

GREAT ARROW news

The Pierce-Arrow Museum Newsletter



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Articles, Photos, Ideas



CONTACT

Newsletter Editor

David Coco (VA)

david.coco@comcast.net

Newsletter Design & Production

Liz Horne (GA)



1903 STANHOPE PIERCE-ARROW MUSEUM

The Museum is proud to display a 1903 Pierce Stanhope, the second generation of automobiles produced by the George N. Pierce Company. This fine automobile was generously gifted to the Pierce Arrow Foundation by the late Howard G. Ehmann of Long Valley, New Jersey.

The Pierce Motorette was made from 1901 to 1903, a single seat automobile with a 3.5 horsepower De Dion-Bouton (hereafter referred to as D-B) engine. In mid 1903 the Stanhope was introduced, with a 6.5 horsepower Pierce manufactured engine and a separate front seat added. Pierce engineers were great at being copycats, with the Motorette looking much like a 1901 D-B automobile, along with features borrowed from other horseless carriages of the period. Also, the early Pierce engines were designed to closely copy the previously utilized D-B engines. The early Stanhopes had tiller steering, identical to the Motorettes, but at some point in late 1903 or early 1904 Pierce introduced a steering wheel, or "whip". Later models of the Stanhope had an 8 horsepower engine, also of Pierce manufacture. The horsepower designation of each engine was cast into the side of the engine housing, although in the case of the 6.5 horsepower engine the casting is simply a "6".

Much has been written about early Pierce automobiles, so the intent of this issue of The Great Arrow is to look at some of the lesser known facts about these vehicles.

continued on page 3



LIFE MEMBERS

\$1500 or more

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Pierce-Arrow Society

PIERCE-ARROW FOUNDATION

Operating the Pierce-Arrow Museum on the Campus of the Gilmore Car Museum

February 2020

Dear Pierce-Arrow Enthusiasts:

Friends make the hobby don't they? And how fortunate are we to have a friendly, enthusiastic, progressive, energetic group of hobbyist who make up our Pierce-Arrow Society!

We should take a moment and pat ourselves on our shoulder. Look what a relatively small, single marque car club delivers in membership services: Great Technical Advice, Award Winning Publications, Regions to Encourage Local Participation, A Club Store, The Hershey Swap Meet Tent, A Winter Mini-Meet, The Gathering at Gilmore, and A Successful Museum; only to name a few.

And near and dear to my heart is the Pierce-Arrow Museum. I am grateful for the support our Pierce-Arrow Society continues to provide. I believe that this museum represents an enduring presence that will perpetuate the Pierce-Arrow legacy far into the future.

When our great grandchildren are our age, the general public may not see as many Pierce-Arrows driving the highways, BUT by a visit to our museum, they will learn about the company that was dedicated to the highest standards of motor car quality AND see the magnificent machines that represent a golden era of motoring.

So thanks to all Pierce-Arrow Society members who give back to the hobby through the many volunteer activities mentioned above. Your good efforts make Pierce-Arrow Society so meaningful, not only to its membership but to the hobby in general.

Sincerely yours,

Merlin Smith, Chairman
Pierce-Arrow Foundation

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MERLIN SMITH
CHAIRMAN

DAVID STEVENS
MUSEUM DIRECTOR

STUART BLAIR
TREASURER

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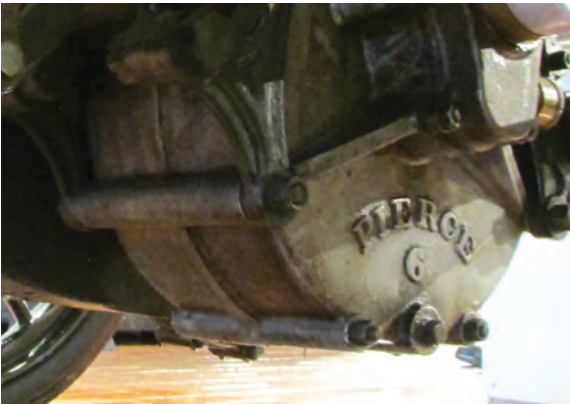
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ERNEST FOLLIS* *DECEASED



A chain connected hand crank was used for engine starting, note the tubular frame.



