Early Thomas Sales Bulletin - FL Faure

PAY LEONE FAURE

THOMAS FLYER

CHAMPION ENDURANCE CAR OF THE WORLD

Published by the E. R. THOMAS MOTOR CO., Buffalo, in the interest of Thomas Dealers

Volume II | DECEMBER, 1908 | Number 8

New York Show Number

MADISON SQUARE GARDEN

TENTH ANNUAL ANNOUNCEMENT

IT is the desire of the E. R. Thomas Motor Company to keep the Thomas Flyer ahead of its class at whatever cost, and that we have succeeded is largely indicated by the growth of our plant and business, which rank among the largest and best in the country.

The 1909 Thomas Cars, designed, like their predecessors, on the principles of simplicity, strength and durability, to which we owe our uninterrupted success, embody certain improvements and developments, the result of our experience in the New York-to-Paris race, which we won with a common stock car.

We can assure our friends that Thomas Flyers are better than ever and will fulfill every requirement.

TO OUR FRIENDS THE PUBLIC

With the beginning of the year 1909, the E. R. Thomas Motor Company starts on its tenth year in the manufacturing of automobiles. During the past year the Thomas admittedly won the proud title of World's Champion, when it, as the only American entrant met and defeated in the great New York-Paris Race five of the greatest cars the foreign market could produce.

This distinction has come to it through no freak of fortune, but by the slow and sure process of evolution and elimination in years of experience.

This year's cars are not the creation of this year alone. Their inception dates back to the little shop on the corner of Elm and Broadway when the entire working force of the little shop consisted of about sixty men.

Through all these years E. R. Thomas has steadily held in view his ultimate ambition of being the builder of one of the greatest, if not the greatest, car in the world.

That his ambition has been realized is a matter of history. The winning of the great New York-Paris Race capped the climax. This was the great prize for which E. R. Thomas had striven. In spite of the fact that the sale of foreign cars in America has always been insignificant, he resented their widely published claims of superiority over the American cars, and was determined that if mechanical talent and a complete disregard of cost supplemented by years of experience, meant anything, this boasted supremacy would be soon terminated.

That his ambition has been achieved, the most casual student of automobile conditions this year will admit. The Thomas Company incorporates the best features of all the foreign makes in its cars, when it is to its advantage to do so, with the result that the car which they turn out is far better adapted to American roads than any foreign car ever built, as was so strikingly demonstrated when the Thomas in the race around the world beat its nearest competitor into San Francisco by twelve days and won the race into Paris by twenty-six days.

The E. R. Thomas Motor Company deals in actualities and not in possible futures. When you purchase a Thomas you obtain a car that will give a flexibility, ease and economy of operation impossible in any other stock car. These are facts that can be vouched for by any Thomas owner.

In the year 1900 the total disbursements were

	1900	
Sixty Employees	Salaries, Material, Advertising, etc.,	$40,000.00

	1908	
Fourteen Hundred Employees	Salaries, Material, Advertising, etc.	$2,315,367.14

The output of automobiles the first year was seventy-five, gradually increasing until the year 1908, when the output reached the total figures of 950 complete machines. Never in the history of automobiling has there been so great a demand for high priced automobiles as during the past year.

It has shown conclusively that the man able to purchase a machine, would rather purchase a standard high powered, high grade machine at a fair figure in preference to a low powered, poor machine at a low price. Indications for 1909 point to an output almost double that of 1908, with but few changes in the machine, excepting in the increased refinements, which have been brought to a state of unequaled perfection.

Automobile buyers these days are learning that an automobile suitable for one purpose is not necessarily suitable for another and types have been evolved with reference to many special uses. Design and construction are so far standardized that the purchaser who wishes some certainty mixed with his experiment can find it in his choice of a well tried and popular machine. If the right choice is made, he can get a car which mile for mile will cost no more than a horse and probably much less and will far outdistance the horse.

The knowing purchaser's choice resolves itself around the question of carrying capacity, speed, convenience and taste in body style, supplemented by his knowledge of the mechanical construction of the car. Shaft driven cars are coming into more general use every year so far as light cars are concerned, but the chain driven car will be used indefinitely for the higher powered cars, although a shaft driven car's wheel base may run from 75″ to 150″, shaft drive and chain drive being largely a matter of individual taste.

The reason for Thomas success in the automobile business has been that they have always made reliability and excess of power the main features in the construction of their machines, endurance tests of the past few years proving conclusively their claims.

Why experiment in purchasing a car? We have done the experimenting for you for the past ten years and now offer you in the Thomas Flyer a car perfect in all its appointments, whose first cost, though it may seem large to you, will more than repay you in the minimum cost of upkeep, not to mention the comfort and pleasure that you will derive from owning a car that has been tried and proven in the front rank in competition against the best in the world.

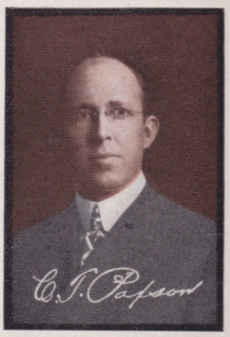
R. B. PATTON,
City Sales Department

ARTHUR W. HAILE,
City Sales Department

J. O'TOOLE,
Cashier

P. A. BROWN,
Foreman Tool Department

CHARLES PILLMAN,
Gen. Foreman Machine Dept's

THE ORGANIZATION

EVERY year the Thomas Factory has expanded. The original little plant 80 x 100 feet on the corner of Elm and Broadway has been supplanted by the immense factory on Niagara Street near Ferry. It has grown year by year and is still growing. Another immense addition is about to be built this year.

As the Thomas factory increased in dimensions and facilities it also matured in spirit. The organization was perfected and became more effective, centralizing its efforts on the one real purpose "The production of the finest car possible," a spirit of unanimity prevading the immense plant that is remarkable.

Realizing that a large per cent of the automobiles which have been sold up to date have been sold in the East, going through the New England States, New York, Pennsylvania and New Jersey, and carrying out a policy which the company has had for some time under consideration, the E. R. Thomas Motor Company will install a branch in New York City at the expiration of their present contract with their New York agent, shortly after the first of the year in order to more carefully take care of Thomas owners.

It is proposed to make New York the eastern headquarters of the E. R. Thomas Motor Company. A large stock of parts of all kinds will be carried and will be so arranged that without the slightest delay all the wants of customers can be readily supplied.

This will apply not only to New York owners, but also to those located in all parts of the surrounding country. As the company owns the premises at 63d St. and Broadway, where the present Thomas dealer is situated, this will always be the home of the Thomas Flyer.

With the beginning of the new year the Company was entirely re-organized, all departments being placed under the supervision of the most capable men in this country—men who have grown into the automobile business, graduating from the bicycle manufacture.

Edwin Ross Thomas is President and the court of last resource, passing on everything pretaining to the company.

Edwin L. Thomas, the Vice President and Commercial Manager has the entire management of the Sales Department and is ably assisted by Walter H. Van Deusen, who has been in the employ of the firm for many years and is well known to the automobile trade.

J. M. Edsall, Treasurer, though still a young man has charge of all financial matters and in general charge of the offices. He has been with the firm since 1902 and enjoys to the fullest extent the confidence and esteem of the company, John O'Toole acting as cashier.

Frederick P. Nehrbas, the factory manager, has been in the employ of the firm since it first started, having worked up through the factory step by step, reaching his present position through hard work, everything pertaining to the factory passing through his hands. C. P. Buxton, also an old standby of the company, acts as his assistant.

George Salzman, the veteran automobile driver, has the supervision of the Repair and Parts Department, also acting as assistant to Mr. Nehrbas, and is assisted by Charles V. Roty.

H. G. McComb, formerly with the Olds Motor Works, is in charge of the Engineering Department and is ably supported by C. H. Taylor, as assistant.

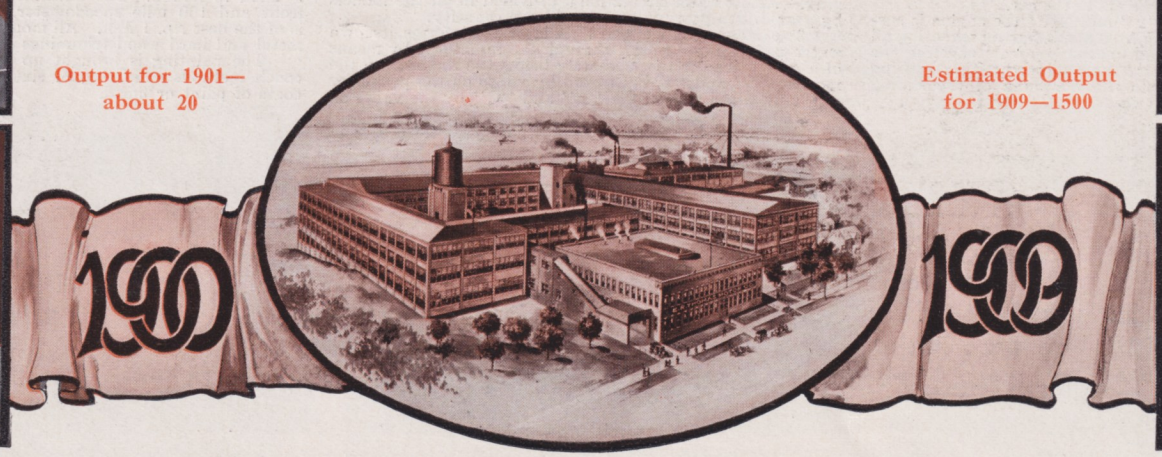
J. A. Koesler has charge of the General Assembly and A. A. Woodruff of the Body Finishing Department.

