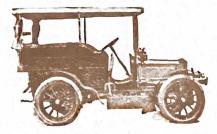


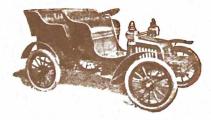
THE PIERCE ARROW.

Double cylinder, 15-h.p., water cooled, vertical engine in front; sliding speed gears; bevel-gear transmission; 3 speeds and reverse; tubular frame; 32-inch artillery wheels and 3½-inch tires; wheelbase, 81 inches; standard tread; gasoline capacity, 10 gallons; water, 5 gallons; weight, 1.700 pounds; seats 5 persons; price, \$2,500.—George N. Pierce Co., Buffalo, N. Y.



APPERSON TOURING CAR.

Four cylinder, 40-h.p., water cooled, vertical motor in front; cellular radiator; 4 speeds and reverse; steel frame; 34-inch artillery wheels; wheelbase, 96 inches; standard tread; gasoline capacity, 20 gallons; water, 5 gallons; weight, 2,800 pounds; seats 6 persons; complete, with top and electric lights, \$6,000. A 25-h.p. car, of similar construction, weighing 1,800 pounds, sells for \$3,500.—Apperson Bros. Automobile Co., Kokomo, Ind.



THE ELMORE TONNEAU.

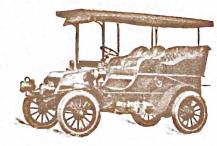
Double cylinder, 12-h.p., water cooled, horizontal, 2-cycle motor in front; 3 speeds and reverse; angle-iron frame; artillery wheels: wheelbase, 77 inches; standard tread; gasoline capacity, 10 gallons; water, 3 gallons; weight, 1.500 pounds; seats 4 persons; price, \$1.400.—Elmore Mig. Co., Clyde, Ohio.



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THE PACKARD, MODEL L.

Four cylinder, 20-h.p., water cooked, vertical motor in front; sliding speed gears, transmission direct or high gear; cellular radiator with fan; throttle control; steel frame, with Packard system of 3-point spring suspension; 34-inch artillery wheels and 4-inch tires; weight, 1.850 pounds; wheelbase, 94 inches; seats 5 persons; price, \$3,000.—Packard Motor Car Co., Detroit, Mich.



THE 1904 WINTON.

Double cylinder, 20-h.p., water cooled, horizontal engine mounted amidships: sliding-gear transmission; channel and angle-steel frame; 34-inch artillery wheels: wheelbase, 7 feet; tread, 56 inches; gasoline capacity, 12 gallons; water, 11 gallons: weight, 2,300 pounds; seats 5 persons; price. \$2.500.—The Winton Motor Carriage Co., Cleveland, Ohio.



PEERLESS 24-H.P. MODEL.

Four cylinder, 24-h.p., water cooled, vertical engine in front; force-feed lubrication; sliding speed gears and bevel-gear transmission; 3 speeds and reverse; channel-steel frame; 34-inch artillery wheels and 4-inch tires; weight, 1.850 pounds; seats 5 persons; price, \$4,000.—The Peerless Motor Car Co., Cleveland, Ohio.



THE CREST-MOBILE

Single cylinder, 7-h.p., air cooled, vertical motor in front; 2 forward speeds and I reverse; sliding-gear transmission; tubular frame; steel artillery wheels, with 2½-inch tires; wheelbase, 74 inches; tread, 54; gasoline capacity, 5 gallons; weight, 930 pounds; seats 4 persons; price, \$850.—The Crest Mfg. Co., Cambridge, Mass.



PIERCE STANHOPE.

Single cylinder, water cooled, 8-h.p., vertical motor on rear axle; 2 forward speeds; tubular frame and full elliptic springs; 28-inch wood wheels and 3-inch tires; wheelbase, 70 inches, and standard tread; gasoline capacity, 5 gallons; water, 6 gallons; weight, about 1,200 pounds; seats 2; price, \$1,200.—George N. Pierce Co., Buffalo, N. Y.



THE FRANKLIN.

Four cylinder, 10-h.p., air cooled, vertical engine in front; no fan; 2 speeds and reverse; steel frame and 28-inch artillery wheels; wheelbase, 72 inches; tread, 54 inches; gasoline capacity, 7 gallons; weight, 1,100 pounds; seats 2 persons; price, \$1,300.

—H. H. Franklin Mfg. Co., Syracuse, N. Y.



ELMORE CONVERTIBLE RUNABOUT.

Single cylinder, 6½-h.p., water cooled. horizontal, 2-cycle motor on center of frame, 2 speeds and reverse; wheelbase, 68 inches; standard tread; gasoline capacity, 7 gallons; water, 3 gallons; weight, 1,050 pounds; seats 2 or 4 persons; price, \$650.— Elmore Míg. Co., Clyde, Ohio.



THE FORD.

Double cylinder, 8-h.p., water cooled, horizontal opposed engine mounted amidships; 3 speeds and reverse; wheelbase, 72 inches; standard tread; gasoline capacity, 5½ gailons; water, 1½ gallons; weight, 1.240 pounds; seats 2 persons; price, \$750. Price, with tonneau, \$850.—Ford Motor Co., Detroit, Mich.



