

## Automobile Letter

By BARNEY OLDFIELD  
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### The Flat Rate Repair Plan

The industry is slowly coming to realize that the future of the automobile depends on the service that is rendered to the owners of cars. Already such concerns as Packard, Chevrolet, Marmon, Ford and many more have instituted the flat rate system of doing repair work. This means that a given job is done at a given price. For example, if you own a Hupmobile and you want the front wheels lined up the charge will be a half hour's time. It is expressed in hours because the rate per hour may vary in different sections of the country. On the Marmon the price in dollars is used. For example, adjusting brakes and oiling brake connections is scheduled at \$4; relining brakes, \$18.75. The equivalent time in hours is given so that if the cost per hour varies the charge is altered to suit, but this difference is never very great. Ford, I believe, was the first to institute this form of repairing and special tool equipment was necessary in order that the shops throughout the country could meet the time charges set down by the factory.

Unless the tool equipment is right the shop will be unable to make a profit on the flat rate plan. The factories and in some cases the dealers themselves are publishing flat rate schedules so that every owner may know beforehand just what it will cost to have certain work done. In some instances every possible operation is listed from the removal of a cotter pin to overhauling the entire car.

Under this system there is little excuse for a car owner taking his work to a shop that simply goes ahead with the work and lets the charges fall where they may. If only such shops are in the vicinity an owner should get the time schedules and make the repair shop agree to charge the same amount. It will not be long now before automobile owners get acquainted with this new money-saving plan and thus force all repair shops to adopt the flat rate plan.

The flat rate schedules in most instances do not give the cost of parts, because a parts book will give this. In the service station of the automobile company there is no chance of faking repairs, but in some independent shops, with which I have had experience, if the profit is not enough on the flat rate they will add parts to the bill but never instal them. For this reason it always is advisable to have the old parts returned to you, which is a sort of check, though not absolutely convincing.

Some of the manufacturers state in the flat rate schedules the exact operations performed, others include materials under certain operations.

Every automobile owner should get in touch with the factory that built his car and get the flat rate charges, and I am sure service costs will drop appreciably. I am listing below some examples of service charges for given work on representative makes which have adopted this method.

### NO MORE SLEEPING IN AUTOMOBILES

Chief of Police Frings sent out an order to the police last week to the effect that automobiles in Ventnor could no longer be used as hotels. People have been parking them in Ventnor and using them for sleeping, dressing and all sorts of purposes which are against the Ventnor ordinances. This state of affairs will no longer be permitted.

## International Match Has Many Points To Be Considered

The Steady Assured Playing of the British Against the Brilliant Plays of the American Team Offer a Questionable Result

By JOHN G. ANDERSON

There is an air of overconfidence abroad that our American team will have an easy time with the golfers who will represent the British Isles in the international match to be played at Southampton at the end of this month. It is true that the personnel of the team from across the seas does not measure up to what could have been sent ten years ago. But there are a few facts which should be faced before permitting overconfidence to creep in.

Golfers of class are usually of three kinds: there is the brilliant golfer, who turns in a 72 with frequency and as often goes below that figure as above, and there is the unsteady, brilliant player, who scores his 69s and his 84s with equal ease. This class of golfer in particular is usually the more popularized because his exceptional feats far overshadow the mediocre. Everyone can make a 79, but few can make a 71.

It is the play of this kind of golfer which spells victory or defeat for his side. And then there is the steady going player, who has in him the ability to halve any hole on the course with the most brilliant player to beat the very brilliant golfer who is unsteady as often as he himself tastes defeat, but who is handicapped by an inability to meet sustained brilliance on the part of an opponent.

Then we might also add there are a few, a very few, superb brilliant golfers such as Jones and Evans, who never are far from the top and who sometimes lead by strokes. A glance at the heavy defeats administered to opponents in amateur championships proves this assertion.