The City Sales Department is managed by Calvin T. Paxson, well and favorably known to the automobile trade, Arthur W. Haile acting as assistant.

Kenneth B. MacDonald ably fills the office of Purchasing Agent and R. S. Patton who manages the second hand department disposing of all second hand cars taken in trade.

The E. R. Thomas Motor Company is equipped with the most complete Advertising Department in the country, having a complete Photographic, Designing and Engraving Department, all advertising matter being designed and executed in the Department which is in charge of Fay Leone Faurote, formerly of the Olds Motor Works, assisted by George T. Verreault who handles the publicity in conjunction with the designing end.

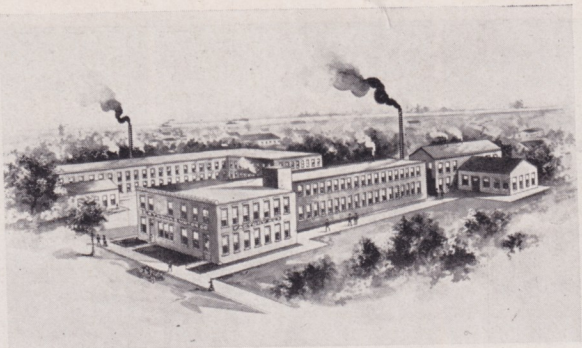
Output for 1901—about 20



Estimated Output for 1909—1500

Photographs by George Kramer, Buffalo, N. Y.

CLEVELAND HOMESTEAD—OLD OFFICE BUILDING



FACTORY NO. 3

FIRST HOME OF THE E. R. THOMAS MOTOR CO. NOW USED AS GENERAL OFFICES

"SUCCESS AS THE WORLD SEES IT"

OUR 1909 MODELS

A word about the construction of the Thomas Flyer which has been brought to such prominance before the public, through winning the New York-Paris Race will be appreciated by all interested in the purchase of an automobile.

First and foremost all Thomas Flyers are mechanical duplicates of the famous stock car which won the race around the world.

The "F," 4-60, and the "K," 6-70, are both the same as last year, there having been no improvements found necessary upon these remarkable specimens of automobile art, the few changes made being in the further refinement of the equipment. Some special points of mechanical construction

TRICYCLE AUTO, BUILT 1900

in these models that are of advantage to automobile owners, taking into consideration the various improvements made in other machines, are a ruggedly constructed gear box and transmission. Large valves in the motor and valves on opposite sides giving greater accessibility and cleaner cut construction in accordance with the very best foreign practice.

On the motor,—cylinders, pistons, and piston rings are made of grey iron which long continued experiments in our laboratory have developed. Every piston is provided with four rings which are ground all over, as also is the cylinder bore and outside area of piston.

All crank shafts are made from drop forged nickel steel, doubly heat treated to insure high dynamic strength. Connecting rods are drop forged and heat treated. The exhaust manifolds are made of seamless tubing, autogeniously welded. The valves on the models "F" and "K," located on opposite sides, are interchangeable and are operated by two cam shafts. On the models "L" and "G" the valves are all on one side and operated by a single cam shaft. this construction on these small models working out very well.

The crank shafts are supported against the upper half of the crank case by dropped forged caps held by through bolts. In the smaller models "L" and "G" the crank shaft is mounted on ball bearings in a one piece crank case. The lower part of the case is fitted with a pan for retaining the oil for lubricating the working parts.

The balancing of all reciprocating parts is carefully executed, each part being weighed in the Inspection Department before it is allowed to be put in the car.

In the larger models "F" and "K" the engine is suspended from arms extending from a sub-frame preventing all frame distortion due to road unevenness from effecting the motor crank case. Both cars are equipped with a shifting arrangement which prevents the cramping of the sliding tube, engaging the different gears.

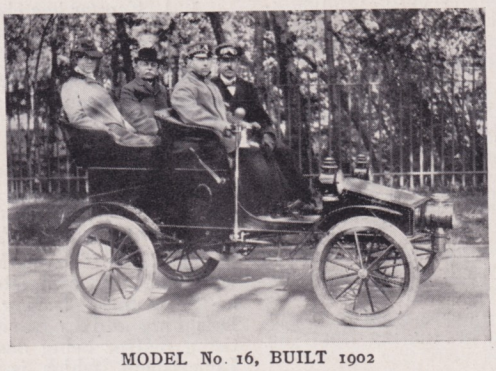
In the models "L" and "G" the motor has a three point suspension on the frame cross members; on the Model "L," a six-cylinder proposition, the three cylinders are cast in pairs—this manner of construction with the three cylinders, cast as a unit, gives a short compact motor and greater rigidity and simplifies all the piping and manifolding to the same basis, as is usual in a well designed four-cylinder car. The integral crank case construction,—that is, where the crank case is not split horizontally,—is particularly adapted to this form, as the length of a six-cylinder motor usually causes a certain amount of clumsiness in the crank case.

This unit crank case construction is combined with the three point suspension and works out in this model to absolute perfection, the alignment of the crank shaft being retained under the most severe conditions of road work. The motor suspension is also designed particularly with the idea of being able to remove the motor from the chassis quickly and easily.

The transmission on the "L" and "G" is incorporated with the floating type of rear axle and does away with the placing of universal joints and the necessity of lining up the transmission and motor in the frame. It also makes the entire chassis independent as regards the transmission of power with respect to deflections caused by road jolts. The amount of weight added to the rear axle which has frequently been spoken of as a disadvantage to this type of construction is in reality of minor importance and does not exceed 15% of the weight of the standard weight or weights unit of the same power. While in high powered cars this added weight might be felt, it has been proven that this disadvantage does not exist in the medium powered models.

Attention is particularly called to the braking surface which is 375 square inches and which for a light weight car of this type is noteworthy.

The placing of the transmission on the rear axle increases the accessibility of the entire transmitting mechanism to a remarkable degree. An ample dust pan is provided on all models for the protection of the motor and its adjoining



MODEL No. 16, BUILT 1902

parts from the dust and dirt of the road. This pan is oil tight in order to prevent oil leaking from the crank case and draining to the ground.

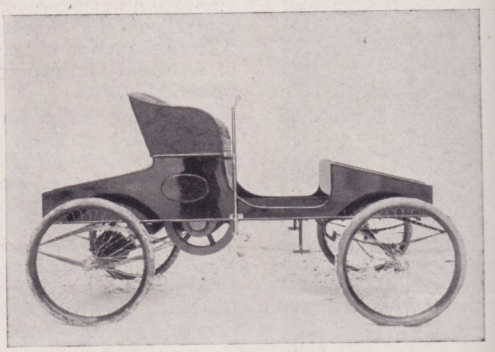
All cam shafts are supported by bearings close to cam, so that cam shafts suffer no deflections, ensuring silent running. Ample water circulation is provided in all the models by gear driven positive pumps of large capacity.

The Honeycomb type of radiator used forms its own water tank. Forced draft through the radiator is by means of a gear driven fan immediately below the radiator on the models "F" and "K," assisted by vanes on the periphery of the fly wheel and on the "L" and "G" by the vanes on the fly wheel alone. There are two forms of high tension ignition provided. The first, by means of a Bosch Magneto with one set of spark plugs and the second by an Atwater-Kent Spark generator, through an entirely separate set of spark plugs, giving two complete and independent sets of ignition.

Lubrication of the motor is effected by means of a positive feed oiler, gear driven from the motor. Sight feeds on the dash are provided which can be regulated by the driver while operating the car.

The clutch is the well known Thomas clutch originated by the Thomas Company years ago.

In the Models "L" and "G" a propeller shaft extends from the clutch to the transmission on the rear axle and is



MODEL No. 7, BUILT 1901

supported at its forward end from a cross member by a universal connection.

The gears are made of special chrome nickel double hea treated steel and lapped true. The transmission is of th selective type of sliding gear with four speeds forward an reverse on the "K" and "F" with direct drive on high speed the countershaft idle when thrown out of mesh. On the "L" and "G" selective type of sliding gear, three speeds forwar and reverse, direct drive on high speed.

Two sets of brakes are provided on all models. One se operated by a foot pedal, and situated on each side of th gear box. The second set, operated by a hand lever, engage drums on the rear wheels. In the Models "L" and "G" both sets of brakes are operated directly on the rear wheels.

Steering is affected by a worm and sector mechanism Both worm and sector are hardened and specially designe for taking up wear.

On all the models a drop-forged one piece I-beam fron axle of the Elliott pattern is used. The suspension of th Models "F" and "K" is by means of semi-elliptical front an rear springs. On the Models "L" and "G" full elliptics rears are used. The material for all springs is of the fines grade known to spring makers.

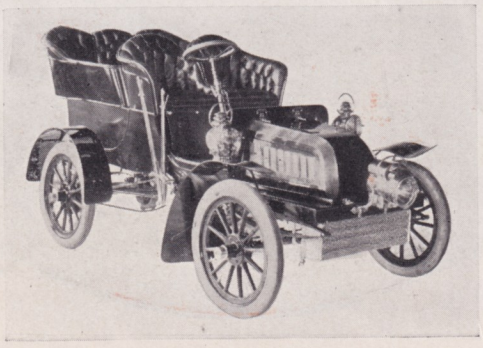
We exhibit at the Madison Square Garden Show th following cars which are all standard.

