

General Motor Trade News Of Detroit and Other Centres

Paige Co. Does Big Business —Trade Conditions in West Good for Motor Makers.

(Special to The Sunday World).
DETROIT, April 24.—Owing to the large amount of work before the standard committee of the Society of Automobile Engineers, the membership of several of the divisions has been increased. R. S. Line, engineer of the Hyatt Roller Bearing Company, has been added to the ball and roller bearing division, Frank Conrad and T. H. Schoepf, both of the Westinghouse organization, have been added to the electrical equipment and electrical vehicle divisions respectively, and W. A. Frederick, Continental Motor Manufacturing Co., H. F. Herst, Brown-Schappe Gear Co., and W. H. Strickland, Peerless Motor Car Co., have been added to the miscellaneous division.

Joe Warren formerly of Detroit, and now with the Twin Cities Automobile Co., Minneapolis, has found business conditions in the northwest surprisingly good, dealers having doubled their wholesale and retail business over last year.

Work has been started on the big half-million dollar assembling plant of the Ford Motor Co., at Buffalo, and bearing extraordinary delays this will be opened early next year.

A. R. Fardington, vice-president of the Lincoln Highway Association, was amazed at the highway enthusiasm all over the south, and at the late convention held at Chattanooga, said that the "made in Indiana" way of building the Dixie Highway from Chicago to Miami, Florida, would mark the dawn of a new era in the southern road building cause, providing a most valuable feeder for the Lincoln Highway. Mr. Fardington illustrated this enthusiasm by the story of the Nashville delegation which appeared at the convention with guarantees of 150 miles of the highway between Nashville and Chattanooga.

W. F. Smith, general sales manager and secretary of the Briscoe Motor Co., of Jackson, Michigan, is touring the United States, visiting all Briscoe distributors, and is at present in the eastern section of the country. Mr. Smith reports that the company has over 100 dealers in 1915.

W. R. DeVoe, assistant sales manager of the Argo Motor Co., of Jackson, Michigan, has found that there is a great demand for light cars of the Argo type abroad, and good business has been secured by the Argo Co. in England and Scandinavia of late.

Among the papers to be read at the motor truck convention to be held in Detroit by the National Automobile Chamber of Commerce on May 5 and 6, will be one on the "Advantage of Selling on Time Payments and How

Such Sales Could Be Handled." Motor truck makers and dealers have been most interested in this subject for a long time.

Statements were made in the east some time ago that another company had succeeded the Glibney Tire and Rubber Co., but H. L. Winter, Detroit representative, has received advice from James L. Glibney, president of the company, that these reports are untrue. The reports had it that another supply house had taken over the Glibney tire business. The confusion resulted from the fact that Mr. Glibney was once interested in the Glibney Motor Supply Co., of Philadelphia, and while in no way actively interested in that business today, Mr. Glibney still holds a stock interest. As a matter of fact, Mr. Winter says the company was never as busy building motor truck tires as at present and is having trouble in keeping track of the demands and maintaining night and day forces to do the work.

Henry Caldwell, known as "Hank" Caldwell, has been appointed automobile editor of the New York Tribune. Mr. Caldwell is a humorist and has for many years prepared the annual handbook for the "Big Village Boosters" outing at Fred J. Wagner's farm at Smithtown, Long Island.

Additions are to be made to the plant of the Regal Motor Car Co., at Berlin, and new machinery is to be installed.

Leo A. Cusson, the original organizer of the Kritt Motor Car Co., has joined A. O. Dunk of the Puritan Machine Co., Detroit, and is organizing a quick service department for repair parts for Kritt cars. Mr. Cusson was a member of the Bunce-Cusson Co., Michigan, distributors for Kritt cars.

R. P. Hough who was assistant manager of the Denver branch of the Ford Motor Co., has become a district salesman for Dodge Brothers, and will work out of Omaha under C. L. Hurst, the district representative.

The Union Trust Co., which has acted as temporary receiver for the Benham Manufacturing Co., of Detroit, has filed a petition asking for the dissolution of that company in the interest of the stockholders.

