

## TELLS STORY OF FORD'S WAR WORK

SON TESTIFIES FATHER CUT PRODUCTION COSTS AND GAVE NATION PROFITS

MT. CLEMENS, Mich.—There are many interesting pages in the story of how America, turning from the ways of peace, threw her sons and her resources into the wavering scales of world combat and inclined them to the side of justice and liberty. No greater record of achievement was ever written than this tale, and no single instance, it is safe to say, is

more striking than that written in the plants of Henry Ford.

The story of how Ford and his vast army of workers helped put the punch behind the mailed fist with which America struck at the forces of autocracy and militarism came out for the first time in the Ford-Tribune libel suit in answer to the Tribune's charge that after the United States entered the war the Ford organizations made great profits at the expense of the government.

Edsel Ford, the 25-year-old president of the Ford Motor Company, appeared on the stand in the Ford-Tribune libel case as a Tribune witness in answer to a subpoena. During his examination he was subjected to a long grilling on the work of the Ford factories during the war. The contention of Tribune counsel was that Henry Ford had made huge profits from the manufacture of war materials. Armed with a comprehensive knowledge of the work of his concern and backed by records and figures, young Mr. Ford proceeded to show:

That Henry Ford offered every faculty at his command to the government when this country broke off relations with Germany;

That Henry Ford was prevented from turning back all the profits on government work by the minority stockholders;

That when he could not get the minority stockholders to agree to manufacture war materials without profits, Mr. Ford turned back his family's share or 58 1/2 per cent.

That the Ford Motor Company developed new processes which it did not patent but gave to the government;

That the company broke all production records and repeatedly made war material for less than the contract price, and that the company voluntarily turned back to the government the savings thus affected in the cost of manufacture.

Cylinders for aeroplane engines, which formerly cost \$20 each, were turned out by the Ford company for \$8.25 and later for \$8. One million cylinders were built.

A new method of making bearings for aeroplane engines was developed. This method permitted the interchanging of bearings, eliminating hours of hand fitting.

A contract for artillery caissons was accepted. The government was willing to pay \$1,200 for each caisson. Ford made them for \$700 turned back the \$500 which he saved and cut his profit from \$120 on each caisson to \$70.

A contract for finishing 2,000,000 helmets was given to the Ford company. The contract price was 30 cents. Ford developed a process of using cork instead of sand glare and then turned the helmets out for the government at seven cents each.

The armor used on tanks was so heavy that the machines were hard to move. The Ford company developed a new process for making this armor which cut the weight down 50 per cent without injuring the projectile resisting qualities. It built 15 tanks for the government and the performance of these machines met with such approval that the government asked for 15,000 more. The armistice put a stop to the work.

Henry Ford suggested the Eagle boat to Secretary Daniels, and in his first letter on this subject offered to build these craft without profit.

Six thousand tractors were sold to the British government at cost.

The Ford hospital, one of the largest in the country, was turned over to the government for \$1.00 a year. Ford factories and offices in many parts of the country were taken over by the war department for nominal rental.

Henry Ford, out of his own pocket, added \$1,800,000 to the amount which the government allowed him for the building of the Eagle boat plant. He has never been reimbursed.

The government has owed Ford as much as \$32,913,328.98. As late as last February the government still owed Henry Ford \$11,596,375.73. He did not charge the government interest on these millions.

### HONOR BUTTONS READY FOR ALL IN WORLD WAR

All Men Enlisted After April 6, 1917, Are Entitled to Official Insignia.

WASHINGTON, D. C.—The victory button commemorating service in the world war is now being distributed by the war department to every man enlisted in the American force since April 6, 1917.

Two hundred thousand silver buttons have been manufactured for distribution to men wounded in the war. Approximately 500,000 bronze buttons for men who served abroad but who were not wounded, have already been manufactured. Manufacture of the bronze buttons will be continued at the rate of 250,000 a week until all the demands are supplied.

These buttons can be obtained at the various army posts, recruiting stations and zone supply offices upon presentation of honorable discharge.

The war department is negotiating contracts for the victory ribbon and stars and bars to be issued to those who served in world-war engagements and those who received citations for valor. Approximately 507,000 yards of this ribbon will be manufactured at the rate of 15,000 yards a week.

## SALESMEN QUIT WAITING LONG TIME FOR TRAINS

Make Quick Trips at Reduced Cost Now in Light Business Car.

To eliminate expensive selling methods, many wholesale houses have equipped their sales forces with light delivery cars, with the result that their representatives have been able to triple the number of towns visited, carrying their samples with them.

This growing practice bids fair to alleviate to a great extent the troubles of the traveling salesman. Isolated towns and once-a-day railway trains have made many a salesman throw up his hands in disgust and desert his profession for fields less wearisome and nerve wrecking.

Not only did such railway facilities tend to reduce the ranks of the traveling salesman, but they were responsible for an increased selling cost of dry goods, shoes, groceries, hardware, hats and similar staples. Using the railroads, the salesman was able to make but one town a day, where several hours were sufficient to call on the trade. The remaining hours were spent in enforced idleness with the result that weekly hotel bills and expense accounts soared.

But the development of the motor car, and, particularly the light commercial car, is rapidly doing away

with these old-fashioned methods of wholesale selling. An interesting sample of the successful use of such a car is that of B. A. Rives, a shoe salesman in southeastern Alabama.