DURYEA STRAIGHT-LINE PHAETON.

Three cylinder, 12-h.p., water cooled, inclined motor under seat; wood and iron frame; artillery wheels and 3-inch tires; wheelbase, 72 inches; standard tread; gasoline capacity, 8 gallons; water, 8 gallons; weight, 950 pounds; price, \$1.350.—Duryea Power Co., Reading, Pa.



THE DURYEA TONNEAU.

Three cylinder, 12-h.p., water cooled, inclined motor under center of body; planetary-speed gears; 2 speeds and reverse; armored-wood frame; artillery wheels; 3½-inch tires; wheelbase, 92 inches; standard tread, gasoline capacity, 10 gallons; water, 15 gallons; weight, 1,350 pounds; seats 5 or 7 persons; price, \$1,750.—Duryea Power Co., Reading, Pa.



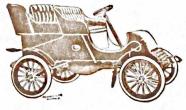
THE 1904 KNOX.

Single cylinder, 8-h.p., horizontal, air-cooled motor on center of frame; planetary transmission gears; 2 speeds and reverse; angle-iron frame and side springs; 30-inch artillery wheels; 3½-inch tires; wheelbase, 78 inches; tread, 54 inches; gasoline capacity. 10 gallons; weight, 1,850 pounds; price, \$1,350. Double cylinder, 16-h.p. car, \$2,000.—Knox Automobile Co., Springfield, Mass.



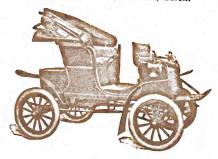
THE 1904 COVERT.

Single cylinder, 6-h.p., water cooled, vertical motor in front; sliding speed gears; 2 speeds and reverse; bevel-gear transmission; angle-iron frame; artillery wheels; wheelbase, 68 inches; tread, 54 inches; gasoline capacity, 5 gallons; water, 4 gallons; weight, 750 pounds; seats 2 persons; price, \$750.—B. V. Covert & Co., Lockbort, N. Y.



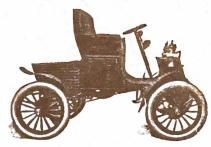
THE CADILLAC.

Single cylinder, 6-h.p., water cooled, horizontal motor mounted amidships; planetary gears; 2 speeds and reverse: angle-steel frame; semi-elliptic springs; 28-inch artillery wheels and 3-inch tires; seats 2 persons; price, \$750; with tonneau, \$850.—Cadillac Automobile Co., Detroit, Mich.



THE STEVENS-DURYEA.

Double cylinder, 7-h.p., water cooled, horizontal motor under seat; 3 speeds and reverse; tubular frame and full elliptic springs; 28-inch artillery wheels and 3-inch tires; wheelbase, 69 inches; tread, 54 inches; gasoline capacity, 6 gallons; water, 5 gallons; weight, 1,300 pounds; seats 2 or 4 persons; price, \$1,300.—J. Stevens Arms and Tool Co., Chicopee Falls, Mass.



THE FREDONIA RUNABOUT.

Single cylinder, 9-h.p., water cooled horizontal motor on center of frame; planetary gears; channel-steel frame; full elliptic springs; 30-inch artillery wheels; 3-inch tires; gasoline capacity, 8 gallons; water, 3½ gallons: wheelbase, 84 inches; standard tread; weight, 1,300 pounds; seats 2 persons; price, \$1,000.—The Fredonia Mfg. Co., Youngstown, Ohio.



THE 1904 ST. LOUIS.

Single cylinder, 10-h.p., water cooled, horizontal engine mounted amidships; 2 speeds and reverse; angle-iron frame; 30-inch artillery wheels; 3½-inch tires; wheelsase, 82 inches; tread, 52 inches; gasoline capacity, 10 gallons; water, 6 gallons; weight, 1,650 pounds; seats 5; price, \$1,500; runabout, with 9-h.p. motor, sells for \$1,200.—St. Louis Motor Carriage Co., St. Louis, Mo.



THE 1904 S. & M.

Four cylinder, 18-h.p., water cooled, vertical motor in front; honeycomb radiator and fan; 4 speeds and reverse; wood and angle-iron frame; artillery wheels; wheelbase, 90¾ inches; gasoline capacity, 25 gallons; water, 2 gallons; weight, 1,200 pounds; seats 5 persons; price, \$5,500.—Smith & Mabley, 513-519 7th avenue, New York.



THE FOUR-CYLINDER PREMIER.

Four cylinder, 40-h.p., water cooled, vertical 4-cycle motor in front; sliding gears; 3 speeds and reverse; pressed-steel frame and semi-elliptic springs; 34-inch artillery wheels; 3-inch tires; wheelbase, 96 inches; tread, 54½ inches; gasoline capacity, 14 gallons; weight, 2,250 pounds; seats 6 persons; price, \$5.000. Double cylinder, 20-h.p., 2-cycle motor model sells for \$2,500.—Premier Motor Mfg. Co., Indianapolis, Ind.



THE FREDONIA TONNEAU.