In 1903, the first Pierce manufactured engine was produced, a 6.5 HP unit, though the case stated "PIERCE 6" as on our Stanhope



The short 58 inch wheelbase of the Stanhope is evident in this view of the Museum's car. From instruction manual: "Public demands an automobile which shall be simple, light and strong, with ample power to attain a reasonable speed on the level and to climb all hills ordinarily met with on common roads."



WHAT'S A STANHOPE?

Why were the second generation of Pierce automobiles designated as Stanhopes?

It all begins in 1754 when Henry Fitzroy Stanhope was born to William Stanhope, the 2nd Earl of Harrington. Young Henry, fifth child but second son, went on to become Captain Hon. Henry Fitzroy Stanhope, a well known sportsman of his time, and an amateur whip*.

His regiment was sent to Tobago, West Indies, in 1779. He was the subject of a court martial due to the 1781 surrender of British troops under his command when Tobago was under siege from the French, though the charges were later dropped. Back home, the Captain wanted a light, speedy horse drawn carriage, and came up with the design of a two passenger, two wheel carriage, seat centered over the rear axles, with special axle mounting and springs. The first such carriages were built in 1816 by the London firm of Tilbury Coachbuilders, and the Stanhope carriage was born. At the turn of the century (1901), carriages were still very much in use, so it was logical that the similar bodied Pierce automobile would be called a Stanhope.

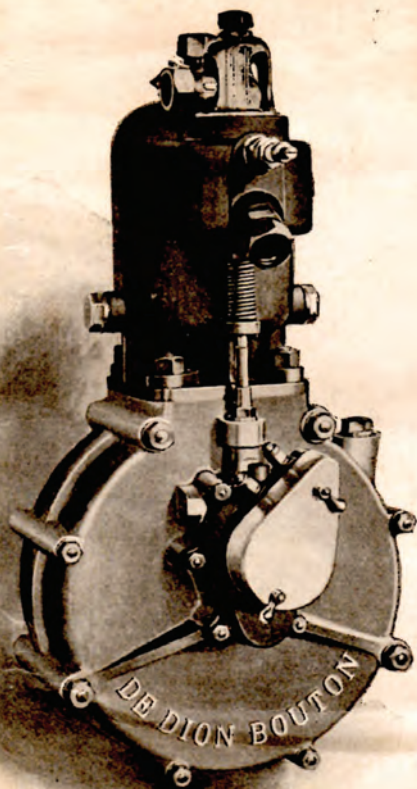


Painting of a Stanhope Carriage

*A "whip" was the description of a carriage driver, as control of the carriage was accompanied by whipping the pulling horse or horses. When automobiles appeared, and steering wheels came on the scene, the steering wheel became known as a "whip", since it now controlled the vehicle. Thus, the term "whip" came to be used in today's slang to reference automobiles.

ANY you COLOR
AS LONG AS IT'S WANT
QUAKER GREEN

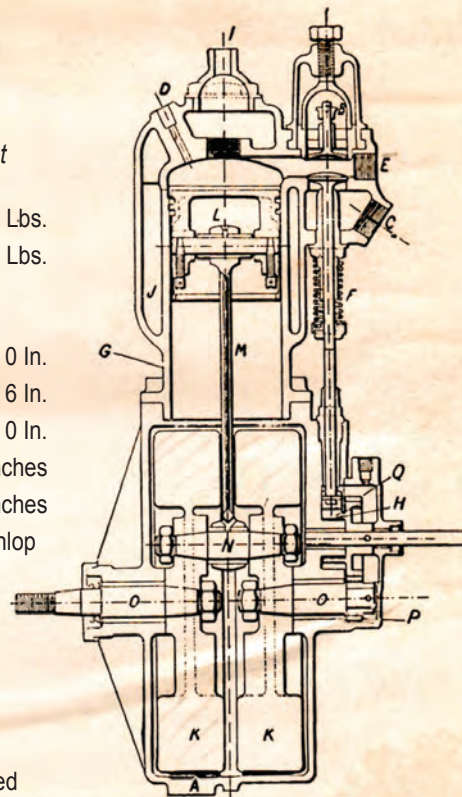
When one thinks of the turn of the century (1901), one tends to think in black and white, when in fact there were vibrant colors available, both manmade and in nature. Carriage paint was available in many vibrant colors. The Motorettes and Stanhopes were painted from the factory with Quaker Green as the only color offered, a somewhat subdued choice considering the alternatives. This hue of paint is named for the first Quakers who lived in the 17th century, who enjoyed holding their religious services outside with the lovely shade of green found in nature surrounding them.



