BREAKDOWS ARE NOT FREQUENT

remarked Judge N. M. Shelton of the Sec Brewers, Casl Men. Grocers and Many Others Resort Largely to the Automobile for Delivery Parposes.

vehicles demands, reliability and economy, worst of it was there seemed to be no delatter. The advantages that motor trucks right in the midst of the services, must show over horse drawn vehicles are "Brother T, Spears, the preacher, was the these two, and the manufacturer, brewer, prosecuting witness. He was a tall, serious hard knock, but sorely tries temper and consists first of all of a hollow cylinder coal dealer, department store man, grocer man, and dreadfully in earnest about this or what not asks first of all to be shown case. The prosecutor, T. C. Tadlock, shared that the truck can be depended upon. The Brother Spear's indignation over the 'outis always breaking down" goes for the than for youngsters to cut up in church. In

complaints about reliability and power to stohists a lesson less they go on and on in part a motor truck body on a pleasure car breakers. thussis are apt to get howle from those "'Call Mr. Spears!' said the prosecuting to whom they sell their product; but these attorney. cars cannot be classed with genuine motor trucks any more than a lot of junk hastily and solemn countenance, took the witness toused together is entitled to be considered box, and placed the palms of his hands to-

motor trucks goes in to see a man who had striven to develop a desire for right has plenty of horse draw vehicles and ad- living and the commendable progress bevances his arguments toward making a ing made. He spoke more in sorrow than change, what does he say? The chances in anger concerning the inexcusable conare he tells that manufacturer or merchant duct of the young disturbers of his meeting that he can increase the radius of his de- and felt certain that the only way to save averages about \$4 a day, including wages eduably to distribute and dissipate the liveries by many per cent. He tells him them from a life of crime would be to inhe can show increased roadability on both flict such punishment here as would cause he can do away with relay points for the mean to be harsh; he was only actuated something like \$400,000,000. Now, one of Mr. Westinghouse's invention will.

He shows how gusoline, if that is the ants-to be just to them.

prower, or electricity, as the case may be. "When the witness was turned over may be number into charafters; how one and then began the examination:

garage of cheaper than many sets of "Brother Spears, you led the nicetia and to the disturbances to pneumatic tires.

There have been solid rubber tires made.

There have been solid rubber tires made. how motors don't fall sick-very that night?" hen-or die, and how much greater is the " 'I did, sir.' capacity of one motor truck than of many wagons and how much greater is the speed of the engine than the plodding gait of

If a department store attempted, for inatance, to send a horse out over a route of 110 miles in the course of the day, what would become of that horse in the course of a week, if it itved that long? Yet there is a bly department store in New York that has a route of that length, served handly his pocket and handed it to the witness and capably by the motor truck. The with the remark increased radius of delivery means more customers, and more customers, as a rule, Spears."

mean greater income. The automobile salesman goes into the office of the other fellow prepared to meet The motor truck isn't as easily amenable to changes in the weather as is the horse. Generally speaking, a please, heavily loaded truck won't skid on wes pavements and can work its way through showy streets. It can climb hills with a heavier load than ever a team of horres, can, and with any sort of free way can

An automobile salesman was uniking down a street the other day when he came to a place where building was going on. A truckman was backing up to the sidewalk a load of building materials. The automobile salesman and his friend stopped to look. It took the driver, and a skillful man at that, about fifteen minutes to work the place he wanted it to be. "See that." said place he wanted it to be. "See that," said Sam, seriously, 'you must sing it just as the salesmen, "and then compare it with you did that night; if you change a note the handiness of a motor. That thing you will have to go back and do it over would have been done in two minutes with again. an automobile, and that's sllowing plenty "The witness got up and opened the book of leeway. The motor truck is a time There was a difference between singing to saver, and it's on that basis that we are a congregation in sympathy with you and selling a lot of them."

with the motor trucks is perhaps the best You know how those old-time hymns are line on this worth because they do a heav-ier line of steady work than almost any begin in the basement and work up to other sort of business except the depart- the roof and then leap off from the dingy ment stores. One express company com- height and finish the line in the basement. pared the work done by fifty-three double That's the way the witness did. He had a wagons as against forty automobile trucks, good voice—that is, it was strong.