Single cylinder, 10-h.p., water cooled, horizontal motor mounted amidships; planetary transmission gears; 2 speeds and reverse; channel-steel frame and full elliptic springs; 30-inch artillery wheels; 3½-inch tires; wheelbase, 87 inches; tread, 56 inches; gasoline capacity, 9 gallons; water, 3½ gallons: weight, 1,650 pounds; seats 4 persons; price, \$1,250.—The Fredonia Mig. Co., Youngstown, Ohio.



ROYAL 16-H.P. TOURIST.

Double cylinder, 16-h.p., water cooled, vertical motor in front; cellular radiator; sliding speed gears; 3 speeds and reverse; bevel-gear transmission; pressed-steel frame and 34-inch artillery wheels; wheelbase, 90 inches; standard tread; weight, 1,700 pounds; seats 5 persons; price, \$2,300.—Royal Motor Car Co., Lake and Marquette streets. Cleveland, Ohio.



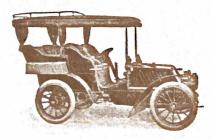
THE ROBINSON.

Four cylinder, 24-h.p., water cooled, vertical motor in front; cellular radiator; sliding-gear transmission; 3 speeds and reverse; channel-steel frame; 34-inch artillery wheels and 4½-inch tires; wheelbase, 96 inches; tread, 54 inches; gasoline capacity. 20 gallons; weight. 2,600 pounds; seats 5 persons; price, \$5,000.—Pope-Robinson Company, Hyde Park, Mass.



THE 1904 POPE-TOLEDO.

Four cylinder, 24-h.p., water cooled, vertical engine in front; spark and throttle control levers on steering wheel; slidingspeed gears, with direct connection on the high speed; 3 speeds and reverse; channelsteel frame; 32 and 34-inch artillery wheels, with 4-inch tires; wheelbase, 91 inches; tread, 54 inches; gasoline capacity, 14 gallons; weight, 2,350 pounds; seats 5 persons; price, \$3,500.—Pope Motor Car Co., Toledo, Ohio.



THE COLUMBIA TOURING CAR.

Four cylinder, 24-h.p., water cooled, vertical engine in front; sliding-gear transmission, with direct connection on the high speed; 4 speeds and reverse; false frame supporting engine mechanism; weight, 3,000 pounds; gasoline capacity, 12 gallons; seats 6; price, \$4,500 and \$5,000. A double cylinder, 12-h.p. car to sell for \$1,800, will also be built.-Electric Vehicle Co., Hartford. Conn.



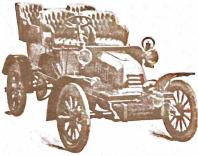
THE YALE.

Double cylinder, 16-h.p., water cooled, horizontal opposed motor mounted amidships; 2 speeds and reverse; artillery wheels and 4-inch tires; wheelbase, 88 inches; tread. 54 inches; gasoline capacity, 10 gallons; water. 6 gallons; weight, 1.800 pounds; seats 5 persons; price, \$1,500. Thirty-hp, model, with vertical motor in front and 104-inch wheelbase, sells for \$2.500.—The Kirk Mfg. Co., Toledo, Ohio,



THE 1904 COMPOUND.

Three cylinder, 35-h.p., water cooled, vertical engine in front; 2 cylinders high pressure and I low pressure; sliding-gear transmission; 3 speeds and reverse; 36-inch artillery wheels and 5-inch tires; wheelbase, 112 inches; tread, 561/2 inches; gasoline capacity, 30 gallons; water, 20 gallons; weight, 3,100 pounds; seats 7 persons; prices, \$6,000 and \$8,000.-The Eisenhuth Horseless Vehicle Co., Middletown, Conn.



THE "SANTOS-DUMONT."

Double cylinder, 14-h.p., water cooled. horizontal opposed engine mounted on frame under front seats; channel-steel frame; 30-inch artillery wheels and 31/2inch tires; wheelbase, 82 inches; standard tread; weight, 1,850 pounds; seats 4 or 5 persons; price, \$1,500.—The Columbus Motor Vehicle Co., Columbus, Ohio.



THE 1904 DAIMLER.

Four cylinder, 20-h.p., water cooled, vertical engine in front; 4 speeds and reverse; channel-steel frame; artillery wheels; 4-inch tires; wheelbase, 96 inches; tread, 54 inches; gasoline capacity, 15 gallons; water, 5 gallons; weight, 2.600 pounds; seats 5 persons; price, \$5,000. The 30-h.p. model sells for \$7,500.—Daimler Mfg. Co., Long Island City, N. Y.



LOCOMOBILE TOURING CAR.

Four cylinder, 16-h.p., water cooled, vertical motor in front; sliding-gear transmission; 3 speeds and reverse; angle-steel frame; 34-inch artillery wheels; 31/2-inch tires; wheelbase, 84 inches; tread, 51 inches; gasoline capacity, 15 gallons; weight, 2,200 pounds; seats 5 persons; price, \$4,500. Nine-h.p., double-cylinder car sells for \$2,000.—The Locomobile Co. of America, Bridgeport, Conn.



PEERLESS 35-H.P. MODEL

Four cylinder, 35-h.p., water cooled, vertical engine in front; sliding speed gears. with direct connection on the high speed; bevel-gear transmission; 4 speeds and reverse; cellular radiator, with fan; channelsteel frame; 34-inch artillery wheels and 41/2inch tires; wheelbase, 102 inches; seats 6 persons; price, \$6,000.—The Peerless Motor Car Co., Cleveland, Ohio.