MODEL "K" FLYABOUT, 6-cylinder, 70 horse powe

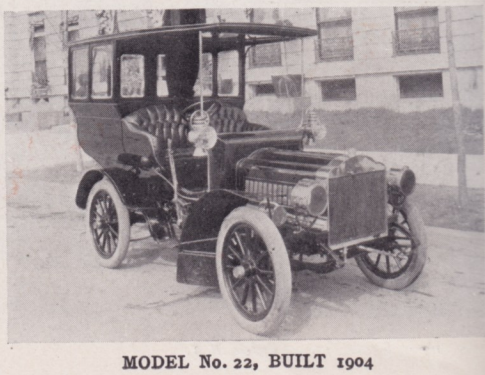
This model "K" is painted Thomas red. Thomas re body and Thomas red gear and red upholstering. The to is lined to match. The machine is equipped with a gla front and 100 mile speedometer. The body constructio is of the best No. 1 Ash. All mouldings are beaded into th metal and hard wood trimmings are all walnut.

The painting is brought up with the old and reliab coach methods consisting of sixteen separate and distin coats of paint or finish.

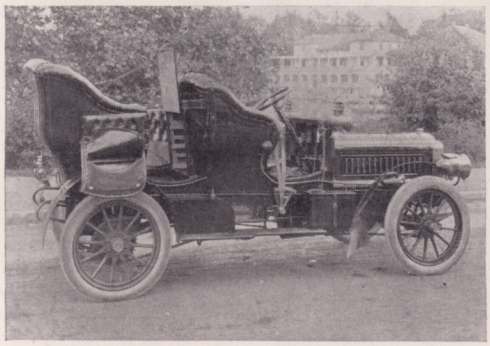
MODEL No. 17, BUILT 1903



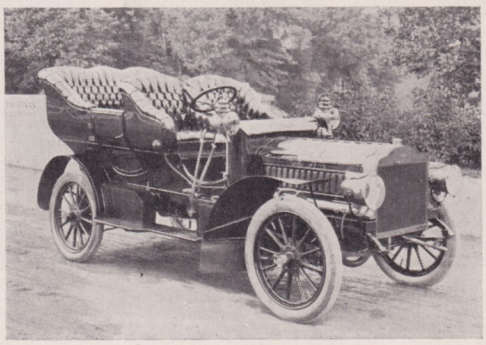
MODEL No. 18, BUILT 1903



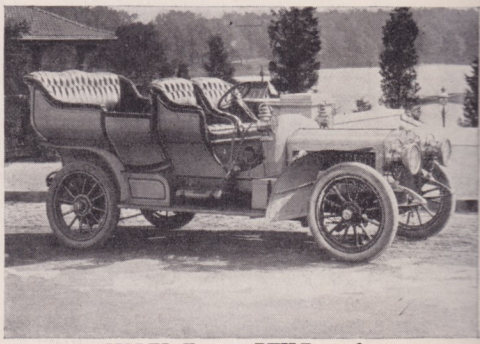
MODEL No. 22, BUILT 1904



MODEL No. 25, BUILT 1905



MODEL No. 26, BUILT 1905

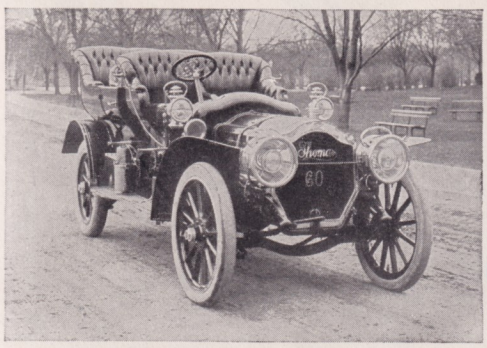


MODEL No. 31, BUILT 1906

In the upholstering of all our cars we use nothing but hand buffed leather. The preceding description of the method of painting applies to all bodies.

TWO TAXICABS. On the two taxicabs the body is painted a Brewster green light with straw yellow running gear. The body construction is of the best second growth ash with mouldings beaded on. Aluminium sheet steel is used in place of aluminum.

THE "F" LIMOUSINE. Frame work on limousine bodies is of the best No. 1 Ash, panelled with 16 gauge hand-hammered aluminum. All mouldings being beaded in the metal, the upper part of door panels being of cast aluminum. All round corners are inserted, not joined. The body is built on what is termed two-piece construction, there being absolutely no exposed work in the entire body. All hard wood fittings, such as window frames, roof, etc., are of black walnut. Body is upholstered in French worsted, specially designed for the E. R. Thomas Motor Company with French laces to match. Inside fittings consist of removable auxiliary



MODEL No. 36, BUILT 1907

seats, hat rack and luggage carrier, ladies and gent's toilet cases, electric cigar lighter, electric megaphone, electric annunciator, umbrella holder, roof ventilator, and electric dome light. Maltese pearl clouded fittings are used in place of the old style clouded horn.

The color of the body is deep maroon with black moulding and strip.

"F" TOURING CAR. The color of the body is royal blue with light cream colored running gear. It is upholstered in black leather, dull finished.

"K" Flyabout, No. 2, is the same as "F" Touring Car.

"L" TOURING the same as "F" Touring.

"L" RUNABOUT. Color same as "F" Touring Car. The body is constructed with single pair seats, auxiliary gas tank in the rear, running parallel with the seats and special tire irons back of gas tank.

"L" RUNABOUT the same as "F" Touring Car.

"L" FLYABOUT the same as "K" Flyabout with the exception that there is no top, front, or speedometer.

"L" CHASSIS polished and lacquered.

The Models for 1909 consist of

Model "K"—6-cylinder, 70 H. P.	
Touring Car, Flyabout, Tourabout	$6,000.00
Limousine and Landaulet	7,500.00
Model "F"—4-cylinder, 60 H. P.	
Touring Car, Flyabout, Tourabout	$4,500.00
Limousine and Landaulet	6,000.00
Model "L,"—6-cylinder, 40 H. P.	
Touring Car, Flyabout, Tourabout	$3,000.00
Limousine	4,500.00
Model "G"—4-cylinder, 16 H. P.	
Town Car, Brougham, Cabriolet	$3,000.00

IN 1900 AND NOW

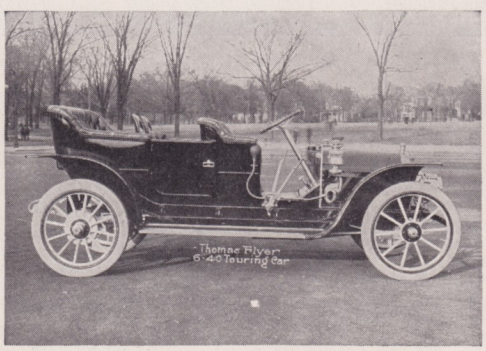
A visit to the big factory on Niagara street and a look at the line of machines being built there makes one open his eyes wonderingly. Just make a mental comparison of the huge, silent-running, 70-horse power flyer with the little poppity-pop tricycle and motor bicycle that Mr. Thomas made in the unpretentious Elm street factory when the twentieth century was just dawning. There is much less difference between the great locomotive of 1908 and the engine that burned wood 60 years ago. The story of that great development, packed into less than seven years, must read like a romance, one is certain, but the facts are simple and few, as Mr. Thomas tells the story. He would rather talk about his car than himself, but a few personal details are necessary to the tale.

E. R. THOMAS

The year 1850 was the time, and Westmoreland County, Pa., the place of his birth. Joseph Batty Thomas, his father gave him a good education and he began business life in the freight-boat transportation on the Ohio River. He was almost 50 years old when he started on the road that has led him to fame, riches and power. In 1898 and 1899 he was the managing partner of H. A. Lozier & Co. of Toronto, manufacturers of the Cleveland bicycle. He went to Paris in the latter year and was instantly impressed with the motor tricycle that the De Dion people were then turning out. They had 1,200 men busy in their factory. Nothing like that in America, Mr. Thomas knew, and it seemed to him that Americans were just the people to go crazy about such a machine. He brought one back with him and started his men on a duplicate.

THE MOTOR TRICYCLE

The machine built here was all right, just as good as the foreign, and Mr. Thomas built 50, but they didn't go. The American market did not respond. That overproduction question, however, never bothered the maker since. Then he devoted his attention to the motor bicycle, making much



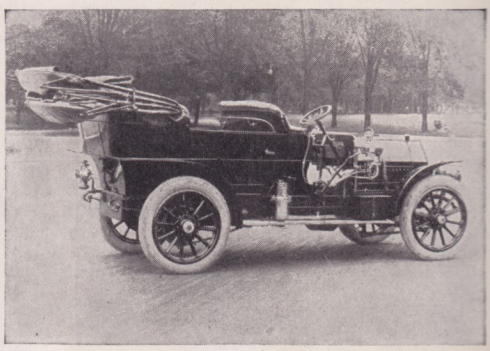
MODEL L, BUILT 1909

more of a success at that. He had come to Buffalo then, bringing with him Hugo Peaucarney, with whom he had been experimenting in the building of gasoline motors. Here in this city at the little factory at Broadway and Elm street, he made the first commercially successful motor bicycle. That was in 1900 and in the next year at the Pan-American the Buffalo machine made a world's record, doing a mile in 2:08. All this time experiments were being carried on to make practical a real automobile, for Mr. Thomas had the hunch that was the line in which a fortune was to be made. The first attempt was a tricycle with a gas engine hung on the rear axle. It made as much noise as a couple of threshing machines, but it was a step on the way toward the Thomas Flyer, about which all the world knows now. That little machine was tested out on the same day that McKinley was assassinated. The three-wheel automobiles were exhibited at the New York show in 1902.

