

MOTING SALESMAN FILLING SHOES OF OLD TIME DRUMMER

The days of the old-fashioned drummer—the fat one with a black cigar and a derby, who used to take up a lot of the red plush in smoking cars—are numbered. In his place has arisen the motoring salesman who covers his territory in an automobile.

For the motor car has offered traveling men a better means of transportation. This is especially true of the salesman who makes the small local communities.

These travelers have generally had rather small territory to cover—small because of the transportation difficulties. They have made their trips in a large number of cases, during the week, returning to some larger place for Sunday.

Now they can make the same territory and more by motor car. Not only is it possible to short-cut with an automobile, making jumps that had to be covered by a longer route on the main line, but the traveler can save many hours that formerly were wasted waiting for the one train that ran daily up and down a jerk-water line. The motoring salesman gets into a town, sees his customers and then speeds away without waiting a minute.

Of course the automobile for such work must have certain requisites. It must be staunch and reliable and it must operate at a moderate cost. Even with present railroad fares, unless a car is marked for its economy, it cannot compete with railroad transportation on a dollar and cents basis.

Quite a number of Dart owners use their cars for this work. They have found Dart will give them the service they need. Ability to travel rough roads and to stand the daily grind of some hard journeys is a big feature of Dart utility, and for the traveling man this means a lot.

It makes no difference what your wants may be, you can have them supplied by using and reading The Republican Classified Pages.

DEVICES THAT MAKE FOR MOTOR TRUCK EFFICIENCY



Courtesy of The B. F. Goodrich Rubber Co., Akron, Ohio

POOR HIGHWAYS COST UNITED STATES MUCH

“What will America's poor roads cost the public this year?” inquired G. H. Reuben, local Kissel dealer.

“No matter how hard automobile and motor truck manufacturers work to develop their product to the highest point of mechanical efficiency and operating economy, that will help re-

duce the high cost of living, if every community does not improve its roads over which foods, supplies, foods, farm products and other necessities must be transported, then the people of that community are responsible for a part of the high cost to the consumer of each good.

During the month of June, the 1919 record winter crop of over 900,000 bushels will begin to move. The spring and early summer fruits and garden produce will begin to appear at the markets—the first result of America's increased manufacturing program for domestic and export consumption will be ready for transporting to shipping points—the nation's building, expanding and developing program will be well under way.

With the constantly increasing number of motor trucks being produced by the manufacturers to meet American industry's demand for rolling equipment with thousands of expert drivers and mechanics of invaluable experience being released from the army, with the hundreds of motor truck transportation, express and rural routes being formed, it would appear that the only weak link in this nationwide transportation chain is that of poor roads.

Poor roads have proven to be the brakes on the wheel, the sand in the gears, of progress—creating chaos and stagnation in transportation and shipping.

The people of the United States eliminated those conditions, that tended to slow up the pace on the way to Berlin. Are they going to stand for poor roads that slow up the industrial expansion of their own country? The percentage of increase in good roads and decrease in poor roads is the only answer worth while.

HERE IS ADVICE FOR NOVICES AT DRIVING

“Steering an automobile is not a difficult task,” says Bert O. Brown, local dealer in Chevrolet passenger cars and trucks. “Perfection comes from confidence, not from knowledge. Within a few minutes the novice will have learned just how much of a movement on the steering wheel is required to turn a corner, pass other vehicles or obstructions.

“Turning the steering wheel to the left will cause the front wheels to turn in the same direction and the car will travel to the left. Turning the steering wheel to the right causes the car to travel to the right. This applies when backing up as well as when going forward.

“Proceed cautiously, preferably on a road that is little frequented and wide enough to give plenty of room for your first attempt at automobile driving.

“Don't forget that after turning a corner the front wheels should be ‘straightened’ up, otherwise you will run off the road.

“Always bring your car to a ‘dead’ stop before attempting to back up. Failure to observe this may result in serious damage to the transmission and cause unnecessary expense. With the car at rest and the gear-shifting lever in neutral release the clutch by depressing the clutch pedal and move the gear-shifting lever forward into the left forward position. Now let the clutch pedal come back easily and at the same time accelerate the motor speed by opening the throttle slightly.

“Remember that in moving back-



GRANT SIX

Wonderfully “Smooth” Riding Surprisingly Economical

The Grant Six is the car for you who seek genuine riding ease with economy. No other light car rides so smoothly. Buyers everywhere speak of this. Automobile salesmen who have ridden in all makes of motor cars never fail to enthuse over it. You will comment on it when you ride in the Grant Six. And we suggest that you get that ride now. Do not delay. There will not be enough cars of this type to satisfy the demand.