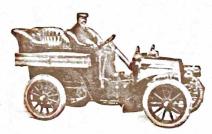
THE STEARNS.

Double cylinder, 24-h.p., water cooled, horizontal opposed engine mounted amidships; 3 speeds and reverse; all controls at steering wheel; armored-wood frame; 34inch artillery wheels and 4 and 41/2-inch tires: wheelbase, 96 inches; standard tread; gasoline capacity, 17 gallons; water, 8 gallons; weight, 2,800 pounds; seats 6 persons; price, \$3,000.—The F. B. Stearns Co., Cleveland, Ohio.



THE THOMAS.

Three cylinder, 24-h.p., water cooled, vertical motor in front; cellular radiator; planetary transmission gears; 2 speeds and reverse; steel frame and artillery wheels; wheelbase, 84 inches; tread, 54 inches; gasoline capacity, 15 gallons; water, 5 gallons; weight, 1,000 pounds; seats 5 persons; price. \$2.500. The 8-h.p. model has horizontal motor, and sells for \$1,250.-E. R. Thomas Motor Co., Buffalo, N. Y.



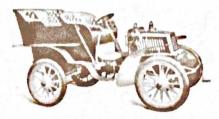
THE BERG.

Four-cylinder, 24-h.p., water cooled, vertical motor in front; sliding-gear transmission; 4 speeds and reverse; armored-wood frame and semi-elliptic springs; 34-inch artillery wheels; 4-inch tires; wheelbase, 90 inches; tread, 54 inches; seats 6 persons; price, \$3,500.—Berg Automobile Co., 100 Broadway, New York.



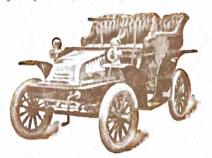
THE 1904 ELDREDGE TONNEAU.

Four cylinder, 16-h.p., water cooled. horizontal opposed motor in front; cellular radiator, with fan; throttle control; sliding speed gears; bevel-gear drive; angle-steel frame and semi-elliptic springs; artillery wheels; wheelbase, 86 inches; tread, 561/2 inches; gasoline capacity. 11 gallons; water. 31/2 gallons; weight, 2,300 pounds; seats 5 persons: price, \$2,000.—National Sewing Machine Co. Belvidere, Ill.



THE MODEL L RAMBLER.

Double cylinder, 14-h.p., water cooled, horizontal motor mounted amidships; 2 speeds and reverse; angle-steel frame; 30-inch artillery wheels and 3½-inch tires; wheelbase, 87 inches; standard tread; weight, 1,900 pounds; seats 5 persons; with canopy top price is \$1,350.—Thos. B. Jeffery & Co., Kenosha, Wis.



HAYNES-APPERSON 1904 TONNEAU.

Double cylinder, 17-h.p., water cooled, horizontal opposed motor in front; 3 speeds and reverse; angle-iron frame and artillery wheels; wheelbase, 80 inches; standard tread; gasoline capacity, 10 gallons; water, 10 gallons; weight, 2,300 pounds; seats 5 persons; price, \$2,500. Cut shows \$2,400 car; cellular radiator will be used.—The Haynes-Apperson Co., Kokomo, Ind.



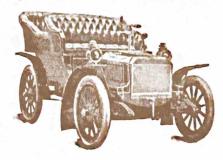
THE PHELPS.

Three cylinder, 15-h.p., water cooled, vertical motor in front; 3 speeds and reverse; armored-wood frame; artillery wheels; wheelbase, 85 inches; tread, 54 inches; gasoline capacity, 10 gallons; water, 8 gallons; weight, 1,500 pounds; seats 4 persons; price, \$2,000.—Phelps Motor Vehicle Co., Stoneham, Mass.



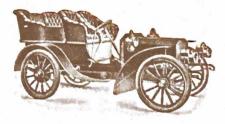
THE MODEL K RAMBLER.

Double cylinder, 14-h.p., water cooled, horizontal motor mounted amidships; anglesteel frame and full elliptic springs; 30-inch artillery wheels and 3½-inch tires; wheelbase, 87 inches; standard tread; weight, 1,500 pounds; seats 2 persons; price, \$1,100; price with tonneau, \$1,200.—Thos. B. Jeffery & Co., Kenosha, Wis.



THE AUTOCAR.

Double cylinder, water cooled, 11-h.p. horizontal opposed engine in front; 3 speeds forward and 1 reverse; steel and wood frame; 30-inch artillery wheels and 3-inch tires; wheelbase, 76 inches, and tread, 54 inches; gasoline capacity, 10 gallons; water, 3 gallons; weight, 1.675 pounds; seats 4 persons; price, \$1,700.—The Autocar Company, Ardmore, Pa.



THE MATHESON.

Four cylinder, 24-h.p., water cooled, vertical engine in front; 3 speeds and reverse; steel and ash frame; 36-inch artillery wheels; 4-inch tires; wheelbase, 97 inches; standard tread; gasoline capacity, 15 gallons; water, 3 gallons; weight, about 2,500 pounds; seats 6 persons; price, \$5.000.—Matheson Motor Car Co., Ltd., Grand Rapids, Mich.



