUTOMOBILISTS Don't run fast into or across main highways. Don't take blind curves too fast. Don't run on the wrong side of the road. Don't pass street cars when passengers are entering or leaving. Don't fail to sound your horn before passing other vehicles. Don't forget that a car or a person may be just around the corner. Don't forget that the other fellow may be dull, reckless, or drunk. Don't fail to look out for pedestrians. Don't forget that children dash suddenly and unexpectedly. Don't take chances. That's the simple, embracing rule.

DRIVES CADILLAC HE BOUGHT 10 YEARS AGO

Minnesota Farmer Says Car Was Second-Handed When He Acquired It in 1905. Hardly a week passes that the mail does not bring to the Cadillac Motor Car Company a letter telling of the remarkable service given by one of its earlier models. Owners write that their cars have been driven from 100,000 to 200,000 miles. Many times they tell of particularly hard service performed, and almost invariably they state that the cars are still in good condition. No exception to this rule is Peter Schoen, a farmer, who writes the company from Jeffers, Minn. "I let you know that I am a satisfied owner of one of your model A, one-cylinder, four-passenger tonneau cars," Mr. Schoen goes on to say that he bought the car second-hand in 1905, and that a year it had been run for ten years on solid tires, over country roads, it is as good as when he bought it. This model was built in 1903, so that the car had seen two years of service prior to the time it came into Mr. Schoen's possession. Mr. Schoen says he has no doubt that the engine is as good now as when it was put into detailed form to be issued as a special route book connecting the North and the South. Florida now has a State highway commission, and the State is busy at work in the accomplishment of a connected system of roads which will increase its winter visitors many fold. Both the East and the West coasts are equally energetic, and within a comparatively short period the "Land of Flowers" promises to be gridironed with improved roads, which will proceed rapidly as the need of grading is at a minimum because of the topography of the State.

AUTO SALESMEN WORK ALL YEAR

"Si" Writes "Bo" They Have Arguments for Any Kind of Weather.

"DAVE" HENDRICKS BUSY Baltimore Will Have Large Capital Delegation When It Opens Its Auto Show This Week.

Dear Bo—This has been a great week for gasoline gossip. It rained all the forepart of the week and everywhere you went the air was surcharged with talk about motor cars. Funny what a difference just a few years make. If this had been a couple of years ago, all the gas would have been about how much faster one make car was than another, and how much easier it could eat up the hills. Mind bets on the relative merits of the various cars would have been made by the score. Now the talk is about motor car construction and body design. That is the all-absorbing topic. Why six cylinders better than four, eight better than six, and twelve form the last word in motor car construction. All have their arguments and I doubt if one was overlooked. Next to motor construction, the question of body design is the center of the floor. Each and every one had his favorite type of body. They are known by various names, such as the single cow, the double cow, and the stream line. Whitney Leary, in sticking up for the Maxwell, says he did not know of a more graceful line than that of a bath-tub while that was not the technical name of the design, he had so christened it. The sun came out for a few minutes on Thursday afternoon and all welcomed it with open arms. Maybe the boys with the convertible bodies are not getting in their heavy coats right now. Irving Henderson with his Kiesel is so busy that he hardly has time to eat. Taylor Pollock is another who is not losing any time showing how pleasant the Oldsmobile cabriolet is in cold weather. You know, there is bound to be some one the seat when that Orme crowd gets together. Edgar has bought himself a Stearns-Knight and is very proud of its performance. He was telling some wonderful tale about it the other day when the rest of the family got on his trail and made it so warm for him that he disappeared and has not been seen since. "Ed" Johansen is in trouble. His company has brought out a new tire—the USCO—and "Joe," who has always been partial to his Nobby Tread Tire, is afraid that he will have to forsake his first love. Wilbur Leach is so full of Pullman dope after his visit to the New York show that now instead of saying good morning, he asks "When are you going to get that Pullman?" Baltimore is going to see a goodly delegation of the crowd from here next week when it has its automobile show. Jimmy Redmond, Irving Henderson, Percy Rowe, and Wilmer Trew, and several more are planning to arrange a little party for some day the last of the week. Guess they will not miss anything when they strike the Oriole City. Met "Garry" Carter on the street the other day and he was talking about some of the old endurance runs that we used to have in the days gone by, certainly brought a lot of pleasant recollections to mind. Henry Cunningham came along and refreshed our memories on a few points. Guess the days of endurance runs and record-breaking stunts are about over. Every one knows what the motor car is and they are no longer necessary. Would certainly like to find some legitimate reason, though, for holding at least one more. David Hendricks had added quite a slice to his Franklin territory for the coming year. He now has the entire State of Virginia, and it will keep him rather busy looking after it all this year. "Dave" says Franklins will eat up those Virginia mountains. By the way, who do you think I saw in New York last week. Frank Boyd, who used to be one of the old guard here. He is now connected with a big paper manufacturer in Pittston, Pa., and is cleaning up. "Old Man" Boyd looks the same as ever. Chesley and Harveycutter, in addition to pushing the Kelly-Springfield line of pneumatic tires, are going to sell the sold as well. They have a 300-ton hydraulic press on the way. It should be here any time now. Certainly would go a long way to see Thornton Chesley wrestling with a thirty-six by six dual truck wheel! Every one has his longings. The other day "Joe" Stoddard, George Weaver and Ruddy Jose were expressing wishes as to where they would like to be. J. M. said nothing would please him more than to be up north with a gun on his shoulder and hunting big game. George Weaver could see nothing but the balmy South, where the sun shines all the time. Ruddy Jose only asked for more Cadillacs to sell.

