

# REFUSE BIG BONUS FOR CHEVROLET

Business ethics and a firm belief in the automobile product they are handling caused Breaux & Hamm, Stockton distributors of the Chevrolet line, to refuse a \$200 bonus for a Baby Grand Chevrolet that had hung up an enviable record in an endurance contest. Instead of the additional gain, the motor car dealer took only their customary profit and one of their patrons was gratified with the machine of his choice.

In recent endurance runs to the Yosemite Valley, staged by the Stockton motor car dealers' association, all the cars entering were officially sealed on the radiator cap, floor boards and both sides of the hood. Ten cars started, and eight of them checked into the finishing station with seals intact.

Among these was the Chevrolet which kept these seals right on, go back to the starting point in Stockton and check in the same way.

Nelson's suggestion to his seven companions with perfect scores. No answer favoring such a plan was forthcoming, so Nelson went out "on his own."

The same set of officials who started the run received the Chevrolet back at the home station with 275 miles showing on its speedometer. Every seal was in place, and Nelson was accorded the distinct honor of having taken twice as hard a trip as the original contest.

So impressive was the performance that within an hour Breaux & Hamm had received an unusual offer for Nelson's car. "I'll pay you the full price of a new Baby Grand and give a \$200 bonus for that record-smashing car," was the offer of Rufus Ralston, prominent San Francisco attorney and racing enthusiast.

"The machine that can do that belongs in my garage," Breaux & Hamm said the best they could. They found Nelson willing to "swap even" for a Chevrolet, made the trade and immediately sold the Yosemite wonder to Ralston for the regular list price. It was a case of everybody satisfied, for Nelson was pleased with a new Baby Grand, Ralston got the car of his choice and the Stockton automobile dealers considered themselves amply repaid with their regular profit, without any bonus.

The Stockton-Yosemite test run was a decided success. In addition to the Chevrolet, a Dodge 4-cylinder, an Oldsmobile and the following "stives" completed the one-way trip with 1000 per cent scores: Franklin, Hudson, Reo, Stephens and Velle. Some of the contestants traveled under a cloud, but all made arrival at each control at the minute designated part of the test. Others traveled under special regulations, which permitted speeding right up to a checking point, and then waiting a few minutes before they declared themselves and their cars in control. A slight mixup occurred, and Stockton officials probably will so regulate things next year that speeding will be eliminated, and the contest made one for straight endurance and economy.

# Garage Light DELIVERY RUSH OF COLE CAR ON

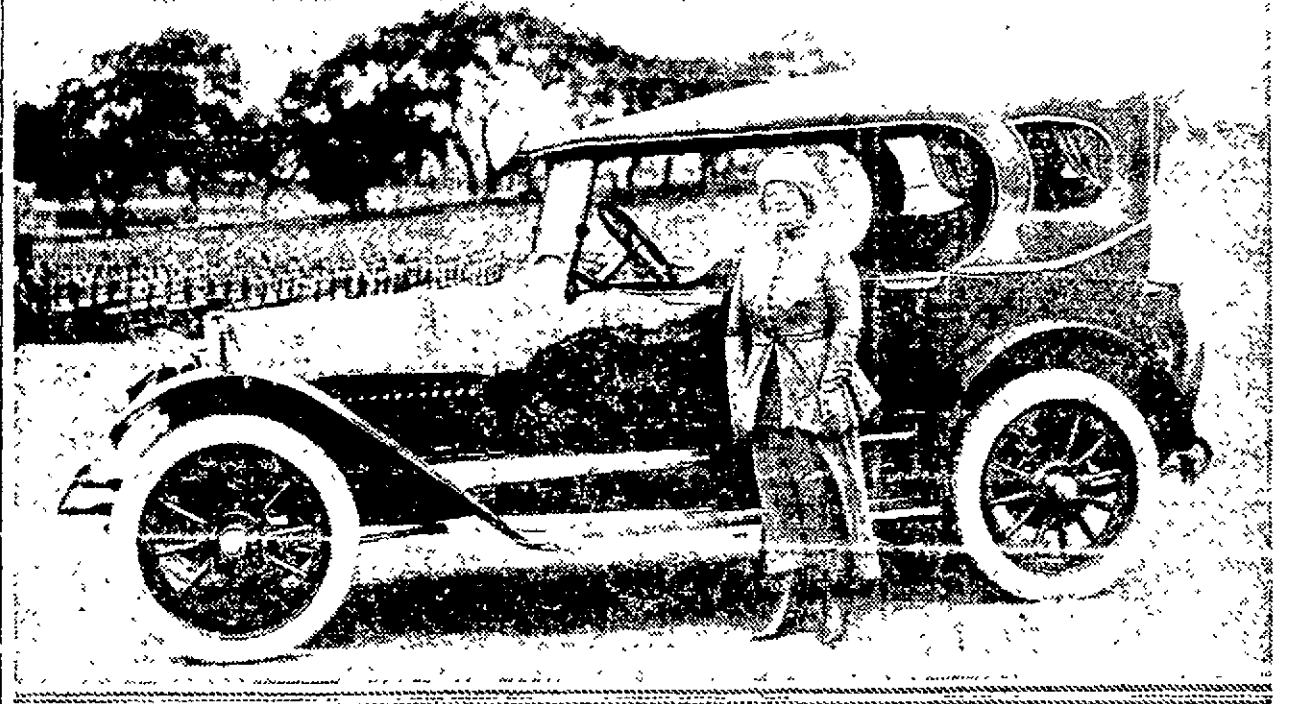
A very satisfactory light for use in the garage may be made by cutting the side out of an empty metal can of the sort that metal polish comes in, which has a screw top. A case of this kind obviates glare and also affords protection to the glass bulb. By running a layer of solder in the bottom of the can to give it weight, it makes a stand for the light, which can be conveniently used on the work-bench.

