SKILLED MEN MUST TREAT AUTO STEEL

Dodge Bros. Have Special Electric Furnace to Prepare Metal Perfectly.

TESTED FOR HARDNESS

A prominent scientist, in a paper dealing with steel used in the manufacture of motor cars, made the following statement recently:

"The heat-treatment of steel, in a way, is the most important operation to which it is subjected. There can be no unimportant details. It is essential that the work be done by skillful men, supplied with accurate pyrometers, and well designed and constructed furnaces capable of maintaining a uniform heat and of being properly regulated."

Which seems to have expressed precisely the opinion of Dodge Brothers. Not only do they insist upon expertness in every branch of the heat-treating department, but they see that scientific research work precedes the actual heating, so that there may be no error in determining in advance the exact degree of heat to which a bar of steel should be subjected to give it the proper wearing qualities.

Every different kind of steel, for every different part of the car, must be put through the research test to determine what degree of heat is best adapted to its quality, and to its function in service. To determine that degree, hundreds of sampled specimens of steel are heated at different temperatures in small electric furnaces. The results of tests on these specimens, as made by various types of special instruments, are used in determining the exact treatment to be used in regular production. For instance, one of the first tests which a piece of steel undergoes after emerging from the electric furnace, is the Brinnell test for hardness.

Electric furnaces are used because electricity, more so than other fuels, may be regulated to a fina point of exactness. The heat is confined within a drum or shell, heavily insulated. The pyrometer attachment will record as high as 1800 degrees Fahrenheit. After it is heated the steel is cooled, either fast or slow, in one of the numerous different solutions standing nearby.

Goodyear Tires On Hupp that Climbed Tartar City Wall

Goodyear tires recently figured prominently in the first automobile climb ever attempted to the top of the ancient Tartar city wall at Peking, China, when Charles De Wette of the Hupmobile agency drove a Hupmobile carrying five passengers to its summit.

The party making this climb included, in addition to De Wette, the American minister to China, Paul S. Reinch; Colonel Donald of the American range; Charles Denby, former American consul general at Shanghai, and a Chinese journalist.

The incline over which the car mounted to the crest of the ancient walls was the one which for centuries has been used by the Chinese military guard detailed to watch that portion of it. The Tartar City wall is the inner one extending around the Imperial city of Peking, and is higher and much more difficult to climb than the outer wall. It is fifty feet high and forty feet wide at the top.

Although this great stone barrier has for ages protected the sacred imperial city from the dangers of invasion by a foreign foe, it remained for an American car, equipped with Goodyear tires, to effect its peaceful conquest. That the Chinese government officials waived the exclusive ordinances of centuries to permit the automobile party to ascend the wall, speaks volumes for the high regard in which Americans and American cars are held in the celestial empire.

Although gasoline is exceedingly high in price in China and everything is heavily taxed to meet increasing governmental expense, a rapidly increasing stream of American cars is pouring into that country, used chiefly by the wealthier class of citizens and government officials. A large number of these cars are being equipped with Goodyear tires.

Several Changes In Officials of the Haynes Company

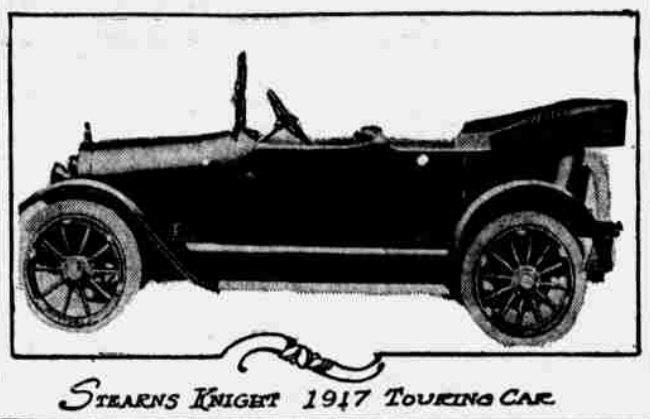
By an arrangement that became effective September 5, says Charles Corkhill, local Haynes distributer, D. L. Watson, formerly general sales manager of the Haynes Automobile company, became assistant general manager, and next in rank to A. G. Seiberling, who has been general manager of the Haynes company during the last three years. On Mr. Watson's promotion, Hugh R. Perry, who was assistant sales manager, became head of the sales department.

