

SALES MANAGER HAS A HARD JOB

"Si" Writes "Bo" About Local Auto Dealers Being Anxious for Shipments.

WILL HOLD OWN EXHIBIT

Smith-Trew Company Intends Motor Car Show for Every Person in Washington—Other Gossip.

Dear Bo: Well, old scout, they have all been boosting their averages in the radiator league this past week. The weather has been anything but out of the Palm Beach variety, and you know just as well as I do that at some time or other during the year all the auto men must have their little inning.

The old stuff about what they were going to do during the spring belongs to the dead past. Every one realizes that they are coming into the biggest and best buying season that ever was known in the history of the industry.

The talk in the "big league" was more of the nature of what kind of a story could be framed up for the sales manager, so as to hustle along shipments that are now due and a few extra ones that will be due to sandwich in.

By the way, remember "Billy" McClean, who used to be salesman for the Zell Motor Car Company? He is now manager for the Edison Brothers Motor Company, representatives of the Grant six. He was always a quiet sort of a fellow, but had his nose to the ground for business.

The Baltimore show last week drew quite an attendance from this city. A number of dealers look prospective to come over to show their not only what they themselves would be able to furnish, but just what could be expected if the other man's car was bought.

Guess I told you that "Sam" Luttrell plans to have a truck show sometime in February. He has ordered one of every model truck that the Packard people build.

At the rate of speed Fred Harvey is traveling, he will soon have all the light trucks in the city riding on Moto tires. Fred is not a man of a habit when a man is about to purchase a light delivery vehicle and gets to him first and convinces him that cushion tires are the sort of equipment that will give the maximum amount of tire service.

"Charley" Brown, "Bill" Jose's right-bowler, is counting the days, in fact he has them marked on the calendar, until the warm weather will be here. He is looking forward to those week-end trips down the river, when fishing and eating are the main attractions.

Any time that you are in the mood and want to start an argument, simply talk any one that the present speed regulations are the finest thing ever. Will lay any odds that no one will side with you. Too bad there is not some sort of an organization here that would take up that and other questions and fight them through. Of course, it is simply up to us to do as Congress says, but maybe they would see through the local man's eyes now and then if the idea was presented in the proper shape.

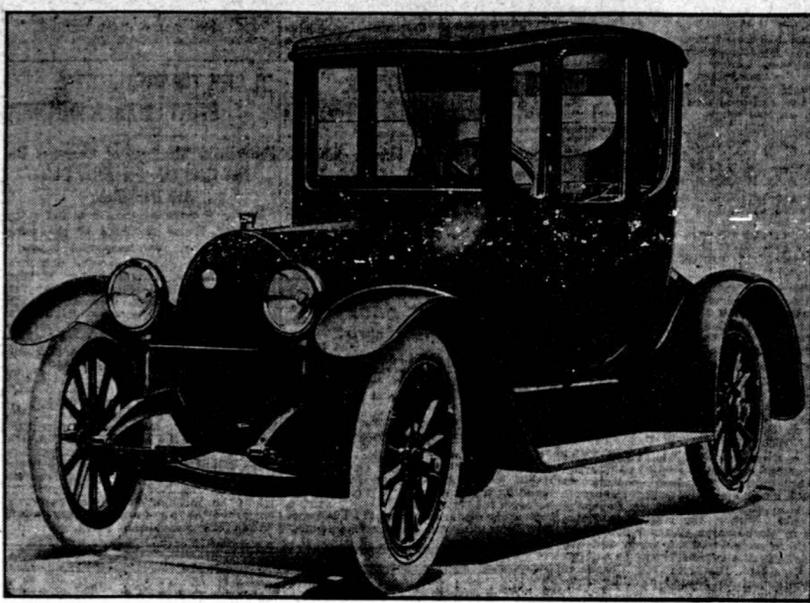
Tires have gone up ten per cent and gasoline is still on the rise. Motoring for those who have the wherewithal is now becoming a question. The advance in tires is to be naturally expected, and considering the fact that the last reduction was voluntary on the part of the tire companies and that the increase is not as much as the reduction, there is not so much complaint on this score.

"Chet" Warrington is happy these days. After numerous disappointments he has finally received his first shipment of the new Chandler models. Believe me, they were worth waiting for.

"Dick" Selby is another who is wearing the happy smile these days. Yesterday he unloaded two carloads of "kings" and received notice that there would be another in within the next few days. To quote him, he had "welcome" written all over the door mat.

Guess you saw Friday morning's paper. What do you think of that line of giving away a few automobiles? It is not that we have any "war brides" or were struck with a sudden idea that we wanted to help sell the number of motor cars. Simply this: Know our circulation was increasing rapidly, but wanted to give it a good kick along so that

The All-Year Car—Kissel Kar Detachable Coupe Top.