In August, 1918, Mr. Rives bought a Dodge Brothers business car and abandoned the southern railroads as a means of covering his territory. Since that day the car has been in continual use, carrying the salesman, driver and a bulky 700 pounds of samples. To the Dodge Brothers dealer from whom the car was purchased, Mr. Rives wrote:

"I find that I can make nearly three times as many towns in a week as I formerly could by railroad and the weekly expense is no greater. The pulling qualities of your business car cannot be excelled, and the upkeep for the time that I have had it has been too little to count. The pleasure of not having to wait for trains would overbalance the entire expense of the car. Refer any of the boys on the road to me if they have a heavy load and want to go along without any trouble."

### Choose New Physical Director.

Meeting at Seabeck, the directors of the Olympia Young Men's Christian Association last week elected Earl Brittain physical director. Besides Mr. Brittain, 16 local people attended the school at Seabeck conducted by the association. They were: Mr. and Mrs. Glenn S. Cottle, Mr. and Mrs. Edgar H. Burwell, Mr. and Mrs. Ray Wood, Mr. and Mrs. J. B. Stentz, Mr. and Mrs. M. W. Melvin, Miss Elva Junk, Fred W. Stocking, Millard

Lemon, P. M. Troy, W. M. Duncan, and A. H. Christopher.

Rev. Van Der Maaten, who reached Camp Lewis recently with a troop train as a "Y" transportation secretary, conducted the union services at the United Churches Sunday evening, speaking on "The Kind of Christian-

ity Needed to Meet the Present World Needs." Rev. Van Der Maaten is a Presbyterian minister and entered the "Y" service at the outbreak of the war as religious work director at Camp Taylor, being later assigned as transportation secretary. In that capacity he crossed the Atlantic 18 times with troop ships.

## "Listen!" says the Good Judge—

"And remember it, too."

The better the quality of your chew, the more you'll enjoy it.

You'll get more out of your tobacco money, too—you'll save part of it for something else. A small chew of this quality tobacco tastes good—and it lasts and lasts.



### THE REAL TOBACCO CHEW

put up in two styles

RIGHT CUT is a short-cut tobacco

W-B CUT is a long fine-cut tobacco

### HOUSEWIVES, READ THIS OVER

We want you to realize market conditions on coffee, canned milk, soap and shortenings or fats.

Owing to heavy frosts in Brazil and speculation, high grade coffees, such as Gold Shield, Hill's and M. J. B., will cost us just about what we are retailing them for today; namely, 60c per lb., 3 lbs. for \$1.75. You will save 10c or more per lb. by buying a good supply now.

Babies in Europe are without milk and hundreds of thousands of cases are being exported; hence our higher prices at home.

Europe is taking all the fats it can get, and we have to buy in a constantly rising market; it advances 2 or 3 cents per lb. each week. Soap is made from fats and will go much higher. Buy a case of us now and save yourself money.

Come in and let us show you how to save in your grocery buying.

## Barnes & Bowen

GROCERS AND BAKERS  
PHONES 48 AND 49

## at Dickson Bros. Co.

1120-1122 Pacific Ave. TACOMA

### YOU'LL FIND

every kind of underwear, from a Nainsook Athletic union-suit with no sleeves and knee length to a light weight wool suit.

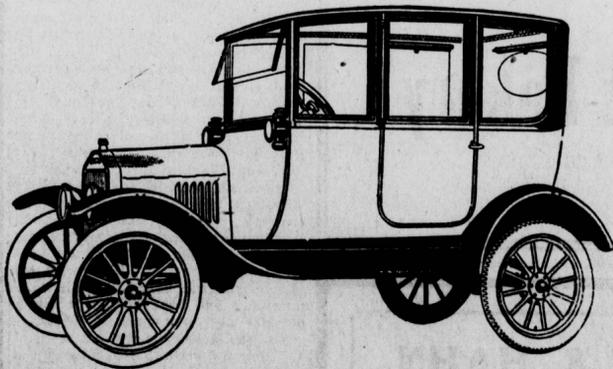
The big business is done in the light weight rib union-suits, of which we have three grades:

- "COOPER'S"
- "CLOSED KROTCH," at \$2.00 a suit;
- "RICHMOND," which is a decided improvement over the old "Porosknit," at \$1.50 a suit,
- and a mighty nice white suit, very light weight, at \$1.25.

In the better grades we have quarter sleeves and three-quarter legs, in addition to the regular full length garments; the three-quarter leg is particularly good for a short or a stout man.

We have in the Athletic underwear, "B. V. D.," at \$1.75, "COOPER," at \$1.50, and "MONARCH," a good, full cut suit, and about as good as any of them, at \$1.25.

We're glad to see you any time.



## Ford

THE UNIVERSAL CAR

Has proven to the world that it is the SERVICE behind an automobile that counts.

Ford owners are enjoying the greatest service behind any automobile in the world.

Reasonably priced parts can be procured everywhere.

Trained Ford Repairmen at all Authorized Ford Sales and Service Stations.

### ST. JOHN & TITUS

AUTOMOTIVE DEALERS

THREE GARAGES FOR SERVICE—OLYMPIA, TENINO, CENTRALIA

