AUTOMOBILES

BARGAINS IN 1912 WARREN DEMONSTRATORS—ALL MODELS. A Good Proposition to Live Auto Salesman.

Warren Agency,
Tel. N. 5997. 1610 14th St. N.W.

FOR SALE—ONE COLUMBIA ELECTRIC AND one Baker electric; both in excellent condition.

SOUTHWORTH-KEISER CO.,
Rear 1320 L St. N.W.
Phone M. 2239.

1911 FLANDERS ROADSTER; FIVE new tires and tubes; fully equipped; tire trunk and tools; run 2,000 miles; good as new.

Maryland Ave. Motor Car Co.
Tel. Lcn. 1534. 643 Md. Ave. N.E.

FOR SALE—CHEAP—ONE 30-H.P. FOUR-passenger Overland, in first-class condition; one 35-h.p. four-passenger toy tonneau Pullman, one 35-h.p. five-passenger touring car, Pullman; one 40-h.p. five-passenger Overland. All cars fully equipped and in good running order.

Pullman Agency,
Tel. M. 6815. 1222 H ST. N.W.

"Stoddard-Dayton" '99
BARNARD MOTOR CAR CO.,
Tel. North 1955. 1612 14th st. n.w.

1912 OVERLAND Cars.
Roadsters, Touring Cars and Delivery Wagons. Ranging from $900 to $1,500.
Overland-Washington Motor Co.
Tel. M. 5410. 829 14th st. n.w.

Buick $950 to $1,800
BUICK MOTOR COMPANY,
Tel. M. 3832. 1028 Conn. ave.

$1,600 SELF-STARTING
LION 40.
HINDS AUTO CO.,
1801 14th St. Phone N. 4008.

HERRESHOFF,
"THE LITTLE THOROUGHBRED."
Listen to the deep hum of this powerful, smooth motor, then note the speed with which it "picks up" and the remarkable hill-climbing ability of this wonderful little car.
N. M. K. GILMOUR, 1412 G st. n.w.
Main 3722. North 106.

1911 Carhart; cost $2,500; price ...$950
1912 Warren (new); cost $1,640; price ...$1,050
1912 Chalmers "30"; cost $1,600; price ...$1,050
1910 Herreshoff; cost $1,700; price $425
Ford Roadster, fine condition.... $250
EVERITT AGENCY,
1707 14th st. n.w. Phone N. 2089.

Packard
The Luttrell Co. Dupont Circle

"TAKE A SPIN IN A MICHIGAN 40."
$1,150 to $1,500.
PROBEY CARRIAGE CO.,
Tel. W. 213. 1230 Wisconsin Ave. N.W.

Rambler — CROSS COUNTRY CAR, $1,600 to $2,850.
Mitchell — FOURS AND SIXES, $950 to $2,250.
H. B. LEARY, JR., AGENT.
Tel. N. 949. 1317 14th st. n.w.

OLDSMOBILE and OAKLAND
M. T. POLLOCK,
Phone M. 7791. 1018 Conn. Ave.

CADILLAC,
PIERCE-ARROW,
BAKER-ELECTRIC,
THE COOK & STODDARD CO.,
1138-40 Conn. Ave. N.W. Phone N. 7810.

The Detroit ELECTRIC
and APPERSON Cars.
EMERSON & ORME,
1407 H Street. Phone Main 7695.

MOTORING

BY HOWARD S. FISK.

A FEATURE of the American road congress to be held at Atlantic City, between September 30 and October 5, will be the first campaign meeting of Gov. Wilson of New Jersey and President Taft. The respective candidates of the democratic and republican parties have both consented to address the American road congress, and, while the addresses of the two men will be non-political, there is great interest in the manner in which they will greet each other. It is not probable that they will have another chance in the course of the campaign to appear upon the same platform. Both candidates are looking forward to the truce that will prevail at the big road congress.

Both the President and Gov. Wilson agreed to address the American road congress before they were nominated by their respective parties. Of all the candidates who were in the republican and democratic fields before the conventions were held Wilson and Taft were the only two who were invited to address the road congress. The directors of the congress are priding themselves upon having picked the winners.

The American road congress marks the combination of the conventions of the American Association for Highway Improvement, the American Automobile Association and the National Association of Road Machinery and Material Manufacturers. It will be the first time that every faction engaged in the road movement has combined in one general congress. More than a half hundred state, county and local associations which are affiliated with the American Association for Highway Improvement, will be represented at the congress, and automobile tours to Atlantic City from all sections of the country are being arranged by the American Automobile Association. Eighty-thousand square feet of space have been set aside for the exhibits, nearly one-half of which has already been engaged by leading manufacturers.