There is no more impressive evidence of the popularity of the new Cole Aero-Eight than the large number of dealers who are besieging the factory at Indianapolis, for cars to drive through in order to hasten deliveries to purchasers. Dealers are going into the plant from New York to Denver for cars. A score or more of the Aero-Eights have been listed for drive-aways every week.

The entire output of the plant well into July is already booked.

The Cole Aero-Eight is so individual in its lines and mechanical construction, dealers say, they are finding no difficulty in holding orders for cars in cases where purchasers are forced to wait for deliveries because of previous orders covering current allotments.

# Concert Singer Ardent Devotee of Motoring



JEWEL PRENTICE ARNEST of Berkeley, favorite concert singer, in her new Haynes Six touring car with the special made top.

# Auto Service Men Growing Scarce Owners Must Take Better Care

"The tremendous demand for trained mechanics for truck and airplane work, placed on the automobile industry by the government, has thinned out the ranks of service men to a point where most dealers have to get along with considerably reduced forces," says General Sales Manager John Tainsh of the Mitchell Motors Company, Inc., of Racine, Wis. "This means that owners of cars are going to have to do for themselves many of the small odd jobs of cleaning and adjusting which it has been their habit to have done in the garage."

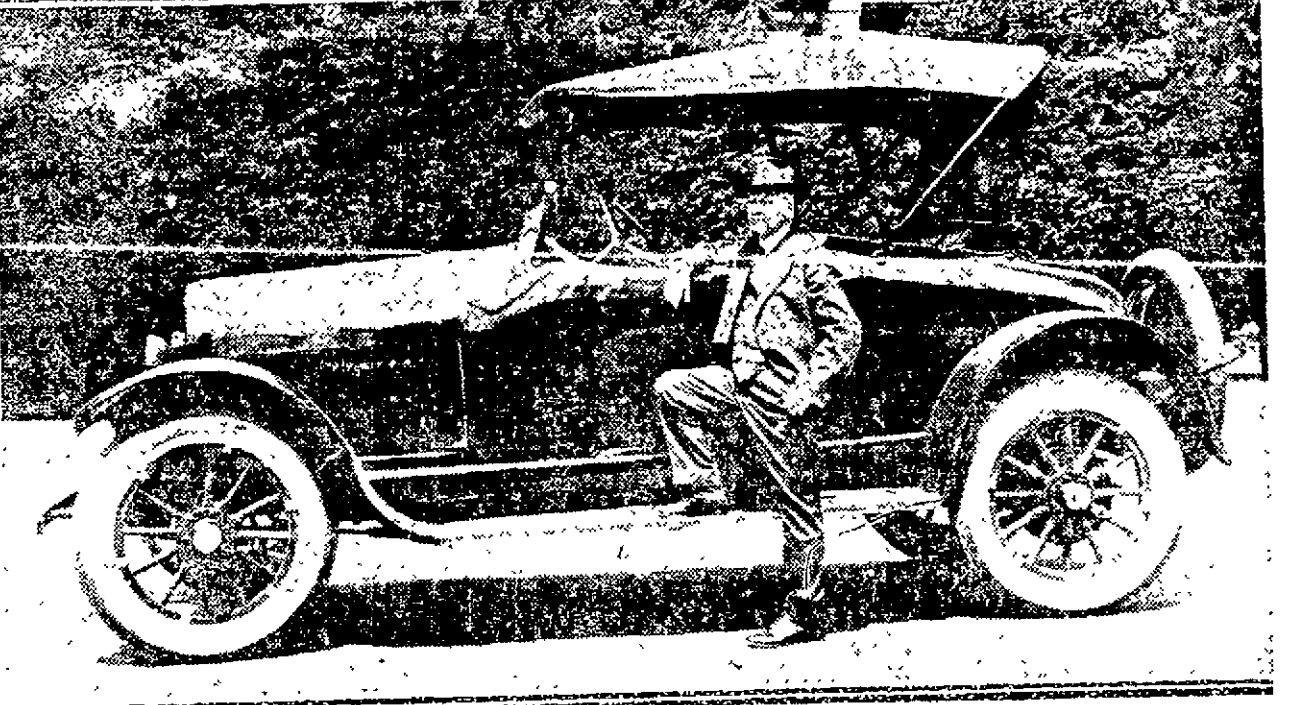
"There is really no reason why this practice of running to the garage for every little attention a car may need, should ever have been established. It is simply one of the bad habits left over from the early days of the business when people did not know much about automobiles. However, it has been made along other lines; other bad habits have been over-come and it perhaps is a good thing that present conditions are going to force the elimination of this one."

"As a first step in learning to care for the motorist his car has a dis-... evening sessions with the instructor... This will give a general idea of the relation of the various instructions and explanations to each other and will pro-