Reservations are being made for the midsummer meeting of the Society of Automobile Engineers which leaves Detroit June 14 for the Thirty Thousand Islands trip. At present these reservations are being made with Collier F. Clark, manager of the S. E. P. 1790 Broadway, and one of the leading members in the Detroit field said that he had received advice of a greater interest than ever in the annual event with a probability of a lack of accommodations for all desiring to take part.

An increase of 55,000 square feet of floor space will be gained by the Gravel Motor Body Co., of Detroit, thru the construction of an addition, 55 x 110 feet and three stories in height. The gain in total floor space of the company will be sixty per cent.

The plant of the Detroit Foundry and Manufacturing Co., has been purchased by the Peninsular Smelting Co., which will remove from the present location, 52 Baltimore avenue, to the new location at 1218 Hastings st., where it will have 11,000 square feet of floor space on one floor, and 90 x 166 feet in size.

Detroit brokers and investors are learning with interest that the Paige-Detroit Motor Car Company is becoming a near rival of the Ford Motor Company in the matter of prosperous business and rich profits for stockholders. With capital stock of \$250,000 closely held by 18 owners the Paige-Detroit has increased its dividends from four to seven per cent. a month, the payment for April having been at the rate of 84 per cent. a year, equivalent to \$210,000. Since taking possession of the modern factory plant erected for it on West Fort Street and McKinstry avenue by Willis E. Buhl, the company's net earnings are said to amount to about \$750,000 a year, leaving surplus of about \$600,000 after dividends, while its car production is from 7000 to 8000 "fours" and "sixes." The stock has a par value of \$100. The last sale is said to have been at a much higher price. Much of the credit for the company's gratifying success is given to its officers and factory sales organization.

MOTORING

MADE FOR THE AUSTRIAN ARMY



AN AMPHIBIOUS MOTORCAR—THE INVENTION IN USE ON LAND AND ON THE WATER.

Railway Boards Work a Multitude Of Little Tasks

Work in Tariff Branch Not Much Less Than That of U.S. Interstate Commerce Commission—Accidents Are Investigated, Rolling Stock Inspected, Plans Passed and Crossings Protected.

AT A RECENT meeting of the Finance Forum in Toronto, Mr. S. T. McLean, formerly professor of political economy at Leland-Stanford and Toronto Universities, and now one of the most prominent members of the Board of Railway Commissioners for Canada, delivered an important address on Railway Regulations. When introducing his subject Mr. McLean described the transportation problem in Canada as a very large one. In 1914, Canada had approximately 2200 miles of railway in 1914, alone. Canada added about 2600 miles to its railway net work and today has a mileage greater than that of Great Britain. For every mile actually built, at least five more are authorized on the statute books, and the speaker mentioned the interesting fact that many of these seem to have Hudson Bay as a terminal.

Canada's problem now, Mr. McLean said, "in a great degree is to work up to the railways we have. Railway development has cheapened the cost of movement. Averaging the ten-mile rate received for all classes of goods, and the long and short haul, it is found that a dollar moves a ton of freight about 120 miles. Lower grade commodities which move in bulk are carried 250 miles at a dollar a ton. In highway transportation, the most neglected part of the Canadian field the average distance a dollar moves a ton is four miles—if motor traction, the distance is from six to seven miles. These figures, Mr. McLean remarked, give an indication of some of the problems the board has to deal with.

After touching on the choice in the matter of management which he explained is now between public ownership and private ownership, plus regulation, the speaker outlined the development of railway regulation in Canada down to the establishment in 1903, of the Board of Railway Commissioners. Originally composed of three members it has now six who can be divided into sections, acting independently. To some extent its functions have been conditioned by the older railway committee, and the government, and the latter's political responsibility is still retained thru the provision of an appeal from a decision of the board to the governor-in-council, and the governor-in-council, of his own motion, has also power to review or rescind or vary the action of the board. Appeal is also allowed to the supreme court of Canada on questions of law.