Highest quality materials and fine workmanship make possible Grant Six light weight. Light weight and the wonderfully efficient Grant Six cylinder motor make possible daily economy records. And yet it has plenty of body room. It is a dignified, stylish motor car. Front seats are individual and adjustable forward or back three inches. Just a detail but mighty important—and very comfortable. The Grant Six has a national reputation for reliability. It has ample power. It is surprisingly “quick on its feet,” is easily handled, turns easily in narrow streets. Grant Six owners average 20 miles to the gallon of gasoline, 900 miles to the gallon of oil, 7000 miles to the set of tires.

Five Passenger Touring Car \$1295—Roadster \$1295—Coupe \$1625
All-Weather Sedan \$1875—Demountable Sedan \$1600
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30x3	10.00	11.90	2.35	2.60
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32x3 1/2	15.15	17.80	3.00	3.40
31x4	20.00	23.50	3.65	4.05
32x4	20.25	24.00	3.75	4.20
33x4	21.30	25.00	3.90	4.35
34x4	22.00	25.50	4.15	4.50
34x4 1/2	29.00	34.50	5.25	5.40
35x4 1/2	30.50	36.00	5.40	5.60
36x4 1/2	30.95	36.60	5.55	5.75

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TOMMY MILTON WINS FIRST BIG RACE TO BE HELD THIS YEAR

The opening of the 1919 automobile racing season in the east, at Uniontown, Pa., May 19, proved a big triumph for Tommy Milton, the youthful speedster from St. Paul, and son of a wealthy family of that city.

At the wheel of his Duesenberg he out-distanced a field of 15 contenders, winning the 112 1/2 mile Victory sweepstakes, in the phenomenal time of one hour 19 minutes, 52 seconds, maintaining a average speed throughout the race of 66.24 miles an hour—a new track record for this distance.

In capturing the Universal trophy and setting up a new speed mark for the track, Milton verified the track tradition that no driver can win at Uniontown without making a continuous run, for he drove a wonderful non-stop race, and at the finish crossed the line at a speed better than 90 miles an hour. He drove on Goodyear cord tires of the straight side type.

The veteran, Louis Chevrolet, in a Frontenac, led the field for the first five laps, when he was passed by Ralph Mulford, also driving a Frontenac, and for 12 laps the contention between these two seasoned speed demons provided thrilling entertainment for the spectators. But in the meantime, Tommy Milton was gradually creeping up on the two leaders and on the 52nd lap assumed the lead, holding it until the finish.

Louis Chevrolet stormed across the tape but a few seconds behind the firing Milton, closely followed by Ralph Mulford, Cliff Durant, in a Chevrolet Special, Joe Boyer, driving a Frontenac, Louis LeCock, at the wheel of a Roamer, and Kurt Hiltke also mentioned. Chevrolet, Durant and Hiltke also finished the race without a stop for any purpose. All the finishing drivers piloted cars equipped with Goodyear cord tires and Goodyear tubes.

The race was not without the usual thrills. On the 19th lap Omar Felt, driving a Toft Special, threw a wheel just after passing the grand stand, while travelling 95 miles an hour. In a wonderful exhibition of driving and skill and daring, Toft brought his three-wheeled mount to a place of safety near the inner rail, while the other drivers whizzed by. The runaway wheel, with its tire intact, continued down the track and took the curve beautifully, travelling about 500 feet, when it took a bound and disappeared over the fence.

Only a few seconds later, the big Mercer car, driven by Joe Thomas, the Pacific coast racing star, in coming down from the famous death curve, struck the outer rail and whirled around the track several times, with the spinning wheels emitting sparks of fire, finally crashing into the opposite rail, without injury to the driver. Inspection showed a broken spring and a sprung axle, putting the car out of the running.

On the 88th lap as Louis Chevrolet was rounding this same curve, his car was seen to swerve from one side of the track to the other, and the crowd rose in apprehension of a serious disaster, but the master driver soon regained control, straightened out his car and continued on his course. In the opinion of many he might have finished first but for the time lost in this maneuver.

Additional entertainment was provided for the crowd by Lieut. O. L.

ward the same movement of the steering wheel will cause you to turn to the right or left as it would were you going forward.

“Proceed cautiously—more accidents occur when backing up than when going forward, as you cannot see clearly, so take your time, look around and make sure that you have your car under such control that a stop can be made instantly.”