BARNHART ENTERS RETAIL BUSINESS

An amalgamation of motor interests of considerable note to those interested in automobiles was that of William P. Barnhart & Co., who have just incorporated their retail business in Washington, joining their automobile and supply business under one head. The company was incorporated under the laws of the District of Columbia for \$2,000 for the purely retail field. William P. Barnhart retaining the large wholesale business he has built up the past two years. Mr. Barnhart will become the president of the new company, and announces that he will shortly have erected a large building not far from his present location that will be operated as a garage, sales and service rooms, and will also house the building will also house, about 100 Pullman cars, which will be kept here to supply the many dealers who sell Pullman cars in Maryland, Virginia and West Virginia. Mr. Barnhart also proposes to inaugurate a service policy with each car sold that will guarantee the owner a liberal insurance against fire, theft, and other accidents, and will undoubtedly be a most popular policy for prospective owners. Ford Has Army of Workers. In round numbers there are more than 25,000 men regularly employed in the plant of the Ford Motor Company, Detroit. Adding to this, 400 "star men," which include superintendents, foremen, inspectors, etc., and about 800 of the sales staff, one has a huge Ford army of men. It is no wonder, then, that the company is gathering over 25,000 people. Add to these another 10,000 employed in the fifty-branch factories and service branches, and you will see that the universal car in its making, is maintaining quite a city.

PAIGE METHODS ARE JUSTIFIED AT SHOW

Krohn Says Six-Cylinder and Price Class Cars Are Most Popular Makes.

What do the automobile shows—which started, practically, with the recent great exhibition in New York, and will continue in various cities until March—reveal that is significant, as bearing upon the present trend of the industry? To Henry Krohn, sales manager of the Paige-Detroit Motor Company, several facts loom up clearly. "Of course," says Mr. Krohn, "there was the obvious condition of great progress and prosperity, as shown in New York by the splendid nature of the exhibits and the extraordinary interest of the public. Without doubt, the last New York show was the greatest, from every point of view, in the sixteen years' history of this event. The Paige found it so, and I have no doubt many other manufacturers were impressed in the same way, both from the attitude of the general public and the dealers. "From our own view, we were especially impressed with the fact that we were justified in the assumption of the importance of the price class of one thousand to fifteen hundred dollars, the general acceptance of the worthiness of the six-cylinder car—now the dominant type—and of certain features of design and construction which we adopted and which now prevail to an overwhelming degree. "Unquestionably, the six-cylinder car and the price class named are the popular choice and we are, therefore, convinced that our vision was correct and our policy sound. The pure European stream line of style introduced into this country by the Paige is now more in evidence than ever before and has become practically standard. Moreover, there are more and more cars using the cantilever springs, which have long been a feature of the Paige."

AXAJ DIVIDEND BIG

Company Recently Formed Has Contracts for \$5,000,000 Business. The directors of the Ajax Rubber Company have declared a quarterly dividend of \$1.25 a share, placing the stock on a 10 per cent basis, or \$5 per share annually. The company was formed a few weeks ago to acquire the assets, business and good will of the Ajax-Grieb Rubber Company, as a going concern. The company acquired had been in business more than ten years. Net earnings for the last four fiscal years, ending August 31, 1915, averaged \$22,446.84 annually, equivalent to over 14 per cent of the par value of the \$2,000,000 stock of the Ajax Rubber Company. President William Grieb, in a statement to stockholders, said the company had closed contracts for more than \$5,000,000, of its output, and estimated earnings for the fiscal year to end August 31, 1916, available for dividends, of \$700,000 equal to \$12.50 a share. This is without taking into consideration the fact that new construction now under way will double capacity.