Thirty-nine three-ion wagons at \$173 apiece, the window lights. The crowd didn't smile totalling \$14.547; five two-ton wagons cost- -it just yelled with laughter. The jurymen ing \$529.48 aptece, a total of \$1.647.15, and nine bent double and almost rolled from one-ton wagons at \$379.10, a total of \$3,411.90, their scate. The court bit his cob pipe To draw these were employed 212 horses, harder and tried to look solenin. It wasn't at an average price of \$220. This horse item any use. There was only two straight made \$16.640. The sets of double harness at faces in the house, and one belonged to a \$45 came to \$2.355. These items of wagons, deaf man and the other to Sam Dysart, horses and equipment amounted to \$65.—The singer finished and sat down. He spinger finished and sat down. He spinger finished and sat down. He spinger finished and sat down.

The operating expenses were figured him. thus: Interest on \$65,621.66 at 5 per cent, came Sam remarked to the jury: 'If you \$3,531.55. Depreciation of the stock was: gentlemen think you could go to one of On the wagons, 10 per cent of \$19.605.66, or Brother Spears' meetings and behave bet-\$1.960.60; on the horses, 12 per cent of \$46. ter than you have here, why, you may be \$40. or \$6.051.20, and on the harness, 14 per justified in convicting these poys and girls, cent of \$2,355, or \$333.96. To feed 212 horses

That was all he said. It was plenty. The at \$20.70 a month took \$67,928.80. Fifty-three Jurymen acquitted the young defendants drivers at \$65 a month got \$41.340, and as before they got their faces straight." many helpers at \$45 a month took \$28,600. Green Bag. These items brought the total of horse

operation to \$149.674.06. Here is the case for the motor truck: There were ten three-ton trucks at \$1.690, "Animal Pleasures, Taken in Moderawhich made \$36,000, and thirty two-ton trucks at \$3,400, making \$102,000. Extra fittings and extra parts made \$2,570.50 more. a total of running stock of \$140,570.80. This was more than twice the cost of the horse the so-called "animal pleasures" as not equipment, so the magnitude of the actual unworthy of the highest animal, man, will saying on operation, sufficient to bring in excite interest as the liberal philosophy nearly a 25 per cent reduction in annual of a public teacher whose life has been expenses, is marked. The operating ex- passed in intellectual pursuits. "Progress penses included the 5 per cent interest on is measured by happiness, not by dollars the cost of installation, an item of \$7,638.54. and cents." says the former president of Fuel, oil, tires, repairs, renewals, etc., cost Harvard, and of means toward happiness \$49,990.58. The garage employed five men he says: as helpers, costing \$4,000. The forty drivers of the motor cars got \$55 a month, an item drinking, are sometimes described as aniof \$31,300, and the helpers, at \$45 a month, mal, and therefore unworthy, but men cost \$31.600. The total of operation for the are animals and have a right to enjoy motor trucks was \$113,900.12.

The saving in favor of the motor trucks, despite the fact that they were ever so strength, and life itself. These pleasures, much more expensive to begin with, was \$35,771.93.

The salesman is able to bring to his help such statistics as these and he can show the manufacturer whose delivery work is considerable the chances for a great say. considerable the chances for a great saving in his own line. The automobile truck Dr. Eliot will no doubt be accused of advohauls with road conditions not of the best. It is pointed out that it would not be quite so satisfactory where the route to be covered is extremely short, say for a mile or two miles, but the manufacturer whose business is of any magnitude and to whom sake. But the common run of men finds it would be an advantage to install whole- that the man who enjoys his dinner and hi

Dangerous Fish.

