

## U. S. Automobile Exports \$140,000,000 Per Year

Growth of Motor Vehicle use in the War Zone of Europe --- U. S. War Contracts Aggregate Over \$600,000,000

The value of American exports of automobiles (including automobile engines, tires and parts) last year exceeded \$140,000,000, which very nearly equalled the total exports of all railroad locomotives and cars, all electrical machinery and apparatus and all agricultural machinery combined. John N. Willys, president of the Willys-Overland Company, in an address delivered at the Fifth National Foreign Trade Convention last week presented these figures in describing the foreign automobile trade and the war.

Probably nothing in late years, said Mr. Willys, has done more to carry forward the American export trade than the automobile, which, while possibly considered a peace industry, is just now supplying a very important part in the world war programme. The speaker continued in part:

American motor car makers have introduced American methods and American enterprise, not alone into selling, but in supplying service in cities throughout the world, and last year, even with embargoes on practically all the countries in Europe, American trade exceeded \$88,000,000 for 65,792 passenger cars and 14,347 trucks — the biggest proportion of the latter, of course, going to the warring nations.

Continuing export by this great industry will help to maintain not alone branches and dealer organizations in various parts of the world, but maintain factory organizations in this country, that must continue as prime factors in the making of war materials. After the war England, France and Germany will be strong competitors of the American motor car trade, and it would be unfortunate if anything should happen to require the American makers to start at scratch again after having established their present lead.

Exports of the automobile industry in 1917 almost equalled the combined exports of agricultural machinery, electrical machinery and apparatus and all locomotives and railroad cars.

War contracts already undertaken by the industry aggregate more than \$600,000,000. Modern automobile plants, with their extensive equipment of machine tools and hundreds of thousands of expert workers in special trades have unequalled facilities for doing much of the war work required.

Automobile engineers designed the Liberty trucks and Liberty airplane motor and are in charge of truck and airplane production for the Government. Many prominent automobile men are giving their patriotic services to the Government.

The armies having the best transport and the best air service will win. The transport service is organized on a motor truck basis, officers have increased their efficiency many times by the use of motor cars, dispatch riders are mounted on motorcycles, tanks lead the infantry in advances against the enemy, the injured are hurried to the hospitals in motor ambulances, heavy ordnance is hauled by motor tractors, and airplanes keep the commanders advised of enemy movements, drop bombs on the concentrations and depots and pour fusillades from machine guns into his trenches and advancing troops.

The first movement of British forces across the channel was accompanied by the motor omnibuses of London, which carried troops to the front and were then converted into vans to supply fresh beef to the army. Paris was saved from German invasion by a rapid movement of an army of 100,000 men in Paris taxicabs, and Verdun held out against the foe only by a continuous day and night movement of munitions and supplies in a continuous procession of motor trucks.

It was calculated last year that the armies on all fronts were using more than 300,000 motor vehicles.

After commandeering most of the motor trucks and many of the passenger cars in Europe, the French, English and Russian governments turned to the United States to supply the deficiency. During the first three years of the war the United States exported 45,308 motor trucks to England, France and Russia — that is, during the three fiscal years ending June 30, 1915, 1916 and 1917. Nearly all of these were for war purposes, as the exports for the two preceding years amounted to only 410.

It is not known how many trucks have gone to Europe for the American army. These do not figure in the summaries of exports as published by the Department of Commerce. But approximately 26,000 trucks have been bought by the United States

army and 10,000 more ordered up to the first of last February, at which time requirements were in sight for from 10,000 to 15,000 more for which orders had not been placed. A considerable part of the first 20,000 had been delivered and sent to their destinations. With the resumption of the German offensive in March the need for redoubled efforts by America indicated the likelihood of heavy increases in orders for army trucks.

During the last three calendar years the exports of motor vehicles have been as follows:

1915—Commercial cars, 22,094; passenger cars, 41,864; total valuation, \$94,884,393.  
1916—Commercial cars, 18,921; passenger cars, 61,922; valuation, \$96,673,108.  
1917—Commercial cars, 14,347; passenger cars, 65,792; valuation, \$88,347,739.