THE FIRST FACTORY

The shop on Broadway and Elm street was a small proposition, about 40 x 80 feet, which early in 1902 proved so small that Mr. Thomas was compelled to buy up the present site of the E. R. Thomas Motor Company plant, moving into the building which is now used as a general office building on March 2, 1902. Business was started with a force of 37 men on June 1, 1902. George Salzman, the famous driver, was taken on as assistant to Frederick Nehrbas, who was the shop foreman. The force in the factory gradually increased until 85 men were employed.

During that year and the early part of 1903 17 and 18-



MODEL DX, BUILT 1908

one-cylinder automobiles—were designed and manufactured. Fifty of the model 17 were turned out and 200 of the model 18. Also 150 motor bicycles. The plant kept growing larger and larger until 1903, the force numbered 250 men.

During the year 1904, the three-cylinder 24-horse power Thomas, was put on the market. One hundred and fifty were manufactured, the output being oversold by over 50 which the firm was unable to supply.

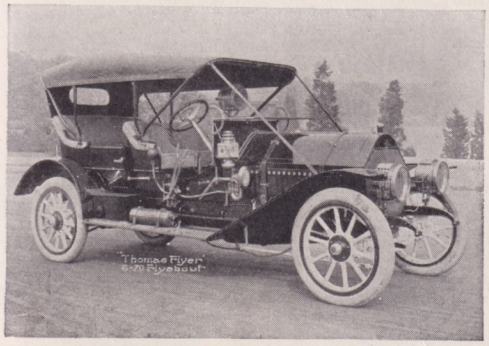
During the year, or at the beginning of the year 1905 model 25, a four-cylinder 40-horse power automobile, of which 328 were built, was turned out as was also model 26, a four cylinder, 50-horse power car of, which 75 were turned out. At that time, 500 men were employed in the shop and the necessity for larger quarters had become so apparent that a contract for the first concrete building was given out.

ROUND-THE-WORLD CAR

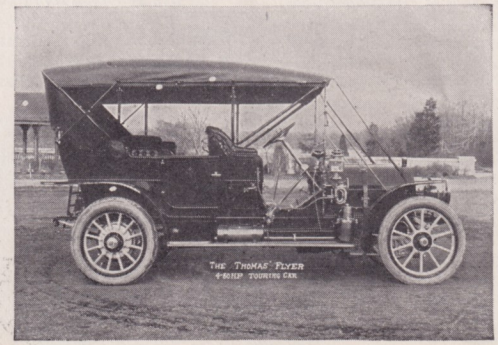
During February, March and April of 1906, Frederick Nehrbas, the present factory manager, designed the car which became famous through winning the New York-to-Paris Race. Six hundred of these cars were built, the first being finished by May 1st, 1907, and called model 36. Also during that year, the well known Thomas taxicab was designed and put on the market, a total of over 700 cars were built during that year.

During the year 1908, 850 men were employed in the shop with about 1,500 men on the outside, who worked exclusively on parts for the Thomas. During the year 1907-08 250 model "F's," 300 model "G's," 75 "DX's," and 75 "K's," were constructed.

Beginning with this year, the factory is now giving employment to over 1,400 men who are working on Thomas Flyers. The output is to be 1500 cars.



MODEL K, BUILT 1908-09

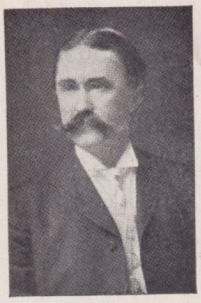


MODEL F, BUILT 1908-09

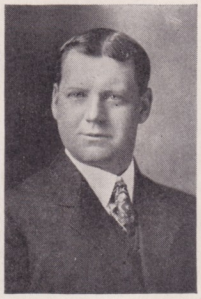
MODEL G, BUILT 1908-09

H. S. Houpt Co., New York

HAROLD BRINKER
Denver, Col.



W. P. JOHNSTON
New Orleans, La.



C. E. WHITTEN
Lynn, Mass.

A. J. ZIMMERMAN
Asst. Mgr. Parke Auto Co.

HARRY S.
New York,

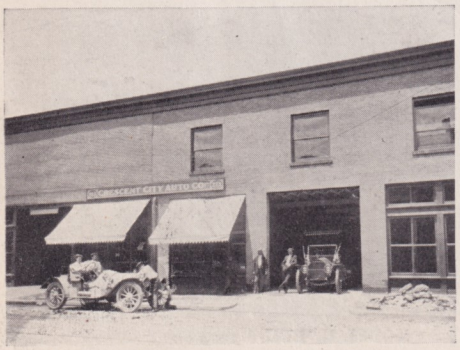
Some of the men who have assisted in making the "

The Thomas Flyer is sold all over the world by dealers to whom it will be a literature regarding the various models can b

Pittsburg Automobile Co.

New Haven, Conn.

Union Auto Garage Co., Akron, Ohio



Crescent City Auto Co., New Orleans, La

DEALERS

Ashby, E. K., Evansville, Ind.
Auto Shop Company,
731 Vincent Ave., Cleveland, O.
Auto Storage & Trading Co.,
97 Central Ave., Albany, N. Y.
Bergdoll Motor Car Co.,
3-5 No. Broad St., Philadelphia, Pa.
Barclay Auto Co.,
Hennepin and Harmon Pl.,
Minneapolis, Minn.
Sid Black Auto Co., Cincinnati, Ohio
Bontjes-Hayes Auto Co.,
830 Main St., Peoria, Ill.
Birmingham Motor Agency,
1822 Fourth Ave., Birmingham, Ala.

R. C. GREENLEASE
Central Auto & Livery Co., Kansas City, Mo.

N. W. CURRIER
J. S. Harrington, Worcester, Mass.

SAM PRIMM
Park Auto Co.,
St. Loui

Pioneer Auto. Co., San Francisco, Cal.

Mohler & DeGress, Mexico City, Mexico

Mutua

J. A. Dowling,
26 Forest Ave., Portland, Me.
Dietrich Motor Car Co.,
24 N. 10th St., Allentown, Pa.
Earl Fain,
Ennis Express Co., Ennis, Texas
P. O Freas,
Punxsutawney Cycle Co.,
Punxsutawney, Pa.
Wm. J. Friel,
16 W. 5th St., Portsmouth, O.
H. E. Fredrickson Auto Co.,
2046 Farnham St., Omaha, Neb.
Glens Falls Auto Co.,
49½ Bay St., Glens Falls, N. Y.
Grant Bros. Auto Co.,
742 Woodward Ave., Detroit, Mich.
A. V. Hart,
Cambridge St. and Park Ave.,
Rochester, N. Y.
Harry S. Houpt Company,
1896 Broadway, New York City
Harry S. Houpt Company,
213 Clinton Ave., Newark, N. J.
W. L. Hibbard Motor Car Co.,
Milwaukee, Wis.
Ideal Motor Car Co.,
908 Market St., Harrisburg, Pa.
Illinois Motor Car Co.,
S. W. Love, President, Urbana, Ill.
Iowa Auto & Tire Co.,
414 Main St., Davenport, Iowa

F. H. BOWEN
New York

C. ED. SMITH
Lawrence Auto Co.,
New Castle, Pa.

C. M. HAYES
Peoria, Ills.

Indiana Auto Co.,
214 E. New York St.,
Indianapolis, Ind.
Jamestown Garage Co.,
W. Second and Cherry St.,
Jamestown, N. Y.
F. G. Joyce Auto Co.,
705 Chestnut St.,
Chattanooga, Tenn.
Kirk Bros. Auto Co.,
915 Jefferson Ave., Toledo, Ohio
W. E. Kidder,
Kalamazoo Sled Co., Kalamazoo, Mich.
H. L. Keats Auto Co.,
80 7th St., Portland, Oregon

E. Keeler Company, Williamsport, Pa.
Lawrence Automobile Co.,
S. Mercer St., New Castle, Pa.
L. W. Locke Co.
36 Central St., Worcester, Mass.
W. P. Lucas Company, Oil City, Pa.
W. A. Maynard,
68 Gilbert Ave., New Haven, Conn.
Mathewson Automobile Company,
1624 Broadway, Denver, Colo.
Manley Bros., Brattleboro, Vt.
Memphis Auto Co.,
147 Madison Ave., Memphis, Tenn
Moyer Automobile Company,
923 Locust St., Des Moines, Iowa

H. E. FREDRICKSON
Omaha, Neb.

WM. STEFFENS
Beatrice, Neb.

LINN MATHEWSON
Denver, Col.

