

WATCH OUT FOR THE BALLOT RACERS

New French Cars Built Especially to Win Big Indianapolis Race.

The inside story of one of the most marvellous achievements in sporting history...

When the Ballot organization was approached with the problem of building four racing cars...

During the entire time that the Ballot cars were under construction...

In their road tests the cars proved themselves much faster than had originally been anticipated...

In every detail the cars were constructed exclusively to win the Indianapolis race...

These facts are amazing. The Mitchell engineers and specialists have worked two years to create a new-type Six...

They have worked out over 100 improvements—some of them costly improvements. They have added 50 per cent to the strength, 75 per cent to endurance, 25 per cent to economy.

They have added new beauty, new comfort, new finish, a new top. They have added features—like the thermostat— which will save vast amounts to the owners.

They have done all this while rival cars stood still. Yet this new Mitchell under-sells every like-class Six.

Scientific Methods. You have heard a great deal about Mitchell efficiency, but you never have seen an example like this.

Costly Standards. We have taken a strong car and added 50 per cent to the strength. That means much added cost.

GRANT SIX. Quality is not so awfully common as you might believe from the reckless use of the word.

New Home of Paige Service.



Lawrence C. Dalley of Dalley Brothers, the well known Paige-Detroit distributors in the East...

MORE CHANDLERS ON THE WAY

Hulett Goes to Cleveland to Harry Deliveries. Upon his return yesterday from a trip to Cleveland, J. B. Hulett...

"It means that we are on our way toward a solution of our delivery problem," said Mr. Hulett.

PREDICTS EXPORT DEMAND.

Sales Manager Says Haynes Car Is Liked Abroad. "American made automobiles are gradually coming into their own abroad...

"Just now we are not, of course, in position to take care of any great amount of foreign business, but we are utilizing the time to build up our foreign sales organization."

WILL SURELY SOLVE THE FOOD PROBLEM

Truck, Tractor and Good Roads Will Do the Trick Thoroughly.

By E. A. WILLIAMS, JR., President of the Garford Motor Truck Co.

The truck, the tractor and good roads! In a combination of these factors lies the solution to one of our greatest economic problems...

Each day we read of the seriousness of the food situation throughout Europe. We read of the thousands of tons of food being rushed to the stricken peoples and marveled where it all coming from.

The truck and the tractor, aided by improved highways, hold the solution. Just as in the recent war the truck and tractor came to the fore and made themselves prominent factors in the allied victory...

The war established beyond any reasonable doubt the utility of the truck and the utility of the tractor. It brought out in a most forcible manner the necessity for good roads.

Prior to the war the tractor was thought of chiefly as a modern piece of machinery, no doubt most useful, but expensive and beyond the reach of the average farmer.

When the railroad proved unequal to the task of transporting supplies at the rate of keeping with production and demand the truck was driven into the breach.

This country and abroad their work after all was handicapped by a lack of good, substantial highways equally serviceable in winter and summer.

A statistician has estimated that more than 100,000 tractors are in operation on the farms of the United States at the present time—an increase of more than 50 per cent over those in use at the beginning of 1918.

Scarcely an article of food that reaches the table today, particularly in the cities, but is dependent more or less upon truck transportation.

Several of the larger packing plants operate specially designed refrigerator trucks to cities many miles distant.

Produce and commission men are utilizing the truck as never before for both incoming and outgoing shipments.

The necessities of war revolutionized these more or less general ideas. With the country facing the problem of increasing food production, notwithstanding a shortage of labor, the tractor was pressed into service.

When the railroad proved unequal to the task of transporting supplies at the rate of keeping with production and demand the truck was driven into the breach.

Nothing can stop the advance of the era. It is an automotive age. With the march of the truck good roads will and must come. There is no alternative.

portation of food since the conclusion of hostilities. Without the aid of the truck the railroad probably would have been unequal to the task of transporting commodities during the last few months.

We often lament the high price and seeming lack of food stuffs. It might be well to consider just what conditions would have been had it not been for the utilization of the truck, which is daily augmenting and facilitating transportation.

The advance of the truck and the tractor not only means the farming of additional acreage, but the release of a vast amount of land now necessary to feed horses and mules.

According to one writer five acres are required to feed one of these animals. The horse and mule in the country of the United States is estimated at 20,000,000. That means that 100,000,000 acres of land are necessary to raise sufficient food for all the horses and mules in the country.

Say that 75 per cent of these animals are replaced by trucks and tractors. That will mean the release of 75,000,000 acres of land for the raising of food-stuffs.

It is universally agreed that those famous twins, Supply and Demand, regulate the price of food articles. The possibilities are that there will be no let-up in the demand, but with the expansion of the source of supply prices should approach a more normal basis.

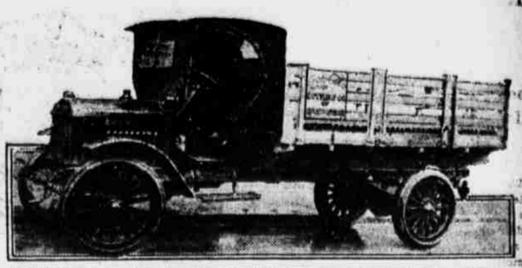
As time goes on, newer fields will be opened up by means of the truck, tractor and improved roadways. This will take care of the ever growing demand.