FUNERALS

Funeral services for Israel Lockwood Corby, father of the proprietors of the Corby bakery plant in this city, who died Saturday at his residence, 1126 Girard street northwest, will be held at the Calvary Baptist Church tomorrow afternoon at 2 o'clock. Interment is to be made in Arlington Cemetery. Surviving him are his wife, Mrs. Lucia A. Corby; daughter, Mrs. Frank E. Ward; and four sons, William S. Corby, Charles L. Corby, Robert L. Corby and Clarence W. Corby. Funeral services for Col. F. N. Barkdale, advertising agent of the Pennsylvania system, who died in Philadelphia on Friday, will be held at the residence, 1813 Withley street northwest, tomorrow. Interment will be made in Prospect Hill Cemetery.

B.F. ZIMMERMAN 1319 1/2 14th St. Authorized Service Station Stewart-Warner Speedometer Stewart Starters for Ford Cars, \$40. Warner Autometers. Stewart Warning Signals. Stewart Warning Signals (Motor Driven). Stewart Vacuum Gasoline System. Investigate Our Exchange Proposition on Stewart-Warner Speedometers.

THE AUTO IN WASHINGTON "It is the most popular source of recreation."—"Si" Grogan.

MOTOR GOSSIP

By "SI" GROGAN. The time has not been so long ago when the automobile was the property of a dealer, as he is more generally called, but which is a misnomer, for he has reached the position of one who trades on a large scale, as given but slight consideration. His calling was looked upon as of the fly-by-night kind, get yours while the going was good, and get out. But what a difference just a few years make. Today the motorcar industry is the fifth largest in the United States and still growing. In every community you will find the man who sells automobiles to be one of the leading individuals of his city. He is a liberal-minded citizen, willing to do anything or go to any trouble if it will be of benefit to the community at large. Knowing what is good for the majority is good for him. There was a time when he felt that the weather began to get better in the summer and fall months of the year, while the weather was pleasant, that he could hope to sell cars. The minute the weather begins to get better in the spring and he was willing to sit around and wait until the balmy days of spring rolled around. He sold a car only when some one really came in and demanded it. Today, though, he is a year-round merchant. He understands that his expenses run on all the time, and that it makes no difference whether he is putting the cars over or not. Now he is the man who bosses the calendar and makes each day pay its proportionate share of the yearly business expense. OAKLAND COSTS LITTLE. Doctor Pays Only \$24.85 to Run It 4,000 Miles. Physicians are believers in the value of the automobile in their business and use their cars ordinarily the year round without having the time to give them the care and attention that the ordinary driver bestows upon his motor car. After completing 4,000 miles in an Oakland car in the course of his business Dr. R. M. Olin, of Cairo, Mich., checked up the total cost for the operation of his car and found that it had cost him \$24.85. Dr. Olin claims that the car has been driven but little on pavement. The speedometer lamp and fixture were stolen from his car, or otherwise it is assumed that the Oakland Company would never have heard from the doctor or his car. The Red River of the North, which has long been the division line between wet territory in Minnesota and dry in Dakota is losing that distinction as the counties of the former State vote out the saloon under local option.

HERALD AUTO DIRECTORY CONTAINING THE NAMES AND ADDRESSES OF THE WASHINGTON DEALERS OF WELL-KNOWN PLEASURE AUTOMOBILES, MOTOR TRUCKS, ACCESSORIES AND SUPPLIES.

Herald readers who fail to find in this feature what they desire or who want any further information about the cars or dealers listed below will receive this information by clipping and mailing the coupon below.