is to be done when the owner attempts to actually carry out some of the instructions. The next step should be to go over the book and the car chapter by chapter, locating on the car all the parts and adjustments referred to. When this is done and a few of the adjustments carried out as a matter of practice, the owner should be in shape to do anything necessary to keep the car in good shape outside of actually making important repairs. "Foreseeing these conditions we have at the Mitchell factory, been trying to make our cars as nearly fool proof as possible," continued Mr. Tainsh. "Every part of the car needing attention is so easy to locate and all lubrication, adjustments, etc., have been rendered as simple as possible. It is possible, in the Mitchell, to remove all floor boards, and even the seats themselves, so that every part of the driving mechanism may be reached without crawling under the car or being a contortionist."

"If a man really likes his car—and to the regular motorist his car has a dis-... from unpleasant. Acquiring information, the power to command otherwise awkward situations and the saving of money—surely taking care of your car is its own reward."

# Capwell Buys High Gear Champion Six Roadster



H. C. CAPWELL of Oakland with his new Westcott Six car of the clover-leaf roadster type. This car is the sister car to the Westcott Six model that won the Alexander Mt. Diablo high-gear trophy, and is the champion high-gear of the world.

# HE'S MOST LOYAL OVERLAND BUYER

L. C. Thayer of Boston, Mass., is given the credit of being one of the most loyal buyers of Overland cars.

Since 1911 he has purchased thirteen Overland and Willys-Knight cars. He is one of the oldest customers of the company. Mr. Thayer was so well pleased with the performance of his first Overland and subsequent purchases that he rarely ever requires any kind of a demonstration, but simply places his order with the local dealers for the kind of Overland he wants and in many cases does not even see it before delivery.

**RAYFIELD CARBURETORS**

GUARANTEED TO GIVE MORE POWER—SAVE GAS—EASIER STARTING—QUICKER GET-AWAY—MORE THAN ANY OTHER CARBURETOR YOU CAN PUT ON YOUR CAR.

**Ford Special Outfit \$20**

WE CARRY COMPLETE STOCK OF CARBURETORS FOR ALL CARS AND ALSO EXTRA PARTS.

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AUTO SUPPLIES  
Twelfth Street at Madison

**Westcott**

Holder of the Alexander silver trophy for six-cylinder high-gear Mt. Diablo championship

**The Westcott Six**

is a satisfactory car—you will like to know and associate with the people of judgment that own and drive Westcott cars.

