

## SECOND-HAND CARS IMPORTANT FACTOR

Various Plans Have Been Adopted for Their Disposal.

"The second-hand car problem is unquestionably one of the greatest in the automobile industry," says Hugh Chalmers, of the Chalmers Motor Company. "Solutions of various kinds have been tried," he continued, "none of them with absolute success."

"In my opinion Philadelphia has one of the best arrangements for handling second-hand motorcars. The Dealers' Association of that city maintains a clearing house which fixes prices to be paid for the different models of the various makes of cars. No member of the association accepts a second-hand automobile in trade until it has been appraised and a price fixed by the clearing house. This system prevents unfair competition, since the clearing house gives the same price to each member of the dealers' association. It eliminates all bidding for a sale among dealers."

### To Form Manufacturers' Association.

"I have thought of another plan which might be tried in connection with second-hand cars. My idea would be to form an association of manufacturers, admitting only those who build standard cars. This association would be in the future of a big insurance company. Each manufacturer would pay a certain fee on each car that he built. As this car was sold the purchaser would be told that for the payment of a premium annually his car would be insured against all breakage and eventual total disability."

"When an owner had an accident the damage would be estimated just as the insurance companies of the present day estimate personal injury, and he would be compensated for the cost of repairs. When his car became totally disabled, instead of being patched up and even sold as a second-hand car, it would be thrown on the junk heap, the manufacturer's insurance company paying the loss out of the tax paid by the various members."

"At the present time the country is accumulating a vast stock of second-hand cars, many of which are really worthless as automobiles and have a tendency to mislead prospective buyers that motor cars are risky investments. This should not be."

### Machines Must Wear Out.

"There is no reason why an automobile, like any other piece of machinery, should not eventually wear out. When a car has delivered in service a satisfactory return upon the original investment I do not see why we should not acknowledge that it is worn out and cost it aside."

"The insurance plan which I mention would take off the market all of the worn-out cars. If anything of value remains in these cars they could be sold as scrap iron and perhaps the material in them could be recycled into material available in some plant of manufacture."

"This is, of course, only an idea. I do not know how it would work out for I have not investigated with a view to forming such an organization. It is evident at once that such an insurance association would require immense financial backing and a very high class of managers. I believe the plan could be worked out in some practical way to solve the second-hand car problem."

### Overland's Showing An Important Feature

The Overland line of cars is handled by the Overland-Washington Motor Company, the salesroom being at 829 Fourteenth street, E. C. Smith is president of the company. All the popular styles of cars turned out by the Willys-Overland Company are on display at the salesroom and many of them will be exhibited at the show. In the preparation of the offerings for the year 1911 the Cleveland company has taken into account the wide range of tastes, and offers twenty-two models, ranging in price from \$775 to \$1,875, having from twenty to thirty-five horsepower and meeting every idea of style, price or power.

"The five Overland factories this year represent an outlay of \$2,000,000 in equipment. In every car the materials and parts are subjected to more than a thousand inspections. Every chassis before the body is added, is given at least two severe road tests. One of the important features of the 1911 line is the fact that the purchaser is afforded the option of the furthest of such front at the same price."

The 2-horsepower car for \$775, is capable of doing forty-five miles an hour. The wheelbase is ninety-six inches. It has four cylinders. The torpedo roadster type sells as low as \$775.

The 2-horsepower Overland, with 102-inch wheelbase, sells for \$800, a percent less than last year. It may be had with either touring car body, delivery body, roadster, or rumble seat. The 2-horsepower Overland, with the inch wheelbase, sell for \$1,250. A wide choice of bodies is offered, including a torpedo roadster, fore-door tonneau, and open runabout.

A four-passenger inside-drive coupe for winter driving, costs \$1,225. The 2-horsepower car for \$1,000, with 118-inch wheelbase, sell for \$1,000 and \$1,050. All of these prices include magnets and full lamp equipment.

More than 2,000 buyers are now using these cars, where but a year ago there were only 400. One thousand dealers are selling them now, as against fifty-one, years ago. This is a notable development.