HERALD AUTO DIRECTORY. GASOLINE CARS: ALLEN—MOTOR TIRE & SALES CO., 1018 14th St. Phone M. 467. APPERSON—PROBET-ARRISON CO., 129 Wisconsin St. Phone West 68. ARGO—SMITH MOTOR SALES CO., 261 Fourteenth St. Phone North 142. AUBURN—AUBURN SALES CO., 65 Madison St. Phone Lincoln 124. BUICK—BUICK MOTOR CO., 108 Connecticut St. Phone Main 226. CHANDLER—WARRINGTON MOTOR CAR CO., 180 Fourteenth St. Phone North 122. CHALMERS—UNION GARAGE, 610 Connecticut and Seventh. Phone Main 500. CHEVROLET—MILLER BROS., 61 Pierce St. Phone Lincoln 600. COLE—HENDERSON-ROWE CO., 102 Fourteenth St. Phone Main 263. CROW-ELKHART—CROW-ELKHART CO., 20 High St. Phone Main 258. DODGE—SEMMES-KNEES CO., 128 Connecticut St. Phone North 107. DORT—MILLER BROS., 61 Pierce St. Phone Lincoln 600. EMPIRE—D. F. PYLE, 108 Fourteenth St. Phone North 28. FORD—FORD MOTOR CO., Union Garage Building. Phone Main 521. FRANKLIN—DAVID S. HENDRICK CO., 102 Connecticut St. Phone Main 402. HAYNES—THE BURGER MOTOR CO., 119 Fourteenth St. Phone North 122. HUDSON—SEMMES-KNEES CO., 128 Connecticut St. Phone North 107. HUFF-BROOKS—CAMERON SALES CO., 133 Fourteenth St. Phone North 127. HUPMOBILE—THE BURGER MOTOR CO., 119 Fourteenth St. Phone North 122. IMPERIAL—SMITH MOTOR SALES CO., 207 Fourteenth St. Phone North 61. INTER-STATE—POTOMAC MOTOR CAR CO., 128 Connecticut St. Phone North 202. JEFFERY—W. M. P. BARNHART & CO., 1018 14th St. Phone Main 261. KING—W. M. P. BARNHART & CO., 1018 14th St. Phone Main 261. KISSEI KARS—HENDERSON-ROWE CO., 102 Fourteenth St. Phone Main 263. LOCOMOBILE—LOCOMOBILE COMPANY OF AMERICA, 128 Connecticut St. Phone North 202. LAMBERT—CAMERON SALES CO., 133 Fourteenth St. Phone North 127. MAXWELL—H. B. LEARY, JR., 132 Fourteenth St. Phone North 145. METZ—CAMERON SALES CO., 133 Fourteenth St. Phone North 127. MITCHELL—MILLER BROS., 61 Pierce St. Phone Lincoln 600. MOON—SMITH MOTOR SALES CO., 207 Fourteenth St. Phone North 145. NATIONAL—COMES MOTOR CO., 1519 H St. Phone Main 671. OAKLAND—SMITH TIRE CO., 122 Fourteenth St. Phone N. 118. OLDSMOBILE—OLDSMOBILE CAR CORPORATION, 104 Connecticut St. Phone Main 152. OVERLAND—HARPER-OVERLAND CO., 22 Fourteenth St. Phone Main 613. PACKARD—THE LUTHELL CO., 124 New Hampshire St. Phone West 80. PAGE-DETROIT—THE SELBY CO., 186 Fourteenth St. Phone North 276. PIERCE-ARROW—POSS-RUGHES CO., 114 Connecticut St. Phone North 262. PREMIER—PREMIER SALES CO., 121 H St. Phone Main 28. PULLMAN—W. M. BARNHART & CO., 1018 14th St. Phone North 261. REGAL—CAPITAL AUTO SERVICE CO., 102 Fourteenth St. Phone North 226. REO—SMITH-TREW CO., 122 Fourteenth St. Phone N. 118. SAKON—DAVID S. HENDRICK CO., 102 Connecticut St. Phone Main 402. STUDEBAKER—THE COMMERCIAL AUTO SUPPLY CO., 219 Fourteenth St. Phone Main 274. SPHYNX—RYAN, Rear 18 Jackson place. Phone 617. STUTZ—TILGHMAN & OWEN, 629 M St. Phone North 211. STEARNS—POTOMAC MOTOR CAR CO., 128 Connecticut St. Phone North 202. TRUMBULL—NATIONAL MOTORISTS ASSN., 1142 M St. and Park road. Phone Columbia 622. VEELIE—POSS-RUGHES CO., 114 Connecticut St. Phone North 262. WHITE—THE WHITE CO., 128 Fourteenth St. Phone North 122. WILLYS KNIGHT—HARPER-OVERLAND CO., 22 Fourteenth St. Phone Main 613. WINTON—T. LAMAR JACKSON, Fourteenth and E Sts. Phone North 262. ELECTRIC CARS: BAKER—BAKEMAN GARAGE, 1204 9th New Hampshire Ave., 1207 11th M St. Phone West 48-49. DETROIT—EMERSON & ORME, 620 K St. Phone North 103. MILBURN—MILBURN SALES CO., 128 Connecticut St. Phone North 226. MOTOR TRUCKS: AUTOCAR—AUTOCAR SALES & SER. CO., 217 Fourteenth St. Phone North 28. LITTLE GIANT—CHICAGO PNEUMATIC TOOL CO., 67 Missouri Ave. JEFFERY—COMB-HOWARD CO., 119 H St. Phone Main 276. G. M. C.—REVELLE MOTOR TRUCK CO., Rear 18th St. Phone N. 120. FLINT—MILLER BROS., 61 Pierce St. Phone Lincoln 600. DETROIT—MILLER BROS., 61 Pierce St. Phone Lincoln 600. BESSEMER—COMMERCIAL GARAGE, 206 Sixth St. VULCAN—COMMERCIAL GARAGE, 206 Sixth St. VIM—SEMMES-KNEES CO., 128 Connecticut St. Phone 617. WILCOX TRUCK—SEMMES-KNEES CO., 128 Connecticut St. Phone 617. WITT-WILL—WITT-WILL CO., 121 N. W. St. Phone N. 121. WHITE—THE WHITE CO., 121 Twelfth St. Phone N. 121. ACCESSORIES: DAVIS & CHILDS—Automotive, Automobile Hardware, 1128 Fourteenth, North 262. AUTO SERVICE CO.—Supplies for auto accessories, 1366 New Hampshire St. North 612. HARRER & ROSS—Stromberg carburetors-accessories, Elsworth and G Sts. Main 62. R. F. ZIMMERMAN—Stewart-Warner Service Station, 1319 1/2 Fourteenth, North 258. CAPITAL AUTO SUPPLY CO.—Automotive accessories, 1022 Fourteenth St. North 264. CHAS. RUBEL & CO.—"Everything electrical," 1212 Fourteenth St. North 265. IRVIN T. DONOHUE—Fourteenth and I, Main 587. MID CITY AUTO SUPPLY HOUSE—Gasoline Station, 206 M St. MODERN AUTO SUPPLY CO.—"The store by the accessory store," 87 H St. Phone Lincoln 206. NATIONAL ELECTRICAL SUPPLY CO.—"Everything for the car owner," 1330 New York St. Phone Main 506. RUDOLPH & WEST CO.—"Automotive accessories," 1222 New York St. Main 617. RECORD AUTO SUPPLY AND SERV. CO.—1211-2-3 Mass. av. 177. Phone Main 2-3. SOUTHERN AUTO SPECIALTY CO.—178 Fourteenth St. North 262. UNION GARAGE—Supplies-day or night, G St. between Sixth and Seventh. Main 600. VULCAN AUTOMOBILE GOODS—161 and P Sts. FENDERS AND RADIATORS: A. SHUMACHER—Expert Radiator Repairing, also Fenders, Hoods, Tanks, Mufflers, 238 Fourteenth, North 261. ALBERT SORENSON, COPPERSMITH—Auto fenders, hoods and Gasoline Tanks made by experts. Thirtieth and I Sts. N. W. Main 627. FRENCH RADIATOR & FENDER CO.—Expert Radiator and Fender Repairing, 108 Fugateville, North 267. GUARANTEED RADIATOR & LAMP CO.—Fenders made to order, 1212 New York St. Main 616. MOORE & CO.—"The store by the accessory store," 306 John Marshall Place, Main 161. METAL ART SHOP—Manufacturers of Gasoline Radiators, Gas Tanks, 136 Fourteenth, North 258.