Mr. Maclean then proceeded to explain the powers of the board whose jurisdiction begins whenever the route of a railway has been approved by the minister of railways. The board may vary the route a mile either way, but no more. A very important matter is that of railway crossings, regarding which the board has laid down certain standard requirements intended to ensure easy grade and safe and convenient approaches, and yet another matter of importance is the location of stations, and the company must file a plan showing these and the types of stations proposed. All municipalities interested are served with copies of the plans lodged and are given opportunity to forward objections. Then all bridges have to be approved and, finally, when the road is ready to open an inspection is made to ascertain exactly what condition it is in.

Coming to the actual working of the road, Mr. McLean then described the provisions made for the public safety, as, for example, at highway crossings. Dangerous features that arise are as far as possible eliminated by such means as diversion of the road, the installation of electric bells, speed limitation, erection of gates or separation of grades. Railways constructed after April 1, 1909, pay the full cost of protection—if before that date the cost is divided. Some years ago parliament created a fund of \$250,000 a year for a period of years, known as the grade crossing fund, out of which the commissioners may give grants in aid of protection. Other provisions are necessary when one railway wishes to cross another.

Inspect Railway Stock
The board also maintains a continuous inspection of the rolling stock. During the last year reported on no less than 110,000 freight cars were inspected and about ten per cent. removed from service. Boilers were also looked after and regulations enforced for the safety of the men working the trains. Last year 1639 railway accidents were investigated for the purpose of finding out how far they were preventable and how they occurred. Mr. McLean referred here to the extent to which individual carelessness adds to the accident list. Out of the 556 people killed last year one-half were trespassers.

94,000 Tariffs
So far Mr. McLean has dealt with the operating and engineering side. Coming to the question of rate regulation he mentioned that last year 94,000 tariffs were filed with the board while the Interstate Commerce Commission of the United States, only had 150,000. Tariffs are filed for freight, passenger, pullman, parlor, telephone, telegraph and express charges. Here



THE GASCH SISTERS AT THE WINTER GARDEN THIS WEEK. THEY ARE VERY OLIVER ACROBATS.



What 4 Years Did for This Hudson

The HUDSON Light Six came out first as a 1914 model. But two years had been spent in developing it, and two years have been spent on it since.

So this new model is the result of four years of refinement. Not only by Howard E. Coffin, its famous designer, but by our whole corps of engineers.

One result shows in its lightness—2870 pounds. It is the lightest 7-passenger Six. And lightness denotes refinement. Every needless pound is a crudity, due to wrong materials or less skillful designing.

Other results show in finish, luxury, beauty and equipment. Every detail in this HUDSON shows the final touch.

25-Million-Mile Tests

But the best thing those years have done is to prove that the car is right.

Over 10,000 owners have now driven this car, perhaps 25 million miles. Half of them have proved it two seasons.

All of those owners will vouch for this car. No mistake has developed, no weakness, no shortcoming.

Another great appeal in the HUDSON lies in pride of ownership. The HUDSON is the class car of its type. It shows its class. And the name HUDSON, in every mind, stands for the highest standards.

Another reason lies in HUDSON service. That means protection to you. It means constant satisfaction.

Now is the time—before the rush season—to find out which Light Six is best. HUDSON MOTOR CAR CO., Detroit, Mich.

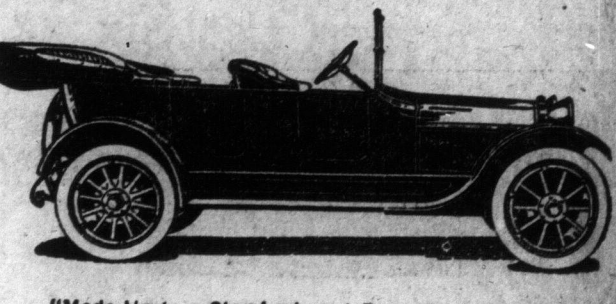
DOMINION AUTOMOBILE CO. LIMITED OOR BAY AND TEMPERANCE STREETS

Mr. McLean explained the process of sanctioning a standard tariff and the procedure adopted when a railway proposes to increase rates or to change classifications. All such proposals are sent to representative trade organizations and opportunities given to present their position. Then the matter is worked over in conference and finally comes before the board for formal settlement. Bills of lading again have been standardized.

