

BIG GOTHAM FIRM JOINS PAIGE SALES

Jennings Organization Operating 38 Establishments At New York

NEW YORK—Announcement was made here recently that C. H. Jennings, Incorporated, one of New York's largest automobile retailing organizations, associated with Dodge Brothers continuously since 1914, has become affiliated with the Paige-Detroit Company of New York and will henceforth serve exclusively as a Paige dealer in New York. The announcement comes as a surprise due to the long association of C. H. Jennings with Dodge Brothers, Inc., first as New York sales representative, then as sales executive at Detroit, and since 1924, as the metropolitan dealer.

Since the organization of C. H. Jennings, Incorporated, in November 1924, it grew to include a force of more than 650 persons, operating 28 well-located salesrooms and service stations, with a sales volume in 1926 approximating \$10,000,000.

Mr. Jennings' new connection with the Paige company brings to Paige one of the strongest retail selling organizations in the automobile field.

In associating himself with the three Graham Brothers, and the Paige line, Mr. Jennings has resumed in a closer way the contact with the Grahams which he enjoyed during their former association in the manufacture and sale of Graham Brothers Trucks and Dodge Brothers cars.

"In my association with Joe, Robert and Ray Graham in the past, I found the same honesty, sound business policy and remarkable organizing ability which gave John F. and Horace B. Dodge their wonderful reputation and established public confidence in the values they offered, for the public knows the Graham standard of values," said Mr. Jennings in announcing his taking on of the Paige.

"I believe that their association with the Paige-Detroit Motor Car Company will make Paige one of the key factors in the industry. I feel that it is certain that they will advance standards of value in their new field just as they have in other fields which they have entered.

"This is why I can turn with real enthusiasm to this new undertaking and at the same time carry with me the hearty support of my organization. Beyond question it enables C. H. Jennings, Incorporated, to continue its basic policy of offering outstanding motor car values in this market."

The rapid rise of C. H. Jennings to a position of power in the New York automobile field, having doubled his business in his second year, has marked him as one of the interesting personalities among New York's automobile row.

Throughout the development of the Jennings business there has been evidence of military precision and dispatch, which probably traces back directly to Mr. Jennings'

career at West Point from which he was graduated in 1902, later completing a four-year mechanical engineering course at Lehigh University.

"Fundamental honesty, mechanical genius, ability to organize," Mr. Jennings counts them off. "These are the qualities upon which all lasting successes are built. The convincing successes of the Graham brothers, in other and varied lines of endeavor are indicative of the fact that these principles may now be applied to Paige under the Graham control and operation."

Through the affiliation with C. H. Jennings, Incorporated, Paige acquires full retail coverage of the metropolis and most of its prosperous suburbs, service stations and salesrooms, together with the immeasurable good-will built up by Jennings' policies and activities in the last three years.

At their new locations the Jennings organization will continue to offer service facilities as usual, offering their full facilities to old customers and to Paige owners in addition.

Oldsmobile Erects Research Building

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daily run of test work, will be housed in the new building so that they will be available to the same engineers who conduct the laboratory tests.

Two of the many new devices which have been developed and which will be installed in the new engineering building are an improved type of dynamometer and a torque demand indicator.

Hitherto, dynamometers have been capable of measuring horsepower only. The new type has been augmented by new devices which permit of a scientific check of other factors, such as a measure of acceleration, power and the amount of horsepower required to overcome car inertia.

