

# Do YOU want to make \$500 grow into \$20,000, as many others HAVE done?

**H**ERE is an opportunity for you to make a sound, safe investment in a dividend paying Preferred Stock, yielding eight per cent per year. But WITH the preferred stock goes COMMON stock which means a full share in the PROFITS.

These are the securities of an established, very successful and rapidly growing Motor Truck Company whose sales are expanding every week. Its net earnings for LAST year were very considerably more than the amount of the dividend on the Preferred Stock. The NEW BUSINESS now in hand will earn the Preferred Dividend many times over.

By all the rules which govern sound investments your money is SAFE in the Preferred Stock. The Common Stock may do for you what Billy Grove's common stock did for him.

Billy Grove was a clerk in the Downey House, Lansing, Mich. In 1904 he put \$1,000 in the original issue of Reo Motor stock. To-day his fortune is counted at \$119,000. There are many like Billy Grove who enjoy incomes of thousands of dollars every year from the COMMON STOCK of automobile concerns which cost them but a few hundred.

### A Few Examples.

In eight years the investment of \$1,000 in stock of the Chalmers Motor Company grew to \$16,986 stock and earned \$9,297 cash dividends. In six years \$1,000 stock of the Stutz Motor Car Company of Indiana grew to \$2,000 stock and earned \$21,750 in cash dividends. In the Hudson Motor Car Company \$1,000 stock grew to \$20,000 stock in FOUR YEARS and in addition the company paid cash dividends which have not been made public. In the Hup Motor Car Company \$1,000 stock grew in seven years to \$40,000 stock and earned \$48,160 cash dividends.

In the Reo Motor Car Company in thirteen years \$1,000 stock grew to \$12,000 stock and earned \$12,850 cash dividends. In addition the company in 1913 distributed to its stockholders \$600,000 stock in the Reo Motor Truck Company, equal to a 30% dividend, and THEN, afterward, paid a 7% cash dividend on the stock of the Truck Company.

Due to the rapid growth of the Motor Industry it has been customary for concerns with large earnings to declare stock dividends to stockholders. Thus a company with 10,000 shares of common stock and net earnings of \$3,000,000 for the year would be able to pay a cash dividend of \$3,000 to each owner of \$1,000 of common stock. But rather than make such an unbalanced payment they would probably—as they frequently do—first increase the capitalization and give each owner of \$1,000 of common stock perhaps \$10,000 MORE common stock and THEN pay a cash dividend of 25%, giving him \$3,000 in cash on the common stock which he then owned. Its MARKET value, or the price a stock paying such dividends should bring in the case the owner wanted to sell it, would probably be about \$44,000. One good year with business conditions prosperous has enabled not a few automobile companies to make net earnings of OVER \$3,000,000. That is how so many comfortable fortunes have grown from very small investments in the MOTOR Industry. That is why it is entirely possible for YOU to place \$500 in the Preferred Stock we offer you, have your money safely and soundly invested with an excellent opportunity to have the COMMON stock which goes with the preferred grow to \$20,000 or more in a time not far distant.

### Motor Truck Profits.

In the Federal Motor Truck Company \$1,000 stock grew in six years to \$30,000 stock and earned \$12,180 cash dividends. What the automobile concerns did in the way of large earnings the successful Motor Truck Companies are JUST BEGINNING TO DO.

The war has revolutionized the use of Motor Trucks and the movement of freight, raw materials and merchandise. Every one knows that Motor Trucks won the war, that their wonderful mobility, strength, lasting qualities and great carrying capacity enabled us to arm, equip and maintain over three million men with unheard-of speed and that the armies and peoples of all Europe learned the need and value of Motor Trucks just as we learned it. What few of the general public know is that the vast, but exactly tabulated, records of war use show that a horse or mule CONSUMES twenty-five per cent as much as it PRODUCES. A standard Motor Truck consumes LESS than ONE PER CENT as much as it produces, and this consumption includes operation, maintenance, repairs and replacements. Moreover, the life of a Motor Truck working at full capacity every day is twice as long as the life of a horse or mule working at full capacity every day. During the war horses working at maximum capacity for ten consecutive days were often killed by the strain of those ten days.

Now that the war is over the whole world has waked up to the imperative need of Motor Trucks. Europe has never learned quantity production of automobiles or trucks. South America, Africa and Asia

are not machinery manufacturing countries. America is the Motor Truck builder for the world.

### Unparalleled Demand.

The demand for trucks for commercial use THIS YEAR is greater than ALL the trucks built in this country for private use in the last FOUR YEARS. Just as the freight carrying business of the railroads entirely dwarfed the passenger carrying business, so the demand for the freight carrying motor truck is beginning to RUN AWAY from the passenger carrying automobiles. It is becoming so that a man CAN have a pleasure car if he feels he can afford it, but he MUST have a FLEET of Motor Trucks in his business or he cannot hope to equal the low costs of his competitors.