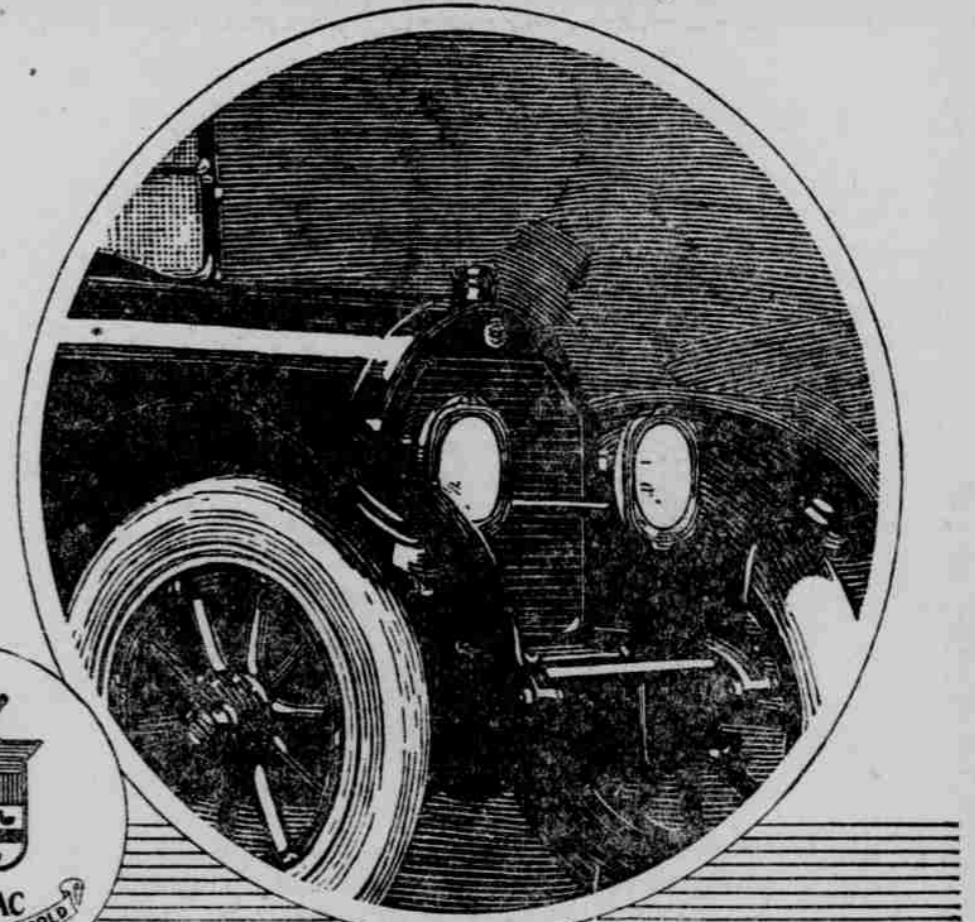
TRUCKS BENEFIT TO FARMERS

“The far reaching prosperity the introduction of steam had on general industry is being duplicated by the use of motor trucks in the agricultural world,” says G. H. Reuben, local Kissel dealer.

“Both of these innovations create greater production of the necessities of life, better goods and commodities at

lower prices, higher standards of living, increased purchasing power and greater general prosperity.

“The motor truck carries the fruits of steam application to a successful finish. It does for distribution what steam made possible for production—dependability—reduced costs and a continuous means of supply that meets the source of demand, no matter where it originates.”



BUOYANT, is the word that owners picturesquely use in describing one outstanding quality of Cadillac performance.

In the front seat, or in the tonneau, there actually is a sense of floating through space.

Mere weight contributes a certain steadiness to a motor car. But Cadillac steadiness, is the steadiness of substantial, balanced weight, with a motive power suggestive of wings.

The power of the V-type engine is so great, so constant, and so fluid in its action, that it triumphs completely over the inert metals which it propels so buoyantly over the road.

The vigor and life of his car, its constant readiness, ever and always—these are things that help to make a Cadillac owner the enthusiast he is.

Back of spontaneous delight in a motor car must be an abiding confidence.

And, of course, even-temper and uniform performance are sources of lasting satisfaction in Cadillac possession.

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STOPPING on a grade is safe only when every detail of the braking system is thorough- dependable.

The Cadillac has taken what might be considered unnecessary precautions. For example, a small Pin in the brake rod connections. The heat treatment of this Pin insures long life and safety.

This unusual care upon so-called “rough” parts is typically Cadillac.