"Are there any trout out there?" asked and to repress the animal instincts as sinone friend. "Thousands of them." replied Mr. Wharry. "Will they bits easily?" asked another

"Will they?" said Mr. Wharry. they're absolutely vicious. A man has to Post. The absolutery victors. A man has to ures. Like spurgeon, he would no doubt remain a tree to bait a hook."—Denver "smoke a cigar to the glory of God."—New

Obliged to Warble in Court, He Proved the Case for the

Lancauter, Mo., some twenty-five or thirty years ago, and it was one of the most congeniul associations I have ever enjoyed

nd judicial circuit recently. 'One spring Sam was employed to defend a lot of country boys and girls who were charged with disturbing religious worvelp. The information alleged that by their bosterous laughter and unseemly con-Two things the user of commercial motor | duct they had broken up the meeting. The

day when the bromidic "Oh, the automobile rage;" nothing could be more excribegous commercial vehicle too has long passed. his opening statement to the jury in Justice Those manufacturers who really turn out Balley's court the prosecutor said here was motor trucks and delivery wagons don't get a splendid opportunity to teach budding anstand the wear. Those others who merely their svil ways and become confirmed law-

"The tail prescher, with dignified step too ross for belief, in the same class with a carefully tested genher, a picture of persecuted innocesses, pleasure car. With plous earnestness he described the When the agent of a company selling little assembly in the back country, how he

You prayed: 'I did, siv." 'And preached

"And sung? What did you sing?

"Here Sam pulled a hymn book

" Please turn to that song. Brother

The witness did so.

"That's what you sung that night"

"What

You heard what I said. Brothe: Spears.

"No-no-but, you see-" Your honor,' said sam, turning to the

a crowd of people in a court room. Brother The experience of express companies Spears was painfully conscious of the fact. arriving at a conclusion of 23 per cent, Gabriel's trumpet ever gets out of whack saving in favor of the motors. he could utilize that voice and wake the The horse-drawn wagons were these; dead just as readily. It seemed to threater

When the time for speechmaking

EAT, DRINK AND BE MERRY

tion. Are Pure, Honorable and Wholesome."

Dr. Charles W. Ellot's endorsement of

"Sensuous pleasures, like eating and without repreach these pleasures of animal existence which maintain health, taken naturally and in moderation, are all

pure, honorable and wholesome." This is a far departure from the Puritan

cating epicureanism. Yet is not epicureanism, whatever moralists may think of it, the prevailing philosophy of modern life? This is no age of asceticism. Men continue in decreasing sale equipment of motor trucks is not in cigar is the efficient man and the well-fed nation the efficient nation. Much of the

odium has been removed from the fleshpots. The theory no longer generally obtains K. M. Wharry was telling some friends that the possession by man of a soul which about a proposed fishing trip to a lake in differentiates him from other animals obli-Colorado he had in consideration.

Luther did not believe the devil should have all the good tunes and Dr. Eliot apparently does not think that paganism should have a monopoly of physical pleas-

Coming of Metallic Air Cushions for Motor Cars. Sam Dysort and I were law partners at

GREAT BENEFITS ARE PROMISED

Some Facts About the Invention George Westinghouse is Perfecting-Reducing First Cost and Repair Bills.

The promised air cushion metallic tire as a substitute for the present easily rubber in technical detail this apparatus so that probably the former even more than the fense. They admitted they laughed loudly tires on automobiles is a matter of keep the description could be understood by any interest to car owners. Every puncture, by but expert mechanicians. But it may be hall or giars, not only hits the purse a said that, in a general way, the apparatus perspiration on the road. Any device that or partially hollow, so constructed that affords relief from the trouble and expense one end of it may be attached to the ers. Mr. Westinghouse's record as an in- least four of these devices arranged, pracventor gives weight to his assertion that. by the use of his air-cushions, the expense of running motor cars can be reduced wheel. at least 60 per cent. It is further asserted that the cost of automobiles will be re- the sir chamber within it. The first induced by one-half, although this declara- ventors of the apparatus found their tion would appear at present to be almost

Philadelphia Ledger, fixes at least \$30,000,- air to escape. All that is necessary is to 600 as the amount of money the people of see to it that there remains constantly the United States will pay for motor cars within the cylinder the necessary supply built in the year 1919. It is also an esti- of oil. mate that Mr. Westinghouse himself has Now, this cylinder and the piston open received from competent authority that the ating in it upon the air chamber make it upkeep of motor cars in the United States possible for the apparatus to receive. of the chauffeurs. That represents a yearly shock, the jouncing or bounding, which the payment by the American people for the pneumatic tire was invented to overcome long and short hauls. He shows him where them to remember ever after; he did not care of motor cars, at a low estimate, of by a feeling of good towards the defend-tire; the punctured tire and the blow-out longer necessary. And he judges by pracare the bane of owners of automobiles, For tical tests, exhaustive and maintained for compares in cost with feed; how drivers him Sam coughed in the dry way he had, some years inventive skill has been concen- some time. He has had his own largest trated upon devices which might put an motor car equipped with the air spring There have been solid rubber tires, made long distances, and recently made the trip the shock and bounce. But none of these country place, at Lenox, Mass., a trip is "There is a Pourtain Filed with crushed and he being considerably shaken common steel tire, run as smoothly as they his air brake.

