

### AUTOMOBILES ARE LOADED BY OWN POWER ONTO CARS

#### Saxon Motor Car Co. Drives Motor Cars Length of Trains From Runway.

If it takes a day to load 17 cars of automobiles how long does it take R. O. Gill to load the same number? Try this on your mathematics class, your adding machine or your slide rule.

The answer is one hour and 15 minutes. K. O. Gill is factory manager of the Saxon Motor Car Company and he devised the plan that resulted in loading 54 Saxon motor cars onto 17 flat cars and gondolas in less than two hours. This was done Saturday when the first section of a train of 172 Saxons was shipped to G. W. Hanson, the Atlanta, Ga., dealer for Saxon motor cars.

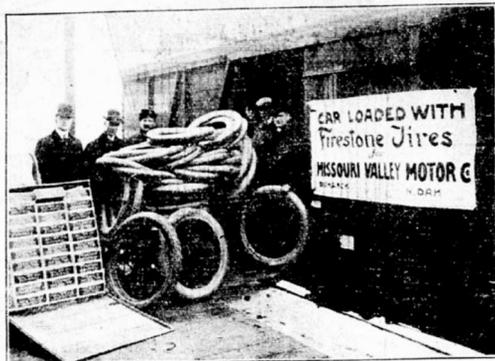
Gill last week fixed up tarpaulin covers for automobiles that were water-proof and then started to ship them on flats and gondolas. That was a big help to the congested traffic conditions that were threatening to hold up Saxon orders. Still there was always the long time needed for loading the cars to be reckoned, and when it came to rush orders there wasn't sufficient place to load cars simultaneously in large numbers.

Somewhere Gill had seen a picture of artillery being loaded onto flat cars by a runway up the end and this gave him the big idea for Saxon shipments. He first gathered a train of seventeen flats and gondolas on a Saxon siding. Then he took out the ends of the gondolas and bridged over the gap between the cars. Next he built a runway from the ground up to the first of the tail car and then he trotted out 54 Saxons.

Each automobile has gasoline enough in its tank to run. With a corps of men for blocking the motor cars in place on the train and drivers enough to keep a steady stream of automobiles in motion, Gill gave the go ahead signal.

Car number one was driven on its own power up the runway to the rear flat car and then driven along

### FIRST CARLOAD OF FIRESTONES RECEIVED IN N. DAK.



UNLOADING TIRES FOR MISSOURI VALLEY MOTOR CO.

The fact that Bismarck is daily adding new products for distribution in Western North Dakota is emphasized by the above illustration. In the past year the Missouri Valley Motor Company has taken an enviable position among the automobile firms of the state in the distribution of Chalmers, Dodge and Paterson automobiles. In this capacity also they have supplied a large number of Firestone Tires and Accessories to both the trade and car owner. The demand for this tire reached a stage that warranted the purchase of the carload of tires which was recently received at Bismarck. Within three days following its arrival the majority of its contents has been reshipped to dealers tributary to this city, and to further supply the demand, another carload will arrive within a week or two. Thousands of motorists have found that Firestone Tires result in "Most Miles per Dollar." Much depends on the tire, regardless of usage, and Firestone construction forestalls trouble. To this, together with the quality of the material used and the service rendered the Missouri Valley Motor company attribute the increasing demand. The new black tread with the red sidewall make a distinctive appearance and harmonize well with the finish of any automobile and add materially to its class.

A carload of Mobiloil was unloaded yesterday and a considerable portion will be reshipped at once. One of the

most important things to be taken into consideration with an automobile is proper lubrication. There are a varied number of automobiles with a varied types of construction and a thoughtful owner will admit that it is quite impossible to secure the best results from his motor if the same is not properly lubricated, and that proper lubrication cannot be secured for these varied conditions with one grade of oil.

The Vacuum Oil company, who are the makers of Mobiloil, has an army of engineers who constantly examine every new motor that is placed on the market, and from exhaustive tests and mechanical figures, determine the composition of the oil best adapted for that particular mechanism and then produce an oil accordingly. A chart of recommendations for the lubrication for the various cars, is furnished and results have proven the success of their method.

The Missouri Valley Motor Co. intends to add a new line for distribution, from time to time, until it can supply fully the requirements of automobile dealers and automobile users. This company recently purchased a very desirable location for a building which will be started as soon as their plans are completed, as larger quarters are needed for their increasing business. According to contemplated specifications, the building will be the largest and most modern of its kind in the state.

**40 Horse Power**  
a big 3 7/8-inch bore x 5-inch stroke motor that is as famous for its economy of gas as it is for its free-flowing, FLEXIBLE pulling power.

**Room for 7**  
and lots of room, too, for SEVEN full-grown passengers.

**112-inch Wheelbase**  
giving all the length that a car must have for riding-ease at ALL times but not too long a car for ready handling.

**34 x 4 Tires**  
Goodrich-Safety treads on rear wheels—size that insures not only ROAD-COMFORT, but a remarkable tire-economy, also.

