

TELLS HOW TO LIVE AT CYCLONIC CLIP

Vanderbilt Motor Car Racer
Spins Yarn of Nerve-Racking
Sensation on Track.

TRAINED LONG BEFORE TRIAL

Supreme Moment Came When He
Urged Machine Ahead That
of Rival.

BOSTON, Mass., March 19.—(Special)
—Harry Grant, graduate football player,
who finished a Vanderbilt motor car race
at ninety miles an hour and did not get
the lead until within two laps of the tape,
for the first time has told his experiences
during that grueling chase against time.

"Riding in a racing car at a ninety-
mile-an-hour rate is the greatest sensa-
tion the automobile has to afford," he
says.

"The supreme moment of that sensa-
tion comes when you are passing an op-
ponent. All other exciting times in mo-
toring pale before this test of nerve and
hand, and when it is all over you marvel
how in the world you were ever able to
go through the experience so easily."

Yet, Grant holds, it is so delightful that
you would not miss the repetition of it
for all other sensations which sport has
to offer.

Grant's best story of his racing career
deals with several features of the Van-
derbilt cup contest, although there are
numerous hair-raisers connected with
other events in which he has competed.
In the Lowell meet, for example, he was
in a fast race, and he was

KEEPING CUSTOMERS S ONE OF ESSENT

*Ford Periodical Tells Why Auto Sales
Should Work in Harmony
Be Treated*

Keeping customers satisfied is one of
the essentials for any branch house or
agent to look after. To keep, or to have
all customers satisfied is the one best as-
set of any business. The foundation for a
satisfied customer is laid by the first im-
pression the customer forms of the sales-
man or agent who calls on him, or the im-
pression that he forms when he calls at
your place of business. If he received
prompt attention at that time, and you
are able to gain his confidence, you will
find your dealings with him in the future
will be apt to be pleasant.

The repair department is chiefly respon-
sible for your keeping your customers
satisfied. Of course, you will find oc-
casionally a customer that will only be
satisfied as long as you give him every-
thing, but when you send him a bill then
you are not such a "nice fellow" as you
were; but most customers, if the time
is taken to explain your charge and to
show that it is legitimate, will become
your best boosters. Your stock of re-
pair parts also has a good deal to do
with keeping customers satisfied. If you
have a duplicate part for a customer and
he doesn't have to lay his machine up
until you send for the part, then he is
satisfied, and will not fail to boost.

First-Class Repair Shop.

Any firm dealing in mechanical devices,
such as watches, clocks, farm machin-
ery, automobiles, etc., should maintain
a first-class repair shop, manned by men
that are competent, courteous and anx-
ious to please; and there should be no
friction between the sales department
and the mechanical department. A cus-
tomer coming into your store with some
grievance naturally looks for the sales-
man that sold him the car. The sales-

paring for the Vanderbilt Cup race Grant
spent nearly two weeks in daily inspec-
tion of the course. He went over it again
and again, trying this stretch at such a
pace, a corner at such and such a speed,
and so on along the circuit.

His unvarying early morning habit was

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Grant's best story of his racing career deals with several features of the Vanderbilt cup contest, although there are numerous hair-raisers connected with other events in which he has competed. In the Lowell meet, for example, he was in a first-rate position to carry off the cup when his tire suddenly flew off. And so perfectly did it leave his machine that it rolled along the stretch parallel to him for a considerable distance. Grant brought his damaged car to a stop without further accident.

May or May Not Think.

He who thinks much as he travels along at the dizzy gait of ninety miles an hour may or may not land in the ditch, so runs a proverb in automobile racing, but it is a question which can admit of two opinions. One side of the debate favors the daredevil who doesn't think, but speeds for all his machine is worth; and then there is the other argument that the thinker wins the race. Both daredevils and thinkers have won races. Grant, a Cambridge born and bred man, is a thinker.

