

Cleveland Plants, At Top Speed, Far Behind on Orders

Many Factories, Working at Capacity, Have Enough Business Booked to Keep Going for Some Months

Special Correspondent CLEVELAND, Nov. 15.—Prosperity is expressing itself in Cleveland in the operation of its widely diversified factories up to capacity.

Auto Companies Expanding Of all the industries here the twelve automobile companies are the most active in the point of expansion.

Cleveland is now in the midst of a period of unusual building activity. Fifty millions dollars worth of factories are being built.

Cleveland, too, is taking a leading part in the printing of national magazines which had temporarily suspended because of the collective activity of the periodical printers in this city.

Big Export Trade Expected Cleveland expects to do an annual export trade of \$200,000,000 and its business men are developing plans for handling this volume directly through the lake port here.

Better Labor Outlook Helps Metal Markets

Calling Off of Coal Strike Outweighs Unfavorable Developments and Prices Show a Rising Tendency

The hope of an improved labor situation as a result of calling off the coal strike gave strength last week to the markets for all metals except copper.

At the same time some fair inquiries for zinc for shipment this year have been put out by galvanizers who need metal for actual early requirements.

Additional financial and business news will be found in the main news section.

Investment Information

In this department The Tribune will throw the light of such information as is at its command on the investment problems of its readers. Questions of general interest will be answered in this column. Only initials will be used. Others will be answered by mail. Address all queries, including a stamped, addressed envelope, to FINANCIAL EDITOR, The Tribune, 154 Nassau Street, New York City.

For One Who Watches

These ten preferred stocks are chosen for investment for one who keeps in touch with affairs. All the companies have excellent dividend records extending over long periods.

1. Reading Company 1st preferred. Dividends \$2 per annum. Price about \$5, yielding 6.80 per cent.

2. American Western Railway preferred. Dividends \$4 per annum. Price about \$70, yielding 5.80 per cent.

3. Union Pacific Railroad preferred. Dividends \$4 per annum. Price about \$68, yielding 6.30 per cent.

4. American Sugar Refining Company preferred. Dividends \$2 per annum. Price about \$117, yielding 6 per cent.

5. American Steel Corporation preferred. Dividends \$7 per annum. Price about \$114, yielding 6.15 per cent.

6. American Car and Foundry Company preferred. Dividends \$7 per annum. Price about \$116, yielding 6.05 per cent.

7. United States Steel Corporation preferred. Dividends \$8 per annum. Price about \$127, yielding 6.30 per cent.

8. Central Leather Company preferred. Dividends \$7 per annum. Price about \$108, yielding 6.50 per cent.

9. Virginia-Carolina Chemical preferred. Dividends \$8 per annum. Price about \$118, yielding 6.80 per cent.

10. United States Rubber 1st preferred. Dividends \$8 per annum. Price about \$115, yielding 6.90 per cent.

To a Disgusted Speculator Question—I am disgusted with speculation. I want to take what I can get and put it where I can get it back when I want it, without

Helping the Doctor Question—I am a man of independent income from my business, and what follows relates to investment of my surplus.

Speculations and an Investment Question—Do you consider the following safe investments, or are they speculative?

Four Good Investments Question—What investment can you suggest in bonds or preferred stocks producing a liberal yield and fair security?

For a Widow Question—I have to invest a few thousand dollars for a widow. I want the highest rate of interest compatible with the highest form of security.

Question—I am interested in Perfection Tire and Rubber. Will you kindly answer through your column if this could be considered a good investment?

Question—I would greatly appreciate your opinion on the American Ship and Commerce Company. Do you consider it a wise investment?

Question—Two years ago I opened an account with a Stock Exchange broker. I have a monthly debit balance of \$100.00.

Question—I am holding some American Zinc common. Is there a possibility of their paying a dividend?

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Alcohol, perhaps Chandler Motors, on a partial payment plan? Or what would you counsel as investment of one who could lay by about \$50 monthly and start out with a payment of \$1,000?

Answer—The three stocks you mention appear to be altogether too speculative for a wage earner.

Question—Do you know any reason for the setback in Gaston, Williams & Wigmore? What is the business prospect of this corporation?

Answer—If you really intend to invest in the market, you should not purchase some good preferred stock, like United States Steel, Standard Oil of New Jersey, United States Rubber, or Central Leather?

Question—Will you give me some information about the Standard Oil and Refiners that was put on the market for a while, but has since been withdrawn?

Answer—If you wish to have stock placed in your name, you should inform the broker of your wishes, and he will have it done for you, using the transfer stamps on the sale made to you.

Question—I have \$500 to invest and I have been advised to buy four stocks as follows: Hupp Motors, \$134; Haas-Roy, \$120; United States Steel, \$100; and Standard Oil of New Jersey, \$145.

Question—Will you please give me information regarding stock privileges. I understand a call is long and is put on the market, but that you pay a certain premium for the privilege of covering a certain number of days.

Question—Which of the Standard Oil stocks do you consider the best investment? For what dividend return?

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The company in well managed and has a good dividend record. The stock, however, is speculative, although present dividends (\$8.50 a share) appear to be safe enough.

Answer—There does not appear to be much probability of a dividend on American Zinc, unless the company can do much better than recently.

Question—I am in possession of twenty-five shares of Washburn preferred and purchased at 65. Would you recommend selling at the market and reinvesting in something else?

Answer—We believe that Washburn Railroad will see better days before very long.