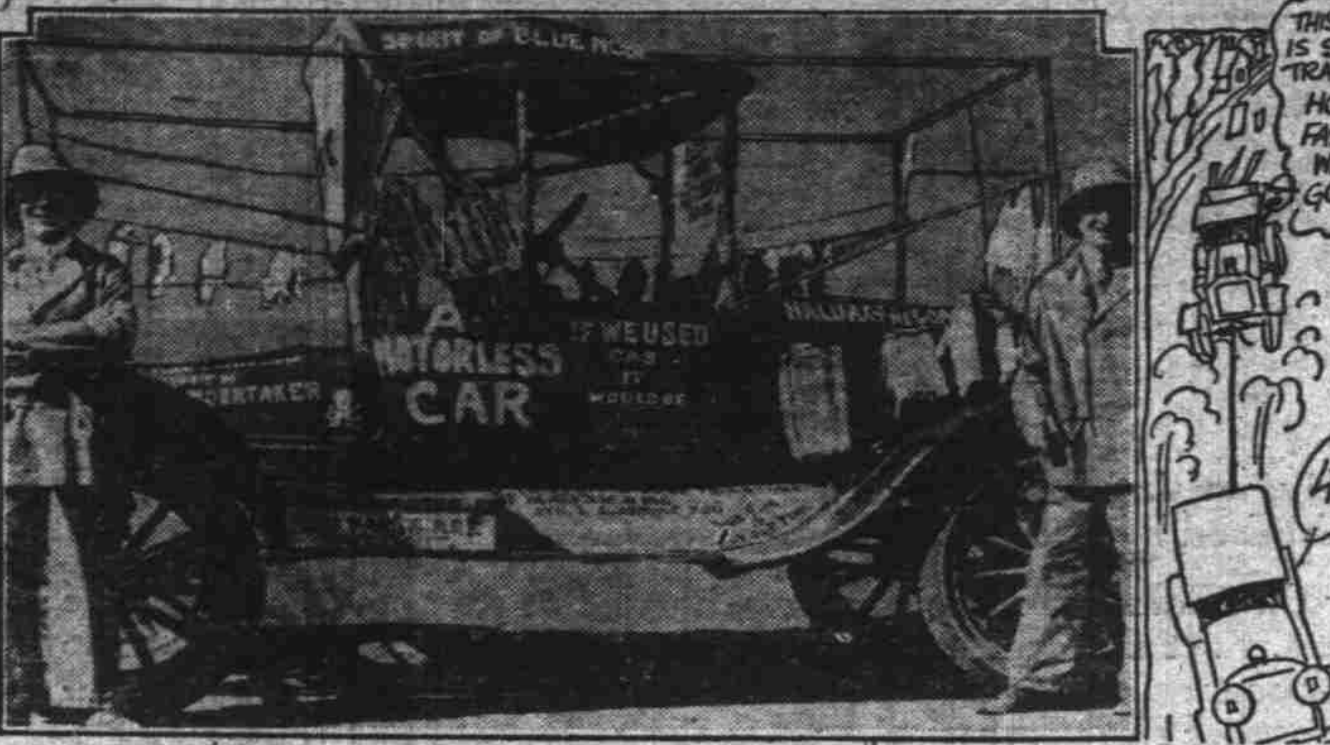
The torque demand indicator is a device that can be placed in an automobile in place of the transmission. This gives an accurate record of the horsepower required under certain conditions, such as hill climbing, deep sand driving and to overcome wind resistance, while the car is being road tested. The co-ordinated data from this machine and the new type dynamometer will permit the duplication of the same tests either on the road or in the laboratory.

Using these two machines will allow the engineers to apply their keenly sensitive instruments to an engine while it is running on a block and detect every detail of engine performance under actual road conditions. This permits scientific analysis of causes of various conditions impossible when a car is being operated on the road, where tests merely result in observations of effects and results.

The experimental and development machine shop will be equipped with fine precision machines including facilities adequate to build an entire automobile within the new engineering building.

The slow motion picture will be called upon to assist in analyzing car reactions to actual road conditions. This will be used in conjunction with the chassis dynamometer, which, for these tests, will be equipped with eccentric rolls with uneven surfaces to simulate

TAKE MOTORLESS AUTO ON TOUR OF CONTINENT



The camel that goes five days without a drink pales in comparison with a motor car that is crossing Canada without an engine. Frank J. Elliott and George A. Scott, of Amherst, New Brunswick, shown above with their strange machine, are piloting it on the 5,000-mile trip. How do they do it? Kind motorists tow them. They average five to ten miles on every tow. The boys were snapped on their arrival in Winnipeg.

actual road conditions. Slow motion pictures of a car riding the chassis dynamometer and the use of the stroboscope will enable the engineers to study spring and shock action and, in fact, every detail of a car's road action.

The outward appearance of an automobile is of major importance and provision for this feature of engineering has been made in the model car studio.