* * * *

Another interesting feature of the congress will be the booths in which various states will exhibit models and maps of their roads and furnish information to automobilists as to the best routes and information to road builders of other states as to the manner in which the roads on the maps and models were constructed.

Every state in the Union is to be furnished a booth without cost. The states of New York, New Jersey, North Carolina, South Carolina, Tennessee, Illinois and Kansas have already made definite arrangements to occupy the booths set aside for their purposes. Georgia and New Hampshire are making arrangements for booths.

The American Road Congress is being held by the American Association for Highway Improvement, the American Automobile Association, and the National Association of Road Machinery and Material Manufacturers. The United States government will exhibit all its road models and miniature electrically operated models of road machinery and stereoptican views, and every state road department will be represented. The special booths in which the various states will exhibit their maps, models and their various publications, will place the congress on a par with the biggest international exposition.

The old trails committee of the Daughters of the American Revolution is making preparations for an exhibit showing the development from the old trails of the past to the boulevards of the present. The committee expects to exhibit a prairie schooner and horse team, stage coach of the period of 1812 and an automobile of the period of 1912. There will also be a real log cabin presided over by the D. A. R.

* * * *

The Studebaker corporation has taken advantage of a sensationally profitable season to recall $450,000 worth of preferred stock, issued some time ago. In addition, the firm has added greatly to its immense reserve fund.

* * * *

If you run short of gasoline in a locality where the supply cannot be replenished easily, you can often get home without difficulty by mixing ordinary stove naphtha or even kerosene with the fuel remaining in your tank. Of course, the carbureter will need adjustment, and the main thing to remember is to keep the engine running constantly and keep it hot, so as to vaporize the mixture readily. Extreme care should, of course, be taken when filling the gasoline tank, and the poorer grade of kerosene or gasoline, if used, should be well strained.

* * * *

The United States government—for a half century one of Studebaker's best customers—has just purchased eight more Studebaker cars for work in the reclamation service and the Indian bureau.

* * * *

Mr. and Mrs. C. Francis Jenkins are at Chicopee Falls, Mass., where they went a few days ago to get their Stevens-Duryea car from the factory. From there they will motor through the New England states and thence home, arriving here early next week.

* * * *

W. H. Soules in a Studebaker "20" has finished the Wisconsin state reliability tour for the Sentinel trophy with a perfect score.

* * * *

N. M. K. Gilmour, local representative for the Herreshoff car, returned last week from Detroit, where he spent several days at the Herreshoff factory.

* * * *

Mr. and Mrs. G. Eriebacher, A. Goldstone of Baltimore and T. O'Donnell left yesterday afternoon for Atlantic City via the "short route." They expect to return tomorrow.

* * * *

Morris E. Hoagland of Paterson, N. J., arrived yesterday and will spend the week as the guest of his brother, Fred B. Hoagland of the sales force of W. P. Barnhart & Co.

* * * *

Woodward & Lothrop have purchased and put into service a three-ton Alco truck. The truck is fitted with a special furniture body.

* * * *

Devere Rafter and family of Holton, Kan., arrived in this city Sunday in their Marmon touring car, after an extensive tour through the New England states. On their way home they expect to visit the large Indianapolis factory where their car was built.

* * * *

Thirty years ago H. E. Wessels arrived at the vicinity of Spokane, after a long trip by ox train. He is now covering the reverse way of the route in his Studebaker "30."

* * * *

Mr. and Mrs. James P. Roots and Mr. and Mrs. Andrew Byers, in a Studebaker "30" touring car, who are touring through the north, have covered over 1,000 miles with only one puncture. They write that they are enjoying the trip and expect to be home within the next few days. Since leaving Washington they have visited Philadelphia, Atlantic City, all the resorts along the Jersey coast, concluding at New York city, from which point they are returning home.

* * * *

Frank C. Milburn, who is motoring through the New England states in his new Apperson car with a party of friends, expects to return tomorrow. Up to Thursday last he had covered more than 2,000 miles without making a stop on the road for repairs of any kind.