E. F. ENSLEN
The Motor Car & Supply Co., Birmingham, Ala.

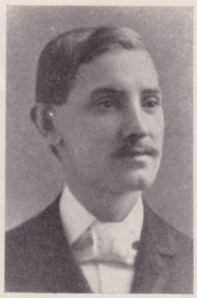
MR. GARRINGER
H. S. Houpt Co., N.Y.

C. E. WHITTEN
Lynn, Mass.

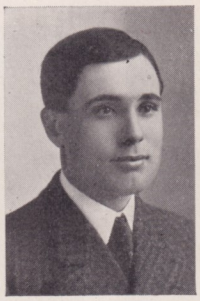
A. J. ZIMMERMAN
Asst. Mgr. Parke Auto Co.

HARRY S. HOUPT
New York, N. Y.

HARRY CONDE
Syracuse Auto Cab Co



FRANK SEVISON
Williamsport, Pa.



CALVIN C. EIB
Pioneer Auto Co., San F., C.

E. P. BR
Pioneer Auto

o have assisted in making the "Thomas Flyer" famous, and the homes they

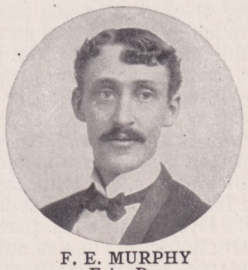
r is sold all over the world by dealers to whom it will be a pleasure to demonstrate the simplicity and reliability of these great cars. Inform literature regarding the various models can be obtained by writing to any of them or direct to the factory.

REENLEASE
Auto & Livery
nsas City, Mo.

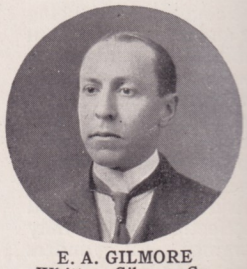
N. W. CURRIER
J. S. Harrington, Worcester, Mass.

SAM PRIMM
Park Auto Co.,
St. Louis, Mo.

E. M. HOUPT
New York



F. E. MURPHY
Erie, Pa.



E. A. GILMORE
Whitten, Gilmore Co.
Boston, Mass.

Mohler & DeGress, Mexico City, Mexico

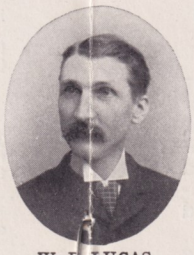
Mutual Auto. Co., Duluth, Minn.

John Van Benschoten, Poughkeepsie, N. Y.

H. BOWEN
New York

C. ED. SMITH
Lawrence Auto Co.,
New Castle, Pa.

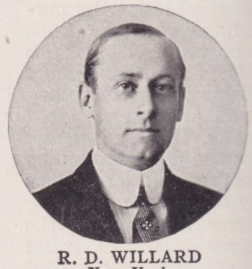
C. M. HAYES
Peoria, Ills.



W. P. LUCAS
Oil City, Pa.

L. J. COLLIER
Lawrence Auto Co.,
New Castle, Pa.

W. A. MAYNARD
New Haven, Conn.



R. D. WILLARD
New York

to Co.,
4 E. New York St.,
Indianapolis, Ind.

Garage Co.,
Second and Cherry St.,
Jamestown, N. Y.

e Auto Co.,
705 Chestnut St.,
Chattanooga, Tenn.

Auto Co.,
Jefferson Ave., Toledo, Ohio

der,
Sled Co., Kalamazoo, Mich.

s Auto Co.,
30 7th St., Portland, Oregon

E. Keeler Company, Williamsport, Pa.
Lawrence Automobile Co.,
S. Mercer St., New Castle, Pa.
L. W. Locke Co.
36 Central St., Worcester, Mass.
W. P. Lucas Company, Oil City, Pa.
W. A. Maynard,
68 Gilbert Ave., New Haven, Conn.
Mathewson Automobile Company,
1624 Broadway, Denver, Colo.
Manley Bros., Brattleboro, Vt.
Memphis Auto Co.,
147 Madison Ave., Memphis, Tenn
Moyer Automobile Company,
923 Locust St., Des Moines, Iowa

A. B. MOHLER
Mexico City, Mexico

Motor Car Company,
1315 New York Ave., Washington, D.C.
Motor Car Company,
Mt. Royal Ave., Baltimore, Md.
Murphy Bros., 22 N. Park St., Erie, Pa.
Mohler & De Gress, Mexico City, Mex.
Mutual Auto Co.,
311 W. First St., Duluth, Minn.
Ewell Nalle,
601 E. 6th St., Austin, Texas
New London Auto. Station,
94 Main St., New London, Conn.
Norris Auto. Company, Saginaw, Mich.
Pratt & Company,
Cale Florida, 207, Buenos Aires, Arg.

Pioneer Automobile Company,
901 Golden Gate Ave.,
San Francisco, Cal.
Pittsburg Automobile Company,
7th Ave. and Grant Blvd.,
Pittsburg, Pa.
Penn Automobile Company,
603 Colonial Trust Bldg., Reading, Pa.
Park Automobile Company,
4432 Olive St., St. Louis, Mo.
Palace Auto. Station Company,
348 Trumbull St., Hartford, Conn.
Randall-Dodd Auto. Company, Ltd.,
Boise, Idaho

NN MATHEWSON
Denver, Col.

E. F. ENSLEN
The Motor Car & Supply
Co., Birmingham, Ala.

MR. GARRINGER
H. S. Houpt Co., N.Y.

J. F. BARCLAY
Barclay Auto Co.,
Minneapolis, Minn.

G. C. CRITTENDEN
Whitten, Gilmore Co.,
Boston, Mass.

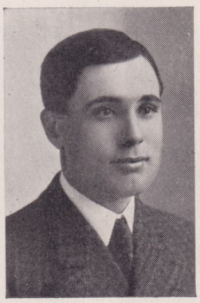
E. J. FILIAHAULT
Mutual Auto Co.
Duluth, Minn.

A. S. ROBINSON
L. J. Bergdoll Motor
Car Co., Phila., Pa.

H. F

RY CONDE
e Auto Cab Co

FRANK SEVISON
Williamsport, Pa.



CALVIN C. EIB
Pioneer Auto Co., San F., C.

E. P. BRINEGAR
Pioneer Auto Co., San F., C.

A. D. FROST
H. S. Houpt Co., N. Y.

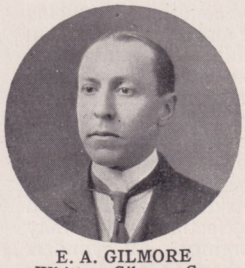
H. E. Frederickson, Omaha, Neb.

Flyer'' famous, and the homes they provided for it

onstrate the simplicity and reliability of these great cars. Information and
iting to any of them or direct to the factory.

. M. HOUPT
New York

F. E. MURPHY
Erie, Pa.



E. A. GILMORE
Whitten, Gilmore Co.
Boston, Mass.

DEALERS

Buick Oklahoma Auto Co.,
204 W. Second St.,
Oklahoma City, Okla.

Central Auto & Livery Co.,
1316 E. 15th St., Kansas City, Mo.

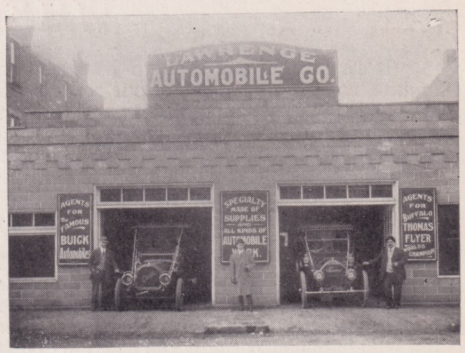
L. R. Clinton, Binghamton, N. Y.

Colonial Motor Car Co.,
214 N. Jefferson St., Springfield, Mo.

Crescent City Auto Co.,
217 S. Rampart St., New Orleans, La.

Davis Auto Co.,
7 Dorrence St., Providence, L. I.

J. Napier Dyer,
Webb Motor Fire Ap. Co.,
Vincennes, Ind.



Lawrence Auto. Co., New Castle, Pa.

nn.

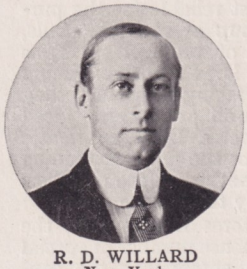
John Van Benschoten, Poughkeepsie, N. Y.

Wm. Steffens, Beatrice, Neb.

Park Auto. Co., St. Louis, Mo.

L. J. COLLIER
Lawrence Auto Co.,
New Castle, Pa.

W. A. MAYNARD
New Haven, Conn.



R. D. WILLARD
New York

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1315 New York Ave., Washington, D.C.

Motor Car Company,
Mt. Royal Ave., Baltimore, Md.

Murphy Bros., 22 N. Park St., Erie, Pa.

Mohler & De Gress, Mexico City, Mex.

Mutual Auto Co.,
311 W. First St., Duluth, Minn.

Ewell Nalle,
601 E. 6th St., Austin, Texas

New London Auto. Station,
94 Main St., New London, Conn.

Norris Auto. Company, Saginaw, Mich.

Pratt & Company,
Cale Florida, 207, Buenos Aires, Arg.

Pioneer Automobile Company,
901 Golden Gate Ave.,
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Pittsburg Automobile Company,
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Pittsburg, Pa.

Penn Automobile Company,
603 Colonial Trust Bldg., Reading, Pa.

Park Automobile Company,
4432 Olive St., St. Louis, Mo.

