

TRUCK MODELS AT THE SHOW IN N. Y.

Better Thermal Efficiency the Chief Change.

Opportunity to Note Lessons Taught in War Will Be Afforded.

Opportunity to note the progress made in truck design as well as the lessons taught by the war will be afforded the business man and the student of motor highway transportation by the National Motor Truck Shows at Eighth Coast Artillery Armory, Kingsbridge road and 194th street New York, January 3-10 inclusive.

Visitors at the truck shows will probably be impressed by the production statements of the manufacturers, and no doubt will be surprised to learn that at least four have planned a production of 20,000 trucks, each for 1920, and that the total of 80,000 is more than the entire output of the country in 1915.

Statistics of a trade authority show that 38 per cent of the models will be 1-2 and 2-ton capacity trucks with the 3 1/2-ton third, the 2 1/2-ton fourth, 5-ton fifth and 1-ton sixth. Production figures of the various capacities are not possible at this time.

Insofar as the trend in mechanical design is concerned the satisfactory service afforded by our trucks abroad and the demand at home have led the manufacturer to concentrate on production, and while a number of inter-

esting refinements in details will be seen at the show no marked departure from standard engineering practice should be anticipated. There are what may be termed mechanical changes, but they are few in number as compared with former years or before the war taught the world the utility of the motor truck.

Fuel Problem. As was to be expected, designers of carburetors and engine engineers have given consideration to the heavy fuel problem with the result that effort has been directed toward increasing engine efficiency by the use of either a hot spot manifold and thermostatic control of the carburetor, or both. Use of the heat of the exhaust gases to break up the particles of fuel and thereby obtain a more homogeneous mixture is favored by many makers.

No change in engine practice other than obtaining better thermal efficiency is to be expected in these days of production. In the matter of fuel supply there appears to be an increasing use of the vacuum feed, but gravely continues to be used on approximately 80-off per cent. of the models.

There is a slight gain in the use of battery ignition, which is to be expected, but as heretofore it appears on the smaller capacity trucks which are generally equipped with electric lighting and starting. Approximately 97 per cent of the models are magnet equipped, and with very few exceptions the ignition is single and a manual control is employed.

Relative to the battery ignition equipped trucks 31 per cent. of these are 1,500 pounds capacity and less, 16 per cent. 1-ton and 37 per cent. 1 1/2-ton.

The use of electrical equipment has increased slightly on all trucks, starting, lighting and signals. Fifty per cent of the trucks of 1,500 pounds capacity and less have electrical equipment as standard and about 22 per cent of the 1 1/2-ton. The use of starting or electric lighting is slightly increasing on the 1 and 5-ton models and a number of makers give option of starting and lighting.

In the matter of horsepower ratings the average horse-power (S. A. E.) rating of trucks of 1,500 pounds capacity and under is 15.64 against 16.92 there being a slight decrease in the horse. The average horse-power of the 1-ton models is 19.61 against 22.50. That of the 1 1/2-ton remains practically the same, as do the 2, 3 1/2 and 5, but there is an increase in the average horse-power of the 2 ton, it being 27.20 against 25.60.

The Circulation. Dealing with methods of circulating the cooling fluid it will be found that 69 per cent of the models of 1 1/4 ton and under have the thermo syphon and that 45 per cent. of the 1 1/2-ton are thus equipped. The pump method

leads, however, being practically universal on the larger capacity trucks. The cellular type of radiator is employed on the lighter types with the fin on the larger, and the use of cast cases predominates where the fin core is used. The use of a type of radiator facilitating the replacement of damaged tubes or sections as well as permitting of operating the truck by stoppage circulation from a damaged section, is a feature of the improvements in cooling methods. Governor controlling engine speed are increasing in favor, about 75 per cent. of the models being thus equipped. Their use is noticed on the larger capacity chassis, but 25 per cent. of 1,500 pounds capacity trucks now fit governors as standard equipment.

As to clutches, the dry disc or plate type predominates. There has been a gain of the amidship location of the gearset or transmission, it now leading by a few models the unit or motor type. The number of makers favoring the four speed gearset is also increasing, and one manufacturer will display a chassis affording ten speeds, eight forward and two reverse.

Use of the rear springs for taking the drive and torque again predominates, and a few have increased the lengths and widths of springs, although this is an exception. Better attention is being paid to the matter of lubricating shafts, etc. of the spring assembly, and one truck, at least, will show an automatic oiling system. The driver at the left, with center control, is practically universal. Opinion differs as to the frame, the flexible, semi-flexible divided, or if wheelbase lengths be analyzed, it will be found that some changes have taken place. This is true of the 1,000 pounds capacity chassis, the average wheelbase of which is now 112 inches against 119 for the previous year.

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New York Sun.



NAZIMOVA

Strand, Wednesday and Thursday

AUTOMOBILE SHOW WILL BE HELD IN CHARLOTTE

Event Scheduled for Feb. 9-13—May Models To Be on Exhibition.