STANLEY RUNABOUT.

Double cylinder, compound horizontal steam engine, rear end on rear axle and front end, suspended from body of car; water capacity, 20 gallons; gasoline, 13 gallons; wheelbase, 78 inches; tread, 52 inches; weight, 720 pounds; seats 2 or 4 persons; price. \$670.—Stanley Motor Carriage Co., Newton, Mass.



POPE-WAVERLEY CHELSEA.

Single, 3-h.p., electric motor on rear axle; 30-cell battery; herring-bone gears; 30-inch artillery wheels and 3-inch tires; wheelbase, 80 inches; tread, 54 inches; seats 2 persons; price, \$1,100. Stanhope sells for \$1,400.—Pope Motor Car Co., Indianapolis, Ind.



WOODS 1904 VICTORIA.

Two 2½-h.p. electric motors mounted on rear axle; 40-cell battery divided in body; 4 speeds; maximum, 18 miles an hour; wheelbase, 70 inches; standard tread; weight, 2,700 pounds; seats 2 persons; price, \$1,900. Broughams, coupés, landaus and landaulettes, from \$2,100 to \$3,500.

—Woods Motor Vehicle Co., 110 East 20th street, Chicago, Ill.



COLUMBIA VICTORIA.

Two electric motors on rear axle; battery divided in body; "herring-bone" gears; maximum speed, 13 miles an hour; 32-inch artillery wheels and 3½-inch tires; price, \$1,600.—Electric Vehicle Co., Hartford, Conn.



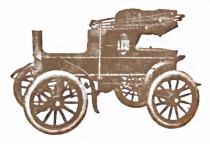
POPE-WAVERLEY TONNEAU.

Two 3-h.p. electric motors, with total overload capacity of 12-h.p. on rear axle; 40-cell battery under body; herring-bone transmission gears; speed, 5 to 15 miles an hour; armored-wood frame and full elliptic springs; 30-inch artillery wheels and 3½-inch tires; wheelbase, 84 inches; tread. 54 inches; seats 5 persons; price, \$1.800.—Pope Motor Car Co., Indianapolis, Ind.



NATIONAL TONNEAU.

Single electric motor, 6-pole type, with 9-h.p. overload capacity mounted on rear axle; "herring-bone" gears; 4 speeds; 5 to 15 miles an hour; battery divided under hood and tonneau seat; armored-wood frame; price, \$2.000. Other models are runabout, \$0.50; special runabout, \$1.200; trap, \$1.250, and stanhope, \$1.500.—National Motor Vehicle Co., Indianapolis, Ind.



THE STUDEBAKER RUNABOUT.

Single, 2 to 4-h.p., electric motor on center of frame; 24-cell exide battery; wheelbase, 61 inches; tread, 54 inches; weight, 1,450 pounds; seats 2 persons; price, without top, \$975.—Studebaker Bros. Co. of New York, 7th avenue and 48th street, New York.



THE BAKER RUNABOUT.

Single, 34-h.p., multi-polar electric motor under center of body; 12-cell battery; armored-wood frame; wheelbase, 58 inches; tread, 52 inches; weight, 650 pounds; seats 2 persons; price, \$850.—The Baker Motor Vehicle Co., Cleveland, Ohio.



THE BAKER STANHOPE.

Single, 134-h.p., multi-polar electric motor mounted centrally under body; 12-cell battery; 3 speeds; maximum, 14 miles an hour; armored-wood frame; wheelbase, 64½ inches; tread, 52 inches; weight, 950 pounds; seats 2 persons; price, \$1,600.—The Baker Motor Vehicle Co., Cleveland, Ohio.



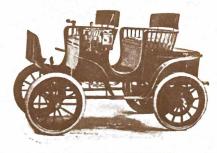
THE STUDEBAKER STANHOPE.

Single, 2 to 4-h.p., electric motor center of frame; 24-cell exide battery; tubular frame; wheelbase, 61 inches; tread, 54 inches; weight, 1,560 pounds; seats 2 persons; price, with top, \$1,175.—Studebaker Bros. Co. of New York, New York.



BUFFALO 1904 TONNEAU.

Two electric motors, 5-h.p. each, mounted on rear axle; 40-cell pasted plate battery; wheelbase, 84 inches; standard tread; weight, 3.600 pounds; seats 4 persons; price, \$5.000.—Buffalo Electric Carriage Co., Buffalo, N



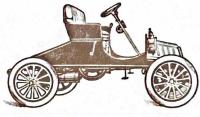
COLUMBIA SURREY.

Two electric motors on rear axle; exide battery, divided under seats; maximum speed, 13 miles an hour; 32-inch artillery wheels and 3½-inch tires; seats 4 persons; price, \$1,500.—Electric Vehicle Co., Hartford Conn.



THE 1904 ORIENT BUCKBOARD.

Single cylinder, air cooled, 4-h.p., vertical motor mounted on rear axle; 2 speeds; buckboard frame, with 2 full elliptic springs in front; 26-inch wire wheels and 2½-inch single tube tires; gasoline capacity, 100 miles; weight, about 500 pounds; seats 2 persons; price, \$425.—Waltham Mfg. Co., Waltham, Mass.