SPECIFICATIONS OF PIERCE MOTORETTE

From 1901 "Instructions for Motorette" booklet

Weight Light-----600 Lbs.
 " Loaded with water and gasoline -----660 Lbs.
 Motive Power - De Dion Bouton Vertical Gasoline
 Motor of 3-1/2 Brake Horse Power
 Width of machine over all-----4 Ft. 0 In.
 Length " " " "-----7 Ft. 6 In.
 Height " " " "-----5 Ft. 0 In.
 Wheel Base -----58 Inches
 Wheel Gauge -----43 Inches
 Diameter of wheels 26 inches; Width 3 inches, Dunlop
 or G & J Double Tube Tires
 Ball bearing rear axle
 Ball bearing steering wheels
 Tubular steel underframe
 Carriage body and underframe supported by 4 full
 elliptic springs
 Carriage body well finished with leather, upholstered
 spring cushion and back



PIERCE MOTORETTE INSTRUCTIONS FOR STARTING.

WHEN STARTING SEE THAT

GREASE IS IN LOW SPEED GEAR CASE AND COMPENSATING GEAR CASE.
 THIS MUST BE RENEWED EVERY 100 MILES.
 GASOLINE IS IN TANK.
 WATER TANK IS FULL.
 ONE CHARGE OF CYLINDER LUBRICATING OIL IN CRANK CHAMBER. THIS
 MUST BE RENEWED EVERY 20 MILES
 SWITCH PLUG IS IN.
 SPARK LEVER THROWN BACK.
 GAS LEVERS FULL OPEN.
 PRESS DOWN BUTTON ON CARBURETTOR UNTIL IT OVERFLOWS.
 TURN STARTING HANDLE. THUS STARTING MOTOR.
 THEN ADVANCE LOWER GAS LEVER.
 TAKE SEAT IN CARRIAGE.
 PULL SPEED LEVER TO RIGHT, THUS STARTING CARRIAGE ON SLOW-SPEED
 AFTER WHICH GENTLY TURN LEVER OVER TO LEFT PUTTING ON HIGH SPEED.

WHEN STOPPING

SLOW DOWN MOTOR BY RETARDING SPARK.
 PUT SPEED LEVER OUT OF GEAR.
 APPLY BRAKE.
 WITHDRAW SWITCH PLUG.

NOTE.-

IN FROSTY WEATHER MAKE SURE TO DRAW OFF ALL WATER FROM TANK AND
 MOTOR TO PREVENT SAME FREEZING AND CRACKING CYLINDER HEAD, AND
 DO NOT REPLACE DRAIN PLUG UNTIL READY FOR REFILLING.

CALCIUM CHLORIDE - ANTI FREEZE SOLUTION.

FIVE POUNDS OF THE CHLORIDE SHOULD BE USED TO EVERY GALLON OF
 WATER THE TANK WILL HOLD AND CAN BE DISSOLVED IN THE WATER
 BEFORE IT IS POURED INTO THE TANK. THE EVAPORATION OF WATER
 DOES NOT AFFECT THE CALCIUM CHLORIDE AND WHEN REFILLING THE
 TANK, PURE WATER IS USED.

PIERCE MOTORETTE IMPERATIVE OILING AND GREASING INSTRUCTIONS OIL OBTENER IF NECESSARY

FOR EXPLANATION OF NUMBERS REFER TO PAGE 7 INSTRUCTION BOOK

CRANK CHAMBER ONE CHARGE OF SPECIAL CYLINDER LUBRICATING
 OIL EVERY 20 MILES. DRAIN OLD OIL OUT FIRST.
 MAKE SURE PUMP GIVES FULL DISCHARGE.