A type car which during bad weather can be used as a coupe; when the days are balmy, with but very little trouble the detachable top can be removed and the machine converted into a roadster. Henderson and Rowe are the local representatives.

The 50,000 mark would be reached long before the great "hot" season. Well, old pal, have an engagement with two old buddies of mine, one from Albany, N. Y., and the other from Waterbury, Conn., so will have to say good-night and good luck. May you average forty miles to the gallon of gas. "SH."

OSBORNE LAUDED AT BANQUET GIVEN HIM

Merit is always recognized—sometimes by promotion to a more responsible position, by an increase in salary, or in some other substantial manner. It is rare, though, that man's worth is shown by means of a complimentary dinner from his superiors and co-workers, especially when he is about to sever his connections with the firm.

In all, thirty-three gathered around the festive board to wish Mr. Osborne success in his new undertaking—the selling of Ford automobiles for the local branch of the Ford Motor Car Company. The gathering of this body of representative business men to pay tribute to one of their number about to leave their happy family was in itself a tribute to his ability both as a salesman and as a man among men.

Those present were: George S. De Neal, J. D. Furlong, D. V. Smythe, J. MacFarquhar, J. Hertzberg, T. Picard, A. S. Balderston, J. H. Boyce, C. M. Keeler, S. Spitzer, T. F. Finlay, D. Ross, H. M. Miller, S. Nye, T. Manning, W. A. Humphrey, C. E. Walters, R. E. Conroy, W. J. Erwig, A. Ohlmeier, P. S. Quaid, F. Frankel, J. E. Roberts, M. Hanlin, J. McCann, R. A. Meier, J. Greber, H. Langstrom, R. E. Jones, H. S. Flak, H. Duckstein, M. W. Sohn, and "SI" Gragan.

TO MAKE A MILLION RIMS.

Firestone Company Uses 4,000,000 Pounds of Steel in Month.

People interested in the motor car business and the allied industries have so long since gotten tired of gaping over big figures concerning tires that it takes something unusual to startle them. But most people do not realize that the rim industry, too, has had to make immense strides in order to keep within shouting distance of the tire business.

The Firestone Tire and Rubber Company has recently issued some figures which very decidedly talk for themselves. For example, in the month of their automobile show, while others will be building a full line of Maxwell cars of the same type and design that are being exhibited on the show circuit.

LEARY PLANS MOTOR SHOW.

Maxwell Cars Will Be Exhibited in Detail Next Week.

Not at all dismayed by the fact that other cities the size of Washington have no dealers show in this city, Burton Leary, Jr., has arranged for a show all of his own. All during next week he will have on display at his showroom, 1321 Fourteenth street, a full line of Maxwell cars of the same type and design that are being exhibited on the show circuit.

RACING MEN TO BUILD OWN CARS

Take Measures to Correct Threatened Shortage of Speedy Cars.

PLAN FORTY SPEEDWAYS

Will Provide Race Every Week of the Year and Require More Cars.

Measures to correct the threatened shortage of racing cars for the 1916 automobile racing season are being taken. The withdrawal of the manufacturers and the impetus of the interesting them in racing has developed a situation which is going to be met by the building of private racing cars by men who know how to do the work possibly better than the engineers of any of the well-known car building.

Racing men themselves and their clever mechanics, after years of work rebuilding racing motors, have learned of every weakness and through experience gained an insight into the mysteries of correct car building.

Louis Chevrolet, Ralph De Palma, Joseph Boyer, Jr., Robbie Goetz and many more will design and construct racing cars during the winter. Louis Chevrolet has completed his car. Bob Burman is also going to be a car builder. The withdrawal of the makers will bring into the field from American sources cars that will rival the product of the famous European manufacturers.

ADAMSON BILL IS IN HIGH FAVOR

Members of Congress Pledge Support to Automobile Registration.

BOOSTED BY A. A. A. CLUB

Provides That Motorist with Home State Number Can Travel Anywhere Without Additional Taxation.

Many members of both branches of Congress have unhesitatingly expressed themselves in favor of the Adamson automobile registration bill, which provides that a motorist with his home State number can travel freely anywhere in the United States without additional taxation.

A. A. A. State and local clubs throughout the country, in asking the support of their spokesmen in Washington, have been gratified at the practical unanimity of the replies received. Typical of these replies are the following:

Representative A. C. Hart, of New Jersey: "I am heartily in sympathy with the Adamson bill, and shall support it." Representative A. G. Dewalt, of Pennsylvania: "I can say, unhesitatingly, I am for the Adamson bill." Representative John A. Key, of Ohio: "From what I know of the Adamson bill, I can very consistently support it."