THE 1904 AUBURN

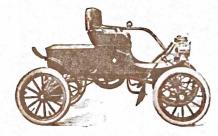
Single cylinder, 10-h.p., water cooled, horizontal motor amidships; planetary transmission gears; 2 speeds and reverse; artillery wheels; body has detachable tonneau; wheelbase, 78 inches; standard tread; gasoline capacity, 9 gallons; weight, 1,500 pounds; seats 2 or 4 persons; price. \$1,000.

—Auburn Automobile Co., Auburn, Ind.



THE NORTHERN.

Single cylinder, 6-h.p., water cooled, horizontal motor on center of frame; 2 speeds and reverse; tubular frame and Concord springs; 28-inch artillery wheels; wheelbase, 70 inches; standard tread; gasoline capacity, 8 gallons; water, 4 gallons; weight, 050 pounds; seats 2 persons; price, \$750.—Northern Mig. Co., Detroit, Mich.



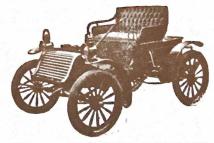
THE OLDSMOBILE.

Single cylinder, 4-h.p., water cooled, horizontal motor on center of frame; sliding speed gears: 3 speeds and reverse; Concord springs; 28-inch artillery wheels and 2½-inch tires; wheelbase, 72 inches; standard tread, gasoline capacity, 4 gallons; water, 2 gallons; weight, 850 pounds; seats 2 persons; price, \$650.—Olds Motor Works, Detroit. Mich.



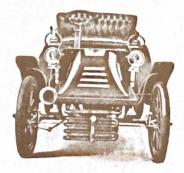
THE 1904 NIAGARA.

Single cylinder, 5-h.p., water cooled, vertical motor in rear; sliding speed gears on axle; 2 speeds and reverse; steel and wood frame; full elliptic springs in rear, semi-elliptic in front; 30-inch artillery wheels, with 3-inch tires; wheelbase, 70 inches; standard tread; gasoline capacity, 5 gallons; weight, 1,100 pounds; seats 2 or 4 persons; price, \$850.—Wilson Automobile Mfg. Co., Wilson, Niagara Co., N.Y.



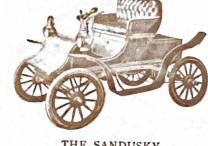
THE 1904 ELDREDGE RUNABOUT.

Double cylinder. 8-h.p., water cooled, horizontal opposed motor on center of frame; 3 speeds and reverse; armored-wood frame and platform springs; 30-inch artillery wheels and 3-inch tires; wheelbase. 66 inches; tread, 56½ inches; gasoline capacity, 6 gallons; water, 6 gallons; weight, 1,150 pounds; seats 2 persons; price, \$750.—National Sewing Machine Co., Belvidere, III



THE HOLLEY.

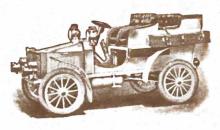
Single cylinder, 5-h.p., water cooled, vertical motor in front; planetary transmission gears; wheelbase, 58 inches; tread, 47 inches; gasoline capacity, 31/2 gallons; water, 2 gallons; weight, 850 pounds; seats 2 persons; price, \$650.—Holley Motor Car Co., Bradford, Pa.



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THE SANDUSKY.

Single cylinder, 7-h.p., water cooled, horizontal motor on center of frame: sliding-gear transmission; 2 speeds and reverse; angle-iron frame and Concord springs; artillery wheels; wheelbase, 72 inches; standard tread; gasoline capacity, 5 gallons; water, 4 gallons; weight, 1,000 pounds; seats 2 persons; price, \$650.—Sandusky Automobile Co., Sandusky, Ohio.



WHITE 1904 MODEL.

Double cylinder, 10-h.p., vertical compound steam engine in front; steam condensed; throttle control; steel frame; bevelgear transmission; 30-inch artillery wheels and 4-inch tires; wheelbase, 80 inches; tread, 56 inches; gasoline capacity, 10 gallons; water, 15 gallons; weight, 1,650 pounds; seats 4 persons; price, \$2,500.—White Sewing Machine Co., Cleveland, Ohio.



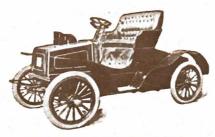
LOCOMOBILE RUNABOUT.

Double cylinder, compound steam engine under seat, armored-wood frame; wheelbase, 75 inches; tread, 54 inches; water capacity, 32 gallons; gasoline, 14 gallons; seats 2 persons; price, \$850.—The Locomobile Co. of America, Bridgeport, Conn.



THE ELMORE RUNABOUT.

Double cylinder, 8-h.p., water cooled, vertical 2-cycle motor on center of frame; 3 speeds and reverse; angle-iron frame; artillery wheels; wheelbase, 68 inches; standard tread; gasoline capacity, 7 gallons; water, 3 gallons; weight, 1,400 pounds; seats 2 persons; price, \$800.—Elmore Mfg. Co., Clyde, Ohio.



THE GROUT TOURING CAR.