LOW SPEED GEAR CASE NO 52 ONE CHARGE OF GREASE AND
 LUBRICATING OIL EVERY 100 MILES

COMPENSATING GEAR CASE NO 13 ONE CHARGE OF GREASE
 AND LUBRICATING OIL EVERY 150 MILES

TRANSMISSION SHAFT OIL CLUTCH SPIDOL NO 64. OIL PART
 OF SHAFT IT SLIDES ON, AND OIL IN PAWL
 CASE 79 EVERY 150 MILES

REVERSE COUNTERSHAFT CUP NO 134 UNSCREW THIS AND
 FILL WITH GREASE EVERY 200 MILES

REVERSE CHAIN OIL THIS EVERY 200 MILES

DRIVING AXLE OUTER BEARING OIL THIS EVERY 500 MILES
 BY TAKING OUT SCREW NO 117

STEERING KNUCKLE SOCKET FILL UP GREASE CUPS EVERY
 500 MILES. GIVE CAP A TURN EVERY 100 MILES

CLUTCH LEVER SPINDLE NO 76 OIL EVERY 500 MILES

STEERING ROD JOINTS OIL EVERY 500 MILES

STARTING HANDLE SPINDLE OIL EVERY 500 MILES

STEERING COLUMN OIL EVERY 500 MILES

BRAKE LEVERS AND JOINTS ON HUB BRAKE
 OIL EVERY 500 MILES

TRANSMISSION SHAFT OUTER BEARING FILL
 CAP NO. 93 WITH GREASE EVERY 1000 MILES

STEERING WHEEL HUBS UNSCREW CAPS AND FILL
 WITH GREASE EVERY 1000 MILES

Remembered



1934 ~ 2019

David O. Harris ~ A visionary and tireless supporter of the Pierce-Arrow community

by Dave Stevens, Executive Director

Dave Harris of Fridley, Minnesota passed away on September 22, 2019 at age 85. A pillar of the Pierce-Arrow community has left us. Dave was a Past President of the Pierce-Arrow Society serving from 1996 through 1998. He received their prestigious Otto Klausmeyer Distinguished Service Award in 2000. He was the driving force in founding The Pierce-Arrow Museum located on the grounds of the Gilmore Car Museum in Hickory Corners, Michigan. Dave served as the first chairman of the Board of Trustees of the Pierce-Arrow Foundation and was honored with the designation Chairman Emeritus. Also active in the Classic Car Club of America and the Horseless Carriage Club of America, one of his favorite events was the annual New London to New Brighton Antique Car Tour in Minnesota.

I first met Dave in Superior, WI at our first Annual Meet in 1997. He was the Meet Chairman and greeted me like an old friend. He invited us to tour our 1601 behind his 1931 7-P Touring where I recognized a fellow leadfoot. Over the years we also enjoyed touring with him on Glidden and Brass tours. In 1999 we were both at the CCCA Museum Experience at Gilmore featuring Pierce-Arrow when he told me about establishing the Pierce-Arrow Foundation with a goal to build a Museum at Gilmore. His enthusiasm immediately garnered my support. In 2002 I became a Trustee at his insistence and joined in voting to proceed with building. When a large promised donation later left us with a major loan burden, Dave became an indefatigable fundraiser until the loan was paid off some years later. He was probably sometimes overly pushy, but his exuberant optimism never waned. The Museum is now debt free in large part due to his efforts and he had begun garnering support for a needed future building addition. His 1916 38 Touring and 1922 33 Touring were on loan when the Pierce building opened in 2004 as the 1st single marque museum at Gilmore. His desire to locate there has since been confirmed by the Franklin, Cadillac, Lincoln with multiple other clubs now in their planning stages.

Dave's huge health and accident issues made the later years of his life immobilizing and confining. He endured more than enough such challenges to destroy most people with his ceaseless optimism. It was always a pleasure to visit he and his late wife Jan in Florida and Minnesota. We continued to talk frequently and I always found him to be upbeat, encouraging and tirelessly inspiring. Dave was one of the most memorable people I have ever had the pleasure to know and felt very honored to receive a call from daughter Dana after he passed.

Memorial tax deductible donations can be made to the Pierce-Arrow Museum Building Fund c/o Stuart Blair, 321 Miami Valley Dr., Loveland, OH 45140-8824. The Pierce-Arrow Foundation and Museum extends its sincerest condolences on behalf of its members to the Harris family. We will miss our good friend and leader.



