

DRIVERS TRAINED FOR U. S. TRUCKS

Tests Similar to Those Used in Army May Be Applied to All

FEWER ACCIDENTS

Men Required to Exploit Their Skill at Wheel Over Rough Course

New York, March 18.—How the government selected its drivers of motor trucks for service here and abroad was interestingly described by Captain E. O. Buhler, U. S. A., at the monthly meeting of the Motor Truck Association of America, Inc., at the Automobile Club of America, says the Commercial Club Journal. He said that the tests proved 98 per cent correct and were adopted after the government had transported many "expert" drivers who not only fell down on the job, but seriously impaired the efficiency of the transportation.

After describing how the personnel adjutant indexed the drafted men and how those claiming driving experience were separated from the 150 odd trades, the men were subjected to three tests, oral, picture and performance. The oral examination followed conventional practice, as did the picture test, the men being examined as to their knowledge of the components of the truck.

Drivers Disciplined

The performance test was the acid test and each performance was scored by a single point, 1, or zero mark. The points were added and a certain number was necessary to qualify the applicants, and those who were not so qualified were, or were to be, re-examined. Previous to these examinations the men were given thirty days' discipline consisting of drilling, etc.

The first performance consisted of the operator driving from a starting point or post to another, and how he started the engine, used spark and throttle controls, changed gears, used clutch, speed, etc. were factors considered by the examiners. Another test was to drive the truck through an S-shaped road having stakes four feet high and five feet apart, affording a clearance of approximately eight inches on either side of the car. If the driver completed the route without touching a stake he was credited with one, but touching a stake gave him an eight. Still another necessary qualification was the ability of the operator to back the machine over the same course, "and," said the captain, "25 per cent of the men did so without touching a stake."

Reverse Gear Test

Driving up a two and one-half foot grade to a square of board at the top of the hill and stopping the truck so that its stop centered a certain board, was another stunt. The driver was left to hold the car at the mark, disengage the clutch and place the gears in neutral. Another performance required was turning the truck on the grade within a prescribed space and where backing was essential. If the driver permitted the truck to slide backward a foot or stalled his engine, he was given a zero mark. These and performances of a similar nature determined the ability of the driver to qualify as an expert.

A large number of men were examined. At one camp 60,000 were tested from June to August, inclusive. In addition there were tests to determine the physical and mental fitness of the men, the examination incorporating the sultry features which applicants for licenses undergo. At the conclusion of the address the speaker answered questions.

HAULED GUNS TO SMASH HUN



Photographs by courtesy of Motor, the national magazine of motoring. Gun carriages were produced in prodigious numbers by the Willys-Overland and Studebaker organizations.

The trend of which was the practicality of applying the government or a similar tests to civilians from the character of the questions it was apparent that it was believed that drivers should be more carefully tested by performance as to their ability.

Routing Transport Service a Problem

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background. It is sponsored by the Highways Industries Association, which has done a tremendous amount of work in bringing the national highway movement into focus. It has the co-operation and endorsement of over 400 commercial and other organizations scattered over the country, including:

Chambers of Commerce	150
Business Clubs and Associations	10
Boards of Trade	10
National Association of Real Estate Boards	5
National Trade Organizations	15
State Trade Associations	45
United Commercial Travelers' Councils	44
Hoteliers' Clubs	45
Travelers' Protective Associations	40
Transcontinental Highway Associations	15
State and County Good Roads Associations	28
Total	430

Difficulties in Way

Considerable difficulties seem to stand in the way of this new measure. Self-determination is the traditional right of the cowpate. The cow is usually blameless. The country road has followed the lines of least resistance for hundreds of years. As an engineering achievement, the highway is still to many a new idea.

Certain interests will oppose the idea of federal regulation of highways, not only because the idea is novel, but because federal control of anything is in some ways more or less invidious. It will be charged that the entire proposition reeks of the pork barrel, that it is merely another scheme to exploit the public. It will be said that the farmers will be made to build roads for the benefit of the manufacturers, whose goods are transported over them; and the joyriders from the cities.

None of the foreseen angles of opposition, however, can match the soundness and force of the favorable argument that traffic is fundamental to civilization; that the opening of trunk-line channels cannot fail to promote transportation; and that the promotion of transportation means always the promotion of the public prosperity.

Opens a Branch in Scranton

Scranton, Pa., March 18.—The Foss-Hughes Company, of Philadelphia, well known in this territory as distributors of Pierce-Arrow trucks, recently opened a sales and service station at 922-924 Washington avenue, Scranton, Pa. The new branch is to serve as a distributing center for Pierce-Arrow trucks for Lackawanna, Luzerne, Wyoming and Wayne Counties. Management of the new branch is in the hands of Frederick B. Barnitz.