Palace Auto. Station Company,
348 Trumbull St., Hartford, Conn.

Randall-Dodd Auto. Company, Ltd.,
Boise, Idaho

Walden W. Shaw Company,
21st and Michigan Aves., Chicago, Ill.

Scranton Auto. Company,
420 Spruce St., Scranton, Pa.

St. Paul Automobile Company,
518 St. Peter Ave., St. Paul, Minn.

Standard Auto. Garage Co.,
3d & Chestnut Sts., Louisville, Ky.

Wm. Steffan, Beatrice, Neb.

Terre Haute Automobile Co.,
121 S. 7th St., Terre Haute, Ind.

Union Auto. Garage Company,
35 S. College St., Akron, Ohio

Utica Motor Car Co.,
333 Bleecker St., Utica, N. Y.

John Van Benschoten,
14 Catherine St., Poughkeepsie, N. Y.

Von Hamm-Young Co., Ltd.,
Honolulu, T. H., Hawaiian Islands

Wallis & Culbertson,
Hotel Julien Bldg., Dubuque, Iowa

N. S. Wear,
Wear Sand Co., Topeka, Kan.

Whitten-Gilmore Company,
907 Boylston St., Boston, Mass.

C. E. Whitten,
38 Central Ave., Lynn, Mass.

L. A. Wolcott,
622 9th St., Huntington, W. Va.

R. E. Menzie,
96 King St., West, Room 20,
Toronto, Ont.

Punxsutawney Auto. Co., Punxsutawney, Pa.

G. C. CRITTENDEN
Whitten, Gilmore Co.,
Boston, Mass.

E. J. FILIAHAULT
Mutual Auto Co.
Duluth, Minn.

A. S. ROBINSON
L. J. Bergdoll Motor
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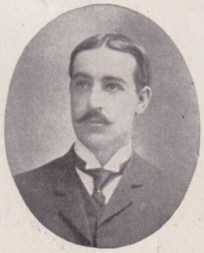
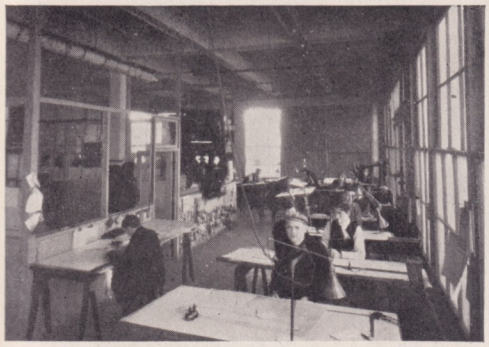
H. H. MURPHY
Erie, Pa.



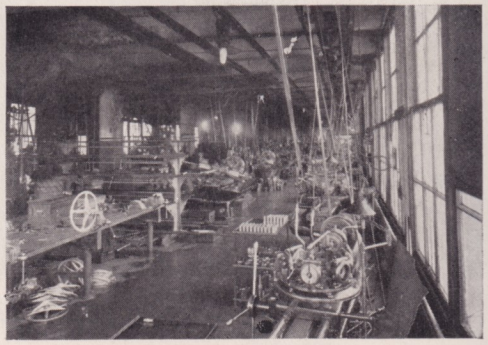
W. A. DE GRESS
Mexico City, Mex.

Interior Mohler & De Gress, Mexico City, Mex.



PART OF THE DRAUGHTING ROOM

ONE OF THE MACHINE SHOPS



SCREW MACHINE SHOP

WHERE THE THOMAS FLYER IS BUILT

It requires many men to construct an automobile, and possibly some of our readers may have some curiosity regarding the names and personalities of the units concerned in the management and control of this immense plant. The pictures which surround these pages include views of various departments and some of the men responsible for the thoroughness with which a "Thomas Flyer" is stamped when it leaves the factory.

Some of them do the actual work and others assist in the conduct of the vast selling organization which is represented in every state in the Union and other parts of the world. These men are a few who happen to occupy the position of leadership.

Behind them is the real army helping to build and construct the powerful machines designed to carry humanity at terrific speed with the greatest factor of safety. On these men and the faithful performance of the duties assigned to them, depend the lives of thousands of Thomas owners to be.

ENAMELING ROOM

From the roof of the old building on Niagara street, dating back to 1902, a panorama of vast concrete buildings unfolds itself to the eye. These buildings are hidden from the street and cover several acres rising to four stories in height. Some contain machine shops, others body assembling and finishing departments, model, chassis assembling and all the various departments which go to make up a great plant capable of turning out twenty-five complete machines every working day in the year.

Entering from Niagara street a line of offices greets the eye, each one representing a business department head. On the second floor are the offices of President E .R. Thomas, and J. M. Edsall, the financial man of the company. The Bookkeeping and Advertising Departments occupy the balance of this floor.

The Advertising Department is the largest and best equipped of its kind in the country, there being a first class photograph gallery and designing bureau in connection, where all machines for catalog and advertising purposes are designed and photographed.

Entering into the Locker Room, one sees tier upon tier of lockers, one of which every man employed in the Thomas factory is provided with.

Leaving the Locker Room, we enter the Polishing and Rough Grinding Rooms, where all forgings and cams brought in from outside are sand blasted to show up any seams or imperfections, which may exist in any of the various forgings. All cylinders are sand blasted in the chambers to develop any sand holes or flaws that would not otherwise appear and from actual experience sand blasting is regarded as being the only safe means for proving every flaw and imperfection. This Department is provided with special disc and arial grinders for grinding and finishing cylinders, front and rear axles, and all parts of this nature. Here also are the immense tanks for washing all cylinders and finished parts before passing them to the Inspection Department.

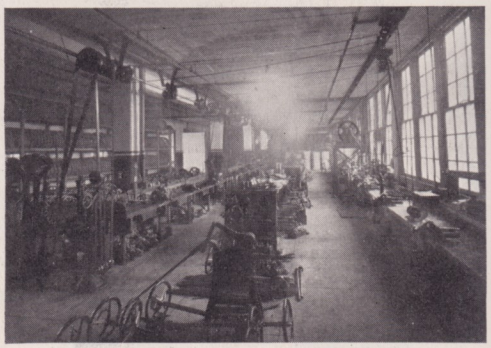
In the Machine Shop we are impressed by the laying out and the immensity of the Department. All the equipment is grouped into sections, many of the machines being of special design and the most modern designed by the very best of American and foreign manufacturers, notably one for milling a complete cam shaft integral, also a gear tooth routing machine, both the production of foreign manufacturers. These machines have been brought up several times in the technical press within the last few months, and are the most reliable for the purposes designed. Here a group of multiple drills, which insure the production of uniform parts, as well as rapid production the large and small facing machine of special design for facing all parts as they come from the drill presses, all parts being faced exactly to gauge. The twelve large automatic machines of suitable design for the rapid machining of all forgings, castings, of uneven surface or otherwise, occupy a large section by themselves.

Arriving in the Tool Stores Department, the visitor is surprised at the immense number of special jigs, fixtures and tools that enters into the construction of the modern automobile.

In the Hardening Department, where parts are carbonized and hardened, one notices that it is equipped with pyrometers, both indicating and recording. These instruments are valuable adjuncts to a department of this kind as they insure a perfect uniformity of heat to all parts. This department is also provided with lead cyanide and special heat treatment and novel quenching tanks and baths.

In the Inspection Department are grouped the different testing apparatus for testing various parts, among these the spring testing device, which is controlled by compressed air and so arranged with a variable gauge fitted to the piston of same so that exact compression can be given to each spring, there being no vibration or variation of any kind without its being recorded on a scale in this machine.

This is an improvement that has been brought out within a very recent date, but is of great value for this purpose. It will accomplish in from two to three hours that which has formerly taken as many days. Every hardened part that enters into the construction of a Thomas automobile is tested by a sclerescope which determines the exact hardness and density of the metal. All parts are gauged both with special gauges and micrometer gauges of special design, thus bringing the standarization of parts to almost absolute perfection.



SMALL PARTS ASSEMBLING DEPARTMENT

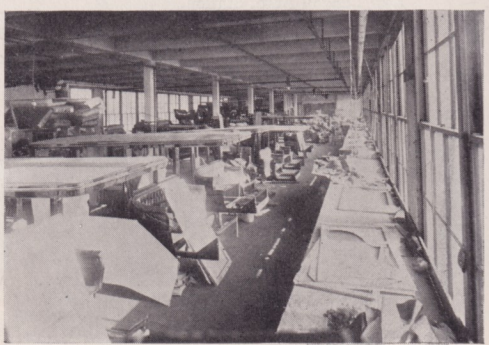
On leaving the Inspection Department, we enter the vast Store Room, where all parts for assembling are made up in sets and issued to the Assembling Department and to the small Assembling Departments, where the same are assembled in the smaller details, and then returned to the Inspection Room and reinspected, before being passed on to be entered into the final assembling.

Special attention is called to the Broaching Department where hubs for all gears and like parts are broached. All key-ways for the various hubs are broached. This insures a perfect product, as the width, depth and concentricity must all be the same, and this we have found by long experience to be the only method of standardizing key-ways, as the old method of key-waying a key-seater is very inaccurate when compared with this method.

