

# Automobile Buyers

## Keep in mind These Cars They Will Be The Popular Ones FOR 1910



### What Mr. Van Brunt Says:

The OVERLAND is the best car that I ever saw for the money. When you buy it, you pay for everything that a man should pay for in a machine. You get everything that a man should want.

It rides easy--looks pretty--lasts long--costs little to keep. I use it in preference to others--I find it the equal of any--If you want a good car without a fancy price, I will sell you sure.

*Henry H. Van Brunt*

### Along Auto Row

What Dealers Have to Say of the Show--Many Cars Sold and General Good Feeling Prevails

The wonderful exhibition of the Cadillac "20" chassis and the luxurious model "AA" Stevens-Duryea, both of which were very attractive and instructive exhibits of the show, demonstrate the superior class of these cars. George Reim, manager of the R. R. Kimball concern, says that from a mechanical and commercial view these machines represent more actual value for the money invested than any other car, which, he says, has been proven by the thousands of satisfied customers throughout the country.

The H. E. Fredrickson Automobile company is just in receipt of a telegram reading as follows:

"Chalmers Blue Bird selected as Glidden tour pathfinder. Car will leave Cincinnati about April 1, driven by member of champion racing team."

While no detailed information is yet at hand, it would appear that the popular Chalmers is to have the distinction of being the pathfinder for the most important automobile event to occur in America during the 1911 season.

Outside of the Auditorium one of the most popular exhibits was that of the International Harvester company, judging from the number of interested visitors who called there daily during show week to view the fine new models of cars the company is showing. Mr. Pilant, assistant general agent, was greatly pleased with the outlook and wore a smile all week as old friends of the company paid him compliments on the fine new J. H. C. roadster, which was kept in constant demand by dealers and enthusiasts for demonstrations. Mr. Pilant expects this season's automobile business to be a record breaker with the local branch.

The manner in which Henry H. Van Brunt dispatched business in his booth and dispensed hospitality to his guests during the week was the subject of considerable comment. Mr. Van Brunt sells the Overland, Marion and Pope Hartford, and he sells plenty of them. He is assisted by his sons, Harry and George, able young business men of Iowa. "Those three make a powerful team," said a business man last night.

C. J. Corkhill has had a busy week showing off the Apperson. The Jack Rabbit has become one of the famous cars of America, and has to its credit many trophies. Mr. Butler, who assists Corkhill, is a silent man, who can put on an astonishing number of sales, and during the week did it.

Ralph Duff of Nebraska City is one of the younger, progressive men of the auto game, and fairly electrified things in the show when he turned loose the Mercers of the Mercer. Duff says that the Mercer is a grand car. He impressed fifty enthusiasts with this idea, and goes away with just fifty good orders for cars to be shipped this week.

"Hello, Steve," is the way Duff of Nebraska City dubbed his friends at the show. Before the week closed everybody's friend was Steve.

C. H. Herring made his usual impression with the Reo at the show. Herring is one of the best known business men in the game and has made a reputation for honest dealing which has given him a valuable clientele. The Reo will have easy sailing in Nebraska and Iowa, if the signs of the times count for anything.

Waterman Stone, sales agent for the Moon, spent the week in Omaha, and pronounced the show one of the best that he has seen.

W. A. Woods of the Firestone-Columbus is in Omaha. He represents the Columbus Electric also.

William Drummond shipped a half dozen White Steamers yesterday into the interior. Drummond has made the White one of the great cars of Nebraska.

Guy Smith comes out of the show one of the happiest men in it. He sold as many Franklins and Peerless as the law allows. "It's such a sweet business," said Smith. "There is never a complaint when you sell a really high class car."

H. E. Wilcox of the Standard Auto company said that his business during the week was very gratifying. "As many cars were sold as we had to offer," he said. Wilcox has taken on the Regal and will push it vigorously.

Sweet & Edwards have had a busy week. They have not been in business long, but they are making marvelous progress, introducing the American, Moon and Parry cars.

Otto Nostman was a happy man when the show closed. He has been a busy salesman and reports great business.

George Reim stood by the Cadillac and Stevens Duryea last week and they made them as popular as ever at the show. The Cadillac was especially attractive, while the sales of the Stevens was gratifying.

Manager Lee Huff of the Buick people stepped out of the Auditorium last night with a bunch of orders. He has seen several hundred of his country dealers and they report a most favorable outlook for the Buick this year.



### What Mr. Smith Says:

I have endeavored to demonstrate during this show the power, strength and beauty of what I think are two of the grandest cars made in this world--Peerless and Franklin.

The Peerless, is to my mind, the most luxurious as well as prettiest and most powerful car made--while the Franklin is the best car for the man of more than moderate means, made.

I love to sell them--My customers love them when they get them. They are as near perfection as human ingenuity can devise.

*Guy Smith*

### What Mr. Coffeen says:

The Firestone-Columbus attracted great attention from dealers who handled genuine Columbus Buggies, and people that have used them. They all agreed the company had fully sustained their reputation as builders of strictly high grade work. The No. 74 A torpedo runabout received very favorable comment.

We booked some orders, but unlike most dealers, have not sold out our allotment and will be glad to have more.

*Roy Coffeen*

### What Mr. Duff says:

I had a big week and sold 50 Mercers to one man--the biggest order during the show. I have demonstrated to visitors the Mercer is one cleanest medium priced cars in the market.

*R. Duff*



### What Mr. Corkhill says:

The Omaha Auto Show was a great success and the opportunity for the public to investigate the Famous Apperson Cars was taken advantage of to the limit.

Those who ordered and those who investigated the Apperson Cars are unanimous in saying that Apperson Cars are best value for the money.

*Charles J. Corkhill*

Apperson Sales Agency, 1102 Farnam St., Omaha.



### What Mr. Hosford says:

Velie Motor cars are the equal of any three thousand dollar car on the market today. In fact it is difficult to find equally as good parts in many machines of much higher price than the Velie. We have the kind of car that must appeal to the intelligent buyer who insists on knowing more about a car than merely whether it is well painted; furthermore, the car he buys must be guaranteed

by a concern whose reputation for fair dealing is well established.

That's why we say "Velie Motor Cars are built for the man who knows by men who know."

*W. D. Hosford*



### What Mr. Fredrickson says:

I have shown during this show as I am showing every day in my salesroom what I honestly believe to be the best cars in their class made in the West. The Pierce Arrow leads the list of all American cars in luxurious appointment and in endurance and speed. The Chalmers-Detroit has never been equalled in its line. The Hudson has no recognized peer. My other cars speak for themselves. I am shipping two Thomas Flyers to Grand Island today.

*H. E. Fredrickson*



### What Mr. Huffman says:

The Interstate which I have shown all week at the Auditorium met with more than usual favor. I conscientiously believe that it is without an equal.

It is a mechanical masterpiece--faultless and powerful. It is graceful and has luxury enough.

The Hupmobile is the greatest little car made--recognized as the best from one end of the country to the other. The De Tamble is a superior car of the lower priced car, while the Anhut "6" is in a class by itself. We are prepared to deliver the goods.

*W. L. Huffman*