Six body styles—full line on exhibition. Call for specifications and demonstration.

**C. P. KIEL**  
1450 HARRISON STREET, Oakland, Cal.  
Phone Oakland 517.

# RURAL MERCHANT USES FIVE CARS

It has been said that the man who does anything exceptionally well could build his office in the center of a forest and the public would find its way to it. Windsor, Vermont, is not in a forest. It is apparently an ordinary small town, but hardly the location where the traveler would expect to find an up-to-date merchant keeping a fleet of five Overland light delivery cars on the jump every day.

Nevertheless a merchant in this town has built up his business to such large proportions by the services given his customers covering such a large area that he requires these cars in constant use.

J. E. Callan, the merchant in Windsor, says his Overland cars have played a stellar role in his success. Callan declared since he purchased the cars he has so increased his business and effected such a saving he has bought a Willys six touring car from their earnings.

Callan started with three cars and says from the beginning he was able to extend his business and effect savings.

"The speed of the Overland wagons gives me more of my employees' time, for with horse delivery I have to employ more help in the store. I also use them effectively in picking up shipments of fresh meats."

Callan says, considering the increase in his business, better service to his customers, the saving in time, he should have to keep at least ten horses and three more drivers if he should go back to that kind of delivery again.

# GORD TIRES MAKE FAMOUS SHOWING

The Harkness handicap, one of the country's most famous speedway drivers competing for supremacy, at Sheephead Bay, N. Y., June 1, continued the 1915 automobile racing season, so auspiciously inaugurated at Uniontown, Pa., in May. After a postponement of two days, caused by cold and threatening weather, a concourse of 50,000 people, encouraged by the weather man's fair and warmer promise, thronged the grandstand and the oval infield and gave their unqualified approval to war time automobile racing.

First honors in the big one hundred mile race went to Ralph De Palma, at the wheel of his famous Packard, in 58 minutes, 21 seconds—an average of 102 miles per hour. He completed the entire race without a stop for any purpose whatever, verifying again the tradition established among racing men that at the terrific speeds attained on the speedways today a non-stop run is essential to victory in a hundred mile race.

Only ten seconds behind the flying De Palma came Tom Milton, in a Duessenburg. The other finishing drivers, from third to eighth, finished in the following order: Barney Oldfield, Eddie Hearne, Dan Hickey, Ira Vail, Omar Tott and Louis Chevrolet.

The Harkness race was the first big classic event to be decided on a handicap basis. Under this type of racing there is more equality of opportunity for the drivers to win, as the handicapping is designed to overcome the inequalities of speed in the various cars and the driving abilities of the speedway demonstrators. The success which attended the race even be increased over the present great use, and that is an object which must be sought by every means possible. Labor cannot be spared for road-building from the ranks of Americans, but prisoners of our enemies can be made to do the labor in splendid shape. Ships returning practically empty will bring these war prisoners to our shores, and their work upon the roads will be cheap, covering only their living and a slight payment monthly for their minor expenses, while the results of these labors will be far reaching, providing roads not only for the present needs but also for the future.

# W. T. RANCEL

will buy your old tires or allow liberal prices in exchange for new ones.

**Ajax Tires and Tubes Retreads Guaranteed**

4TH AND WEBSTER STS.  
Phone Oakland 679.  
Work Called For and Prices Given.

**Immediate Deliveries—"Limited"**

**HAYNES**

"America's First Car"

**Order at Once**

UNLESS your present car will serve satisfactorily until after the war we advise ordering a Haynes this week.

A year or more from now the Haynes you buy at this time will be worth practically as much as you pay today, we predict. And you will have the use of it in the meantime.

The Haynes has long been stabilized. It is America's First Car—the only automobile that has been on the market for a quarter-century — the only automobile with so long and successful an experience behind it.

A Haynes is built to stand up. It is sturdy quality every inch. It is simple and easily cared for. It is the car to buy when cars are scarce—for it will serve you economically and well throughout the war's duration and still be able-bodied and of high market value when peace arrives.

The big, roomy, 7-passenger open model Haynes "Light Six" is durably and sensibly equipped. The comfortably formed seats will retain their shape. In the center cowl panel of handsomely grained American walnut is a light Body colors are beige brown, deep carmine, royal green.