If you are looking for a bold-faced individual who can spin a hair-raising yarn about automobile racing, you must not go to Grant, for he is the other type: the quiet sort of chap who talks without braggadoelo or picturesque language. He attributes his victory in the Vanderbilt cup race to the excellence of his machine and knows little about the first person singular.

The idea is to prepare not only your machine, but yourself, for the supreme effort. To that end you lead a normal life, getting plenty of sleep, particularly just before a race. Further preparations concern the proper tuning of the machine. Every part of the car must undergo frequent inspection. The motor must be run with perfect smoothness. Especially must the steering gear be adjusted until it responds to the slightest wish of the driver.

Must Study Road

The road must be studied in great detail. Not a bend or curve on the surface should be overlooked. The make of tires is also a matter of importance. The racing car, like the ordinary car, is a machine, and its

ery, automobiles, etc., should be maintained in a first-class repair shop, manned by men that are competent, courteous and anxious to please; and there should be no friction between the sales department and the mechanical department. A customer coming into your store with some grievance naturally looks for the salesman that sold him the car. The sales-

paring for the Vanderbilt Cup race Grant spent nearly two weeks in daily inspection of the course. He went over it again and again, trying this stretch at such a pace, a corner at such and such a speed, and so on along the circuit.

His unvarying early morning habit was a spin half a dozen times over the course, taking the stretches at top speed and making the turns scarcely faster than thirty or forty miles an hour. It was his plan to note what sections gave his machine its greatest trouble. How it took this corner, how that, what speed it was capable of making along the straight-aways, how 100 miles of such going reacted on its tires or its motor—these were his studies.

And so when the day of the big event arrived—that was Oct. 30—he knew almost to a mile the speed of which the Alco was capable of making over the Long Island course. He knew what corners would give him his greatest trouble, what dips would need be taken carefully, how much he could count on the dizzy dash down the stretch, how long before the cement-covered roadway would wear down his tires—precisely the value of his chances, barring the unavoidable unexpected.

Passing Supreme Moment.

All that is part of his story on the difficulty of passing a competitor—the hardest part of racing, as he calls it. According to Grant the motorist who thinks he is getting all the sensations of the game while he is racing over a turnpike at forty or fifty miles an hour has after all little realization of the supreme thrill of fast motoring—the overpowering sensation of slipping by a flying opponent in such a devil-may-care contest as the Vanderbilt cup race.

It was Ketter, in a Chambers-Detroit car, who was leading. And he had Grant was Parker in a Fiat. In the first year was an amateur driver and hady trained, a man named Ward. For up after lap the Chambers-Detroit machine had been giving the others the lead. All the spectators were cheering for the Chambers-Detroit car. It was the Chambers-Detroit car that was the champion of the race. It was the Chambers-Detroit car that was the champion of the race. It was the Chambers-Detroit car that was the champion of the race.

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...and when it is all over you will find that the world has been made a little better through the experience of a single day.

The danger to be avoided is that you would not miss the opportunity of doing all other things which you can do after.

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paring for the Vanderbilt cup race Grant spent nearly two weeks in daily inspection of the course. He went over it again and again, trying to detect at each a place a danger of such and such a speed, and so on along the circuit.

His unwavering early morning habit was a spin half a dozen times over the course, taking the stretches at top speed and making the turns scarcely faster than thirty or forty miles an hour. It was his plan to note what sections gave his machine its greatest trouble. How it took this corner, how that, what speed it was capable of making along the straight-aways, how 100 miles of such going reacted on its tires or its motor—these were his studies.

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It was Knipper, in a Chalmers-Detroit car, who was leading. And behind Grant was Parker in a Fiat. In fourth place was an amateur whom nobody feared, a man named Wishard. For lap after lap the Chalmers-Detroit machine had been giving the others the dust. All the spectators were cheering Knipper to the exclusion of the others. As Grant will pause in his tale and impress on your mind—it was the twentieth lap. There were only a few minutes of the race left. Grant was travelling down the stretch