At the Chicago and New York Motor Truck Shows just concluded the Truck Company whose stock we offer you was besieged by Truck dealers who sought to place orders for more trucks for THIS YEAR than the company has manufactured in the last THREE years, and their output has been large.

You CAN'T turn the clock back ten years and buy the original issue of Reo stock and so run \$1,000 into \$119,000, like Billy Grove did. But you CAN secure stock in this Motor Truck Company which has the opportunity for growth and earnings in the next three years to a volume which should make pleasure car earnings look SMALL.

### Assets.

The Truck Company has a splendid property of 43 acres within 30 miles of New York City. Its fifteen buildings are the last word in modern construction. The assets directly behind the Preferred Stock we offer you are vastly greater than the outstanding preferred. Its facilities, buildings, machinery and equipment are all complete and are ready for an increase of output to FOUR TIMES the present output.

### Management.

Its management consists of men prominent in the Motor Industry since its inception, successful in the extreme and known throughout the nation. They are leaders in the industry and are particularly well known to the best dealers throughout the country, whose confidence they possess through many years of fair dealing and mutual profit. The department heads are men who have spent their lifetimes in quantity production and the workmen are of a grade so superior that it would be difficult to duplicate this organization.

### Type of Truck.

The company manufactures a one and one-half ton truck, and records show that 76% of ALL merchant users and 90% of ALL farmers require this type of truck. In addition the company manufactures a powerful, sturdy, short coupled chassis which pulls two-wheeled bodies of three and one-half and five ton capacity. Thus it serves EVERY need of industry, which is why the volume of available orders is so great.

### Security.

There are no bonds or other obligations ahead of the stock we offer you. There is directly behind the Preferred Stock assets in property, factory buildings, material, trucks in process of manufacture and completed shipments on the road to dealers far greater than the total Preferred issued or now offered. That is why you can consider your money to be so safely and soundly invested in this Preferred, which has a record of paying 8% dividends.

### Use for the Money.

This offering of Preferred and Common stock is to provide funds to increase production through the purchase of materials. There is a need for OVER a quarter of a million of trucks THIS YEAR in this country and abroad. MANY TIMES more than can possibly be supplied. The orders available to this Truck Company are TWENTY-ONE TIMES its output for last year. If it can supply the needs of the territory served by its BEST dealers it will mean an increase over last year's production of 6,000 trucks and ADDITIONAL earnings of over \$1,200,000, to say NOTHING of the demand from many NEW dealers and for export. Its trucks are in use in fifteen foreign countries NOW and repeat orders for export are increasing every week.

It is a big year for earnings on the Common stock. It may be YOUR chance to do what Billy Grove did.

### How You Get the Common Stock.

Every purchaser of two shares of Preferred stock which is sold at its par value of \$10.00 is entitled to buy one share of Common stock for \$1.00.

Thus \$63.00 buys six shares of Preferred and three shares of Common.

\$105.00 buys ten shares of Preferred and five shares of Common.

\$504.00 buys 48 shares of Preferred and 24 shares of Common.

\$1,008.00 buys 96 shares of Preferred and 48 shares of Common.

You can buy on the Partial Payment Plan if you prefer.

In our opinion there is no security offered in the market to-day which combines to give you the opportunity of sound, sure, safe investment of your money in a high grade 8% Preferred Stock with a record of earnings and dividends behind it, and at the same time the opportunity of making a fortune, as Billy Grove did, from the enormous expansion of an industry due to world changes which never CAN occur again in our lifetime.

### You Can Trade In Other Securities.

Torrey & Company are specialists in Automotive Stocks and Bonds, but we handle other securities as well. Our business in the New York and other markets is large and growing. If you have investments in other Preferred Stocks or Bonds which yield less than 8%, or if they do not give you the very great profit which is offered you by the Common Stock of this Truck Corporation, we shall be glad to quote you the market price on your present securities and, if you desire, sell them for you.

Cut out this coupon and mail to us.

## TORREY & CO., INC., K. I.

40 Wall St., New York City.

Please send me literature and views of factory, property and full particulars of the earnings of the Motor Truck Company whose stock you offer.

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Street .....

City .....

Fill out only if you want a quotation on other securities. Please quote me on

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Bonds ..... No. of Bonds.....

## NASH Motor Cars and Trucks

I have the agency for this celebrated car and truck and will be glad to interview anyone interested in the best Automobile and Truck made.

Further announcements in these columns later.

Jay Hinckley,  
Paw Paw, Mich

## Business Directory

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Appointments for Office or Residence

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