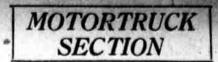


Evening Public Tedger



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PHILADELPHIA, WEDNESDAY, MARCH 19, 1919

CAMERA PROVES IMPORTANT PART MOTORTRUCKS PLAYED IN WAR

u-Class Matter at the Postoffice, at Philadelphia, Pa Under the Art of March 8, 1879.

PRICE TWO CENTS

ENGINEERING GENIUS SEEN AT TRUCK SHOW **IN MOTOR TRANSPORT** Manufacturers Warn Pros: POINTS SOLUTION

pective Purchasers of 1919 Car Shortage

OF FREIGHT JAM

Labor and Material Costs Relief From Congestion at Will Keep Up Commer-New York Is Seen in cial Vehicle Prices Motor Transport

Modern transportation vehicles in the highest degree of engineering per. RAIL SHIPMENTS SLOW fection and efficiency, and farm tract-

ors that have been so developed as to reduce manual labor in agriculture to Trucks Carry Big Loads in a minimum are the headline attrac-**Faster Time, Says Edwin** tions at the motortruck show in the Commercial Museum, Thirty-fourth street below Spruce.

The exposition opened Monday morning at 10 o'clock and will run continuously until 10:30 o'clock Saturday night. It is being held under the auspices of the Philadelphia Ausponsored the passenger-car show last week, and is indorsed by the Motortruck Association of this city. Among the fifty-two makes of

trucks exhibited, every type of commercial car from the light delivery wagon to the dreadnoughts of the road, such as contributed so largely to the defeat of Germany in the war, are demonstrating tractors of the caterpillar type, three are displaying comten are showing accessories.

Demand Exceeds Supply

Prospective purchasers of com-mercial cars, who at the opening of the show in some instances Vork," said Mr. Lewis, "while at least Prospective purchasers of comhesitated to close deals in anticipation of an early drop in prices yesterday were clamoring for assurances from manufacturers and dealers alike daily.

that they would be able to deliver war contracts,

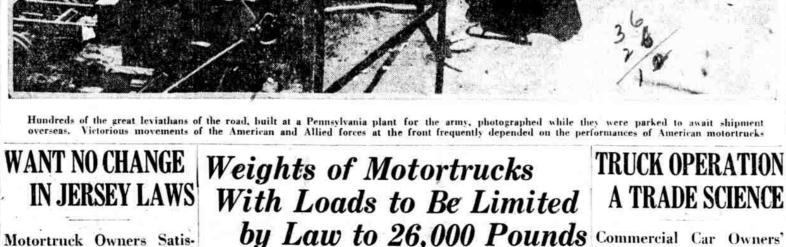
is 151 hours. Strange to say, the boat week and, due to the congestion, the material of every approximately fill the dual to the congestion, the material of the present prices up indefinitely. The boat of shipping by rail, including the present prices up indefinitely. The cost of shipping by rail, including the present prices up indefinitely. The cost of shipping by rail, including the present prices up indefinitely and the product of other says were gathered to gether for the fifth and the reduct of other says even gathered to gether for the fifth and the the the automost of releven the congestion. The truck swould do the releven the congestion the same set of trucks are put on the market.

manager of the freight transportation department of the Packard Motorcar Company, Congestion of freight shipments at the port of New York at the present time is worse than it has been for many months, resulting in long and costly debetween the metropolis and this city would solve the problem and probably

L. Lewis

Trucks Make Fast Time route is faster, taking forty-four hours

same decorations of the hall were re-tained from last week. An orchestra



Philadelphia Automobile Men and Backers of Dithrich Bill in Legislature Reach Compromise on Disputed Provisions

By a Staff Correspondent In the conferences particular objection Harrisburg, March 19 .- Representa- was raised to fixing truck lengths at ing commercial vehicles in their state, tives of the motor truck industry and twenty feet. It was suggested that and as a consequence they will not ask their Legislature for any changes at the present session. This stand of the truck owners and the measure This stand of the truck owners and the measure the present session. This stand of the truck owners and the measure of the truck owners and the measure the present session. This stand of the truck owners and the measure of the truck owners and the measure the present session. This stand of the truck owners and the measure the present session. This stand of the truck owners and the measure the present session. This stand of the truck owners and the measure the present session. This stand of the truck owners and the measure the present session. This stand of the truck owners and the measure the present session. This stand of the truck owners are the present set to the truck owners are the present session. This stand of the truck owners are the present session. This sessociation, composed of opera-tion and the measure the present session. This present session the present session the present session are the present session. This present session the pre

PENNSYL VANIA ADOPTS GREAT ROADS SYSTEM FOR NEEDS OF FUTURE MOTOR EXPRESS Six Hundred Miles of High-TO REDUCE H.C.L.

ways to Be Built by Next Winter

Governor Sproul Plans

By LEWIS S. SADLER

State Highway Commissioner During the last three weeks hun-

Pennsylvania have visited the State

Highway Department relative to pro-

posed road improvements. In one day

there were delegations and individuals

It is my belief that the great inter-

est being taken in better highwaya

by Pennsylvanians is due simply to

the fact that Governor Sproul has an-

that this program will be followed un-

rom twenty-one countles.