Westinghouse Not the Inventor. Mr. Westinghouse does not claim to be the Inventor of the air spring. And that Well, stand up and sing it now, if you is in line with his entire record, he having always gladly given to any who associated with him in inventive work full credit for their share in that work. Some advertise it in The Bee Want Add columns "But I can't sing before this sort of years ago there was brought to his atten- and get quick results.

TESTS FOR MOTOR WAGON DEACON WAS A SONG BIRD KNELL OF PNEUMATIC TIRE living in Watervillet, N. Y. One of these tion an apparatus invented by three men hoped to supplant the pneumatic car. Mr Westinghouse studied the apparatus and found that it was imperfect, yet he recognized the soundness of the elemental principle that was in it, perceiving that all he had to do was to invent the details which would overcome certain defects. This task has been a part of his so-called vaca-

The Air Spring Described.

It would not be practicable to describe of the pneumatic rubber tire is reasonably axies of the motor car and the other to sure of the glad band by owners and deal- the body of the car. There would be at tically after the manner of the steel spring, at each end of each axle near the Within this cylinder is set a piston, so constructed that it operates upon difficulty in the escape of the air. Mr Westinghouse perfected valves and certain devices which, in connection with the immeralon of the picton machinery in a bed The best of recent estimates, says the or well of oil, makes it impossible for

resilient; there have been devises to take from New York to Mr. Westinghouse's has proved satisfactory. Possibly Mr. which the apparatus was put to severe Westinghouse's attention would not have test. It was made apparent, it is claimed, been recently fixed upon devices which may must by the use of this apparatus the eliminate pneumatic tires had he not been wheels of a motor car, if equipped with thrown by a violent jerk from the seat of a solid rubber tire, such as are used upon his own car to the roof, his hat being carriages, or even with no more than a up. The incident is almost reminiscent of ever do when equipped with the best form the thought that came to him at the time of pneumatic tire. Of course, if the owner of a rallway accident in Pennsylvania of the car prefers to use the pneumatic which proved to be the first inspiration for tube in addition to the air cushion he may do so; there is no objection to that. In Mr. Westinghouse's opinion, the tire of the future motor car will be covered by a small thickness of solid rubber, and, if that is properly cared for, it will wear a long time.

When you have anything to sell or trade

The Chase Motor Wagon

Solves the Delivery Question

Note what Mr. Yetter says regarding the Chase Delivery Wagon:
Mr. A. H. Workman, City.

Dear Workman: We are using one of the Chase Motor wagons for our city deliveries in Kansas City. After investigating the Motor Wagon proposition for several months, we decided on the Chase wagon and find the same has been very satisfactory and we cheerfully recommend it to any merchant desiring to use a gasoline wagon for delivery purposes. It saves work of, at least, three teams at an expense of less than one. Yours Respectfully.

VETTER-DAVIDSON WALL PAPER CO.

If you want to make money-if you want to save money

Investigate the Chase Commercial Vehicles.

Write us about our liberal agency plan-

Workman Automobile Company, 207 South Street

men is a mechanic, another a German machinet, still another a preacher and physician. They brought to Mr. Westingliouse's atention an apparaus which they had perfected, by means of which they

Runabout



Utility—Economy—Looks

These are the three things we wish to emphasize about the Brush. Keep these three things in mind when examining and when buying an automobile.

Utility

The BRUSH is the handlest car built. All you have to do to prove this statement is to drive it yourself, or to ride in it, and see how simple it is to start and stop, how fast or slow it will run, in what a short space it will

It is always ready to go. A child of twelve can crank it easily. The "little troubles" which are bound to bob up in the ordinary car never appear in the BRUSH. That's because there is nothing about it to get out of order-nothing about it that everyone cannot under-

A critical examination of the BRUSH will show how the BRUSH owner has practically no repair bills. While the BRUSH is a marvelous utility car, its simplicity is the reason for our being able to put so much value in the car and still sell it at the amazing price of \$485.