* * * *

R. C. Smith, president of the Overland-Washington Company, returned Thursday morning from Toledo, Ohio, where he visited the Overland and Garford plants. Mr. Smith was the first agent to place orders for his 1913 cars. He has increased his order for the new models to 600, as against 300 cars which he sold and delivered during the 1912 season. The Overland-Willys Company has also given him extra territory, so that from now on it will include Virginia and parts of West Virginia, North Carolina and Tennessee.

* * * *

Lieut. Gardner P. Orme of the Automobile Club of Washington returned to Washington Wednesday to remain a few days. He will rejoin his family at Newport, R. I., this week and probably spend the entire winter in the north.

* * * *

Two big touring cars pulled into Washington Thursday at noon in the face of a heavy rainstorm, after having run 4,000 miles over the road from the north. In a 1913 Chalmers "Six" car were Ray and Harry Reynolds and their mother, Mrs. L. A. Reynolds of Denver, Col. The other car, which was a Winton "Six" touring car, contained Mr. and Mrs. J. S. Murphy and their son, Franklin Murphy. The two cars left Denver June 9, motoring to Chicago. From there the motorists continued their journey to Niagara Falls, crossing into Canada. Motoring eastward, they came down through the New England states to New York, Philadelphia and Washington. They reported the worst roads in Nebraska, and the best roads in New Jersey. In the former state they were compelled to motor 400 miles through gumbo. They left the National Capital yesterday, returning via Columbus, Ohio, Indianapolis and thence to Denver. No accidents marred the pleasure of the trip, and no punctures had occurred up to this point.

* * * *

H. C. Smith, president of the Overland-Washington Company, left Friday in an Overland roadster for the Berkshire hills, in Massachusetts, to join his wife, who is summering there. He expects to be gone about two weeks, and on his return will motor over his territory and line up all of his agents for 1913.

* * * *

Mr. and Mrs. Ernest W. Porter and family, who left Washington a few weeks ago in their Ford car on an extended motor trip through the north, have arrived at Kingston, Nova Scotia, where they will make their headquarters until early fall. They carried a camping outfit along and have been spending the nights along the roadside, stopping at nightfall and establishing their camp wherever they happened to be. They took the trip leisurely, no previous schedule having been arranged.

The route from this city was via Baltimore, Towson, Belair, Havre de Grace, Perryville, Elkton, Wilmington, Philadelphia, Trenton, New Brunswick, Elizabeth to New York city. Leaving New York, the motorists struck the Boston Post road, experiencing some cold weather the night they slept on top of the mountains in Connecticut. From Waterbury the route was continued to Worcester and Boston. Here the first accident of the trip befell the party. While passing through the Hub in the midst of the heavy traffic the machine came in contact with a truck, with the result that when "everybody came to" a large truck horse was occupying the front seat. Mr. and Mrs. Porter and son were sent to the hospital, where they remained a few hours until their injuries were dressed. Mr. Porter received a sprained ankle. The car was slightly damaged and after repairs had been made the tourists shipped on the boat from Boston to Yarmouth, Nova Scotia, and motored through the province of Kingston. Mrs. Porter was considerably upset by the accident and shys occasionally at both automobiles and horses.

The party resumed the journey from Yarmouth to Kingston, via the "Land of Evangeline," a distance of about 130 miles, all of which was found excellent for motoring, with the exception of the last twelve miles, which was quite sandy. The last two miles of this was made on "low gear," writes Mr. Porter. Taken as a whole, the trip was a delightful one, he said, and he expects to tour considerable through the province before returning home.

For the benefit of other motorists who might take this trip, the writer is informed that the cost of ferrying a car from Boston to Yarmouth is $12.

On arriving at the port of entry at Yarmouth a motorist has three options of entering his car: Depositing cash to the extent of 35 per cent of the value of the car, refundable any time within six months; putting up bond by a regular authorized bonding company, the cost of which is $5, or having two persons go surety that the owner will export his automobile. The law allows motorists three weeks in the country when the license tag of owner's home state is displayed. "Incidentally gasoline sells for 25 cents, and a big measure at that," concludes Mr. Porter.

* * * *

The question of good roads probably will be an important factor at the polls next November.

* * * *

W. A. Ward, popularly known as "Hank" Ward, who retired from the automobile game a few weeks ago and became a real estate salesman, came back to his first love a few days ago, and is now a member of the sales force of the Marion Motor Car Company.

* * * *

Brooke Nyce, formerly connected with the Buick Motor Company, and now with the White Company of Cleveland, Ohio, is spending a few days in the city.

* * * *

A Marion "Bobcat" was delivered last week to George C. Chandlee, a prominent motorist of Washington. The car is finished in bright red, and is the first of the new models to arrive.