Routes

Continuous

Throughout State

A. C. Burch Suggests Use of **Truck Lines to Get Pro**duce to Market

DEFENDS MIDDLEMAN

Half of Farm's Products dreds of persons from all sections of Wasted Because of Slow Movement

Rural motor express lines as a moans of reducing the cost of living are advocated by S. C. Burch, vice president Clyde Cars Commany, who says that 50 per cent of the produce raised nounced that a definite program of In this country is wasted because the construction is to be laid out, and growers cannot get it to a nurket Mr. Burch is attending the truck swervingly,

show here this week. show here this week. In defense of the middleman. Mr. Burch declared that the vast differ-cue between the commence wiles and Burch declared that the value that the value of an arterial system of highways to of an arterial system of highways to form a network beneficial to the en-markets is due largely to wasteful a system will be met entirely by the markets is due largely to warship a system will be due transportation methods, causing spollage state. Dural express Will Announce Routes Soon on the way to market. Hural express lines, he gaid, would eliminate this waste, give the farmer mote for his produce, and bring it within reach of

the utlimate consumer at less cost, "Rural express commanies offer an out-let for an ecormous production of motortrucks in this country," said Mr. Burch. "It is a good thing to get be-low the surface and study any prospec-five market from the inside. I believe in the morer express business because it seems to me to be fundamentally tight. "While not much given to quoting size-tistics, there are a 'couple of figures which seems to the stude at the more trade to be included in the primary system. tortrucks in this country," said Mr. a network beneficial to the state a

Industry that I cannot forget them. Never Reaches Market "The Agricultural Department reports that only about 50 per cent of the pro-duce raised in this country ever sees the market. The balance is wasted be-

that only about 50 per cell of the Pro-duce raised in this country ever sees the market. The balance is wasted be-cause of inability to get it to market and because transportation delays al-low it to spoil on the way. "The rural motor express line will absolutely correct this trouble, shorten-ing the distance between purchaser and consumer, and allowing him to ship to the best market at the time when bits and permanent thoronghare before next whiter at the suggestion that a permanent high-way could be built. But it is no longer a langhing matter. Pennsylvania is go-ing to have roads of that class. We have determined to stop building roads that blow away. We have stopped putting to the best market at the time when bits and permanent highways

Commercial Car Owners' Association Absorbed in Its Problems OPPOSE PENDING BILLS By WILLIAM H. ARROTT President of the Motortruck Owners' Association The Motortruck Owners' Association The Motortruck Owners' Association The Motortruck Owners' Association Vehicle Commissioner William L. Dill, of New Jersey, with whom they are co-operating in all matters pertaining to the regulation of the commercial vehicle. When Commissioner Dill took up the task of enacting a law to regulate mor plan for the secondary 1 sads-the great, er portion of the cost of which will be Will Eliminate Waste task of enacting a law to regulate mo-tortrucks he was obliged to blaze a new trail, as the country was without any such laws as a guide, and he appointed such laws as a guide, and he appointed "I believe that every man in the truck

Freight transportation by motortruck lines is nearly eight times as fast between New York and Philadelphia as the ordinary movement of shipments by tomobile Trade Association, which rall and water, and could be utilized to relieve the freight congestion at these two ports, according to Edwin L. Lewis,

is represented on the floor. Sixty exhibitors are showing trucks, two plets truck units, one a trailer and bring a great volume of shipping business to this port which now goes through New York.

> "There are at this time eleven line six other lines are making two or three trips a week on schedule. Thus more than twenty carloads of freight move in and out of Philadelphia by motortruck

that they would be able to deliver even a part of their orders within the next few months. Manufacturers gen-erally made no secret of the fact that scarcely any of their plants have yet gotten back to full production, and a few are still engaged on government war contracts. The secarcely any of their plants have yet for boat freighting. The average time required by rail, including delays at the Brooklyn and Philadelphia terminals. is fill hours. Strange to say, the boat route is faster, taking foreversion

furnishes music daily.

While the war may not have caused entirely radical changes in motortruck designs, its earmarks, nevertheless, are many cases where models een strengthened and built more substantially than at any time in the past.

Service, Stability, Comfort

The comfort of the driver is now a The comider of the unver is now a prime consideration of truck builders. Motortruck routes across the country have made it necessary to cater to the comfort of the men who operate them. Cushions that insure easy riding have been installed in virtually all makes,

them on virtually all of the smaller trucks, with some of the bigger ve-hicles falling in line with similar im-provements and others planning to do so. Accessory dealers are featuring built on starting systems for all models.