Don Watson, as he is known among most of the automobile men in this country, entered the employ of the Haynes company sixteen years ago, when its output of a few two-cylinder cars a week was considered one of the largest in the automobile industry. He has since served in a number of executive capacities in the repair department, as manager of the technical service bureau, purchasing agent, assistant sales manager, and sales manager. He assumed the last office a little more than a year ago.

Under his direction the sales of Haynes "Light Six" cars has exceeded the figures of any previous period in the twenty-four-year history of the Haynes company. At the same time Haynes representation in every state has been increased, and in many sections of the United States the number of agencies has been doubled. His management has been responsible for the extension of the Haynes selling force to practically every foreign automobile market of importance.

Hugh R. Perry, who succeeds Mr. Watson as sales manager, has been in the employ of the company for five years. Within the last year he has acted as assistant advertising manager, assistant sales manager and lately as private secretary to the general manager.

New Model on Auto Row



STEARNS KNIGHT 1917 TOURING CAR.

Pelton Outlines Good Plan for Handling Used Cars

H. Pelton, distributer of Franklin and White automobiles, has put into operation a plan for disposing of used automobiles which is working out in a very satisfactory manner for both the Pelton organization and the man who wishes to trade in a used automobile in part payment for a new model.

The question of disposing of used automobiles has been a serious one for many dealers and often times has forced them to tie up a considerable amount of money in second hand cars.

Pelton has inaugurated a department in charge of Karl McLain, a man quite capable of selling used automobiles. This department is available to prospective "Franklin" or "White" buyers.

When a prospect has a used car which he deserves to trade in on a new model, the used car department will endeavor to sell the car at the price placed upon it by the owner. No charge is made for this service. It is considered as incidental to making the new car sale. The cost of maintaining this department is absorbed by the saving which is made by not tieing up actual cash in used automobiles.

Cadillac "8" Makes Inter-City Record

Seventy-four and one-half miles in 1 hour, 12 minutes, 38 seconds, is the new road record for motor cars between Denver and Colorado Springs, Colo. It was made recently by a Cadillac Eight, driven by Harold Brinker.

This remarkable dash from one city to another was made at an average speed of sixty-one and one-half miles per hour. Done by a stock car not built for racing work, it was faster, by almost ten minutes, than a noted racing driver made three weeks previous in a racing car built expressly for speed.

This is the third time that the Cadillac Eight, with Brinker driving, has performed speed stunts out of the ordinary in Denver territory. A few months ago Brinker drove the car against twenty-one others in a road race from Denver to Laramie, Wyo., 132 miles. The time was 2 hours, 55 minutes, 10 seconds, and the average speed close to forty-four miles per hour. The Cadillac finished eighteen minutes ahead of its nearest rival, and thirty-three minutes ahead of the best previous time over the same route.

Prior to this the same driver, with a Cadillac Eight, had raced a Union Pacific train from Denver to Cheyenne, covering 116 miles to 112 by the train, and beating the latter by two minutes. The average speed on this occasion was about fifty miles an hour.

Francis Getting Maxwell Autos By the Trainload

C. W. Francis of the C. W. Francis Automobile company returned last Thursday from the Maxwell factory in Detroit with the good news that twenty-seven carloads, approximating 162 automobiles, would be sent to Omaha within the next few weeks. This number, according to Francis, will not begin to take care of the needs of his salesmen and dealers, but will "help some."

The opinion is current at the Maxwell factory as well as in all automobile circles in Detroit that the 1917 season will be bigger than ever. This is backed, says Francis, by the fact that dealers from all sections are placing orders months in advance, going on the theory that the "early bird catches the worm."

"We have placed orders for a very large number of cars for 1917 and are fighting to the last ditch for more cars," says Francis. "It is simply impossible, owing to the material market situation, to get anywhere near the number of cars we need."

Studebaker Adds To Its Floor Space

Contracts have been let by the Studebaker corporation for construction work that will add 40,000 square feet to the floor space of the Detroit Studebaker factories.

An extra floor, 50x300 feet, is to be added to one of the three-story buildings at present used as a warehouse for materials, so that the Studebaker plants may be even better prepared than before to stock up on materials in advance of immediate needs.

The second piece of construction is a one-story building to be used in connection with final assembly work. This structure will occupy 25,000 square feet of floor space.