# **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 ninetymile-an-hour rate is the greatest sensation the automobile has to afford," he says.

"The supreme moment of that sensation comes when you are passing an opponent. All other exciting times in motoring pale before this test of nerve and hand, and when it is all over you marver 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 Vanderbilt cup contest, although there are hair-raisers connected with numerous other events in which he has competed. In the Lowell meet, for example, he was.

## **KEEPING CUSTOMERS** ONE OF ESSENT

Ford Periodical Tells Why Auto Sal Should Work in Harmon 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 asset of any business. The foundation for a satisfied customer is laid by the first impression the customer forms of the salesman or agent who calls on him, or the impression 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 responsible 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 repair 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, Hay such as watches, clocks, farm machinyou ery, automobiles, etc., should maintain cus a first-class repair shop, manned by men par that are competent, ecourteous and anxtha ious to please; and there should be no eon friction between the sales department you and the mechanical department. A cuswit tomer coming into your store with some grievance naturally looks for the sales-man that sold him the car. The salesoth knd cus

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

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#### Must Study Road.

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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 a sw Long Island course. He knew what cor- more ners would give him his greatest trou-ble, 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. hang

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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 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.

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#### Passing Supreme Moment.

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fulfrautifi in Bernen geligenie del doue interested interested denis with several features of the Yanderbilt sup contest, bithough there are ALC: NO. OF TAXABLE PARTY. or the sta has been to been been recommended. other events in which he has competed. In the Lowell meet, for example, he was In a first-rate position to carry of the rup when his tire suddenty form off. A. 12 1 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.

hie 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 braggadoeio 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 prepara-tions concern the proper tuning of the machine. 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 de-tail. Not a bend or turn on its surface should be overlooked. You make obser-vations not only in your racing car, but the in a slow-going machine. In pre-

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> man of the she we she who they want a she spend nearly two washs in daily inspectthus of the course. He when over it agains and again, trying this sizetch at such a parte a competent at earth and earth a epect. and so on along the strutt

> blis unwarying easily morning habit was a spin half a dogen timber over the course, taking the sinciches at top ppeed and making the furne 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 straightaways, 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 cor- more ners 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.

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trolt car, who was leading. And bethe r hind 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 imp. There were only a few minutes of the race left. Grant was traveling down t stand TO B

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to	lous to please; and there should be no		WOT
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has	man ende nona mun ene cara ane paren-	customers.	a ''
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eer	paring for the Vanderbilt Cup race Grant	The stand and and an in the stand and the stand	7.6H
an-	spent nearly two weeks in daily inspec-	at the fate of milety miles an noul. That	fam
are	tion of the course. He went over it again		mat
vith	and again, trying this stretch at such a	that was his reason for being in the race.	wor
ted.	pace, a corner at such and such a speed,		car
was_			tle
the] And	a spin half a dozen times over the course.	and confidence. Now, even though i he was a lap behind the leader, it was no	màk
hat	taking the stretches at top speed and		Cand
to	making the turns scarcely faster than		cent
rant	thirty or forty miles an hour. It was his	Knipper must be caught again or the	wate
ith-	plan to note what sections gave his ma-	race would be lost and all this eleventh- f	follo
	chine its greatest trouble. How it took		cuit
	this corner, how that, what speed it was capable of making along the straight-		mig
	aways, how 100 miles of such going re-	It seemed to him that everything had	<del>sum</del> In
vels	acted on its tires or its motor-these		tou
tch.	were his studies.	it was a shame to yield first honors to c	ehin
ing.	And so when the day of the big event	anybody. He was now passing the r	maje
t of	arrived—that was Oct. 30—he knew al-		hos
fa-	most to a mile the speed of which the Alco was capable of making over the		and
but	Long Island course. He knew what cor-	a swerve and then darting away after t	io t lesi
and	nors would give him his greatest thou-		by t
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#### Passing Supreme Moment.

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#### Hacor Tolle Own Bidry. ----

Hear Grant himself tell what he was thinking about in these last few minutes of the race

"When I came around again they were hanging out a big 22. I saw that and I made up my mind that the Alco would have to catch Knipper again or burst. I was now under 10-30 for the lap. I said to myself that I must get down to 10 and even lower. I made the corners with a little more speed. I had now got used to all their little troubles. But even then I exercised care, for once you forget you run the needless risk of having something go wrong, and then you can't win anyway. Yet I had to catch the other I went around the course faster fellow. than I had gone at any other time in the race. It was my very best lap, and I knew from the pace that nothing else on wel the road could hold its own. But Knipper wasn't anywhere to be seen.

"When I came down the stretch again they were out in front of the grand stand waving the flag and leaping up and down. That was kind of funny, unless, of course, Knipper had dropped out. But it meant the end of the race. I knew that, and that was about all I did know, except that ma somehow I had won. A long way past the try stand the mechanician turned to me and | pas Grant was traveling down the stretch we shook hands."