Competition at the show, though not obvious to the outsider, was keen. The

Continued on Pase Twenty-two, Column One

Sunday Jaunts in Auto **Trucks Popular Sport**

laking half the neighborhood out for a Sunday airing is a new use which has been found for heavy trucks, which is expected to be popular during the approaching sum-

A few hours' motor trip over some of the fine boulevards near the congested centers almost any fair Sunday last year demonstrated that this use for trucks had gained a foothold. Pleasure parties by the score found their way to beach, lake, or picnic grounds aboard the big trucks. The big pneumatic tires are revolutionizing heavy motor transportation, making long joirneys at good speed possible at ess expense,

Truck owners who have the cenial touch of humanity in their eins may easily find an outlet for this feeling by using their vehicles to give others pleasure, and there is also opportunity for truck owners to make money. Normally, busness trucks lie idle on Sundays and olidays, when they might be used or excursion purposes.

DEMAND HIGH-GRADE CARS

tortrucks Obtainable Business men nowadays no longer

rather than buy a high-grade that costs them a few dollars Service, stability and comfort are the Service, stability and comfort are the things emphasized at the motortruck the Philadelphia GMC branch.

"On the contrary," he added, "today they want the best money can buy, and they have the money to buy with, Dur-ing the past year demands for GMC

ROUTING NATION'S BUSINESS the truck and the driver's license for six-inch trucks were crowded when violations of the law The maximum on a sixteen-foot road, but

best brains of the modern world had Interests Controlling Motor Traffic, Now Regarded as Fundamental Less than 3000 pounds, by horsepower to Civilization, Urged to Back Plan for Network of Federal Highways

It is reconstruction with a vengeance ! State and federal aid under existthis business of scheming a layout of ing law have favored local highway national highways that will serve the development, placed a premium on local nation's business to the best advantage. initiative, and at the same time penaisays Automobile Topics. The cow paths of tradition were amazingly intricate; the succeeding highways often little

more effective. Improved roads, built according to definite plan, have suffered from the impulses of focal interests. However honestly and forcefully the sovernment. These 760 projects would given birth to 750 projects would the various states and approved by the sovernment. These 760 projects would However honestly and forcefully the government. These 760 projects would plans of the states have been conceived, they serve the traffic needs of local cen-ters. Thus there have been evolved a series of good road plots that, however useful integrally, could not be success-fully hooked up, says Automobile Topics, Conceiving the highway as an artery of traffic, traffic as the flux of business, and business as the basis of national lease of about \$48,500,000 of government Yet, during the last year, only of new road, and only a million and a half of dollars was actually turned over to the states. This, briefly, is, what has follows that a series of disconlife, it follows that a series of the states. This, briefly, is, what has nected highway systems cannot promote to the states. This, briefly, is, what has happened under the federal gid plan, excellent though that plan may be bethe most advanced localities. Through the vision of the automobile yond a doubt.

men who projected the Lincoln high-way, and through the enterprise that has developed the other successful Now comes the movement for a net-work of highways created under a federal commission, possessing sufficient tem in the interests of interstate com-merce, which is to say, the common in-terest of all business activity. This project, as supported by the Townsend bill, now in the hunds of the townsend through highway associations, there has authority to plan and execute the systhrough highway associations, there has been given to the country a demonstra-jion of the advantage that follows the trunk line highroad. It is virtually the same sort of advantage that follows the trunk line railroad. It is so for precisely the same reason—namely, that it draws into broad and favorable chanproject, as the hands of the Senate bill, now in the hands of the Senate Committee on Postoffices and Post Roads, Gemands the most careful study

nets the maximum flow of traffic be-tween important centers, quite regard-less of purely community interests, but rather in deference to inter-community needs. *

Business Men Want Best in Mo- ports the position taken by State Motor is up for first reading in the House moving vans, where the entire contents tors and owners of motortrucks, while

Ing the past year demands for GMC such laws as a guide, and he appointed a commission of county engineers to have tried our best to get trucks for them. The GMC factories were working day and night for the government. All we could do was to ask our dealers to be patient and wait. Thus the question was handled in a method. been installed in virtually all makes, while some of the real big trucks-the kind used in the cross-country trips -have built a comfortable enclosure around the driver's seat, one manufac-turer going as far as to build in a small stove connected with the exhaust, so the driver can have hot food during his trip. The outlook is promising. The war his farters are be-coming a fature of all models. Last year these improvements were notice-able on comparatively few of the com-mercial models. This year's show sees

A RECONSTRUCTION PROBLEM speed permitted by the bill is thirty suggested that future construction will miles an hour. The bill likewise regulates registration fees as follows: nition of the term "trailer" was suggested.