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### Automobile Plants in 1910 and 1911

States.	1910.	1911.
Michigan	42	61
Indiana	31	40
Ohio	29	60
New York	26	54
Illinois	24	30
Pennsylvania	17	31
Massachusetts	15	29
Wisconsin	14	19
Connecticut	9	27
Missouri	8	12
Minnesota	5	2
New Jersey	3	10
Maryland	3	2
Iowa	2	1
Scattered	6	...
Totals	234	378

## Estimated Value of 1911 Automobile Production

By States	No. of cars	Value of cars
Michigan	18,059	\$30,545,534.37
Indiana	10,519	17,791,133.27
Ohio	32,460	54,901,817.80
New York	37,779	97,730,243.97
Illinois	27,338	46,130,333.34
Pennsylvania	32,732	55,346,972.46
Massachusetts	22,824	37,211,460.00
Wisconsin	5,576	10,731,421.68
Missouri	15,800	27,386,308.00
Minnesota	11,900	20,168,027.00
New Jersey	34,078	57,640,561.54
Maryland	4,526	7,645,422.18
Iowa	10,302	17,425,111.86
Scattered	156,996	1,956,331,143.28
Totals	440,729	1,536,985,509.75

## REGAL ROADSTER FEATURE FOR 1911

Model M Leads Line for Coming Season at Salesroom of Emerson & Orme—Detroit Electric and Apperson Cars There.

The firm of Emerson & Orme was formed last year and now occupies a large and well-appointed salesroom and garage at 1407 H street northwest. The cars handled are the Detroit electric, Regal, and Apperson. The firm has met with success since its inception and now occupies a commanding position in the automobile field of Washington.

The feature of the Regal line for the coming season is the roadster model M, which is mounted on a chassis having an underslung frame. The power plant consists of a 20-horsepower, four-cylinder motor, with its water-cooled L-type cylinders cast en bloc and mounted on a subframe consisting of two long tubular rails resting on cross frame members of special design. The crankshaft is mounted on two plain bearings, valves are adjustable and internal circulating oiling system is employed.

### Dual Ignition System.

Ignition is by means of a dual system, comprising a low-tension magneto win dry cells and an auxiliary coil located in front of the dash under the hood. The propeller shaft is enclosed in torsion tube having a large ball joint bearing containing a universal joint at the front end and the gearset is a unit with the rear axle, which is a Weston-Mott construction.

As for the changes in the regular line, model F of 1911 will be known as model Y in 1911. Model Y is a larger car similar to the model F of 1910, except that the gear-shifting rods are heavier. Heavier torsion rods are used, the rear axle is a slightly stronger construction, and there is a small change in the design of the rear axle casing. Brake rods are now inside of the side frame members, brake drums are considerably larger in diameter and a half-inch wider, and improvements are to be found in their general design and operation.

### Direct Shaft Drive.

Direct shaft drive is a feature of the Detroit electric which has been retained for this year, but which has been so improved that there is a straight path of power from the motor to the rear axle without chain or gear reduction. There is not a single moving part from the motor to the rear axle that is exposed, and the claim is made that this construction produces increased efficiency and a noiseless motor and gears. The Detroit electric people have brought out an underslung roadster model which has a wheelbase of ninety-six inches,

and which is fitted as a torpedo type and fore-door body and which carries thirty-six-inch wheels, which are fitted with pneumatic tires.

In addition to this the company offers six different types of bodies on its shaft-drive chassis, the range taking in an extension brougham, a four-passenger brougham, a two-passenger coupe with a folding seat for a third person, a four-passenger victoria, a victoria of Queen design and a victoria with a top. Chain-drive models also are furnished, and with them go choice of four different kinds of bodies. The company offers an option of lead or Edison batteries.

Apperson cars are made in a number of popular models by the oldest automobile factory in this country. Emerson & Orme will have a number of these models on exhibition at the show, together with a number of Regal and Detroit electric models.