IRVIN T. DONOHUE

Auto Supply and Service Station 1318 14th St. N. W. Increase of business has made it necessary for me to open the above place, which will be run in conjunction with my present location, Fourteenth and Eye Streets northwest.

It Will Be in Charge of an Expert in the Repair and Adjustment of All Make Carburetors. Distributer: Rayfield Carburetors, Gabriel Snubbers, J. M. Shock Absorbers, Boyce Motometers. PHONES: Fourteenth and Eye, M. 3467. Thirteenth-eighteenth Fourteenth, N. 2746.

The owner of a Cadillac "Eight" does not envy the owner of any other car. Because the Cadillac "Eight" affords delightful travel luxury which no other car approaches. Immediate Delivery The Cook & Stoddard Co. 1138 CONNECTICUT AVE. Phone N. 7810.

We Make New Ones Out of Old Ones DOUBLE TREAD TIRES We take your old worn-out Tires and by our Process of re-enforcing, rebalancing, cementing and doubling make a good, serviceable tire that will give from 2,500 to 4,000 miles additional service. WORKMANSHIP GUARANTEED. READ THESE PRICES. Small Additional Charge for Vulcanizing. We are Expert Vulcanizers. Our men know your business and our work is guaranteed. Bring us your Tread Repairing. WE WILL BUY YOUR OLD CASINGS. Phone N. 4887 for expert to call and select suitable old casings. Tires Changed and Air Tested Free of Charge. Distributor for Mohawk Quality Tires. MOTOR & TIRE SALES CO., INC. 1018 Fourteenth Street ALLEN CARS ACCESSORIES