Registration Fees Fixed

rating, \$10; 3000 to 4000 pounds, \$15; 4000 to 6000 pounds. \$25; 6000 to \$000

and 10.000 to 13,000 pounds, \$100. Pleasure cars will have to pay heav. John D. Howley, chairman of the legisier license fees also. The fee will be at lation committee. Motortruck Associa-the rate of fifty cents per horsepower, with a minimum fee of \$10.

The bill as ready for submission to tion; R. L. Lewis, manager of the trans- or three months? the House was framed after conferences portat on department. Packard Motorcar between the committee and representa-Company of Philadelphia; W. H. Metbetween the committee and representation: The calf, president of the Automobile Acces. The sociation of Ph ladelphia, sories Business Association; H. B. Har-the Philadelphia Automobile Accessories B. Lusse, president of the Garage Own-sociation, the Automobile Accessories B. Lusse, president of the Garage Own-to meet a demand for low prices or sociation, the Automoute Accessories Business Association, the Pennsylvania Warehouse and Van Owners' Association and the Motortruck Owners' Association of Philadelphia. E. J. Berlet, president of the Motortruck Owners' Association they be able to meet a demand for low prices or were the prices raised out of propor-tion during the war? of Philadelphia. E. J. Berlet, president tary of the Motortruck Owners' Associaof Philadelphia. E. J. Berter, president of the Stability Motors Company, east-tion, and Buell G. Miler, vice president ern distributors of Atterbury Lucks, was of the Pennsylvania Warehouse and Van Owners' Association.

spokesman for the motortruck men.
Owners' Association.
owners' Association.</ Sales Company, 3436 North Broad street, authority to plan and execute the symmetric which is to say, the common line in the interests of interstate commendiate while is symmetric which is to say, the common is a which may have excused the symmetries and is there examples the max to commodity, and the reason which may have excused the symmetries and the symmetries a

task of enacting a law to regulate mo- tors had introduced motor traffic bills. It was also suggested that there be no mittee it has studied the various bills motortruck transportation in this state, consumer.

The association is collecting data re-specting the sizes and weights of trucks in operation and with the view to the in operation and with the view to the in operation and dwitherman of trucks. The size to the size of the future use and development of trucks. In this country today, But it won't But to that the development of the highways grow to the proportions it should unless ently.

Continued on Page Twenty-one. Column 3 lines

GENERAL PRICE REDUCTIONS ON CARS DISTANT PROSPECT

Buyers Must Determine Whether Dealers Are Giving Them What They Order at Prices Consistent With Existing High

Labor and Material Costs

change in raw material prices and in

First-Cost of material

have already announced price reduc-tions mills others bate mill?

But to do this we must build perman-

that the development of the highways may be kept pace with in the operation over them of the proper character of vehicles. While the question of legislation is one of the preliminary objects of the as soglation and is now absorbing much time in its consideration, it has not lost

Heavier Automobile Penalties

Harrisburg, March 18 .- An increase of mailles for any person operating an nonoble or truck under a false num-r or without consent of the owner or unning a car whose license has been r oked is provided in a bill introduced by Mr. Cox. Ph'lad-lphia. The maxi-mum penaltles are made \$1000 fine or three years in jall, or both.

Truck Sales Managers

Meet Here April 11-12

Members of the National Associa tion of Motortruck Sales Managers will meet at the Bellevue-Swattord Hotel in annual convention Friday morning, April 11, and continue in session through the following day At a banquet to be given at 7:30 clock on the evening of April 11 for accredited delegates and others associated with the automobile bus iness, speakers of national prom inence will address the gathering on subjects pertaining to the postwar program and of vital importance to the automotive industry. Following is the program as anounced today by the convention ommittee:

Friday morning, April 11-Busiless session, for delegates only. Friday afternoon-Business ses sion and general discussions, for delegates only.

Saturday morning, April 12-Business session, open to those associated with the automobile industry in the Red Room at the Bellevue. Many widely known automobile anufacturers and dealers will at tend the convention. Covers will be laid at the banquet for 500 guests

Personnel of Delegation The delegation in addition to the spokesman was composed of Thomas pounds, \$40; \$000 to 10,000 pounds, \$60, Quirk, president Motorfruck Association;

Packard Motorcar

By G. A. KISSEL President Kissel Motorcar company Take, for instance, the elements enter tion: A. E. Maitby, president of the Philadelphia Automobile Trade Associa. Will automobile motoriruck prices see big reduction within the next two they can be summed up as follows:

Why is it that some manufacturers. Second The direct labor for fabri-

Is it a question of sacrificing quality for producing, Fourth-Sales and general expenses.

tion during the war? These are some of the questions that the questions that the basic the questions that the province of the questions that the province of the questions the question the quest

It is my opinion that the item of

commodity, and the reason which may tained.