We are not going to talk technical terms and try to confuse you. The best way to prove everything we say about the BRUSH is to arrange to see it. Notice how quietly the motor runs, how free from vibration it is, how easy the car rides, how simple and strong it is throughout-and you will then see for yourself why it has such a record with thousands of users.

Economy

Simplicity is also responsible for the wonderful economy of operation of the BRUSH. It has the simplest motor ever put in a motor car, and we believe it is the smallest consumer of gasoline per mile of any automobile

One owner (name on request) has gotten as high as 41.2 miles on one gallon. From all the testimony and evidence at hand, we are safe in saying 25 miles per gatlon is a fair average of the amount consumed by any BRUSH RUNABOUT. When you buy gasoline by the barrel, as every sensible owner does, it will cost you about 11 cents a gallon. As for oil, the BRUSH uses so little that it is hardly worth considering.

The BRUSH is easy on tires, because of its light weight and simple, practical spiral springs. We have yet to hear a single complaint from a BRUSH owner about tire expenses.

You need not worry about up-keep with the BRUSH. The low cost of maintaining one will surprise and delight

Looks

There is nothing freakish about the car, nothing cheap looking. True, it is not as big as a \$6,000 car. but it has as good lines as any car built. Thousands of BRUSH cars are being sold in the large cities to people who could afford to pay a much higher price if necessary. that the higher price will not buy as much handiness, as much economy, or any more in looks.

The farmer using several horses should scriously consider the BRUSH from the standpoint of an investment. It is a dollars and cents proposition. A little figuring as to the cost of keeping an extra borse compared with the dozens and dozens of things you can do with a BRUSH that you could not do with a horse will astonish

While we call the Brush "Everyman's Car," the farmer is one man that should look at the Brush as an investment—not a luxury. He can prove to himself that it is an investment. As a luxury, no car at anywhere near the price, offers as much. Write for literature Today.

Brush Runabout Co., Detroit, Michigan

Licensed under Selden patents.

THE T. G. NORTHWALL CO.

Western Distributers.

912-14 Jones Street, Omaha, Neb.

The Overland

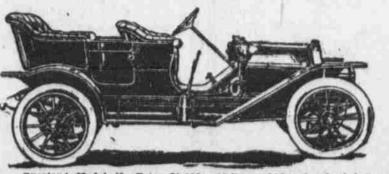
Are you an automobile man? Do you own a machine?

MODEL O.

Or, do you wish to buy now? No matter---

When the Glidden Tourists come through follow them on into Council Bluffs and take a look in at the unique line up of Overlands in my garage.

It might settle the question.



Overland Model 41-Price 81,406. .40-h. p.-102-inch wheel base-

In all probability it will settle it. Very few who are really anxious to own a first-class machine ever pass on after they lay eyes on one of my Overlands, and ride in it, and see it tried out. There is something about the car that men and women and even children like. It is simple, easily operated, and is a beautiful performer.

This year the 25-horsepower Overland, with 102-inch wheel base, sells for \$1,000. It is not under-sized, not under-powered, like most of the low-priced cars. We have climbed a 50 per cent grade a hundred times a day with it-carrying four people. We have run 7,000 miles without stopping the engine. The possible speed is 50 miles per hour.

112-inch wheel base, for \$1,250-with singlerumble seat. All prices include gas lamps and magneto.

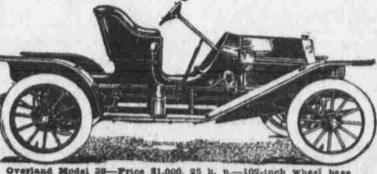
We are selling a 40-horsepower Overland, with

Other Overland models, with various bodies,

It goes like lightning and keeps going.

It does not get out of order easily, and costs less to keep up than any car in the market at any price.

The records in the Secretary of State's offices show that I am honey combing Nebraska and Iowa with Overlands.



Sioux Falls

Van Brunt Automobile Co.,

sell for \$1,300, \$1,400 and \$1,500.

Omaha