Adding automobile engines, tires and parts, the total exports of the industry last year amounted to more than \$140,000,000, which very nearly equalled the total exports of all railroad locomotives and cars, all electrical machinery and apparatus and all agricultural machinery combined.

Use of motor vehicles in the United States is of secondary importance only to their use in the war zone in Europe. This is because of the critical transportation and food situation. Everything hinges on transportation, and motor vehicles, are an important factor in transportation. Earnest efforts are being made to relieve railroad and terminal congestion by transferring short-haul shipments to the highways.


The number of commercial motor vehicles operating in this country is approaching half a million. It is estimated that they have an average capacity of two tons and can easily average fifty miles a day,

including time spent in loading and unloading. Thus they have a combined capacity of 50,000,000 ton-miles daily, or 15,000,000,000 ton-miles a year. This is a considerable load to take off of the over-burdened railroads. If all shipments originating within a distance of even twenty-five miles of cities are handled by trucks, which make deliveries direct to consignee, the railroad freight houses will be relieved of all this miscellaneous small freight that now causes so much terminal congestion.

Establishment of rural motor express lines has a most important influence in stimulating production of foodstuffs. They give farmers an assured means of daily communication with markets and permit them to devote all their time to farm work instead of wasting a large part of it driving long distances to market with loads of produce. There are already hundreds of such truck lines in operation, giving dependable and satisfactory service. Maryland alone has twenty-two, and committees in Washington are to work urging the establishment of more throughout the country.

Labor is scarce and high priced; there has been a steady drain since the war started on the supply of horses and mules throughout the world, and oats, corn and wheat have increased enormously in price. To increase production of human food under these conditions means that machinery must be used more extensively in farm work. Automobile and truck manufacturers have begun to turn to the manufacture of farm tractors, which are in urgent demand by European countries and by the United States. Many thousands of such tractors are needed at once.

Return load bureaus are being established in the Eastern States by chambers of commerce, boards of trade, war bureaus of State councils of defense and by motor truck clubs, to insure the operation of motor trucks at full efficiency. The function of these bureaus is to bring together operators whose trucks ordinarily return empty after delivering a load, and shippers who are having difficulty making shipments by rail are glad to avail themselves of the opportunity to have a load carried by truck over the highways.




**One ounce of edible meat—**  
lean meat, fat and lean, suet or  
fat, trimmed from steak, chop or  
roast—  
A One-inch cube of meat weighs about One Ounce.


If saved every day by each of the  
1,600,000 families in Canada  
would mean a daily saving for the  
soldiers and our allies of 100,000  
pounds of meat,

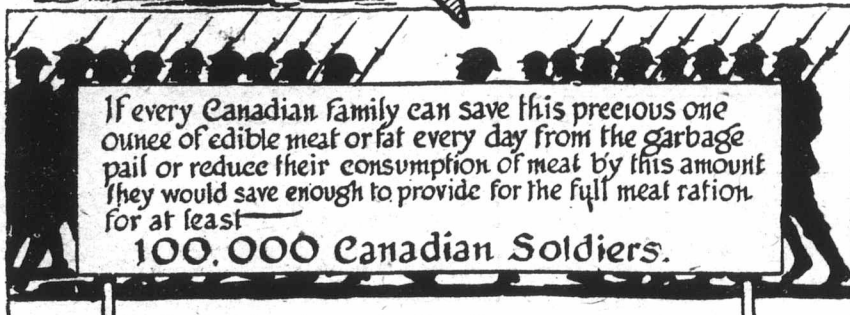
or a saving in one  
year of—  
**36,500,000**  
pounds of valuable  
animal food.

This saving represents the  
meat from at least 90,000  
steers of average dressed  
weight—



or from more  
than 290,000  
hogs.





If every Canadian family can save this precious one  
ounce of edible meat or fat every day from the garbage  
pail or reduce their consumption of meat by this amount  
they would save enough to provide for the full meat ration  
for at least  
**100,000 Canadian Soldiers.**