

DEALERS SHOULD BE ORGANIZED

Auto Business Here Suffers from Lack of Co-operative Spirit.

COULD FORCE REFORMS

Protests of Individuals Have Little Weight, but United Action Must Be Heeded.

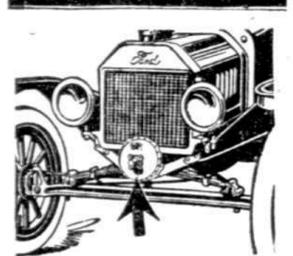
By "SI" GROGAN.

Automobile men from other cities when they come to Washington are surprised to learn that no dealers' organization exists here. What? Nothing in the way of an organization in Washington? What's the reason? Is the manner in which they put it? "Most every other city that I have been in has an organization of the dealers and they are all working out fine," is the way they talk.

Every other line of business in Washington has its organized body. The one in the lime light right at the present moment is the Retail Merchants. They are away on a booster's trip advertising Washington and incidentally themselves. Last season their trip resulted in much more and better business for this city and the present one no doubt will produce the same results.

The money invested in the motor car industry in Washington represents every whit as much money as does that invested in any other one line and more than in most. The men engaged in it are, with but very few exceptions, young men for it is naturally a young man's business. It is young in itself and has attracted to it men young in years, but many of them old in experience. To be successful requires all the qualities that make for success in any other line.

Unfortunately, though, there does not seem to be any desire on the part of the dealers as a whole to get together



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Attracting a Great Deal of Attention.

Novel service car recently put in commission by the Semmes Motor Company.

and form an organization which would have for its aim the bettering of conditions so far as they concerned them individually or as a body engaged in one line of trade. There are so many things in force today which are not entirely satisfactory to the motor car dealer. Individually he protests against them, but his words carry but little weight as compared with what they would if they were the expression of opinion of a body of men who represent more than \$15,000,000 worth of business in this city. This is the amount of business which they represent today and it is steadily growing. If you add to this the motor car owners, who, in most cases, are heart and soul with the dealer, realizing that what benefits him will in turn benefit them, you will have most all the representative business men of the city behind one idea.

There are details of the business that offer a great deal of room for improvement, such as regulating the price to be allowed for used cars when taken in as part payment for new machines, the question of just what should constitute service, where the line should be drawn between what is given gratis and that for which a charge is made. If an association did the other good than to reach a conclusion on this one point it would have accomplished a great deal.

All agree that this one question of what they shall make out a charge for, and what shall go as part of the ordinary service on the car is the hard nut to crack. Owners in many instances realize this fact and do not hesitate to take advantage of it.

What a fine thing it would be if all could get together at informal meetings, get better acquainted, one with another, and have an enjoyable evening. Arrangements could be made from time to time to get good men, experts in their line, to come to Washington and give a talk before the organization. Any detail of the motor car business is interesting and instructive to all engaged in it. The various private automobile shows held during the present spring proved very successful and if it was decided to ever have a big show here again it could be held under the auspices of this association. There would not be the necessity of making a personal canvass and finding out just who did and who did not want a show. It would be a case of majority rule. Those who favored it would be given the floor for a time and those opposed an opportunity to have their say. Once the matter was decided that would be final.

A Vienna statistician figures that the Austrian Infantry has fired 1,500,000 cartridges, and the artillery 12,000,000 shells since the beginning of the war.

CHAUFFEURS STAGE FIRST LADIES' NIGHT

Professional Association Gives Informal Dance at Headquarters in Fourteenth Street.

The Professional Chauffeurs' Association held its first ladies' night and informal dance at its headquarters, 1107 Fourteenth street, on Monday. The committee in charge of arrangements consisted of George Talburt, chairman, and Messrs. Longstreet, Anerson, Burke, Hands, Kosasco, Stockley, Plominog and Stombeck.

Floral decorations consisted of palms, ferns and branches of dog wood, with cut flowers.

The feature of the evening was the dancing of the Virginia Reel, in which practically the whole assemblage took part. After informal dancing and a musical program, a buffet supper was served to more than 100 guests.