### Firm is Increasing Its Yearly Business Greatly

The Commercial Automobile and Supply Company has long occupied a position of importance in the automobile trade of this city. It was organized a number of years ago, with W. C. Long as general manager, and each year has seen a substantial increase in the volume of business. The cars handled are the E-M-F "33" Flanders "23" and the Studebaker line of gasoline and electric machines.

Roadster and demi-tonneau styles of bodies are something new with the E-M-F Company, which, however, has not changed the chassis except to give a lower angle of rake to the steering column of the two new models. The roadster has bucket seats and a large gasoline tank in the rear, while the demi-tonneau differs from the roadster only in the seat arrangement, a tonneau accommodating two persons being substituted in the rear in place of the large gasoline tank in the rear locker. In this model the tank occupies a position under the front seat.

A scuttle dash is used on both these models. The Flanders, also made by this company, has been refined and improved for 1911, and comes in a runabout, roadster, suburban, and coupe types. An E-M-F touring car blazed the route for the Mutney Historic Four last year, and the same machine also served as the pilot car for the tour. A Flanders "23" last year made a remarkable run from Quebec to Mexico City.

### Coil Troubles.

Coil trouble may cause defective insulation or it may be caused from loose connections at the coil, or by loose strands of wire causing a short circuit from one terminal to another. Unless you understand the subject it is best to call in an electrician in a case of this kind.

### Ability to Rise.

The young man with money and little else will find in the aeroplane a little more means of rising in the public notice.—Tom Watson Epitaph.

### One Right Way.

There are two ways of doing almost everything, and this is especially true of fastening battery and coil terminal wires. One way is wrong, and the other is to twist the bare end of the wire around the terminal as the hands of the clock move, and then tighten up the nut. The reason for this is because the screw-thread is right-handed, therefore the tendency of the tightening nut will be to twist the wire around the terminal tighter than it was. Should the wire be twisted the other way, the nut would tend to untwist it and it would slip under the nut and very likely get a very poor hold.

### Leaking Valves.

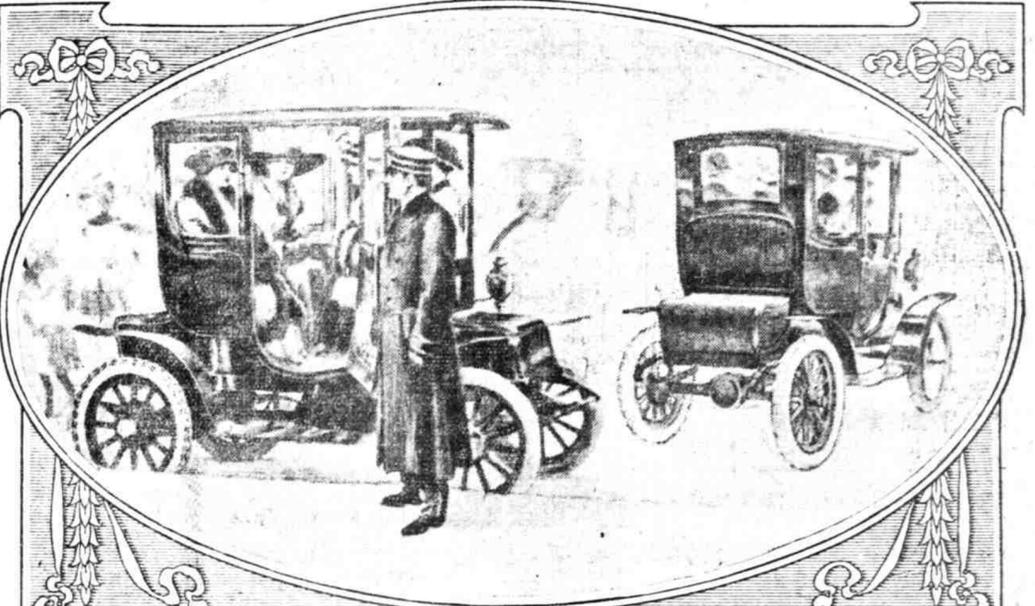
If you are looking for a valve leak pour a little oil around it, and if it bubbles or if air and gas escape from it while the motor is running, it is pretty good evidence of a leak. An air leak at the plug can be determined in the same way.