CHARLOTTE, N. C., Dec. 27.—What promises to be the most comprehensive effort along similar lines ever before attempted in the South will be the combined automobile, truck and tractor show to be staged in this city February 9-13, inclusive. The approaching event, which will be held under the auspices of the Charlotte Automobile Trade Association, will be known as "The Automobile Show of the Carolinas" and is expected to attract scores of exhibitors from both states.

The doors of the huge building which is to house the show will open on the evening of the ninth, thus having a duration of five nights and four days to the exhibition. In addition to the hundreds of members of the automotive fraternity who will throng the city during the February date, indications point to the fact that the general public will swell the attendance to bumper proportions.

A total of 30,000 square feet of floorage is available in the building which has been selected as the scene of the show and a space committee is now busily engaged in the task of equitably apportioning sections to the numerous firms who have already announced their intention of exhibiting. From the volume thus far received it has been evidenced that the space will be inadequate and a ruling has been adopted which fixes a limitation upon the space allotted each exhibitor. A large tent, adjoining the main building, will be utilized to care for the truck and tractor exhibits.

According to trade statistics Charlotte is now eclipsed by but one other city of the entire south in the volume of automobile business transacted annually. Practically every distributor in the city has already signified his intention of exhibiting and many bids from other cities of North and South Carolina are in the hands of the space committee. Many of the 1920 models, fresh from display at the New York and Chicago shows, will be shipped direct to Charlotte for purposes of exhibition and will here make their debut appearance in the south.

President James O. Walker, of the Charlotte Automobile Trade Association, is chairman ex-officio of an executive committee whose personnel consists of the chairmen of seven sub-committees, each entrusted with its

PARTS DEPT. VIEWED AS ASSET BY C. B. WARREN

Reflects Policy of Effective Service of Warren Nash Corporation.

"A proper conception of service," according to C. B. Warren, manager of the Warren Nash Motors corporation, distributors for Nash passenger cars and trucks, is the highest asset that it is possible for an automobile merchant to possess. Mr. Warren's observation was made while taking a visitor through the parts stock department of the Warren Nash Motors corporation.

"And the really organized and well stocked bins of passenger car and truck parts are an eloquent testimonial to the fact that in the matter of service Mr. Warren believes in 'preparing what he preaches.'" In the parts stock department of the Warren Nash Motors corporation there is an obvious absence of anything bordering on disorder or confusion. As parts are received from the factory of the Nash Motors company they are immediately labeled, indexed, card filed and placed in the bins. The parts stock department is handled by a corps of men who through long experience are thoroughly familiar not only with the various parts themselves, but who also know at a moment's notice just where to place their hands on any part from a letter pin to a radiator, that may be desired.

"It is a policy of the Warren Nash Motors corporation that our service be prompt, efficient and courteous," says Mr. Warren, "and it is only good business that it should be so. In about nine cases out of ten the car or truck in need of a new part wants it with the least possible delay. Thus it is service by keeping on hand a large stock of parts, not only for current responsibility for an individual phase of show activities. Preliminary plans for the event were made by a show committee, consisting of Lee A. Folger, chairman, James A. Taylor and J. G. Fitzsimons.

After the signature of the armistice, most of the dealers continued to keep their places closed nights, Sundays and holidays, and consequently most of the road trouble coming at these times is taken care of by this healthily growing war baby. At the outset, the new company installed four Dodge Bros. motor cars which they put to use as service cars. So satisfactory is their response to the trying demands made upon them, that the officials of the company have expressed their intention to add to their fleet as the occasion demands.

models but for models that have been in service over a period of years. In his relations with the public the automobile merchant is not different than the merchant who deals in any other commodity. His customers will appraise him and his business on the same basis that they appraise the establishment of any other merchant with whom they have dealings. If there is no real effort to serve the customer promptly, courteously and efficiently, then there is no real incentive on the part of the customer to prompt a continuance of his business relations with a firm. In the automobile business service as the customer today understands it, is something more than a printed note; it is a definite obligation on the part of the dealer, and as such it imposes upon him the necessity of proper equipment, adequate facilities and an efficient organization.—New York Sun

NEW SERVICE PLAN PRODUCT OF WAR

St. Louis Auto Dealers Favor Co-operative Equipment Plan.

St. Louis automobile dealers are still finding it profitable to make use of one feature of their business which resulted from war conditions. As a result of the governmental request for the elimination of night and holiday service to release men to motor transport service, the St. Louis Automobile Manufacturers' and Dealers' association selected the St. Louis Motor Service company to handle all work of this nature.

Not only did they discover that it made possible the release of a large number of men, but that it enabled them to reduce their expense at a time when the manufacturers were finding it difficult to deliver their cars in adequate numbers.