* * * *

Bad roads have much to do with the high cost of living.

* * * *

Among the guests registered at the Hotel Granliden, Lake Sunapee, N. H., are Mr. and Mrs. Joseph Strasburger and daughter of this city, who motored in their Packard car, and Mr. and Mrs. F. B. Poe, Miss Fulton and Dr. William F. Somes, in a Chalmers touring car.

* * * *

A statistician in one of the trade journals estimates that during the year 1912 $120,000,000 worth of tires will be sold in the United States. He bases his figures on the fact that there are 600,000 automobiles in use in the country, and that each car requires six tires, according to the estimate of automobile tire manufacturers. This means the total output of the entire country will be 4,000,000 tires. Figuring the average cost of a tire to the car owner at $30, this means the American motoring public will spend on tires alone in 1912 $120,000,000.

* * * *

That the good roads movement has hit Minnesota with all the force of a Kansas cyclone is attested by A. L. Westgard, field representative of the A. A. A. and United States government, who is engaged in laying out three transcontinental routes in one season in a Pathfinder "40" touring car.

Westgard passed through the Gopher state recently on the first cross-country jaunt in mapping out the "Northwest trail," the first of the three routes to be surveyed. He is highly complimentary in his remarks regarding the progress of the good roads movement in Minnesota and its adjoining states along the transcontinental route, Wisconsin and North Dakota.

In Minneapolis, the A. A. A. party, consisting of Westgard, Mrs. Westgard, "Heinie" Scholler, driver, and the dog Fram, were looked after by President C. E. Dutton of the Minnesota State Auto Association. A delegation consisting of Mr. Dutton, President Clark of the Minneapolis Automobile Club and numerous Twin City auto enthusiasts attended Westgard's Pathfinder "40" out of town and wished it "bon voyage" on the remainder of its long tour.

Mr. Westgard says the Minnesota roads he traversed are generally good, and in certain sections of North Dakota excellent. These highways are graded dirt roads and stand up well even after severe rains. The appropriately named Pathfinder experienced no trouble at all in this part of the great northwest country.

* * * *

Percy S. Foster, is the latest purchaser of a Michigan "40" touring car. The car is finished in gray, with running gear of the same color and equipped with electric lights, power being furnished by a generator. Delivery was made during the past week.

* * * *

Mrs. David Hirsch of Fredericksburg, Va., has placed an order for a 1913 Cole toy tonneau touring car.

* * * *

Joseph M. Stoddard left Friday night for West Springfield, N. H., to join his family who are summering there.

* * * *

Edmund K. Fox, president of the Matheson Motor Car Company, left last week for Europe, to be gone several weeks.

* * * *

Recent purchasers of Buick cars are William C. Raub, model 34; W. W. Sealock, model 35; Thomas J. Rice, model 35; W. A. Peck, model 28; W. J. Hurley, model 14; Columbia Institute, model 35, and District street cleaning department, model 28, roadster.

* * * *

Excavations are being made for another monster building at the Goodyear Tire and Rubber Company's plant at Akron, Ohio. This addition to the present factory group will be 400 feet long and 80 feet wide. It will be six stories high, with basement, and will be made as nearly fireproof as possible. The company is also adding two stories to two of the present buildings. Each of these buildings is 450 feet long and 60 feet wide. The new buildings and the two new stories will give the plan additional floor space of 266,000 feet, making in all a total of 1,266,000 square feet.

The additions and the new building are being erected for the purpose of taking care of the increase of the automobile tire business. At the present time the company is turning out 5,000 tires a day. The new buildings will enable the company to turn out 8,000 a day. The company employs 5,000 men, but with the new additions employment will be found for 2,000 more.

* * * *

A novel window display will be found at the salesroom of the Buick Motor Company on Connecticut avenue. Following the sale of the last car of the 1912 allotment on the floor a few days ago, two ordinary brooms, tied with red ribbon, were placed in the two display windows, indicating a "clean sweep" for the present season's models. The 1913 cars are expected to arrive early next month.

* * * *

J. D. Lasley, formerly engaged in the bicycle business in this city years ago, spent several days in the National Capital last week. Accompanied by his son he drove here in his new National touring car from Canton, Ohio, where he is manager of sales of a large electrical concern. He has covered 5,400 miles in the seven weeks he has owned the car.

* * * *

C. M. Storm left Thursday in a Hudson touring car for New York and Allenhurst, N. J. Later he will motor to Maine, where he will remain about a month.