**Tank in rear**  
transferred from cowl to rear of chassis giving much more room in the body of car. Stewart Vacuum Feed set on intake insuring reliable supply of gas.

**DIVIDED front seats**  
a further development of the individual comfort that has always been a Studebaker object—seats are adjustable and of a new body-fitting design.

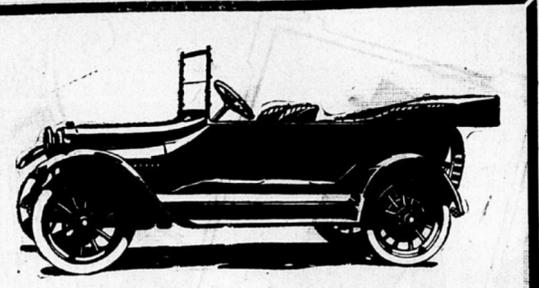
**Refinements**  
Overlapping storm-proof windshield—new and more conveniently arranged instruments with indirect system of illumination—longer and easier-operating brake and clutch pedals—upholstery of the finest straight-grain, semi-glazed leather.

### Studebaker

Detroit, Mich. South Bend, Ind. Walkerville, Ont.

**Four Cylinder Models**  
Touring Car, 7-passenger..... \$875  
Roadster, 3-passenger..... \$500

**Six Cylinder Models**  
Touring Car, 7-passenger..... \$1085  
Roadster, 3-passenger..... 1060  
F. O. B. Detroit



## Studebaker SERIES 17 FOUR

### Forty Horse Power Seven Passenger

# \$875

### No other car gives as much for every dollar of the price

There's the itemized list of what \$875 buys in this NEW Studebaker Series 17 FOUR. No other car begins to equal it in VALUE, dollar for dollar.

This unusual price of \$875 for this big, roomy SEVEN-passenger car with a FORTY horse power motor is possible only because of Studebaker's experience, unexcelled manufacturing facilities and large volume. And no other car on the market whose manufacturer does not enjoy EQUAL advantages and volume of manufacture, can begin to equal this new Studebaker.

The fact is, that to equal it, you must look among cars ranging hundreds of dollars higher. See this car before you make up your mind to buy any car.

# Bismarck Motor Co.

### Don't Suffer From Piles

Send For Free Trial Treatment! No matter how long or how bad—go to your druggist today and get a 50 cent box of Pyramid Pile Treatment.



**FREE SAMPLE COUPON**  
PYRAMID DRUG COMPANY, 88 Pyramid Bldg., Marshall, Mich.  
Kindly send me a Free sample of Pyramid Pile Treatment, in plain wrapper.  
Name.....  
Street.....  
City..... State.....

length of the train to the front of the front car. It was followed by car No. 2 and so on until the entire train was filled up.

Meanwhile the cars already out were blocked in place, drained and covered. It took just an hour and 45 minutes for the operation.

The rest of the load for Georgia left during the week, in other sections. After finding a quick loading plan, Gill had to scour the Detroit freight yards for enough freight cars to complete the order.

### HORSES PROTECT AUTO FACTORY

Among the curiosities of the automobile industry are the three horses used in patrolling the grounds of The Willys Overland automobile plant at night. These are the only horses ever seen about the great plant.

The 15,000 employees of The Willys Overland company who travel to and from the automobile factory every day utilize about every known means of transportation that the city affords. Trolley cars, automobiles, bicycles, motorcycles and jitney busses all

carry their quota of passengers to the plant but even in this maze of power driven vehicles the horse is seldom if ever seen.

But after the whistle blows at night and the army of day workers have departed for home the three horses make their appearance, entering the grounds along a footpath at the rear of the factory. They are the mounts of the Overland night watchmen, who keep in touch with forty-five other men stationed around the freight yards and factory buildings. Throughout the night they police the great Overland property and it is said to be next to impossible to get through their sentry lines without being challenged.

This system of protection is imperative owing to the huge quantities of material that come into the plant at all hours of the night. The dock facilities for taking care of inbound freight extend over a distance of 1,200 feet.

Some idea of the volume and value of freight received at the Overland can be gained from the fact that during the year 1915, the company paid out over \$500,000 for freight charges on inbound shipments alone.

There are seven and three-quarter miles of railroad tracks on the Overland property and over three miles of storage tracks built outside of the plant proper. As the automobiles are made ready for shipment they are run out onto any of a number of loading platforms, housed in the freight cars that are waiting for them and started on their way towards the main lines that carry them to all parts of the world. The loading platforms for outgoing shipments, if joined together and extended in a straight line, would make a runway 6,000 feet long.

Looming up in the center of the railroad yards is a watch tower that overlooks the entire system of tracks. From this point of vantage, one night watchman can detect any suspicious characters who may be lurking around and by signalling to his mounted assistants have a guard on the spot almost immediately.

Before the day workers start operation in the morning these watchmen disappear and the last seen of the three "night riders" is when they leave the factory grounds through the little gateway at the rear.