This expansion will not be limited to the United States. Already American enterprise is invading foreign fields, uncovering hidden wealth. These new fields must be developed, and the truck and tractor will provide the most efficient means.

The caravans of northern Africa, the oxen of Egypt and China, the jinrikishas of Japan and the mule-packs of South America, the carabao of the Philippines, are doomed to become obsolete. They already are being replaced by trucks and tractors just as horses and mules have been replaced by these motor-powered factors in the United States and Europe.

Nothing can stop the advance of the era. It is an automotive age. With the march of the truck good roads will and must come. There is no alternative.

One of Day-Elder Big Fleet.



Colt-Stratton Company, metropolitan distributors of Dodge Brothers motor cars and Day-Elder motor trucks, have just closed the sale of a large number of Day-Elder trucks...

TREMEMDIOUS CAR DEMAND. CAR OWNERS' SERVICE DEPARTMENT.

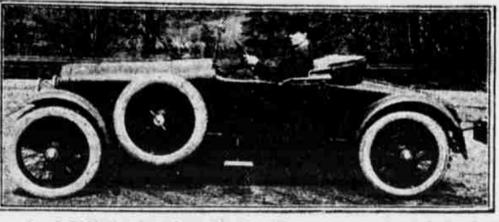
There is at the present time a shortage of passenger cars," says W. C. Poertner of the Poertner Motor Car Company, local distributors for National and Scripps-Booth cars.

"But even with the factories turning out automobiles at their normal pre-war rate, there would not be sufficient cars to satisfy the present demand. This demand is so tremendous and insistent that another burden has been put on the shoulders of the automobile builders, who have gradually lightened their charge of production load until it now weighs very little.

"With all Government contracts completed, the National company, for example, must now exert every resource to fill orders from distributors and dealers that have been on the books since early spring. This will require more than just a normal output. It means the building of more cars during the next six months than ever were built in the National factories during a half year period.

"If any one doubts that the present demand for motor cars is anything but tremendous, all he needs to do is to study the statistics, which show that the orders taken in the first three months of 1919 exceeded in number the cars sold during the entire twelve months of 1918."

Peerless "8" With Special Sport Body.



An 8-Cylinder Peerless fitted with a snappy sport body built by the Royal Motor Body Company. This is an aluminum body and is fitted with specially designed crowned bicycle fenders of hand hammered aluminum and has no running boards.

Oldsmobile Economy Truck

The Truck of a Busy City. A TRUCK BUYER must have confidence in the ability of the manufacturer and the quality of his product before it can be said that he is satisfied.

THE CONNECTING LINK is the long record as successful and profitable manufacturers of motor cars over a period of twenty years by the Olds Motor Works of Lansing, Michigan.

NOTE THE PNEUMATIC TIRE EQUIPMENT—35x5 Goodyear Cord Tires. Pneumatic tires mean speed and speed in delivery means profits.

EASY ACCESSIBILITY to important parts insures consistent economical service. AND YOU HAVE at your service an organization familiar with your requirements—the Hayes-Diefenderfer Co., Inc., which leads in the metropolitan territory in the light delivery field.

THE PRICE OF the Chassis with Electric Lights, Starter, Horn, Tools and 35x5 Goodyear Cord Tires all around, is \$1,250, f. o. b., Lansing, Mich. We have a special line of bodies for this chassis.

IMMEDIATE DELIVERIES HAYES-DIEFENDERFER CO., Inc. 1872 Broadway, New York City. Telephone Columbus 5436



An excuse is of little value when deliveries are late. Bethlehem Dependable Delivery makes excuses unnecessary. 1 1/2 ton chassis \$1965, 2 1/2 ton chassis \$2365, 3 1/2 ton chassis \$3465. F. O. B. Allentown, Pa. GRAHAM BROS. SALES CO. of New York, Inc. Service Station, 605 W. 51st St. W. O. Crabtree, 1890 Broadway.



Save Time, Money and Men. Warner Four Wheel Trailers for general merchandise transportation and Warner two wheel pole trailers for hauling long length materials are in successful operation throughout the Metropolitan district and every section of the country, producing a reduction of motorized haulage costs.

Let us demonstrate to you Kaufmann-Stowers Co., Inc., Circle 5695 1776 Broadway Service Station 534-38 W. 49th St. Bronx Branch 2468 Grand Concourse Fordham 5922

New Mitchell Sixes New Victory Model 100 New Conceptions

The Lowest Price In This Class—Yet the Only New-Grade Six

Mitchell Motors Company advertisement detailing features like 'Leak Detector', 'Scientific Methods', and 'Costly Standards' for the Mitchell Six and Victory Model.

L.W. MULFORD CO., Inc. Broadway at 61st St., N. Y. Phone Columbus 8972. Brooklyn Sales Rooms and Service Station 800 Sterling Place

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