URGES HIGHWAY LINKS FOR NATIONAL SYSTEM

Truck Transportation Expert Points Out Folly of Failing to Connect Up Main Through Thoroughfares of States Having Permanent Roads

By ROY D. CHAPIN

Former Chairman Highways Transport Committee, Council of National Defense

When the construction of roads was first undertaken on a large scale in the United States, it was a common belief that traffic was local. It was argued that as highways transportation could not hope to compete with railway carriage over any great distance, the problem of construction of roads was that of linking up communities without considering those communities, either in their relation to the state or to the United States.

Few Connected Systems

Analyze, if you will, the gateways between any other states in the Union and you will find a similar condition prevailing, with the exception that the farther one travels from the congested traffic centers, the less likelihood there is of finding connected systems between the states.

The reason is not difficult to find. Since the day when roadbuilding first began in a modern sense in this country the highway departments have always been handicapped by a scarcity of funds. As they have gradually pushed out their new, modern-type roads, the benefits derived therefrom have become so generally appreciated that there is a constant demand for more roads going up from every community in every state.

It frequently happens that a highway carrying heavy traffic may lead right to the boundary of a state, there to link up with a district where traffic is not heavy or where the residents have not been so insistent, for one reason or another, for the improvement of the road. The result is that the state department has naturally considered first the demands of its own public and has expended its funds in other directions.

This is not to be so had if we could arbitrarily arrange boundaries for traffic. But there is always interstate traffic to be considered which may originate at or near the boundary of one state and have its terminal right within the boundary of another. This traffic is growing steadily in volume and it should be taken care of. But it is closely limited today by the costs of transportation, which increase in a startling ratio the moment the traffic passes from a good road to a poorer one, and in consequence we have not the free interchange between states that we should have.

Traffic Not Limited

Further, it must be remembered that traffic of this nature is not always limited to flow between two states. Actual interstate traffic passing across two or three or more states is going on today and one of the chief difficulties which the United States government had to overcome in its care of military supplies passing from inland points to seaports for shipment to France, was this very need of through highways. Needless to say, this traffic which originated under the stress of war conditions has not died, nor will it, since there are certain economic advantages to fast through highways transportation.

Warner Trailer Introduces a Novelty

to Philadelphia automobile shows, although trailers are widely used in other sections and are coming into use here rapidly. They are exhibiting one standard four-wheel type, one heavy two-wheel type and one light two-wheel type. The main feature of the four-wheel type is the draw bar yoke taking up the depression of the load, preventing spreading of wheels and therefore conking alignment and eliminating swaying motions. An important feature of the two-wheeler is the heavy spring to take up the jar. The extension of the axle to 20 feet permits the hauling of unusual lengths. The light two-wheeler is an all-purpose vehicle for attachment to a passenger car chassis.

MOTORCAR MAKERS WAR'S HARD HITTERS

Nash Quads Among First at Front With Chow and Munitions

American business may well be proud of the part it played in winning the war, and among the industries at the very top of the list of those which helped is the automobile business. Unquestionably all manufacturers of motorcars did their best as did other manufacturers with hardly an exception. The part played by the Nash Motors Company, of Kenosha, added no small quota to the stupendous amount of war work done by this third largest industry in America.

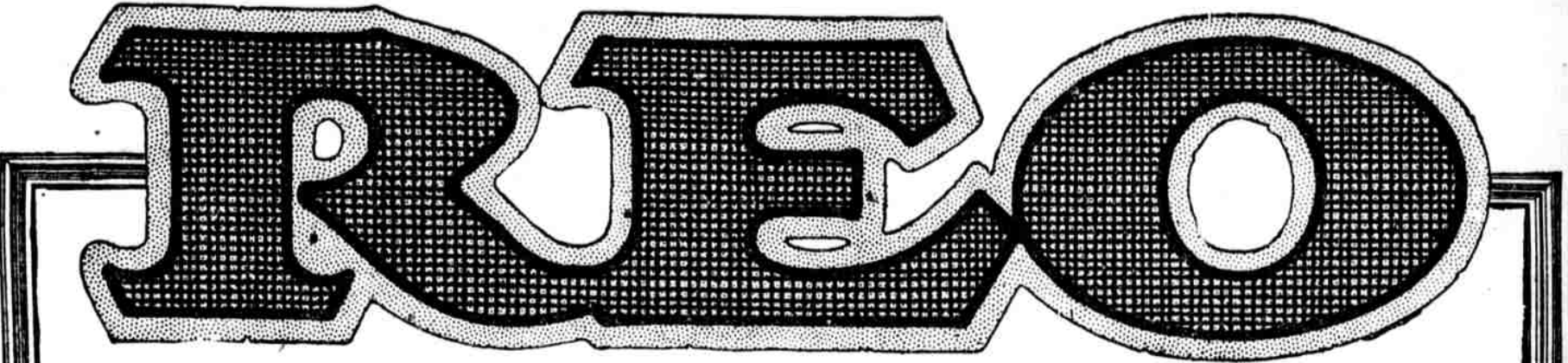
The huge Nash plant at Kenosha turned out more trucks during the period of the war for military purposes than were produced by any other one maker, not to mention the Nash passenger cars supplied to the military service.