"Conscientious and careful consideration" is the phraseology used in scores of letters to A. A. A. club presidents, both from Senators and Representatives, and the general sentiment offers a pronounced contrast to the reception accorded the Federal registration bill put forward several years ago by the national automobile organization, of which William H. Hotchkiss was then the president.

Automobile Show At Maxwell Salesroom

January 31st to February 5th

Don't Miss This Wonderful Exhibit

Full Line of Maxwell Cars on Display

Including Roadster, \$660; Touring, 680; Cabriolet, 890; Town Car, 940

delivered in Washington fully equipped

Also Cutaway Chassis in Operation

Open daily during this exhibit from 10:00 A. M., 10:00 P. M. Flowers for the ladies

H. B. Leary, Jr., Souvenirs 1321-23 14th St., N. W. Telephone N. 4434-4435

V-TYPE PROVES POPULAR.

Retail Sales of Cadillacs Last Year Over \$45,000,000.

The calendar year ended December 31, 1915, marked the largest in volume of business in the history of the Cadillac Motor Car Company. The manufacture and distribution during that period reached the impressive total of 30,495 of the eight-cylinder cars, aggregating in retail sales value more than \$45,000,000.

Including the eight-cylinder cars shipped prior to January 1, 1916, and since January 1, 1916, the total exceeds 32,500 cars of this pioneer V-type. When it is recalled that two years ago this type of engine was practically unknown, and that since its inauguration by the Cadillac company some twenty makers have abandoned other models and adopted the V-type, it is significant of the influence which the Cadillac company wields upon the motor car industry.

Rev. John S. Bowers Seriously Ill. Rev. John S. Bowers, president of the Maryland annual conference of the Methodist Protestant Church, including all of the local churches of that denomination, is seriously ill from an attack of apoplexy. He was stricken on Thursday addressing students in the Westminster Theological Seminary at Westminster, Md.

The total value of tires used in 1915 in the United States, including solid tires for trucks, tires for buses and taxicabs, amounts to \$250,000,000 in round numbers. To this sum should be added 200,000 motorcycle tires, worth from \$5 to \$10 each.

Decorators have changed the show-room so that one would not know it as the same place. Not only will the show-room be open to visitors from 10 a. m. to 11 p. m., but the shop as well. To

COMPANY WILL HOLD EXHIBIT THIS WEEK

Reos and Oaklands Are to Be on Display at Smith-Trew Showrooms Here.

An automobile show all your own is something out of the ordinary for Washington. This is especially true when you arrange to have on display everything that is supposed to be shown only on the big time circuit. Stripped and cut-out chassis, with every working part in operation so that those who look can see for themselves the exact functions that the different parts of the car bear in relation to one another, is an exhibition that is usually reserved for the manufacturers shows.

Displaying the same energetic spirit that it has shown since taking hold of the Reo and Oakland lines, the Smith-Trew Motor Company has arranged to have an automobile show all its own this week at the salesrooms, 1321 Fourteenth street. The company will have on exhibition twelve cars of the various Reo and Oakland models, ranging from vented type cars to roadsters, raceabouts, touring cars in four, sixes and eights. In addition it will have on display the line of Reo trucks which it also handles.

Decorators have changed the show-room so that one would not know it as the same place. Not only will the show-room be open to visitors from 10 a. m. to 11 p. m., but the shop as well. To

AMATEUR DRIVERS WILL RACE.

Amateur Drivers are to be given their innings in 1916 and amateur races among sportsmen in the game for the love of the sport will be seen in many contests.

Chicago inaugurated the plan this fall, but the time was too short to carry out the plans. When this class of racing is inaugurated there will be brought back the old-time interest of the days of William K. Vanderbilt, Jr., Albert C. Rootwick, Harry Payne Whitney, W. Gould Brokaw, James L. Brewster and other millionaires of sporting proclivities who made the early races at Ormond interesting and who took part in great track races and in road races also.

Automobile Show

ALL THIS WEEK—JAN. 24-29 Incl.

The Latest Models of the

REO FOURS SIXES TRUCKS

OAKLAND FOURS SIXES EIGHTS

Will Be on Exhibition All This Week at

1337 Fourteenth St. N. W.

The Smith-Trew Motor Company extends to Reo and Oakland owners, the entire motoring fraternity and the public a cordial invitation to be present.

Open From 10 A. M. to 10 P. M.

There will be decorations, music and an array of modern up-to-the-minute motor cars.

In addition to the twelve different models of the finished product, we will also show

Two Cutout Chasses

With all working parts in motion

An Oakland Six and a Reo Four

The same that were shown at the New York Show.

We assure you that no expense has been spared in making this exhibit the most elaborate, attractive and interesting private

AUTOMOBILE EXHIBITION

Ever Held in This City.

ALL ARE INVITED The Smith-Trew Motor Company 1337 14th St. N. W. Telephone North 510