

CHANDLER INVADES THE FOREIGN FIELD

Growing Business of the Popular Six Includes Large Operations Abroad.

CARS ALREADY SHIPPED

One of the largest single export shipments of high grade American-built cars has just been completed by the Chandler Motor Car Company of Cleveland. In this shipment were 217 Chandler Six touring cars, all going to one foreign agent. These were delivered and boxed within ten days, ready for shipment to the seaboard, where a waiting steamer took them for their over-seas journey.

"The Chandler company now has nearly fifty foreign agencies, all doing prosperous business," said James M. Dunlap, sales manager.

Within the last month large shipments have been made to Brazil, Denmark, Uruguay, New Zealand, Siam, Norway, China and other countries. Chile took thirty-two Chandlers in one month recently.

Orders from Madrid indicate that the Chandler will soon be one of the most popular cars in the Spanish capital.

"Export orders come through to the factory daily. Wherever it is introduced, the Chandler has met with almost instant approval. An initial order from any country has, without exception, been the forerunner of big business."

"The approval with which it has met in foreign fields, is substantial testimony to the mechanical excellence of the Chandler car. These export orders do not come as a result of the wide popularity of the car in the United States, but solely as a result of the eminently satisfactory service rendered by the Chandler, and because of its design and construction, and because of its marvelous motor."

Being the Chandler Six for its long over-seas journey requires specially trained workmen. In packing for these export shipments the car is first run on the bottom plate of the box (after the car has been thoroughly tested), where the wheels, top and wind shield are removed. The car is secured in position by heavy braces and the sides and top of the box are then placed in position. The boxed automobiles are then placed on flat cars—two automobiles to a flat car and about twenty-five flat cars to each train.

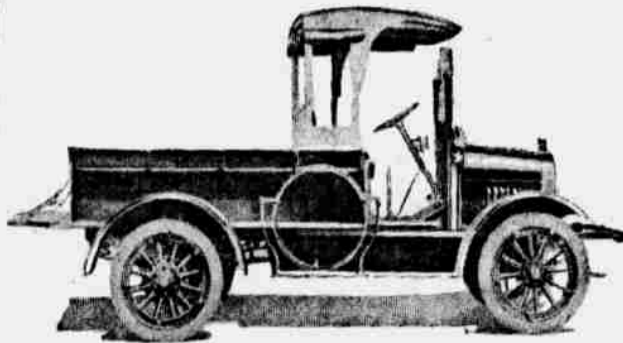
Postmasters All Know

"Most Beautiful Car"

When the Paige-Detroit Motor Car company announced its new models under the caption "The most beautiful car in America," President Harry M. Jewett declared that the slogan had been presented to the Paige by the public. How well justified Mr. Jewett was in this statement seems to be proved by an innocent little postal card that arrived at the Paige factory the other day. The card was mailed from the small town of Charleston, W. Va., on February 12. It was addressed simply: "Foreign Sales Manager, The Most Beautiful Car in America, U. S. A."

There was no individual's name, no company name, no town, no state, yet the card was delivered at the Paige factory February 15.

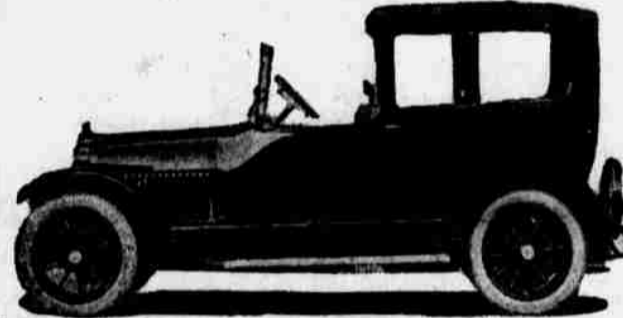
One of the Twelve Vim Models



Pierce-Arrow Dump Truck



White Town Car Landaulet



Australians Claim Substitute For Rubber Tire Solved

As in other countries of vast distances and comparatively few traveling facilities, the advent of the motor car in Australia has, to a very considerable extent, solved the difficulties of transportation, says The Power Wagon. In many parts of the country the roads are merely bush tracks or overland stock routes, on which herds of cattle are driven long distances to the city markets or coastal freighting works.

The rough nature of the country over which the cars travel and the excessive heat often experienced have made the cost of rubber tires a serious item in maintenance, thereby leading to many experiments in obtaining a substitute for rubber at a moderate cost. The invention and recent perfection of the Australian "homing" tire is claimed to have solved the problem of producing an emergency tire at a comparatively small cost. Tests with tires made of various kinds of fiber were made, with the result that coir fiber was found to be the most suitable for the purpose because of its lightness, cheapness, resilience

and durability. The greatest difficulty was to discover a method of joining the ends of the rope to make a complete circle of the same size, but eventually a new splice was invented, and the tire as now sold in Australia is perfect of its type.

When first placed on the market the "homing" tire was sold as an emergency tire in case of a puncture or blowout, but it proved so satisfactory that in the country districts of some of the states the rope tires are frequently used on all the wheels of motor cars, particularly for station or ranch work and over rough and stony country.

The tires are bullet, nail and glass proof, and if a speed of sixteen miles is not exceeded it is claimed that they are almost as soft riding as pneumatic tires. It should be understood that the "homing" tire takes the place of both inner tube and cover, being attached to the rim by four or five straps.