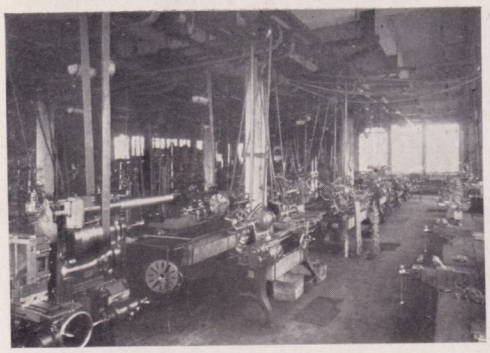
Leaving the Store Room, we enter the Tool Department which is equipped with the very latest design of tools for this purpose.

ONE OF THE PAINT SHOPS

FINAL ASSEMBLING DEPARTMENT

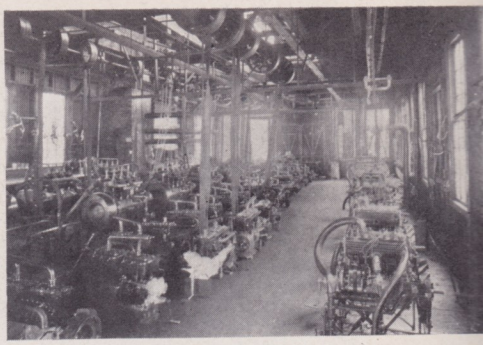


UPHOLSTERING DEPARTMENT



TOOL MAKING SHOP

CHASSIS ASSEMBLING SHOP



MOTOR TEST

Here are magnetic chucks and demagnetisers, vernier and special gauging tools that this high class of work demands. After the completion of every tool, it is taken to a separate department known as the Tool Inspection Department where it is tested for its density and hardness as are all hardened parts that enter into the Thomas Cars.

In conjunction with this department is a Tool Draughting section, which comes under a different head, and is devoted entirely to the scheming and designing of special tools.

The Motor Department covers many sub-departments, each with its special function toward the finished engine and complete chassis. All motors are assembled by men who are expert in their particular lines, such as timing motors, grinding valves, fitting pistons, setting magnetoes, etc.

The stock for the assembling of motors, transmissions and chassis being sent in in complete sets. The first operation on the motor consists of scraping

REPAIR SHOP

in crank shafts and connecting rods, after which they are passed along to the next process, where they are completely assembled and timed ready for the block test.

The Testing Laboratory has a special position where there is absolute stillness and absence of vibration. The floor is of cement with pile under pinning which gives a proper foundation for testing purposes.

The apparatus to test the power of motors is very complete. The motor to be tested is securely bolted to a specially designed bed and connected to a flexible collar to an interpole Sprague dynamo of 42½ K. W., the field of which is floated on H. S. annular ball bearings and by means of a brake arm attached to the field. The magnetic drag is indicated on a spring balance reading from 0 to 150 pounds. A Schuchardt and Schutte tachometer driven by a bevel gear from the commutator end of the dynamo shows the speed rotation.

The current generated is dissipated as heat in the water rheostadt, which, together with a rheostadt on the field gives a delicate control of the horse power recording mechanism. A radiator is connected up to the engine in front of which an induced draft fan draws air through it, thus keeping the engine cool and giving conditions exactly similar to those in a car.

Graphical charts showing horse power developed corresponding to different brake load and speed are used entirely, thus saving time. Engines are tested at speed up to 2200 R. P. M. according to size and curves plotted from the results obtained which show the D. H. P. of the engine on all speeds. The engine is started by means of the dynamo using it as a motor, then changing to generator.

The laboratory is equipped with a Hospitilier Carpentier Monograph which is used to study the operation of the engine. The cards are taken directly on a very sensitive photographic paper, instead of the plates. Besides the monograph, the laboratory is fully equipped with all chemical analysis. Southern repeated stress machine, Ford Impact machine, ball bearing testing machine and magneto testers. The past summer extensive tests were made on mufflers, carburetors, pumps, magnetoes, spark plugs, storage batteries, oil, graphite, manifolding and various electrical accessories. All samples furnished by manufacturers go through a thorough test and full report is given to the Chief Engineer.

All transmissions, after being carefully assembled, are tested out so that they will stand the stress and strain of the hard work on the road and are then set upon a stand where they are run at high speeds for days to insure quiet, smooth running gears and develop any imperfections that may exist in the motor.

In the Chassis Department is where all parts finally concentrate and are assembled into a chassis. Here, as in all other departments, parts are put into place by men who lead in their lines. After the chassis is assembled it is given a thorough inspection, every detail being carefully examined before going to Road Testing Department where it is mounted with a test body and wheels and all parts thoroughly adjusted for actual road work. It is then taken by testers, and each machine is run an average of 100 miles. This road test consists of the maximum speed test; running on heavy grades, and over rough country roads,—in fact, covering all conditions that a machine would actually be put through in service, thus insuring the purchaser a perfect running machine in every detail.

Leaving the road test the completed chassis is sent to the paint shops where it receives its final refining and is passed on to the Body Department.

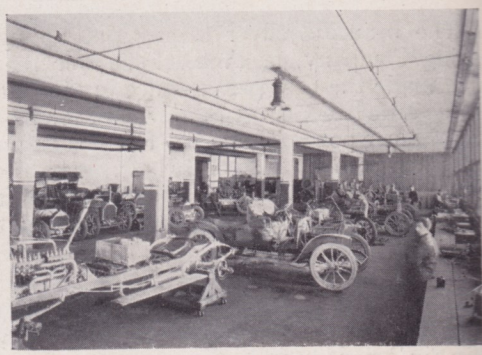
The bodies are finished in a department occupying one immense floor where all the painting and refining is accomplished by men who are experts in their lines.

The body construction is of the best No. 1 Ash. All mouldings are beaded into the metal. Ha wood trimmings are all walnut.

The painting is brought up with the old a reliable coach methods consisting of the followin

First a coat of metal primer is applied to metal work and a filler for the exposed work, whi is followed by a treatment of putty filling up indentations. Then six coats of rough stuff a applied to the entire body allowing twenty-fo hours to lapse between the first five, and fort eight hours between the fifth and sixth coats. T body is then rubbed down with rough stuff and ready for the color. In a selection of a dark col a ground color of black is used as a base for the fin color which is then applied. To this is then added coat of color and varnish which is allowed fort eight hours to dry. This is rubbed out with pumi stone and water and one coat of clear rubbing var ish applied.

This is allowed to stand three days and is th

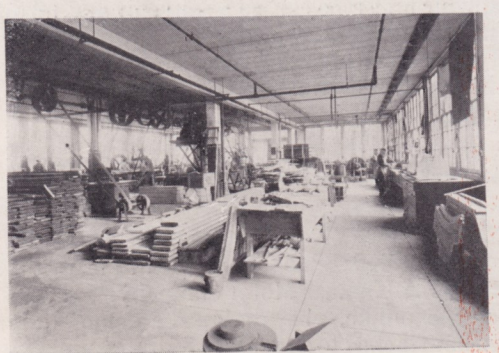


ROAD TEST DEPARTMENT

rubbed out and another color applied. The seco color is allowed to stand four days and then rubb out by the same methods and a third color applie This third color is one which requires four days dry. When the third color is dry enough to hand which is in forty-eight hours, the body is then pass to the Upholstering Department, and upholstere an ordinary touring car requiring two days. It then returned to the Paint Shop and given a fi rub with pumice stone and water and the last co or finishing varnish applied. The body is th allowed to remain in a dark room forty-eight hou before being handled.

In the upholstering of all our cars nothing b hand buffed leather is used. The above descripti of the method of painting applies to all bodies.

A trip through the various departments inclu ing the model room and power plants, the immer lunch room where 1200 workmen are fed daily, a back to the office covers a distance of over a m and three quarters.



PATTERN SHOP

PAINT ROOM

PAINT ROOM—RUBBING DECK

His Royal Highness, Prince Tsai Fu, of China, who is at present n 'Frisco has already attained the motor habit. During his stay e has been out every day seeing the sights of the city in one of the Thomas Flyers belonging to the Fairmont Hotel. According to he captain of the Mongolia, the royal Chinese gentleman was very nuch interested in the Thomas Flyer which won the New-York-to 'aris Race, and immediately upon his arrival in this city, he asked o be taken out in a car like the machine that won the New York-'aris Race.

The beautiful silver trophy put up by the Standard Roller Bearing Company, of Philadelphia, for the car with its bearings which made the best performance in the Vanderbilt Cup Race, has een awarded to George S. Salzman, for his consistent handling of he 115 horse power Thomas. This recognition of Salzman's ability s a driver came as a surprise both to the Thomas people and to the river himself. That his driving was consistent is shown plainly y the times for the ten laps, which varied but little up or down from 2:40 each.

Since "Bud" Winters, the demonstrator of the Thomas Com-any, went up Giant's Despair at a fast clip with seven men in a Big Six" signs have been put up that the speed limit for going up he hill is twenty miles an hour.

Don't be a Maverick but get in the band wagon and join the atisfied Owners Club of the World.

If you are open to conviction by facts, read the daily papers r accounts of Thomas Flyer doings and do not be like some of our isguided brothers whose halos were not on straight and were roped by that time-worn phrase "just as good as" into buying a hustle uggy of some other make, and are now headed for the bad lands of he under world, swamped by repair expenses.

Get a car that has the faculty of being able to start any old time, r any old place, and getting there without a train load of extra arts.