Question—I recently bought 400 shares of Anglo-American Oil at \$25 a share. I am now at a loss. I am not sure if it is a speculation and I do not intend to keep it long.

Answer—If you purchased your Anglo Oil for speculative purposes only, you appear to have a handsome profit at present.

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Automobile Subjects

L. M. P. Campaigns For the Safety Of Schoolboys

Motorists Organization Cooperates With Commissioner of Education in Working Out Caution Plan

"Anthony Lapino, nine, of 65 Houston Street, was killed in the street in front of Public School 1, 205 Elizabeth Street, yesterday when he tried to catch the tailboard of a truck loaded with bags of nuts.

After reading of Anthony's death, the league communicated with Dr. J. H. Finley, Commissioner of Education of the State of New York, and asked his cooperation in having a course in the manner so coldly and tersely described, afford a lesson to other boys in front of public schools whose energies prompt them to catch the tailboard of passing motor trucks.

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Automobile Subjects

Harry Houpt Engages Knox as Sales Manager

Nationally Known Advertising Figure Now Identified With Hudson and Essex

Harry S. Houpt, president of the Hudson Motor Car Company, Inc., New York, has broken into the national advertising field in order to secure the services of a man to promote the intensified sales and publicity plans outlined by him for 1920, which he intends to make an unprecedented year in the sale of Hudson and Essex motor cars.

This is probably the first time such a move has been made by a local concern. However, the volume of business already secured by Mr. Houpt is of such magnitude as to attract the interest of a man whose experience has covered the promotion of sales and the direction of advertising of merchandise having country-wide distribution.

R. W. Knox, advertising manager of the Columbia Graphophone Company, formerly assistant general sales and advertising manager of the Loosier-Wiles-Biscuit Company, and later in

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Automobile Subjects

"Farm to Table" Week Is New Market Plan

Motor Out to the Country and Fill Your Baskets, the Aim of a Movement Started Last Saturday

"Farm-to-table" week, November 16 to 22, has been designated by the automobile industry for a nationwide demonstration of the readiness and willingness of city motorists and the farmer to get together in relieving the acute situation. The idea is enthusiastically supported by hundreds of automobile and accessory manufacturers, thousands of car and tire dealers, and by scores of women's clubs, chambers of commerce, automobile clubs and state groups.

"Motor to the country and fill your market baskets" is the slogan adopted by the allied combatants of H. C. L. From reports received from various "farm-to-table" headquarters literally swarms of autojags will take the road during the week. So pronounced has been the indicated response on the part of car owners, leaders in the movement are taking steps to inform not only the farmers along the beaten highway routes and paved roads, but as well the farmers along the small country lanes and out-of-way roads as well, lower on the less traveled roads, and the supplies just as plentiful, thousands of car owners are expected to explore further than the usual routes. Thus, more farmers and more city consumers will be served by the movement. The success of the undertaking is largely up to the farmer. He can make or break his chances for future trade of this character. If his prices are no lower than those charged in the city he will not receive the fullest cooperation from the city motorists. In fixing his prices the farmer should bear in mind that when the city man comes to his gate he is saved the expense and time of transporting his goods to market, and that the city man is spending his time, gasoline and tire wear to help move and rescue his produce.

"Farm-to-table" week has many attractions for the city car owner. Aside from the feature of reduced prices of butter, eggs, fruits and vegetables there are other benefits. He can make or break his chances for future trade of this character. If his prices are no lower than those charged in the city he will not receive the fullest cooperation from the city motorists. In fixing his prices the farmer should bear in mind that when the city man comes to his gate he is saved the expense and time of transporting his goods to market, and that the city man is spending his time, gasoline and tire wear to help move and rescue his produce.

"Farm-to-table" week is a 50-50 proposition. The farmer furnishes equipment consisting of a roadside market and a blackboard of signs for his wares and reasonable prices for same. The motorist's equipment is his automobile and a few hours' leisure time.

Refinements and Detail Improvements in Latest Design

Perhaps the two most important changes in the 1920 Rolls-Royce relate to the rear cantilever springs and to the radiator. As regards the last named, this now has a cooling block of the true honeycomb variety, and is no longer of the corrugated tubular pattern formerly employed.

New Departure in Leaf Springs

The rear springs are almost startling in their unique appearance for the policy of fitting a large number of very thin leaves has been abandoned in favor of installing a comparatively small number of leaves of considerable thickness.

The contour of the leaves is peculiar, for their ends are not rounded as is customary. The extremity of each leaf tapers slightly, but presents to the eye the appearance of a straight shaft at right angles to the longitudinal axis of the spring; thus, the leaves have a blunt-ended appearance.

An easily manipulated adjustment for the foot pedal is provided by means of a milled-headed hand wheel protruding under the main frame member above level with the driver's seat.

A special cylinder primer for rendering engine starting more easy in cold weather is fitted, this taking the form of a small bore pipe drawing fuel from the bottom of the float chamber and discharging it in the form of a fine spray into the center of the induction branch; the necessary air pressure to produce the spray is obtained by the operation of the ordinary fuel tank hand-operated pressure pump.

It is noticeable that the capacity of the gasoline tank has been increased to the medium of sixteen gallons. The Rolls-Royce electrical starter is stowed away inconspicuously close to the rear side main frame member and conveys its drive through the medium of a chain to a sprocket at the forward end of the gear box shaft.

For a number of years the Rolls-Royce representation in New York has been in the capable hands of Robert