We urge immediate inspection of our present display of Haynes "Light Sixes." There are "Fourdoor" 4-passenger roadsters, sedans, town cars and coupes, 7-passenger open cars, "Light Sixes" 5 and 7-passenger open cars.

**OUR SERVICE INSURES YOUR INVESTMENT.**

**PHILLIP S. COLE**  
Broadway at 25th Street Phone Oakland 2500  
Factory Branch—Turk and Polk Sts., San Francisco.

**Mitchell**

**\$1350 and \$1625**  
f. o. b. Racine

**A Big \$1350 Six**  
With Many Added Values

NEVER before have so many improvements been made in one year in the Mitchell. Yet these new cars are priced uniquely low.

Both sizes of Mitchells offer values which are unmatched today. You will be amazed at what these prices offer, under scientific factory methods.

**New Endurance Standards**

In the past year, many experts have been added to the Mitchell staff. Most of them are specialists in sturdy, enduring parts.

They have fixed new standards, largely to meet extreme export requirements. In some of the countries where Mitchells now go, the road conditions bring enormous strains.

The over-strength in some parts has been even doubled. Radical tests have been adopted, which every vital part must meet. Cars at these prices were never before built to such requirements.

A famous designer has been placed in charge of the Mitchell body-building plant. You have never seen so much beauty and luxury in cars at Mitchell prices.

Come and compare these new productions with cars that sell for more. See how far these cars excel in every point you prize. They are bound to be your first choice in this class.

**A Unique \$1350 Six**

The largest, finest car in the \$1350 class is the Mitchell Light Six of this year.

The wheelbase is 120 inches. The motor is a 40-horsepower Six—the final result of many years of development.

The car is long and roomy. The motor is most economical. An excess of power makes it a wonderful performer.

The rear springs are shock-absorbing. The equipment is extra complete. It is distinctly the greatest \$1350 value in all Motordom today.

**\$1350 f. o. b. Racine**

120-Inch Wheelbase  
40-Horsepower Six

**\$1625 f. o. b. Racine**

127-Inch Wheelbase  
48-Horsepower Six

16 New-Style Bodies

**LEACH-FRAWLEY MOTOR COMPANY**  
1417 VAN NESS AVE., SAN FRANCISCO.  
PHONE PROSPECT 406

# PRISONERS MAY REBUILD ROADS

The use of prisoners of war taken by the American forces in France in building roads in America is receiving the attention of government authorities and officials. The idea is not new. Prisoners are now used on the roads of France and England. The transportation problem is not as great as it seems because almost all the ships that carry soldiers overseas come back nearly empty. This space could be used to advantage in carrying prisoners.

"We need good roads, and this is a fine way to get them," says George Peck, head of the Pioneer Motor Carriers, distributors of Peerless and Republic trucks and Peerless cars here.

"America must have roads to stand the strain of truck driving and heavy haulage throughout America. Roads were never constructed for this sort of work, with a few exceptions where concrete highways have been constructed, and consequently are giving out. Through the building of highways of the right kind the use of the motor truck will

**OBSCURE IGNITION TROUBLE**

It happens in some cars that the two longest ignition cables, running to the spark plugs, hang so close to the metal parts when the car is in motion. Before long the heated metal effects the insulation and when vibration brings the cables into a certain position a short circuit results. As this happens when the car is running, it is difficult to locate the point of failure. The remedy, however, is to suspend the cables to the radiator rod, so that they cannot come in contact with the cylinders or place the wire in a conduit.

**THERMOS BOTTLES**

It is not unusual to have the containers of thermos bottles break from the vibration of the car. By placing the bottles with the top end downward and securing them so that they cannot move sideways this trouble will be obviated.

**USED CARS**

1917 COLE 8 CHUMMY 4-pass. roadster, repainted... \$ 400  
1917 COLE 8 CHUMMY 4-pass. roadster, repainted... \$1300  
1917 SAXON SEDAN, newly painted... \$1100  
1917 SAXON TOURING... \$ 800  
1917 MITCHELL, 5-passenger... \$1100  
1917 SAXON, 2-passenger, 4-cylinder, new... \$ 400  
1917 LEXINGTON CHUMMY, run 1700 miles... \$1150  
1917 VIM TRUCK, nearly new... \$ 700

**California Motor Sales Co.**  
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