Every year adds less and less to the annual gathering of the a.ientation fests and adds more and more names to the Satisfied homas Owners' Club.

Come on, brother, join the push; get the dope, giving full formation. It's free.

New Year's brought out the usual bunch of reformed drunks nd good resolutions,—the morning after, the morning cocktail,— e banana peel on which so many slip when setting out on the path reformation.

r. Dealer:

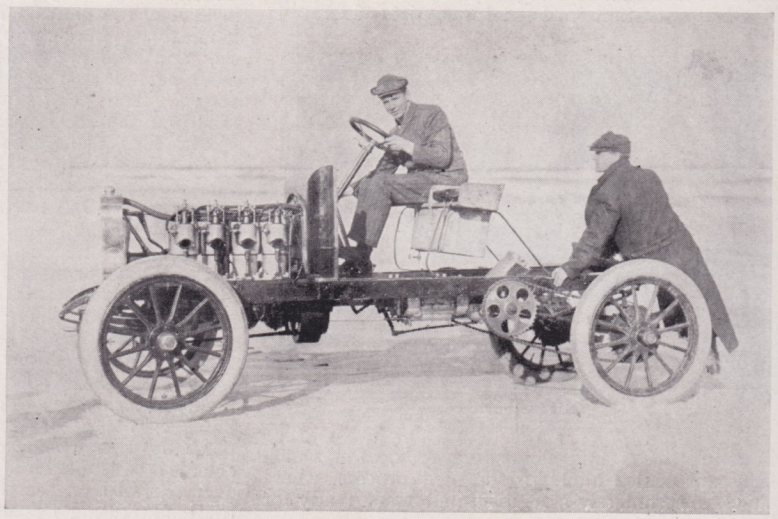
Do you realize what great cars you have in the Models "F" and K?" Do you know why your car starts so quickly? Do you now why it picks up speed faster than any other car in the world? o you know where it gets all its great reserve of power, a reserve eater than any other car in the world? Do you know why it rides smoothly without jar or noise and is the most reliable car in the orld?

These are a few things about the "F" and "K" you should know and impress upon your customers and prove by comparative figures.

All the foregoing facts, and they are facts vouched for by every owner of an "F" and "K", are directly traceable and due to this one great factor in the construction of Thomas cars, "sufficient horse power," "A. L. A. M. rating," to carry its load capacity with speed, ease, comfort, to start and pick up speed at a rate unequaled by any other car in the world. The following table will give you the facts:

	Model "F"	Model "K"
Weights (Lbs.)		
Empty	3670	4320
7 Passengers	1050	1070
Total	4720	5390
A. L. A. M. H. P.	53	72.5
Gear ratio on high	2.6 to 1	2.6 to 1
Speed on this ratio at 1.000 ft. piston speed, miles per hour	45.2	45.2
Pounds per horse-power per fully loaded car	89	74

While the above figures for horse power are derived from the A. L. A. M. formula, our "F" and "K" motors exceed these figures by actual test at our factory by a greater margin than those of any other American car, and in addition keep on improving in power as they are "run in" by the purchaser.



Frank G. Fowler of Mount Kisco, N. Y., writes us a very interesting letter that can be taken as an indication as to what becomes of racing cars:

Gentlemen:

It may be of interest to you to know what has become of your first racer which became so famous during 1905, winning most of the cups which are on exhibition in your New York office.

I have owned it for the past three years and while it is somewhat of an "Ark" compared with present day cars, yet when in good condition it will make any of the more modern cars hustle to keep up. The motor is still in fine condition and one of the best I have ever seen.

I am writing you this, thinking that you may some day want to regain possession of this, your first race car, as a souvenir and might want to locate this old war horse.

The picture I send you, shows my car at Ormond Beach, Fla., stripped for racing and has Montague Roberts and Tom Carey on it. Kindly return when through with it.

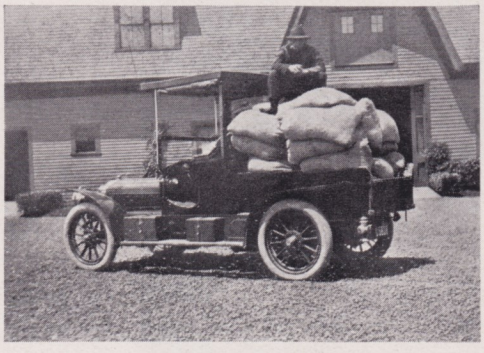
Yours very truly,
(*Signed*) FRANK G. FOWLER.

Prospective automobile purchasers will be pleased to learn that one progressive firm,—the E. R. Thomas Motor Company,—at least, anticipating the wants of the public,—has designed a demountable limousine body, which can be attached to a regular touring car, making a most elegant limousine. The cost of this body, as compared with

the regular limousine, is very low and there is no further need for having many models as heretofore. This new innovation will unquestionably be received with much favor.

In spite of the freezing temperature New Year's day, Frederick Nehrbas, Manager of the E. R. Thomas Motor Company, and a party of four made the regular New Year's run to Erie and back in the new Model "M" 1910 car. The run was made in five hours for the round trip and at an average of thirty-eight miles an hour for the hundred ninety miles, the only mishap happening about three miles from the Lackawanna Steel Plant, when the right rear tire was punctured. Repairs were soon made and the trip finished without further mishap.

A big six test car, driven by Charles Miller, accompanied the party, to be handy in case of accident to the new car, but fortunately was not needed, the test car being put out of commission five times on the trip, owing to punctures and blow-outs. The performance of the new car was very impressive and indications give promise of a great future for it.



The above photograph was received from Mr. C. P. Williams of Stonington, Conn. He has been a Thomas owner for several years now and is the owner of a Model "F" 1908 runabout, with a six-cylinder hood, which he bought last spring.

The picture is of a 1906 Thomas that he bought second hand. It was a limousine car and he cut the limousine off immediately behind the front seat and put the truck body on the rear of the car. He writes that it makes a most useful car for him and he is using it for carrying material.

When he bought it he had in mind bringing luggage up from the station but he is evidently using it as a farm truck and informs us that it gives most satisfactory service.

Thomas Sixty, driven by Harold Brinker, owned by F. J. Macarthy, nearing top of Berthod Pass, 11,700 feet high above timber line. Only car in Colorado that has been over it. Several have tried it.

This is the highest pass in Colorado, nine miles up on one side and fourteen up the other. Grades are from twenty to forty-seven per cent. This trip was taken on a wager of $500 between Frank J. Macarthy and myself that the car would not go up there under its own power. (*Signed*) HAROLD BRINKER.

Automobile salesman differ in reference to the best way to handle a customer for a motor car. Some believe in allowing the prospective buyer to ask all the questions, the salesman answering them, while others believe the way to impress their customer is to take the initiative and do all the talking, granting the buyer an occasional question. Walter H. Van Deusen of the E. R. Thomas Motor Company belongs to the latter class, and says: "The sal man who does not assume the aggressive at the start seldom wins o The customer has to be told about the fine points of your car says the representative of the Thomas Company. "The silent sal man will not make many sales in this country. The people will ins on asking enough questions anyway, and the best way I find create an impression and get the confidence of the prospective buy is to do the demonstrating from the start."

One of the greatest stunts by an automobile came to light the report that Francis Cribbs had pulled an electric car back on the rails, after it had jumped the tracks.

Mr. Cribbs was on his way from Spokane to Seattle in Thomas Flyer and as the roads were in bad condition, was goi comparatively slow. Near the cemeteries, he was surprised to s the passengers of an electric car standing around it, and stopp to see what the trouble was. When he found the car was off t track he spoke to the gripman and offered to help him. The m said it was of no use but he might try. Mr. Cribbs put a chain the rear of the old reliable Thomas, and in fifteen minutes the el tric car was on its way, amid the cheers of the spectators.

Dr. M. A. Miller of Rawhide has purchased two more Thom Flyers of the Pioneer Automobile Company for his stage line, whi is running between Schurz and Rawhide. The doctor has a no way of making roads in that country and his invention has do much towards developing the desert. His method is to make road machine out of thirty foot timbers, which are bolted togeth and equipped with cutters at the forward end. Twenty horses a hitched to the machine and in its progress over the desert it clear road the exact width of an automobile, levels it to a considera extent and cuts away the sage brush, all in one operation. A diff ent set of shoes is then attached to the forward end and returni over the course the road is brought up to a fairly good grade. A m and a half of very presentable road is thus made in one day, and a comparatively low cost.

Dr. Miller, speaking of the conditions that prevail in Nevad claims that not a hundredth part of the Nevada gold has yet be discovered. The result is that parties are continually making strik and locating camps, and the automobile must follow. "I am usi Thomas cars," said he, "because the desert experience has prov their worth beyond question of a doubt. We look at an automob as a machine pure and simple. Its lines, its upholstering, its finis are matters of practically no importance whatever. With us a has got to go and go all the time and its efficiency is many times matter of life and death."

Four miles down the other side. Note the snow to right. have seen better roads, but had no trouble of any kind.

(*Signed*) HAROLD BRINKER.

THE FLYER

NEW YORK-PARIS BOOK COUPON

Cut out this coupon and send 25 cents in stamps and we will send you our finely illustrated book on the New York to Paris Race. It contains 115 illustrations.

The edition is limited. Get one at once before they are all gone.

(Signed).....

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