1928 ~ 2019

Ernie Follis

Our friend Ernie Follis passed away on October 13, 2019 in Vista, California at the age of 91. A Celebration of Life Service was held at Hope Church, Vista CA, on November 5th with a reception following at his home attended by many Pierce-Arrow friends. Ernie grew up in Norwalk, California. He is survived by two brothers, Chuck and Richard, and three sisters, Ruth, Ellene and Mary Anne. He is also survived by two sons, Jim (Donna) and Ken (Jody), 5 grandchildren and 6 great-grandchildren.

Ernie was always a hard worker and started his own wood moulding manufacturing business in the early 1960's. He was an organizing director of a bank, worked with many service clubs and enjoyed golf. Most of all, he loved cars and all things related to collecting, restoring and showing cars, especially Pierce-Arrows. His car hobby included the constant search for and the fabrication of parts. He hosted numerous Pierce-Arrow Society regional and national events at his home in Vista so that members could enjoy his awesome collection ranging from the 'teens through 1935. Ernie was very active in the Pierce-Arrow Society, earning the Otto Klausmeyer Distinguished Service Award in 1999. The Society's Bicycle Award was named for his late wife Clara. He served as a Trustee for the Pierce-Arrow Foundation for 20 years and also donated the P-A

"Waldon" prototype that resides in the Pierce-Arrow Museum.

Son Jim recalled: 'I remember as a child scraping grease, lots of grease and rust from the roadster first and then many others. A very treasured memory was the time spent restoring my 1925 80 Touring with his help and guidance. I went with him in 1969 to get that car in Washington, later driving it in its rough condition. He gave it to me in 2009 and we started restoring it from ground up.'

The Museum extends its sincere condolences to the Follis family. The Pierce-Arrow Museum Foundation has established an Ernie Follis Memorial Fund in his honor. Tax deductible donations can be sent to: Pierce-Arrow Museum, PO Box 309, Whitehall, MI 49461. Ernie will be greatly missed by family and his many Pierce-Arrow friends.

PIERCE AND THE HOLLEY BROTHERS

As has been discussed, Pierce was not shy about copying designs from Europe as there was a rapidly developing market overseas for efficient motor cars.


The Holley Brothers, of Bradford, Pennsylvania, were also copycats of a sort, and had traveled to Europe in 1901 to investigate new developments in vehicular motivation. One design they happened upon was the Longuemare "carburettor" [European spelling], an extremely advanced component for atomizing fuel. At the time, some American cars were still using some crude carburation methods, including mesh screens, with fuel dripped on the mesh to evaporate.

They were very excited to see this "modern" design, and quickly secured the United States rights to manufacture and sell the Longuemare. In their period advertising, they were also proud to list the George N. Pierce Company as an American customer. The Holley Motor Company also sold automobiles, motors, and accessories. One Holley automobile still exists in Australia, and of course millions of Holley carburetors have been sold over the years. Their name is thus well established in motoring circles, and it all started with the Longuemare.



CYCLE AND AUTOMOBILE TRADE JOURNAL. 75

Longuemare Carburettor



At the New York and Chicago Shows there were more Longuemare Carburettors shown on cars of reliable make than all other carburettors combined

THIS Carburettor is manufactured on special machinery, every part is guaranteed to be interchangeable, and it is assembled by a force of experts. We could not afford such expensive manufacturing methods as these did we not sell them in very large numbers. They are tested while being assembled, and are also tested on an engine before shipment. They have been on the market over five years, and over 16,000 have been disposed of in Europe, where they are used by such manufacturers as Aster, Renault, Darracq, Peugeot, Fouillaron, Corre, Decauville, Prunel La Compagnie, Française PDeschamps and Pieper.

Among our American customers are the George N. Pierce Co., American Motor Carriage Co., Pope-Robinson Co., Conrad Motor Carriage Co., Hoffman Automobile & Mfg. Co., Crest Mfg. Co., B. V. Covert & Co., Kensington Automobile Mfg. Co. and scores of smaller manufacturers.

We are prepared to guarantee results, deliveries, and to quote interesting prices.

HOLLEY MOTOR CO.
12 Holley Avenue, - Bradford, Pa.



systems, there can never arise the least possibility of injury to gears or any other portion of the speed-changing mechanism. All moving parts are constantly submerged in oil.

