

idea. Together they planned and worked. Eventually their faith was justified. The day came when Mr. Winton's new vehicle actually ran through the streets, with passengers aboard. And that was the great triumph. For if the thing could run a mile, it would run a thousand miles. If it would carry two passengers, it could be made to carry four, or six, or more.

From time to time Mr. Winton incorporated improvements in the machine, and then he constructed a second vehicle, which proved to be infinitely superior to the first. This carriage gave the future a rosy appearance.

Meanwhile the Winton Company had been incorporated to manufacturing and selling horseless carriages, and the single room in which Mr. Winton had done his experimental work was added to, in preparation for actual manufacturing of vehicles for sale to the public. As my memory rolls back through the years, it is with a feeling of elation that I recall the minor rôle I played in the first bonafide sale of an American built car.

My entry into the picture came about while I was seated in the lobby of the Hollenden Hotel in Cleveland after a day spent with Winton at his one-room factory. The fellow in the next chair opened the conversation by inquiring, casually, whether, I by any chance, knew anything about the Winton car and its maker. I told him of my long acquaintanceship with Winton and of my close observation of the development of his product from the start.

The stranger introduced himself, and told me his story. That was the evening of March 23, 1898.

He was Robert Allison, a mechanical engineer, living in Port Carbon, Pa. During the preceding three months

he had visited every city where an inventor was reported at work on a "Horseless Carriage," had talked with the experimentors, but had found that all of them were still inventing, and that not one of them was prepared to sell a vehicle under a guarantee that it would run.

We talked for hours, and at nine o'clock the next morning I escorted Allison out to the Winton plant, where he made a thorough inspection of one of the Wintons, after which he took a ride in it. Yes, Winton was not only prepared to make quick delivery of a machine, but he was also willing to give a written guarantee with it.

The first American car had been sold! It brought Winton \$1,250!

It was no experimental machine that Winton shipped via express to Allison's home town 24 hours later. It was one of a small output that he had actually prepared for the market.

On the very afternoon of the same day that Mr. Allison made his purchase, H. C. Sargeant, of Westfield, N. J., also a mechanical engineer, visited the little factory and purchased a car. Within a week the entire output of four cars had been sold, and within ten days all of them had been delivered.

These sales were wonderfully encouraging to Mr. Winton and his associates, and by December, 1898, twenty-one cars had been manufactured and delivered to purchasers. These were single-cylinder phaetons, selling at \$1,000 each. The orders poured in so rapidly that constant enlargement of the factory was necessary.

The Winton Car attracted attention the world over, even the British Colonial Government becoming interested to the purchasing point, a sale being made for