* * * *

F. E. Dixon, agent for the Buick line at Piedmont, W. Va., was a visitor here for a few days last week. He left for home Friday.

* * * *

The Washington branch of the Goodyear Tire and Rubber Company expects to remove from 1026 Connecticut avenue between August 1 and 15 into its new headquarters, 1016 14th street northwest, which are rapidly being completed.

* * * *

Charles W. Semmes, manager of the Congressional garage, who has been sojourning at Atlantic City for the past ten days, is expected to return tomorrow.

* * * *

Among the recent purchasers of Warren cars are Edward W. May, who has received his "30" touring car and Bernard Harding, "40" touring car.

* * * *

Studebaker cars were delivered last week to J. B. Bland, "30" touring car; C. D. Brink, suburban "20" four-passenger car; Dr. William Earl Clark, "30" demi-tonneau.

* * * *

The latest purchaser of a 1912 Cadillac five-passenger touring car is John F. Davis of this city.

* * * *

A Detroit electric delivery was put into service this week by the Washington Tobacco Company. The wagon is of 1,000 pounds capacity and is equipped with Edison batteries.

* * * *

Maxwell cars were delivered last week to W. W. Gibbs (Mascotte) and William McAllister, and specials to B. L. Myers and C. E. Woodward.

* * * *

Mitchell five-passenger touring cars were delivered Friday to Luther B. Derrick and P. C. Shaefer, with full touring equipment.

* * * *

Frederick H. Elliott, secretary of the Touring Club of America, spent a few days here last week as the guest of Leroy Mark, vice president of that organization and manager of the southeastern branch.

* * * *

Mr. and Mrs. "Ted" S. Johnston have returned from an extended trip through the west and north, including several days spent in Canada. They visited the factory of the Buick Motor Company, at Flint, Mich., during their western trip.

AUTOMOBILE LICENSES

Automobile licenses have been issued since The Star's last report as follows:

14098—Chapman & Moss, 37 N street northeast, general motor truck.
14099—Walker Gordon laboratory, 1020 Connecticut avenue northwest, Detroit.
14100—William D. Monroe, the Farragut, Packard.
14101—C. A. Morrow, 502 Roland avenue, Roland Park, Packard.
14102—A. Cohen, 2528 12th street northwest, Maxwell.
14103—C. De Weese, the Farragut, Stevens-Duryea.
14104—Q. M. D., U. S. A., 17th and F streets northwest, White truck.
14105—E. Manders, 525 F street northwest, Buick.
14106—B. T. Garrison, 1942 U street northwest, Wilcox trux.
14107—Mrs. P. J. Lynch, 907 7th street northwest, E-M-F.
14108—E. Schwab, 525 8th street southeast, Black Crow.
14109—M. E. Ailes, Riggs National Bank, Chalmers.
14110—H. T. Jones, 605 E street northwest, Maxwell.
14111—J. C. Sheehy, 2849 Connecticut avenue northwest, E-M-F.
14112—H. F. Woodard, 1934 17th street northwest, E-M-F.
14113—U. C. Cockey, Pikesville, Md., Pullman.
14114—Emmitsburg Motor Car Company, Emmitsburg, Md., Packard.
14115—E. G. Siebert, 1817 19th street northwest, Stevens-Duryea.
14116—W. F. Hitt, 1501 New Hampshire avenue, Packard.
14117—W. B. Stevens, 519 W. Franklin street, Baltimore, Md., Pullman.
14118—Gude Bros., 1214 F street northwest, Pippard-Stewart.
14119—W. D. Sullivan, 1323 30th street northwest, Buick.
14120—Joseph Strasburger, 310-312 7th street northwest, Packard.
14121—A. F. Carroll, 1226 H street northwest, Franklin.
14122—J. W. Spencer, 2019 Hillyer place, Ford.
14123—S. Rosenburg, Marlborough apartment, Baltimore, Md., Cadillac.
14124—W. H. Littlepage, the Alabama, Buick.
14125—W. W. Sealock, 3287 M street northwest, Buick.
14126—Mrs. C. Richards, 421 6th street northwest, Overland.
14127—Azel Ford, 707 Union Trust building, Stevens-Duryea.
14128—Joseph Tyroler, 828 13th street northwest, Winton.
14129—R. Smith, the Winona, Baltimore, Md., Cadillac.
14130—T. P. Nickerson, Lovettsville, Va., Oakland.
14131—C. Liesmann, 21 Quincy street northwest, Regal.

