

were strong for racing in those days and Webb Jay was one of the most conspicuous track performers of that speed era.

In 1909, the White company shifted from steam to gas and the following year began building motor trucks exclusively, as you know without my telling you.

There was another fellow by the name of F. E. Stanley who also was an early pioneer in the "steamer" field. He was originally a dry plate manufacturer of Boston. Becoming greatly interested in automobiles in those early days, he brought out, in 1898, a steam motor car. The patents on the car were sold by Stanley the following year to John Brisben Walker, then publisher of the "Cosmopolitan," and Anize Barber, the asphalt king. These latter interests soon put Walker building the Mobile, and Barber the Locomobile. Later the Locomobile Company of America came into complete control. This company, by the way, exhibited at the Paris show of 1900.

In the early days of the Ormand Beach races Stanley's speed creations figured prominently. At the 1905 meet Fred Marriott drove Stanley's steamer a straightaway mile in a fraction under 29 seconds.

It was not until 1903 that things started humming. Ford went into production on his car that was to give the automobile industry and George B. Selden, a New York lawyer and self-styled "father of the automobile," much concern. During this eventful year and the one previous the Autocar Company of Ardmore, Pennsylvania, built and sold 1,300 of its product, 500 of which were equipped with a steering wheel. Orders for the Ford were coming in faster than they could be filled, 165 of them having been sold that year.

John Wanamaker contributed to the general excite-

ment by his advertisements in behalf of Ford. This marks one of the most interesting and little understood chapters in the history of the Automobile. Back in 1898, Wanamaker had foreseen in motoring the coming of the better-roads movement, which to that time had been so greatly fostered through bicycling and his own rural-free-delivery system. He believed in putting the price of automobiles down to a point where they could be within the reach of everyone, and he believed in advertising.

As 1903 got under way, following the fourth annual show at Madison Square Garden, the merchant prince was selling the Searchmont, the Studebaker, and the Rambler. He was speculating as to what could be done with the automobile, when his attention was directed to Ford's racing with the famous "999." Ford interested the great department store genius, and it all happened at a time when Ford needed moral support, for Selden was so dead certain about his patent that he entered suit against Ford, naming the New York dealer, Charles Duerr, as a co-defendant. Selden, of course, had the backing of the Association of Licensed Automobile Manufacturers, and it looked like an opportunity to run Ford out of business before he became bothersome.

It is an interesting fact that, in consideration of being given the Ford agency for New York and Philadelphia, Wanamaker offered to undertake the defense of the suit in New York. Wanamaker knew that no one man had invented the automobile, for the gasoline-propelled versions had come down from Cugnot's steam carriage of 1770 and a host of other contributors to the automobile idea. Wanamaker suspected that the licensed manufacturers paid the royalty to Selden in