Among those present were Mr. and Mrs. Milton D. Smith, Mr. and Mrs. Mervin M. Stockley, Mr. and Mrs. James R. Lea, C. E. Hudgins, John Sullivan, Mr. and Mrs. Paul B. Turnage, W. E. Naughton, James H. Mann, Jr., Mr. and Mrs. Angel, Mr. and Mrs. George Talburt, Mr. and Mrs. Longstreet, Mr. and Mrs. Plominog, Mr. and Mrs. Parker, Mr. and Mrs. Ralph Fowler, Mr. and Mrs. Richards, Mr. and Mrs. Nunnally, J. T. Taylor, Frank Hagan, Dr. J. D. Rogers, Mr. and Mrs. Jacoby, Miss Jacoby, Mr. Canfield and Miss Canfield, Mr. and Mrs. J. J. Haas, Noel Rosasco, Mr. and Mrs. Claude Miller, Miss Miller, Mr. and Mrs. W. B. Davis, Mr. and Mrs. A. S. Hands, Mr. and Mrs. G. A. Felder, Mr. and Mrs. Fickling, C. Burke, Mr. Muzullo, R. Ball, Mr. and Mrs. Bender, Mr. Burkhart, Mr. Donovan, J. T. Kelley, Mr. and Mrs. Monkman, Mr. O'Donnell, Isaac Ganz, Mr. Cannon, Mr. and Mrs. Smithson, Mr. Stacey, Royce Hough, H. R. Martin, Thomas Shea, Mr. and Mrs. Crisler, C. E. Jackson, of Pittsburgh; Mr. Penny, Mr. Prentiss, Mr. Bonner, Mr. Cheslev, Mr. Harveycutler, Miss Edna Stockley, M. A. Smith, Mr. Pilgrim, Mr. Spittler, Miss Nelson, Mr. Daw, Miss Turnage, Mr. Donatelli, Frank Hanlon, Mr. Bateman and others.

Two Killed in Train Wreck. Raleigh, N. C., May 12.—Two persons were killed and five injured when the Flamingo special on the Seaboard Air Line was wrecked early today.

SAFETY FIRST SLOGAN FOR WORLD AUTO RACE

Rigid Physical Tests Must Be Passed by All Entrants at Indianapolis Speedway.

Indianapolis, May 12.—Ralph DePalma, winner of the 500 mile race at the Indianapolis Motor Speedway last year, has wired the speedway officials for permission to enter his Mercedes car. Ralph says he has sold this made-in-Germany race car to Frank P. Book, a young Detroit millionaire, who has had some racing experience and wants to drive at Indianapolis in the sixth annual international speed battle. Book will drive a Cadillac in the Chicago amateur race and DePalma says: "I can recommend him as a capable driver."

Rigid away speculation is rampant. DePalma did not get his entry in before the opportunity closed at midnight May 1. There were various rumors why not. Now with the sale of the car, some who believe Ralph cannot resist the lure of the race, are wondering if Ralph does not expect to let Book start and then Ralph be the relief driver.

Rigid physical tests must be passed by all entrants, for "Safety First" will be a practice as well as a slogan at Indianapolis this year. Following are but samples of a whole volume of rules that are necessary to regulate such an enormous undertaking as this race:

Each car must show eighty miles an hour in an official speed trial of one lap of the track to be eligible. Speed trials will be held on May 26 and 27.

Cars shall start in the order of the time they make in the official speed trials; the fastest car starting in first position, next the pole. The racing numbers will be assigned in the same manner, the fastest car receiving No. 1.

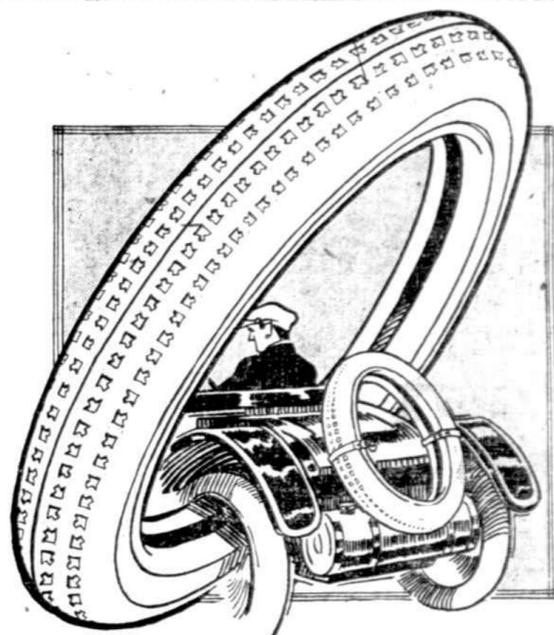
In event of rain, the race will be postponed until Wednesday, May 21, or some subsequent date. Any driver who in the opinion of the officials or speedway management does not show sufficient skill and judgment in the handling of his car to make him a safe factor in competition, shall be barred from the track.

Any driver who, on the day of the race, gives evidence of exhaustion or other physical incapacity, making him a potential danger to others on the course, may be barred from further competition. The status of his eyesight, heart action, blood pressure, and general condition must have been approved by the speedway surgeon at least five days before the contest.

Steering wheel spiders other than steel or bronze will not be permitted. All chain driven cars must be equipped with chain guards. All parts of cars, with respect to safety, shall be subject to the approval of the speedway technical committee.

The Chamber of Commerce of Buffalo, N. Y., has gone on record as opposed to tag days.

British life insurance companies, so far, have paid more than \$20,000,000 in losses on war victims.



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