AUTOMOBILE INSURANCE
$1,000 for $6.00
A straight fire policy, without frills, on your automobile anywhere in the United States or Canada for $6 00 per $1,000 from now until December 31, 1912. Telephone or call.
Commercial Fire Insurance Company of the District of Columbia
SOUTHERN BUILDING Telephone Main 6475
Paid-up Capital, $277,710. Assets, $442,000
OFFICERS:
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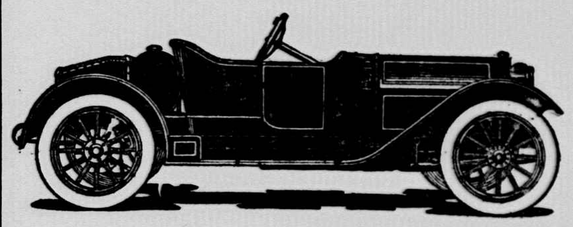
F. S. DUDLEY, 2d Vice President JOHN McKEE, Assist. Sec'y
ROBERT N. HARPER, Chairman Finance Committee

MICHIGAN

Every Big Feature Is Included in the Mighty Michigan
Probey Carriage Co.,
Phone West 213. 1230 Wisconsin Ave.

NOTICE
NORMAN S. BOWLES is no longer connected with the
WARREN MOTOR SALES CO.
in any capacity.
Warren Motor Sales Co.
1610 14th Street

MANN RESOLUTION INTERESTS AUTOISTS

If Passed by Congress Will Mean Better Roads Throughout Country.

A recent amendment to the national parks regulations offered in the House by Representative Mann of Illinois will commend itself generally, for it provides "that all revenues received after July 1 from national parks shall be expended only for construction, improvement, and repair of roads, trails and bridges in the respective parks and for no other purposes whatever."

A suggestion made recently in connection with the opening of national parks to motor-driven vehicles includes a provision for a special registration fee, with its use exclusively for road purposes. Such a plan might meet the objections which have been filed against the special fee that is now being exacted for automobile admission into Glacier National Park. Ultimately the registration fees would be abolished, but at the present time it is possible that there would not be any great objection to the plan, providing the yearly fee for those living near the parks would be reasonable in amount. The A. A. A. national good roads board will present the matter at the next meeting of the A. A. A. board of directors.

In its consideration of the annual post office appropriations bill the Senate committee on post offices and post roads has voted to report a provision calling for the appointment of a joint committee of House and Senate to consider federal aid for good roads construction and the recommendation of a definite plan of procedure. The Senate committee voted adversely upon the proposition of government roads rental for rural free delivery routes used in the various states. The action taken concurs with the resolution pending in the House which resulted from the federal aid convention promoted in Washington last winter by the A. A. A. national good roads board, and co-operated in by such organizations as the National Grange and Farmers' Union.

AT HEAD OF NEW AUTOMOBILE AGENCY

A. E. HUGHES.

W. J. FOSS.

Foss-Hughes Company of Philadelphia to open branch house in this city for Pierce-Arrow cars.

PIERCE-ARROW COMPANY TO OPEN BRANCH HERE

Salesrooms on Connecticut Avenue to Be Ready About September 1.

An announcement of unusual interest to motorists of this city and the country in general was made a few days ago, to the effect that the Foss-Hughes Company, sole distributers of the Pierce-Arrow line in Philadelphia, Baltimore, Providence, Wilmington and Newport, will inaugurate a new branch in this city at 1220 Connecticut avenue northwest. The local branch will be devoted to the sale of pleasure cars and trucks exclusively, and to thorough-going service departments for both classes of vehicles.

Work is now being rapidly pushed in fitting up the new quarters of the company, and by September 1 display rooms of the most attractive character will be completed. The opening of the Washington branch will add considerably to the territory of the company. In the fall of 1905 W. J. Foss, formerly of this city, and A. E. Hughes started in Philadelphia to deal exclusively in Pierce-Arrow cars, and in the brief interval which has elapsed they have developed one of the largest retail organizations in the United States, embracing in the wide reach of its territory eastern Pennsylvania, southern New Jersey, Maryland, Delaware, District of Columbia, Rhode Island, and parts of Massachusetts, Virginia, West Virginia and Connecticut.