Double cylinder, 12-h.p., horizontal steam engine just forward of center of frame; boiler under bonnet; 30-inch artillery wheels; water capacity, 40 gallons; gasoline capacity, 15 gallons; wheelbase, 86 inches; tread, 56 inches; weight, 2,200 pounds; with tonneau, seats 5 persons; price, \$2,000.-Grout Bros., Orange, Mass.



The sold was a second

THE 1904 PANHARD.

Four cylinder, 15, 18 or 24-h.p., water cooled, vertical engine in front; sliding-gear transmission; 4 speeds and reverse; steel and wood frame; artillery wheels; gasoline capacity, 25 to 35 gallons; seat 4 to 6 persons; price of chassis without body, \$5,500, \$7,250 and \$8,850.—Panhard-Levassor, Paris, France. American branch, 230-232 West 13th street, New York.



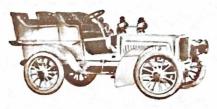
THE RENAULT.

Four cylinder, 16-h.p., water cooled, vertical engine in front; sliding speed gears; with direct connection on the high speed; 3 speeds and reverse; tubular and steel frame; artillery wheels; wheelbase, 98 inches; tread, 4 feet; gasoline capacity, 15 gallons; water, 5 gallons; weight, 1,900 pounds; seats 5 persons; price, \$6,000.— Société Franco-Americaine d'Automobiles. 12 East 27th street, New York, U. S. agent.



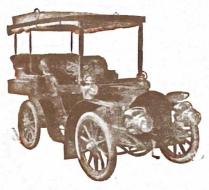
MORS 18-H.P. MODEL.

Four cylinder, 18-h.p., water cooled, vertical engine in front; throttle control; cellular radiator, with fan: 4 speeds and reverse; pressed-steel frame; artillery wheels; gasoline capacity, 20 gallons; water, 5 gallons; wheelbase, 101 inches; tread, 55 inches; seats 4 to 6 persons: price, \$8,000; the 11-h.p. model sells for \$5,000.—The Central Automobile Co., 1684 Broadway, New York, U. S. agent.



THE DECAUVILLE.

Four cylinder, 16-h.p., water cooled, vertical motor in front; cellular radiator; sliding-gear transmission, 3 speeds and reverse; pressed-steel frame; artillery wheels; wheelbase, 84 inches; tread, 54 inches; weight, 1,800 pounds; seats 5 persons; price, \$6,000.—Standard Automobile Co. of New York, 39th St., New York, U. S. agent.



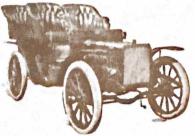
FOUR CYLINDER 1904 DARRACQ.

Four cylinder, 24-h.p., water cooled, vertical motor in front; hand and automatic throttle control; cellular radiator, with fan; sliding speed gears; bevel-gear transmission; 3 speeds and reverse; channel-steel frame and artillery wheels; wheelbase 86 inches; tread, 54 inches; weight, 2,800 pounds; seats 4 to 6 persons; price, \$6,500; with top, \$7,000.—American Darracq Automobile Co., 652-664 Hudson street, New York, U. S. agent.



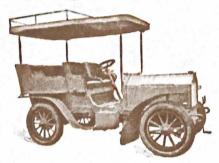
THE DE DIETRICH.

Four cylinder, 30-h.p., water cooled, vertical motor in front: 4 speeds and reverse; armored-wood frame; artillery wheels: wheelbase, 93½ inches; gasoline capacity, 22 gallons; water, 8 gallons; weight, 2,400 pounds; seats 5 persons; price, \$0.700 -Automobile Exchange & Storage Co., 133-130 West 38th street, New York, U. S. agent.



THE CLEMENT.

Four cylinder, 18-h.p., water cooled, vertical engine in front; 4 speeds and reverse; stamped-steel frame; artillery wheels; gasoline capacity, 12 gallons; water, 3 gallons; weight, 1,800 pounds; seats 5 persons; price, \$5,000.—Société Franco-Americaine d'Automobiles, 12 East 27th street, New York, U. S. agent.



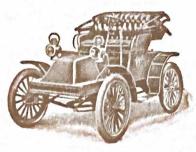
THE 1904 CUDELL.

Four cylinder, 16-h.p., air cooled, vertical motor in front; sliding speed gears; 4 speeds and reverse; bevel-gear drive; steel and wood frame; artillery wheels; gasoline capacity, 20 gallons; wheelbase, 74½ inches; tread, 54 inches; seats 5 persons; price, \$4,500. Cut shows 22-h.p. car, with water-cooled engine.—Clodio & Widmayer, 10 West 33d street, New York, U. S. agent.



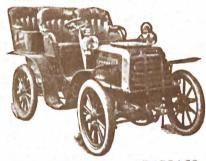
DE DION-BOUTON TONNEAU.

One, two or four cylinder, water cooled, vertical engine, of from 3½ to 25-h.p. in front; 2 or 3 speeds; tubular frame; wire or artillery wheels; wheelbase, 6 to 7 feet; tread, 52 inches; gasoline capacity, 6 to 15 gallons; water, same; seats 2 or 4 persons; price \$1,200 to \$3,000.—K. A. Skinner, 179 Clarendon street, Boston, U. S. agent.