The Carburettor used is the celebrated Longuemare, and we have a separate catalogue describing it in detail which we will gladly mail to those who wish it. The patents on this device are owned in Paris, France, where it is manufactured by the original Company, who have since 1897 actually made and sold 20,000. A large number of world's records have been made with cars fitted with the Longuemare, and it was awarded a gold medal at the Paris Exposition of 1900.

We are sole United States agents and licensed manufacturers, and sell the carburettor to a large number of prominent American Automobile manufacturers. It is an exact duplicate of the French make. Very complete sets of tools and gauges are used in manufacturing it and all parts are interchangeable. It is not affected by climatic changes, and, after the proper adjustment is secured, needs little, if any, attention. It is of the float feed type, and so constructed that it is impossible to flood motor.

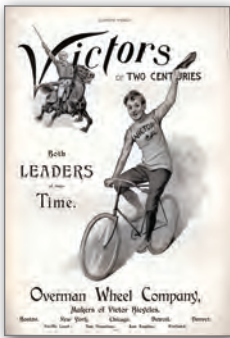
Brake-Test Data. Holley Motor Co., Bradford, Pa., Dec. 10, 1903.

FACTORS.	READINGS.						Remarks.
	No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.	
One Cyl. Engine 3 1/2 in. x 4 in., No. 1645.							9 in. Brake Drum. 14 in. Fly-Wheel.
Weight on Brake in lbs.,	40	40	40	42	47	47	43 1/2
Scale-Pull in lbs.,	2	2	2	4	4	4	3
Rev's per Minute,	1,910	1,970	1,900	1,725	1,740	1,700	1,824
Duration of Run in Minutes,	1	1	1	1	1	1	One. On J for 18 hours.
One in. Carburettor No. 1,489, with 10 Groove Spray-Ping.							
Average Brake Horse-Power developed during 6 Runs, 5.27.							
Readings taken by J. P. J., 12-10-'03. H. P. computed by H. O. F., 12-10-'03.							
REMARKS: Engine O. K. in every respect. A. W. K.							

The Pierce Stanhope used a Longuemare carburettor that was patented May 8, 1900. Its data plate states that George and Earl Holley are the "SOLE AGENTS AND MANUF'S" of the Longuemare.



THE PIERCE MOTORETTE WAS ALMOST A STEAM CAR!



When George N. Pierce turned his thoughts from bicycles to automobiles in 1900, his first attempt was a steam car, built under license from, and designed by, the Overman Steam Car Company. A. H. Overman was known for manufacture and sale of the quality Victor bicycle, so perhaps it was a natural thing for the two bicycle manufacturing companies to be working together. As we will see, the two companies were destined to part ways.

A.H. Overman would continue to make the Victor Steam car from 1901 until 1904, though very few were sold. In 1904, Overman merged his company with Locomobile.

Construction of the Pierce steam car began in March of 1900, and by mid-August of that year it was completed and ready for trials. Percy Pierce, George's son, test drove the vehicle on August 20th, a trip that lasted all of five minutes, as the newly designed vehicle had just enough power to strip the threads off the bevel gear of the rear axle. After a new axle was made for the steam car, a series of road tests began throughout the autumn of 1900 and into summer of 1901. The tests all had the same results, as to the nature and frequency of the troubles encountered. The air regulator malfunctioned, the rear axle locked up, the fuel cutoff valve was faulty which shut down the burner, and the boiler began to, and continued to, leak.

Driving and controlling the prototype steam car was also

returning from his trip, he recommended that De Dion-Bouton engines be tested, as they seemed to be highly in favor as a motive force there.

Thus, Pierce acquired a De Dion-Bouton powered tricycle built by Diamond, probably made under license from De Dion-Bouton, as by 1900 DD-B tricycles were very successful in Europe. The three wheel configuration proved somewhat awkward in testing, and a four wheel configuration was tried and was more successful.