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WOULD EDUCATE OWNERS TO MAKE MINOR REPAIRS

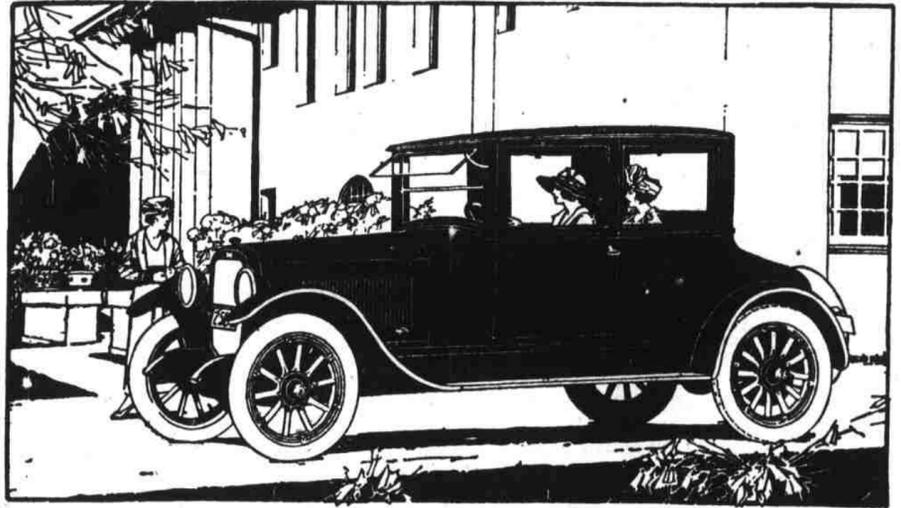
New York Service Managers Discuss Problems Confronting Them.

NEW YORK, Dec. 27.—One of the problems, in view of the enormous increase in the use of motor vehicles, that has recently presented itself with marked force to the industry is that of service and its proper regulation in the future. The service managers of this city have been discussing the possibility of improving many of the repair shop features for several months. The problem has also been under consideration in other cities, and as a result, the first convention of service managers was held recently in Detroit under the auspices of the Automobile Chamber of Commerce, its most important achievement was the proposal that a service managers' division of the national chamber be formed.

In the talks on service, problems the importance was strongly urged of educating owners to take better care of their cars than is usually done. Owners were advised to do more of their own minor repairs and show proper intelligence in the use of lubricants. The custom of free service was roundly discouraged. It had its origin in the early days of motoring. The service managers condemned many phases of the system, recognizing that the privilege had been abused in many cases by inconsiderate owners. The system, however, started with the manufacturers and their co-operation with the service managers in general, whether employees of their individual repair shops or not, will be a step toward possible improvements.

Free service is likely to be more readily defined by manufacturers and dealers in the future than formerly, as the initial step in this direction, must naturally come from those who originated the system. The managers, on their hand, can give the makers valuable aid in respect to the policy of repair work, the selection of capable mechanics and other details toward greater economy and efficiency.

CHANDLER SIX Famous For Its Marvelous Motor



Many Choose the New Chandler Coupe

THE Chandler Coupe has quickly attained popularity. It makes instant appeal to those desiring the very best in closed car construction.

It is an unusual car, the Chandler Coupe, handsome in its design, luxuriously furnished and lustrous in finish. It seats three persons, or four when the roomy auxiliary chair is used, and seats them in perfect comfort on deep cushions. The upholstery is of silk plush, the fittings of dull silver finish.

Automatic window lifts permit just such adjustment of the windows as weather or wish may dictate.

The Chandler Coupe is mounted on the one standard Chandler chassis, famous for its mechanical excellence and its really marvelous motor.

YOUR EARLY ORDER MAY SERVE AGAINST DELAY IN DELIVERY

SIX SPLENDID BODY TYPES

- Seven-Passenger Touring Car, \$1895
Four-Passenger Dispatch Car, \$1975
Seven-Passenger Sedan, \$2895
Four-Passenger Coupe, \$2795
Limousine, \$3395
(All Prices f. o. b. Cleveland)

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With the Wonderful New Springs You Skim Over the Rough Spots

THE new three-point suspension Triplex Springs of Overland 4 make it a totally different kind of car.

It is wonderfully easy riding because these new springs ward off the bumps of the road. Riding seems like floating.

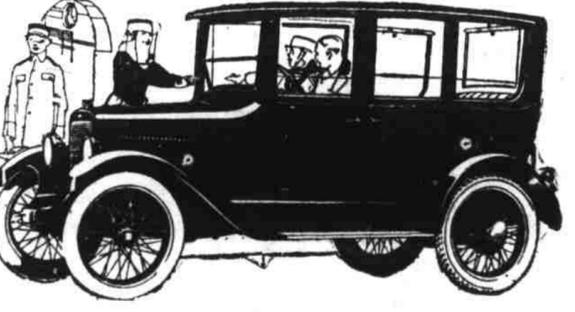
It is light in weight and therefore economical of tires and fuel. Economical also in upkeep because the springs protect car and mechanism

from the wearing shocks of the road.

Overland 4 is easy to handle because of its short wheelbase, though the springbase is long like that of big heavy cars.

This combination of light car convenience and big car comfort results in a car of such exceptional qualities that it establishes a remarkably high standard of motor car comfort.

The Sedan is complete in every detail. It weighs only 200 pounds more than the Touring Car



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