### Making Sure.

Patience—Did he see the mistletoe and then kiss you? Patrice—No, he kissed me first and then looked about for the mistletoe.—Yonkers Statesman.

### For Good Tires.

Many drivers do not realize the value of good tires, and, as a result, misuse them by turning corners sharply, neglecting to examine the treads, failing to remove rust or mud after each run, etc. Another frequent cause of trouble is improper inflation. They should not be so hard that they shake the car to pieces nor so soft that they invite a puncture readily through the section and tendon. They should not flatten more than two-fifths to three-fifths of an inch when the car is fully well loaded. A pressure gauge is a good thing for determining the proper inflation.





**THE Detroit Electric is the last word in luxury and beauty, as well as efficiency; distinguished by its stunning lines, its quiet elegance without show; its rich upholstery and air of genuine refinement.**

To the well-bred woman—the Detroit Electric has a particular appeal—because of its elegance—privacy—safety—control.

**EMERSON & ORME, 1407 H St. N. W.**

We offer this season a brand-new extra-low and rakish Detroit Electric model for men—our Gentlemen's Underslung Roadster—"lines of a thoroughbred"—and extra-long wheel base. Pneumatic tires only.

**Ten 1911 Models** combine Victorias, Coupes, Broughams—and the Gentleman's Roadster.

**Spaces No. 21 and 22**  
At the Auto Show.

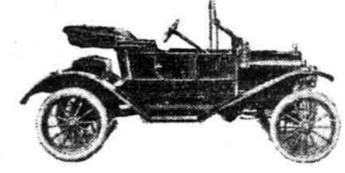
Remember—We are always at the other end of your telephone wire. Our Number is M 7695.

# A TRIUMPHANT TRIO

A WHOLE SHOW IN THEMSELVES AT THE SHOW

The 1911

## FORD



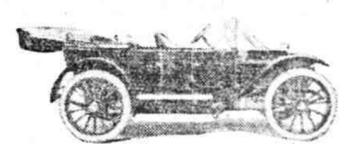
FORD MODEL T—Torpedo Runabout. Fully equipped \$725. Un-equipped \$645.

The FORD needs no introduction to Washingtonians, or the citizens of any other town, village or hamlet. It is known wherever the automobile is known. Its reputation extends as far as civilization itself.

The FORD has clearly demonstrated to all mankind that high-grade does not necessarily mean high price. So many people buy FORDS because they are better cars, not because they are cheaper. The low prices are an extra-added FORD attraction.

The 1911

## OWEN



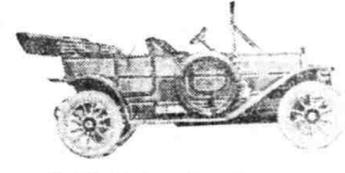
OWEN SIX PASSENGER TOURING CAR \$3,200.

The OWEN was not built to fit a price, but to satisfy an ideal.

The OWEN is equipped with 42-inch wheels, and large tires. It has left-hand drive, with right-hand single lever control, enabling greatest ease of operation. The motor is long stroke, productive of great power with least possible vibration. A closed front, straight line body with double dropped frame, and fine spring suspension, gives a refinement of appearance and comfort in touring that is peerless.

The 1911

## VELIE



MODEL G1—Fore Door, 5-Passenger Car \$2,000.

Excepting for minor refinement of details, representing the result of another year's experience, the VELIE for 1911 is practically a duplicate of the VELIE that proved so satisfactory during the past year.

On all 1911 models the trimmings are of heavy nickel instead of brass. The standard color combinations are:

VELIE blue body with fine white stripes, VELIE gray wheels.

VELIE carmine with running gear to match.

VELIE gray throughout with 3/4-inch white stripe edged with fine line of black.

VELIE red throughout.

# MILLER BROTHERS 1105-7 14th St. N.W.

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