### THE VIM DELIVERY CAR

A Modern Delivery Vehicle Scientifically Designed and Built to Meet an Actual Demand.

The Vim Delivery Car brings to the merchant a car scientifically designed and constructed to meet his needs, elegant in appearance, able to stand strenuous service for long periods, and sold to him at a moderate and honest price.

Today "delivery" is no longer a problem but a science. It has its high-priced professors, its earnest students, its laboratories, which have produced certain practical benefits—both for the merchant himself and for his trade. These have been accomplished only by slow steps: first of which was the careful registration of many minor elements—the scientific laying out of routes, the thorough planning of schedules, various devices in the store itself, for the quick handling of packages, the modern training of employees. Yet with all this refinement of surrounding detail nothing substantial was accomplished until the one most vital factor, that of the practical "delivery" unit, which remained defiant, had been conquered. Horse-drawn vehicles were out of

date, expensive, uncertain—everyone agreed on that—consequently the advent of the motor car was hailed with joy by the delivery-students. But after the sowing of much money, the using up of much time and brain matter, the fact was demonstrated beyond all doubt that while the heavy truck is the salvation for certain individual businesses it is a costly and cumbersome toy for the great majority!

Into this chaos then leaped a new genius; a man who had hit upon a big truth, but whose enthusiasm permitted not that careful digesting which all big truths required. "Eighty-five percent of the world's bundles can be handled most conveniently and most economically in half-ton units," he shouted (and this was the truth he had discovered). "Convert the light pleasure car into a package carrier" (and this was his faculty digestion).

However, many merchants, desperately springing at any hope, took his advice—and for awhile believed that peace had come to them. Then the fallacy of the proposition revealed itself, and the delivery students made

the astounding discovery that a chassis primarily built to jaunt Samuel Smith, Esq., and family about the countryside on pleasant Sunday afternoons would not stand up under the constant strain of commercial activity.

And just about here it is that properly into the picture rolls the Vim. As a direct consequence of this established condition the Vim was born. Unlike a too large portion of suffering, scrambling, humanity, there was a place waiting for it, a deep depression on the highway of the world's activity that it was to fill. Born for one purpose, and one alone, it was—and since the day of its birth has made good.

# 2-7



THE UNIVERSAL CAR

Ford service for Ford owners is worth-while. Fifty-one Ford branches; over 8,500 agents all through the country, each with a complete stock of Ford parts and supplies on hand. No delays, no holding up for days to get parts, but prompt, reliable service at a low, fixed cost. Runabout \$390; Touring Car \$440; Coupe \$500; Town Car \$640; Sedan \$740. All prices f. o. b. Detroit. On sale at

### The Dako a Motor Company

BISMARCK NORTH DAKOTA



### BIG MYSTERY SURROUNDS 2-7

Everyone is Wondering What the Two Numbers Mean that Appear Throughout Today's Issue.

What does 27 mean? That is what everyone is asking of each other this

morning. Throughout today's issue you will find these mysterious 2-7's. We have been trying to find out what they mean ourselves but we have not succeeded as yet. However, within a few days we will have the answer and you will find it in these columns. Call 27 today yourself and find out what it means, if you can.

DAVIS QUALITY EASTER CARDS now on sale at Cowan's.



### WIDEN THE HORIZON OF YOUR BUSINESS

Vim Delivery Cars are planned and built for but one purpose—that of giving every merchant a scientifically correct delivery unit.

When properly used they will afford any business better service to present customers, a vastly wider circle of trade expansion, a visible indication of quality merchandising.

The merchants who have experimented with horse-drawn vehicles, heavy motor equipment and converted pleasure cars, were the first to recognize the worth of the Vim, and to use it exclusively. The Vim brought them what thousands of dollars spent in experimenting had not produced. Their conclusion is a good one for YOU to follow.

"ASK HIM WHO OWNS A VIM"

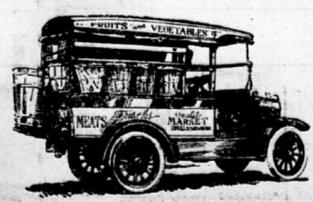
One price system—Orders are in no instance approved or accepted at other than published prices.

Seven Body Types

Sold in 367 Cities in the United States

Made in Philadelphia by VIM MOTOR TRUCK CO.

National Highway Motor Co. Bismarck, North Dakota



\$635 to \$725

# SAXON

Strength Economy Service

**F**ORGET for a moment—if you will—the matter of price. Consider Saxon "Six" purely on the basis of its merit. Observe the matchless grace of the yacht-line body—the lustrous beauty of the finish. Observe the finished perfection of every detail. Observe, too, the velvety smoothness of every movement of the mechanism—the well-nigh perfect silence, unbroken save by the low purr of the great motor. Mark the utter comfort of the deep upholstery—the roomy restfulness of the wide seats. And at the end of the ride you'll say, too, Saxon "Six" at \$815 is the greatest automobile value in its field.

**Corwin Motor Co.**  
Bismarck, North Dakota