HAYNES-APPERSON LIGHT CAR

Double cylinder, 11-h.p., water cooled, horizontal opposed motor in rear; 3 speeds and reverse; angle-iron frame; artillery wheels; wheelbase, 75 inches; standard tread; gasoline capacity, 6 gallons; seats 2 persons; price, with top, \$1,550.—The Haynes-Apperson Co., Kokomo, Ind.



TWO CYLINDER 1904 DARRACQ

Double cylinder, 12-h.p., water cooled, vertical motor in front; 3 speeds and reverse; steel and wood frame; semi-elliptic springs; artillery wheels; wheelbase, 77 inches; tread, 50½ inches; gasoline capacity, 5 gallons; water, 5 gallons; weight, 2,000 pounds; seats 4 or 5 persons; price, \$3,500.—American Darracq Automobile Co., 652-664 Hudson street, New York, U. S. agent.



THE ROCHET-SCHNEIDER.

Four cylinder, 20-h.p., water cooled, vertical motor in front; 4 speeds and reverse; wheelbase, 94 inches; tread, 54 inches; gasoline capacity, 21 gallons; water, 3 gallons; weight, 2,500 pounds; seats 5 or 7 persons; price, \$7,500.—Alexander Fischer, 230 West 50th street, New York, U. S. agent.



TOPE-WAVERLEY ROAD WAGON.

Single, 3-h.p., electric motor on rear axle; 24-cell battery; herring-bone transmission; speed, 5 to 15 miles an hour; wheelbase, 61 inches; tread, 54 inches; seats 2 persons; price, \$850; with top, \$000; physician's model, price, \$850.—Pope Motor Car Co., Indianapolis, Ind.



COLUMBIA RUNABOUT.

Electric motor and battery mounted amidships on frame; exide battery; Concord springs; 30-inch artillery wheels and 3-inch tires; price, \$750. A new model runabout for 1904; will sell for \$800.—Electric Vehicle Co., Hartford, Conn.



THE WOODS 1904 STANHOPE.

Two 2½-h.p. electric motors on rear axle and directly geared to road wheels; 40-cell battery in body; weight, 2,650 pounds; seats 2 persons; price, \$1,800. Single motor runabout, \$950.—Woods Motor Vehicle Co., 110 East 20th street. Chicago, Ill.



BUFFALO 1904 STANHOPE.

Single, 2½-h.p., electric motor on frame; pasted plate battery in body; wheelbase, 66 inches; standard tread; weight, 1.803 pounds; seats 2 persons; price, \$1.650.—Buffalo Electric Carriage Co., Buffalo, N. Y.



BUFFALO 1904 GOLF BRAKE.

Two 2½-h.p. electric motors on frame in rear; pasted plate battery; wheelbase, 66 inches; standard tread; weight, 2,200 pounds; seats 6 persons; price, \$2,200.— Buffalo, N. Y.



POPE-WAVERLEY EDISON BAT-TERY WAGON.

Single, 60-volt, ball-bearing motor on rear axle: 48-cell Edison battery; herring-bone transmission gears; wheelbase. 103 inches; tread, 54 inches; seats 2 persons; price, \$2,250.—Pope Motor Car Co., Indianapolis, Ind.



COLUMBIA VICTORIA PHAETON.

Two electric motors in rear; underslung battery; herring-bone gears; maximum speed 13 miles an hour; long wheelbase; artillery type wheels and solid tires; price, \$3,000.—Electric Vehicle Co., Hartford, Conn.



COLUMBIA COUPE.

Two electric motors in rear; underslung battery; herring-bone gears; interior trimming dark green morocco; long wheelbase; equipped especially for ladies' use; price, \$3.500.—Electric Vehicle Co., Hartford, Conn.



COLUMBIA HANSOM.

Two electric motors in rear; underslung battery; herring-bone gears; maximum speed 13 miles an hour; long wheelbase; artillery type wheels and solid tires; seats 3 persons; price, \$3,500.—Electric Vehicle Co., Hartford, Conn.



COLUMBIA BROUGHAM.

Two electric motors in rear; underslung battery; herring-bone gears; interior trimming dark green morocco; extension front pattern; long wheelbase; artillery type wheels and solid tires; seats 4 persons inside; price. \$3,500.—Electric Vehicle Co., Hartford, Conn.

The eighty-eight cuts and descriptions of motor vehicles which we have gathered together in the preceding list will give our readers an accurate idea of what the markets provide and of what is the most practical machine for them to buy. That any industry can offer a catalogue of this size and variety, of a product which fifteen years ago was almost unheard of in this country, is a most remarkable record. If the motor vehicle industry continues to grow in the future as it has in the past few years, it will not be long before the prophecies of the automobile enthusiasts will be realized. The public is always cautious about trusting their safety to any new method of transportation. What we have tried to show to our readers is that the motor vehicle method of transportation is no longer in the experimental stage; that it has come to stay and has reached the point where conservative people are justified in making use of automobiles as a practical means of adding to the pleasure and ease of their existence.

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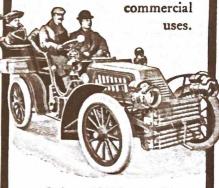
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