In looking over the roster of the British team we find that with few exceptions it is composed of steady golfers, the kind that will jump at the first sign of an opponent being off, who will hang on with bulldog tenacity ready to take advantage of the breaks. W. B. Terrance, John Caven, C. V. L. Hooman, C. C. Aylmer, W. B. Willis MacKenzie and Bernard Barwin are steady as can be, and while not ranking up to our brilliant players are dangerous. They are confident in that they know their own capabilities, know when to take chances and for the most part are veterans in the school of experience.

Experience in such matches wins as many matches as the brilliant and unsteady or rather unstable golfers.

Then there are the brilliant and unknown-for want of a better word, meaning by that the unsteadiness of play from day to day—Tolley and Harris, both former amateur champions. Tolley has not been going any too well all year, but he still is a hard man to wear down in a match game. Roger Wethered is the brilliant man of the group playing golf on new lines laid down by himself and explained in a treatise on golf by his sister, the champion of great and himself.

He is a longer driver than Guilford or Jones, as long an iron player as there is anywhere. He has his momentary lapses in short approach play and on the green and when off in these respects is wild from the tee, but his scoring powers are wonderful.

He undoubtedly will head the list and the duel of stars will be indeed the best match of the fray, if Jones is his opponent.

There is always an element of chance or luck in the game of golf which can throw a match one way or the other. A bad kick and a hole is lost when it seemed

to be won. A temporary quiver on the putting green and the ball is short and then the next one is missed with all the attendant mental anxieties in international matches. The chances are even for one side or the other, but hard luck, as we call it, may attack one side boldly and leave the other unscratched until another day. So it is that steadiness may win a few victories after all. Let us not forget that Britain's men are steady golfers who probably don't expect in their hearts to take back any laurels worth while. How many times in golf have we seen such teams come to the front. It happens in every sport.

The latest information about these international matches is that eight men aside will be played and that the team matches will be for the Walker cup. Which in its original state called for teams of four. No better test on the national links could be had, and we know that our visitors will enjoy the play there even if defeat comes their way.

### Atlantic County Fair to Be Best in Years

Vocational School Superintendent Walter McDougall from his office at Pleasantville sends word to the Atlantic County Fair management that the six hundred pupils and former pupils of the County Vocational Schools have entered the list of exhibitors and that the youngsters both individually and in school classes will make exhibits of poultry, of fruit, of vegetables, and live stock such as pigs, calves, and some sheep of their own growing. Strange to say but glad to mention it are several girls who in their display will make exhibits of hogs of their own rearing and feeding. Some of these young girls, according to Mr. McDougall, have the finest stock of Duroc, Berkshire and Chester White breed. The competition among the youngsters of the various school sections qui vie.

County Superintendent Arthur E. Eldred in conjunction with Dr. Thomas of the Linwood Poultry Association and the Fair's Publicity Man, Emil Ankermiller, have made a tour of all the important centers of the County within the past week and each report that there will be a goodly display of Atlantic County's wealth both in produce, fruit, poultry and live stock, and speaking of live stock, C. B. Walton, the Chester White King of America, who has bred more prize-winning hogs of this strain from his piggeries at English Creek sends word that he will make a larger and more costly exhibit than he did at the last two preceding County Fairs.

The women of the county are preparing wondrous magnificent displays of their handicraft, the

big inducement of course being the silver trophies tendered by the Governor and which will be presented by him personally on Saturday, September 2.

In the poultry line the Superintendent of this division has word from Toms River in Ocean County, Vineland in Cumberland County, Mt. Holly in Burlington County, Haddonfield, Atco, and several other sections of Camden County, that numerous entries from all of these sections may be expected in the Utility Department. Everyone wants to carry away one of the eighteen silver trophies besides the big cash prizes therein.

### GUARDS TO GIVE DANCE

The annual dance of the Ventnor City Beach Patrol will be held on the Municipal Pier on Wednesday, August 30th. Novel entertainment is being procured. The affair is always enjoyed by the cottagers and residents of Ventnor as it always offers new and lively amusement. Tickets went on sale August 6th and may be procured from any of the guards for \$1.00.

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