In fact, long before the United States entered the war, Nash Quads were carrying on up and down the western front, in use by the different armies of the Allies. In all kinds of weather, over the poorest of muddy roads, across trackless miles of shell-ton fields, loaded with everything from soldiers and "chow" to heavy munitions, or pulling behind them huge guns, the Quads were doing their part.

When it comes to employes actually in the military service of the country Nash motors again ranks high. Five hundred and sixty-two men from the factory at Kenosha were in the various military services during the war. Of these eight were commissioned officers and 554 were enlisted men.

UNITED STATES

United States Truck is exhibiting a three and a half-ton model with Wood's hydraulic hoist and dump body, a two and a half-ton chassis model and a special three-ton coal dump, equipped with Rohlhausen hoist and body. They make in addition a one and a half-ton truck, which is not exhibited at the show, but on which they expect to make deliveries by April 1. They also manufacture a five-ton truck. The special features of the United States motor-truck include a floating power plant mounted on a subframe, which is suspended or "floated" at three points only inside the main frame. Twisting of the frame as one wheel drops into a hole or goes over an obstruction cannot break the motor arms or affect the motor or power transmission. This feature is used exclusively on these trucks, and to it is attributed the credit for keeping the trucks in continuous service. The motor of the three smaller models is of the Continental type, while that of the five-ton is the Waukesha.



No Imitation Can Be As Good as the Original

WE DON'T LIKE TO KEEP harping on the fact that Reo was a pioneer in this industry—so many of the pioneers have failed to keep pace with the progress.

BUT IT JUST IS a fact, and, as the science of automotive engineering and manufacturing progresses, somehow you always see Reo in the van.

ULTRA CONSERVATIVE in some regards we are considered, by the more adventurous in the industry. For example, we still adhere to the policy of doing all our experimenting at our own expense—not our customer's!

AND WE NEVER adopt as a part of our standard product or offer to a buyer, any feature of which we are not absolutely sure.

THERE'S A DIFFERENCE between courage and daring.

DARING is taking chances and depending on bull luck to get through.

COURAGE is the propensity to assai obstacles when sure of the ground—after the most careful survey of conditions and with a full knowledge of its difficulties.

REO IS COURAGEOUS in that sense. If our engineers have convinced themselves that a certain principle is right, our sales department is perfectly willing to meet any opposition and convince you of its superiority.

SO YOU SEE Reo is conservative—but progressively conservative.

THIS REO "SPEED WAGON" is a case in point.

DO YOU KNOW that the very features that constituted the strongest sales resistance when we first brought out this truck, are now the features that most strongly recommend it to buyers?

DID YOU KNOW THAT? Well, it is a fact.