Delaware Lays Claim to The First Automobile

Delaware claims the distinction of being first in the field with the motor car. Oliver Evans, a native of that

Present Merchandising of Autos Very Different from Old Methods

The present-day merchandising plans for automobiles, asserts W. L. Killy of the Noyes-Killy Motor company, distributors of the Saxon and King, is so distinctly different from the old methods of handling cars and the methods pursued in other lines of business that it is almost impossible for outsiders to realize the enormous growth of the industry and the great variety of problems that confront the men in this industry.

"In the first place, there are so many men with original engineering ideas and original ideas of economy, production methods, etc., that one must be ever alert to catch the new ideas and new arguments which are being advanced in favor of different types of construction and the effect they will have on the rating of the present models of the different manufacturers."

"Countless new ideas are being advanced for betterment—some of these are good and some of them are absolutely valueless—but owing to the fact that so many improvements have been made recently one must be on the lookout continually in order that the particular model which the dealer has chosen to handle is the last word in construction and finish."

"The dealers must, if they wish to be successful, estimate very closely the number of cars which they will need for their territory. Owing to the fact that the manufacturers of motor cars have heretofore been unable to meet the demand, it is a fight for dealers to get nearly the number

of cars which they can sell. In order to secure anywhere near a sufficient number of cars to take care of their requirements it is necessary for the dealers to place orders far in advance—oftentimes it is necessary to store cars during the winter in order that the factory facilities will be unhampered."

Experiments Are Made With Alcohol for Fuel

The development of sawdust through the newest scientific methods, into a true grain alcohol, which can be used as a fuel for automobiles is now being worked out on the Canadian side of the international boundary, according to officials of the federal forest service, which was a pioneer in this line of experimenting.

"I am inclined to think, however," said Howard F. Weiss, director of the American laboratory, "that the Canadian forester, who prophesied that Canadian-made alcohol will eventually be distributed through underground pipes like city gas, is a little too enthusiastic in his views. He is, however, on the right track in the development of alcohol as a motor fuel."

An enormous supply of wood waste is available in the great valleys of the Willow, Nechako, Bulkley and Skeena rivers in central British Columbia, where the forests have been giving way to agriculture in part, but where there is still a limitless supply of big timber.

Give your Want Ad a chance to make good. Run it in The Bee.



W. L. KILLY.

Smith Motor Truck Corporation Will Increase Its Space

Ground has been broken for an addition to the factory of the Smith Motor Truck corporation at Detroit. The addition will increase the production of the present factory 100 per cent and show a corresponding increase in production of Smith Form-a-Trucks from one every four minutes to one every two minutes.

This contribution to the motor hauling industry has achieved dominance in twelve months—has grown from a mere determination to a thriving industry of high proportion—and through all of the tremendous development which has taken place two figures stand out. One is the man who conceived the idea and played the role of engineer; the other man with a business vision who drove the idea home to the buying public and to the

dealer organization which has grown to tremendous strength.

Through the entire story of Smith Form-a-Truck the name of E. I. Rosenfeld predominates.

The original conception of the Smith Form-a-Truck attachment came four years ago in Seattle, Wash. A.

D. Smith, an engineer of long experience, visualized in his mind's eye the thousands upon thousands of used car chassis running around as a working unit of motor truck transportation.

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GMC Trucks are not the lowest nor the highest price trucks. They are trucks of highest quality sold at prices which are reasonable and consistent with their high value.

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If you buy a lower price truck than a GMC, buy it understanding that it does not equal GMC in quality. Don't expect GMC pulling power or low operating expense. Don't look for the dependable service or the durability of GMC Trucks, for trucks their equal can not be built and sold at lower prices.

In buying GMC Trucks you save at the start and later. You get trucks which have demonstrated their worth under every conceivable road and load condition, trucks which, with reasonable care and attention, will render years of satisfactory service, operate at lowest cost per ton, mile and require the minimum of repairs and replacements.

The GMC line is complete, 3/4 ton to 5 ton capacity—worm and chain drive. Write us for complete information regarding the GMC line.

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TRUCKMOBILE

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Look over all the other truck attachments—then see the Truckmobile and you'll know at a glance why it really is "Biggest of Them All." Its extra length and extra width, as well as its more massive construction, instantly impresses you of its mechanical perfection and bespeaks of real engineering.

Real engineers did design and build the Truckmobile and these points are the very keynotes of its whole construction. Sturdiness, simplicity of operation and attachments and nine exclusive features of construction effectually overcome high upkeep cost.

The Truckmobile works in all weather. Slippery, icy roads, rain, snow do not delay or prevent your deliveries. The Truckmobile will go along at a speed of from 15 to 20 miles an hour through it all. The cost of operation is far less than that of any other truck attachment, because it will give from 15 to 20 miles for every gallon of gasoline.

Investigate it today. If you are unable to see it at the show or have it demonstrated at our sales room, fill out the coupon below and we will send you, postage prepaid, our free book, "Making Pennies Deliver Tons." This book tells the story of Truckmobile and its unlimited possibilities and shows by actual figures just what a dependable and economical service the Truckmobile will give.

Note These Exclusive Points of Superiority

1. Truckmobile has longer wheel base—21 1/2 inches.
2. Truckmobile rides easier under light as well as heavy loads, due to spring construction and long wheel base.
3. Less side sway to frame and body, due to method of spring attachment.
4. Wider frame—41 1/2 inches.
5. More massive construction.
6. Fewer parts.
7. Bell sprockets instantly attached—keeps right on to jack shaft.
8. Requires less time of dealer for making attachment to Ford chassis.
9. Destroys none of the used or unused parts of Ford cars.

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