The studio will be equipped with turntables that can be slowly revolved to permit a study of every angle of a car model. Special lighting effects will reveal every detail of the car design and will be used to demonstrate night

driving conditions and reflections. That portion of the building devoted to the car studio will have walls that can be opened so that long range views of the cars on the turntables may be had without limitations caused by the building dimensions.

Engineering production activities will remain where they are now located as will the engineering executive offices. This will entirely divorce current production engineering work, with the attendant visitors, from the design, research, experimental and development activities. The metallurgical laboratory also will remain in its present location as it

functions not only in engineering activities but also in making metallurgical tests of production materials as they are received.

Through the combined activities of this new engineering building, the General Motors Proving ground and the General Motors Research laboratories at Detroit, Oldsmobile has engineering facilities at its command second to none.

Indiana is to build a temple in memory of Lincoln. Every prospective politician over there should be made to sit and gaze at it for one year before running for office.—Cincinnati Enquirer.

Giving Pupil Lift Declared Danger

(Continued from Page One)

bicycles, transforming traffic into a veritable macabre. Thus, he becomes a menace to others as well as to himself.

"Parents and teachers should do all in their power to discourage this habit which is so easily developed. Their duties are to point out the manifold hazards involved and place lift-seeking in the category of those things that are definitely forbidden.

"Schools that give instruction in safety, and their number is growing enormously, should make this lesson most prominent in their general courses, the A. A. A.

believes. Its importance is paramount and the reopening of school provides the proper time to begin instruction so that when winter with its icy, slippery streets arrives, this hazard will definitely have been removed or materially reduced."

Franklin Airman Arrives in Salem

(Continued from Page One)

without a break or decrease in ability, to 50 or 60 miles and no strain, no roughness, just an easy, restful security for the passenger in the maintenance of this mile a minute pace for hours and hours. J. H. Maden, manager for the W. F. Pettyjohn Co., has installed

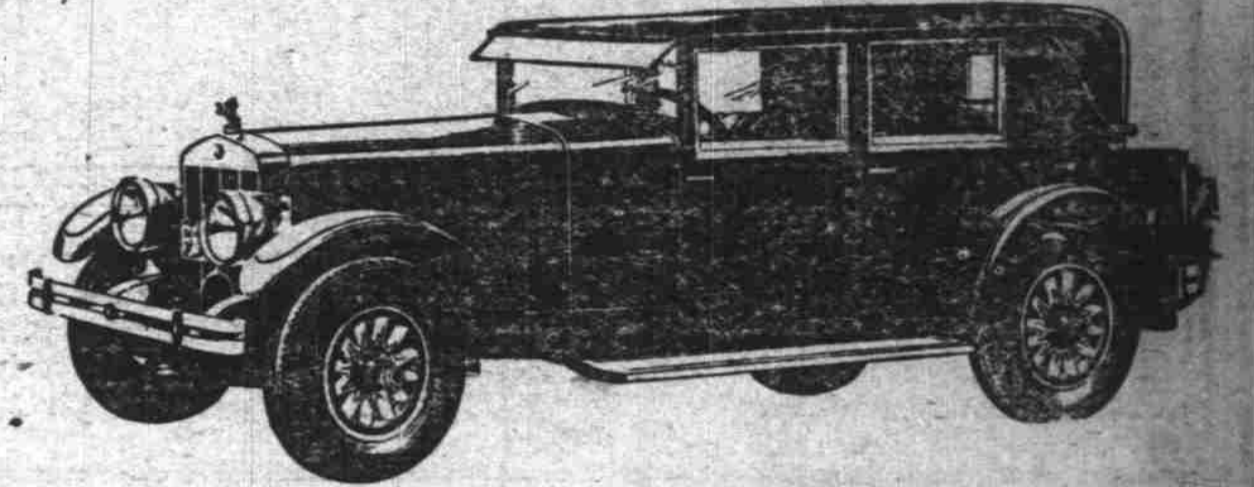
a beautiful five passenger Franklin in service as a demonstrating car and during the past few days since the new series arrived, a number of motoring enthusiasts have examined and acclaimed the New Franklin the most wonderful automobile that they have ever seen and ridden in.

Emergency repairs can often be made with the aid of ordinary friction tape. A leak in the gas-line can be temporarily stopped by first applying a thick coating of laundry soap and then taping the line. This useful information was given out by the Western Auto Supply Company.

Read the Classified

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