Messrs. Foss and Hughes started out with three employes in Philadelphia several years ago. Today they employ nearly 200 men, with branches in half a dozen cities. Mr. Foss is treasurer of the concern and Mr. Hughes vice president. Both have been business associates for nearly twenty years, dating back to the early bicycle days when they were branch managers and special representatives of the Pope Manufacturing Company of Hartford, Conn., distributing Columbia bicycles throughout the United States. These two men now stand at the head of the automobile industry in the cities where they are established.

The Pierce-Arrow five-ton truck, worm driven, will also be handled here. At each of their branches the truck department is handled separately from the pleasure cars, with different managers and a different force of specialists engaged exclusively in truck sales and truck service and maintenance. Mr. Foss was for several years manager of the Pope Automobile Company of Washington, and is well known among the motoring fraternity of the National Capital.

The Pierce-Arrow line has always been handled in this city by the Cook & Stoddard Company, which concern is giving up the agency in order to devote its entire time to the sale of Cadillac cars for 1913, in view of the large increase in their allotment for next season.

PATHFINDING CAR TO SET OUT TOMORROW

Detroit-to-New Orleans Trail to Be Blazed for Reliability Run.

With New Orleans as its objective point, the pathfinding car will start tomorrow from Detroit to lay out the route for the big A. A. A. national reliability tour, in the tenth running of which the possession of three trophies will be involved. The famous Glidden trophy will be for team competition, the same as last year. While the artistic Anderson cup will be for the runabout class. An added prize will be the A. A. A. individual cup for the touring car division, and thus every kind of a possible entrant will have something to compete for. Furthermore, the entire field will be subdivided into price classifications, which will complete a prize list larger than ever before offered.

From Detroit to Fort Wayne, Indianapolis and Louisville the way is quite familiar, but little is known of that portion of the route below. Although the Louisville-Nashville part was traversed by the 1910 tour, which went to Dallas, Tex., that part of the route has never been popularized, principally on account of worn-out pike. Lately a new interest has been aroused in the matter, and it is confidently predicted that with additional publicity and interest the route from Louisville south will be greatly improved. This probably will be true also between Nashville and Memphis, as two roads are striving for the honor.

From Memphis to Jackson, Baton Rouge and New Orleans the tour will pass over country that has been traveled by private parties, but has never been raised to a standard route as it will now be accentuated by the tour.

While the tour itself is an important event, it is but an incident in opening up travel from the central states to New Orleans. W. O. Westgard is the A. A. A. route expert on the trip, which will have the unusual distinction of being charted with electric accompaniment, a Flanders battery-driven car being the one employed.

Unfortunate.

From the Atchison Globe.

Another unfortunate coincidence is that there are so many good detectives in the story books and so few on the outside.

PRACTICE STARTED ON TEXAS COURSE

Many Galveston Auto Fans Watch Daily Tuning-Up Sprints.

GALVESTON, Tex., July 25.—Practice for the automobile races to be held on the hard-packed Galveston, Tex., beach August 8, 9 and 10 under the auspices of the Galveston Automobile Club and the Texas State Automobile Association, has begun, and daily hundreds of motor fans line the course to watch the tuning-up sprints. The drivers who are already located on the course are mostly amateurs of Texas and neighboring states, who are to be pitted against the veteran pilots from the north. This beach event brings together a classy lot of local drivers who each year strive to win the reputation of being the "Bruce-Brown of the south."

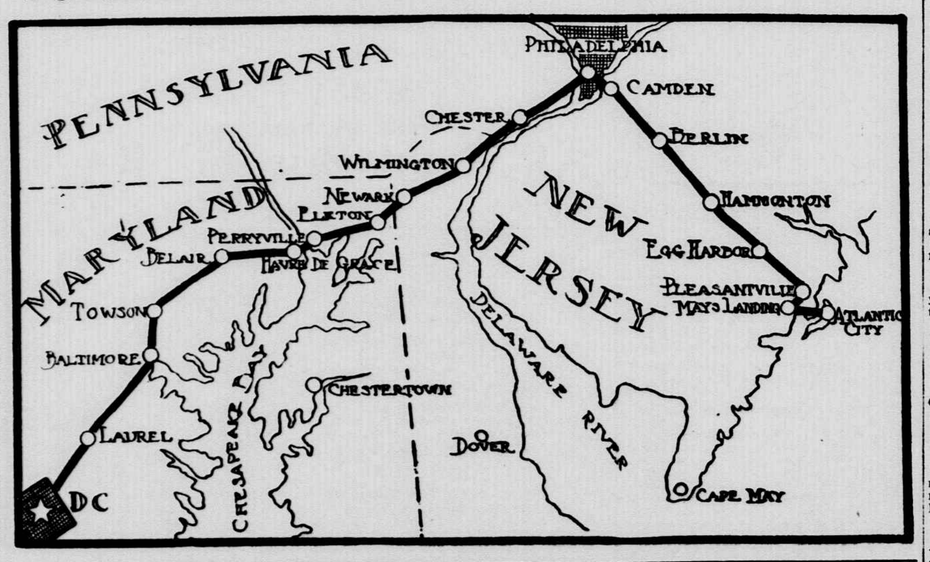
Capt. J. W. Munn, chairman of the racing committee, received word yesterday that among the drivers coming here for the meet will be John De Palma, brother of Ralph De Palma, who made his debut as a race driver at Old Orchard beach July 4, where he performed brilliantly.