Mr. McLean then described in an interesting way the variety of topics with which the board has to deal, involving mainly the question of reasonableness and the question of discrimination. Very nice points are raised as to the delimitation of territory. All matters coming before the board are dealt with either formally in hearings or informally by investigation, report or correspondence. From the organization of the board in 1904 down to the end of the year covered by the last report, 47,000 applications were received and about 90 per cent. were dealt with informally. During last year 5,600 cases were placed before the board and about 18 per cent. came to formal hearing, Mr. McLean then

gave some examples of small charges that had been exacted and funded after investigation the board paying as much attention to these cases as to weightier claims. In the closing section of his address, Mr. McLean considered the future of a lawyer before a regulation is made and mentioned that it is no practice to allow costs. He also stated that when a farmer appears with a complaint it is stated with an exactness and clearness that cannot be improved on.

Invitations to attend the motor truck convention in Detroit, May 5 and 6, have just been sent out by the National Automobile Chamber of Commerce. These have been sent to all the active established manufacturers of motor vehicles. Arrangements for the convention have been concluded by L. L. Pulcher, William E. Metzger and Alfred Reeves. Get acquainted before luncheons will be served each day at the banquet hall of the Statler Hotel, and there will be an entertainment for convention delegates for the first night.



"Made Up to a Standard—not Down to a Price"

You Want These Advantages

Beauty of line and finish. Because you know "first impression's" worth.

Power for every road.

Comfort, to make every mile unalloyed pleasure.

Convenience, to make motoring perpetual joy.

Economy of Upkeep—low fuel and tire expense.

Service from Factory and nearest Branch, that your car may always be in first-class shape.

A car Made in Canada, by Canadian experts, for Canadian roads. One that gives a dollar's worth of actual value for every dollar of its purchase price.

The Russell Six Gives You All This, and More

Ride first in a Russell—then in any other car.

Put them to identical tests. Compare their performance point by point. Compare them in design, construction, materials, workmanship, appearance, equipment, finish.

The Canadian-Built Russell is the Car.

Price \$1,750

Knight Models: Four-32, \$2,650; Six-48, \$4,500

ALL PRICES F. O. B. WORKS

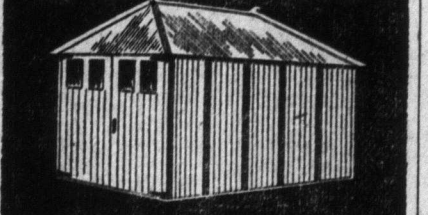
RUSSELL MOTOR CAR COMPANY, LIMITED

100 RICHMOND STREET WEST, TORONTO

EXECUTIVE OFFICES AND WORKS, WEST TORONTO

Factory Branches: Toronto, Montreal, Hamilton, Winnipeg, Calgary and Vancouver.

**YOUR \$78
GARAGE
\$88.00 ERRECTED IN
TORONTO**



9 feet by 178 inches long. Also made in larger sizes. Practical, artistic, economical. Pays its cost in a few months. Easily moved. See it at our office, Phone Parkdale 5300. Send for pamphlet.

**AB ORMSBY CO. LTD.
KING & DUFFERIN**

\$50,000 COULD NOT BUY A BETTER CAR THAN THE CADILLAC EIGHT

Canadian owners will assure you of the truth of that statement—and many of these owners are people who could pay \$50,000 for a motor car if they so desired.

The Cadillac is no longer a leader of class—it has created a world of its own.

It neither rides nor drives like any other motor-car.

But it is not only a revelation in performance, but its construction throughout is such as to earn the admiration of the most efficient engineers.

The record of the Cadillac Company in producing cars that endure year after year stands unapproached.

Long life in a car is assured by scientific design, intelligently selected material, workman-like construction, correctly-fitting parts, efficient lubrication and absence of vibration.

Cadillac cars have always been known for these qualities, and the "Eight" surpasses anything ever before achieved by this company.

There is no longer a question about the Cadillac "Eight"—it surpasses any motor-car the world has ever known.

HYSLOP BROTHERS, LIMITED

SHUTER & VICTORIA STREETS

TORONTO

Distributors