In early 1901, David Fergusson, an Englishman and engineer from Bradford, Yorkshire, offered his services to the Pierce endeavor. He had been working in the company of E.C. Stearns, near Syracuse. It's interesting to note that E.C. Stearns was also in the bicycle business and went on to market both an electric and a steam car. Fergusson had occasion to visit Buffalo, and while there became aware of the Pierce work on a motor car. He was hired to develop what was to become the Pierce Motorette, finished and ready for sales in May of 1901. Fergusson would go on to be the Chief Engineer for Pierce for over 20 years. The first 25 or so 2-3/4 horsepower DD-B powered Motorettes had two speeds forward but no reverse gear, a feature that was soon added when horsepower was increased to 3.5 horsepower. Pierce began in 1903 building their own engines, modeled after the De Dion-Bouton engines and developing 6.5 horsepower.



a chore, as the tiller steering "Was so very stiff, the smallest of movement is risky when going fast". Though Percy spent an increasing amount of time driving and testing the little steam car, they found its performance lacking, and consequently decided to test a gas driven car.

Meanwhile, Colonel Charles Clifton, who had been brought into the Pierce organization as a financier, had been visiting Europe. He was very observant of what progress in the way of horseless carriages was being made on that continent. After

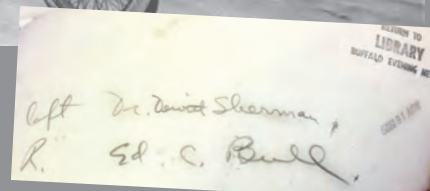
A photograph's story:

At first glance, the back of this photo offers no clues to the precise location where this photo was taken. The only information offered is the names of the men in the car and the date. Dr. Dewitt Sherman was the president of the Erie County Medical Society. Edward C. Bull was an executive with Buffalo's Pierce-Arrow Motor Car Co. and the longtime president of the Buffalo Automobile Dealers Association - not much help there.

The date, however, proves useful. Nov. 16, 1929, was the opening day of the Pierce-Arrow showroom at Main & Jewett in Buffalo. ~ Contributed by Curtiss Pool (MI)



Dr. Dewitt Sherman was the president of the Erie County Medical Society. Edward C. Bull was an executive with Buffalo's Pierce-Arrow Motor Car Co.



Have you considered a Legacy Partner Gift?

A Legacy Partner gift allows you to perpetuate your support our Pierce-Arrow Museum and to preserve the history of the Pierce-Arrow Motor Car Company for future generations. Anyone can make a gift, and no amount is too small.

Many PAS members choose to make a gift through their wills, trusts, retirement accounts or life insurance policies. Some members have chosen to make a gift today through gifts of stocks or cash or donations of automobiles. We have established a very successful Museum during the past 20 years; now is the time for all of us to ensure its permanence.

The Pierce-Arrow Museum Legacy Partner Program provides long-term sustained funding for the Museum through its Foundation. Donations to this Program are invested for perpetuity, and your bequest will perpetuate your support for the Museum.

The Pierce-Arrow Foundation is a qualified 501(c)(3) tax exempt organization, this planned giving can be an excellent way to support the Museum while reducing the taxes on larger Estates.

There are many ways to leave your legacy for the future of our Pierce-Arrow Museum; to learn more about how you can make a Legacy Partner Gift, please contact:

MERLIN SMITH
Chairman,
Pierce-Arrow Foundation
(318) 599-8128
merlin.smith@comcast.net



DAVE STEVENS
Director,
Pierce-Arrow Museum
(231) 740-6610
davenstevens@msn.com

SPECIFIC BEQUEST

Wills a specific dollar amount or a specific piece of property

"I give to the Pierce-Arrow Foundation, a not-for-profit corporation, in Hickory Corners, MI, the sum of \$10,000 for its general endowment or other general purposes."

"I give to the Pierce-Arrow Foundation, a not-for-profit corporation, in Hickory Corners, MI, my 1932 Pierce-Arrow model 54."

CONTINGENT BEQUEST

Wills a specific amount, percentage or residue of the Estate if other conditions cannot be met, ensures that property will pass to a desired recipient rather than unintended beneficiaries

"I give to my Nephew, John Doe, of Buffalo, New York, the sum of \$10,000 and my 1933 Pierce-Arrow model 1247. If John Doe is not living at the time of my death, I direct that the amount and item(s) due him be paid/given to the Pierce-Arrow Foundation, a not-for-profit corporation, in Hickory Corners, MI, for its museum endowment or other general purposes."

BENEFICIARY OF INVESTMENT ACCOUNTS

Life Insurance Policy

Trust

401(k) Accounts

Annuities

IRA / Roth IRA

Foundation