A grandstand seating 10,000 people is now nearly finished. From elevated seats in this stand the entire length of the two-and-one-half-mile course will be in full view of the spectators at all times. This arrangement is new for beach races, which seldom proved spectacular because of courses being too long, permitting the cars to be seen only at the passing point. At low tide the beach provides 200 feet of driveway, with an additional hundred or more which is taken up with the grandstand and parking spaces.

There are five events on the program for each of the first two days of the meet, and a 200-mile free-for-all contest will be run on the third day.

Four class "C" events and a special class "E" event are slated for the first day, these ranging in distance from ten to seventy-five miles. In the latter event, in order that a car win a prize, two or more cars must start in the same class and must finish within a period of ninety minutes. On the second day a similar event is to be run, and in this the winning machine must finish within sixty minutes. Also on the second day three special class "E" events are to be run off, and several attempts will be made at the beach record, which will surely be lowered during the coming meet.

POPULAR AUTO ROUTE TO ATLANTIC CITY.



One of the most popular runs at this season of the year for the motorist is to Atlantic City, via what is known as the "short route" to Philadelphia. From Philadelphia the run is made over the famous White Horse pike to the seashore. The total distance from this city is about 212 miles.

The route from the National Capital is via Baltimore, Towson, Bel Air, Havre de Grace, Perryville, Elkton, Newark, Del.; Wilmington, Philadelphia, Camden, Hammonton, Egg Harbor, Absecon, Pleasantville and concluding at Atlantic City. At Philadelphia the ferry is taken to Camden, when splendid roads await those who participate in the trip.

The only real disagreeable stretch on the entire trip is between Perryville and Elkton, a distance of about fifteen miles, which is in many places deep with sand. It is not so deep, however, that it cannot be negotiated by even the smallest machine. The going will be rather slow, but this can be easily made up after once getting on the good macadam stretches on the other end.

One of the most important points to be remembered in connection with the trip is to be sure and take the road to the right, four miles north of Perryville. One road is straight ahead, while the other branches to the right. Unless particular attention is paid to the speedometer the road to the right, which is hidden to some extent by the tall trees at this point, can easily be missed. A telegraph pole will be found at the junction of the two roads. Both roads join later on, but motorists are advised to take the road to the right, because it is not quite so heavy with sand. The road to the right follows the Susquehanna river some distance and turns to the left through the little hamlet of Charlestown, while on the other road not a house is to be seen nearly the entire distance.

In view of numerous inquiries during the past week a map, showing the location of the towns, together with data of distances, etc., is given today for the benefit of local motorists who contemplate taking this trip in the near future.

Some of the towns and distances are as follows:

Start.	Point to point.	Totals.
Washington-Hyattsville	6.8	6.8
Beltsville	6.2	13.0
Contee	2.6	15.6
Laurel	3.0	18.6
Elkridge	11.0	29.6
Relay	3.8	33.4
Baltimore	8.6	42.0
Woodbrook	5.0	47.0
Towson	3.3	50.3
Glenarm	7.8	58.1
Bel Air	13.8	71.9
Churchville	5.1	77.0
Havre de Grace	10.0	87.0
Elkton	15.4	102.4
Newark, Del.	7.6	110.0
Wilmington	12.0	122.0
Chester	13.1	135.1
Philadelphia	15.5	150.6
Camden	2.0	152.6
Kirkwood	10.5	163.1
Berlin	5.0	168.1
Hammonton	14.5	182.6
Egg Harbor City	11.0	193.6
Absecon	11.0	204.6
Pleasantville	2.5	207.1
Atlantic City	5.0	212.1