VISIT OUR EXHIBIT AT THE TRUCK SHOW

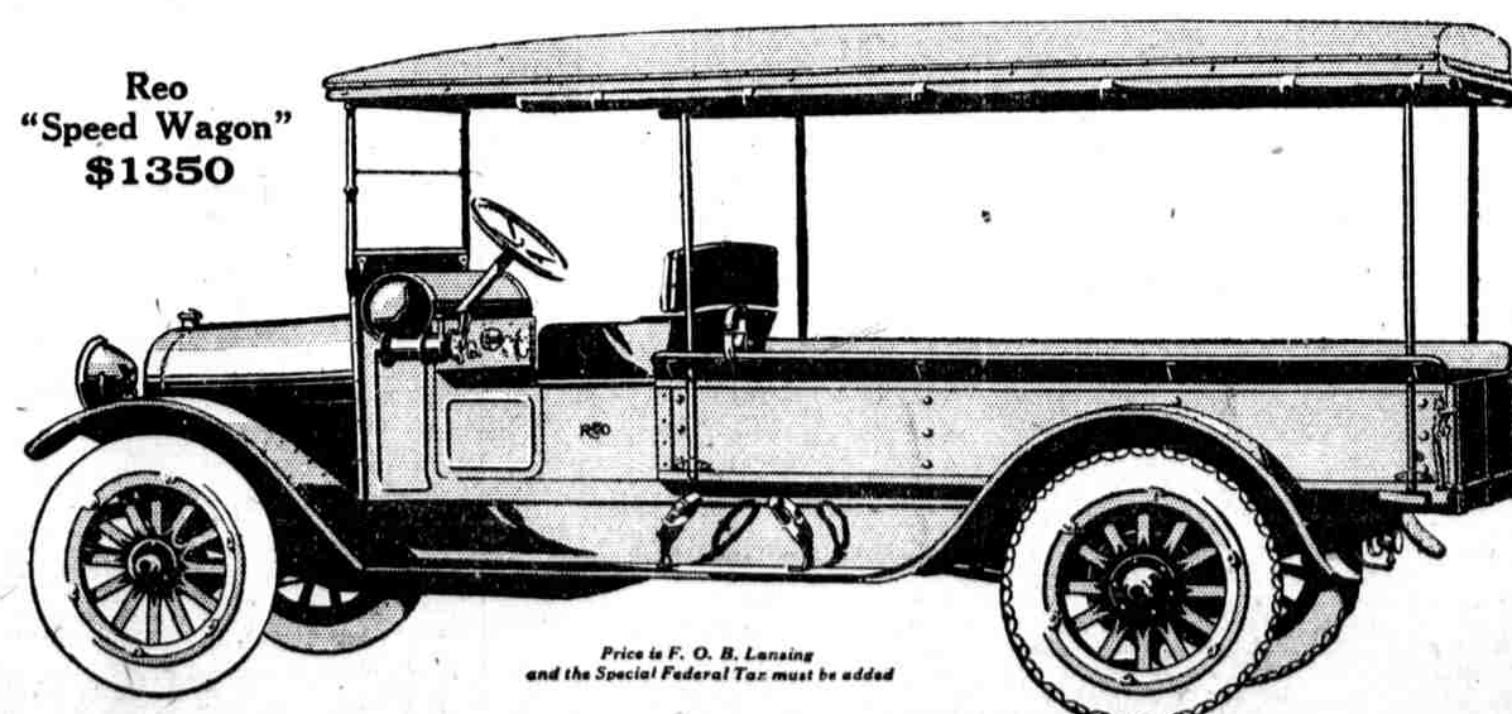
Hurley Motor Company

Salesrooms—Broad and Race Streets

Parts Department and Repair Station, 23d and Chestnut Streets

TELEPHONE, LOCUST 4000

Reo Motor Car Company, Lansing, Michigan

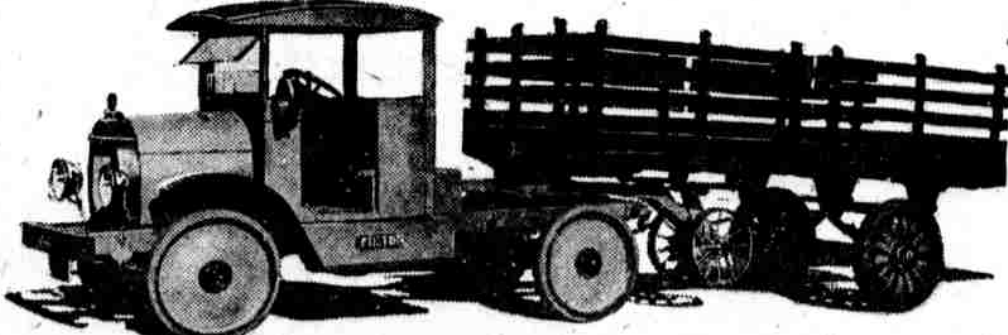


Reo "Speed Wagon" \$1350

Price in F. O. B. Lansing and the Special Federal Tax must be added

"THE GOLD STANDARD OF VALUES"

THE FULTON TRUCK and the FULTON LOCOMOTOR



WILL OCCUPY SPACE 28 AT THE TRUCK SHOW

FULTON owners and users (as well as intending purchasers) will be welcomed at Space 28 by a corps of Fulton Truck and Locomotor experts ready to show them why the Fulton Truck is the most economical for all-weather duty and every kind of duty up to 80% of the whole world's hauling problems.

With the Fulton Locomotor, which is a combined Tractor and Trailer, now being produced by the Fulton factory, 100% of all hauling problems can be met by all business and industry.

SO FAR AS IS KNOWN, THE FULTON LOCOMOTOR IS THE FIRST VEHICLE OF ITS KIND PRODUCED IN AMERICA.

COME TO SEE IT AND ARRANGE FOR A DEMONSTRATION, REMEMBERING AT THE SAME TIME THAT THE FULTON SPECIALIZED 1 1/2-TON TRUCK IS \$457 LESS IN FIRST COST AND MUCH LESS IN COST OF UPKEEP THAN ANY OTHER TRUCK OF ITS CLASS IN THE WORLD.

The Fulton Truck Co. of Philadelphia
2330 Market Street, Philadelphia

(Factory Branch) H. T. MELHUIS, General Manager