

### COMPARE VIEWS OF THE FUTURE

#### Republic Truck Distributors Predict Prosperity in Alma Meeting

Business in general and the truck business in particular are due to set new records for activity and prosperity during 1919.

That was the unanimous opinion, freely expressed, of prominent Republic Truck distributors recently called to the factory at Alma from specific parts of the country for the purpose of getting the dealers' views regarding two new models which the Republic Truck Company are just putting on the market—The Model 18, Republic "Invincible" with a capacity of 2-2½ tons, and the Model 20, Republic "Dreadnaught" of 3½ tons capacity. The meeting was an informal conference. The regular annual convention of Republic Truck distributors recently called called in Alma at a later date.

The company wanted to ascertain the exact conditions in different parts of the United States and also get first-hand opinions on just how these new models met the requirements of every section.

In both respects the response was enthusiastic and convincing. Without an exception the dealers declared that they looked for an unprecedented demand for trucks in their territories this year. They spoke of orders already in hand and in prospect far in excess of anything they have known in previous years. And they were even more enthusiastic over the new models offered them.

Naturally some of the dealers had different hauling conditions to face than others and different industries on which they depended for their volume. But each declared that the new trucks more than met all requirements and were the most sturdy, powerful and all around well balanced trucks of these capacities that had yet been offered to truck users. In his address to the visiting dealers President F. W. Ruggles emphasized the splendid condition of the Republic business both from a sales and production standpoint. He said that in spite of the tremendous strides already made the truck industry was still in its swaddling clothes and the progress still to be made by Republic and the industry in general would prove as remarkable as was the quick growth during the last five years.

The conference continued for three days and the entertainment provided for the distributors, parts makers and the Republic organization was very elaborate and unusual. A big banquet was staged in Republic's own banquet hall which excelled previous events in the history of the organization.

### TRACTORS TURN UP BIBB CO. SOIL

#### Thousands of Spectators Witnessing Demonstration in J. T. Moore Orchard

Macon, Ga.—(Special.) Twenty thousand people witnessed demonstrations by tractors in the John T. Moore orchards south of Macon, this week, it being the first field work during the Dixie National Power farming demonstration. It was a novel sight and one that probably has never before been witnessed in the south. Farmers and city men to say nothing of women, girls and boys, thronged the fields and followed with interest the tests made by the various makes of tractors.

The first field work of the Dixie National Power farming demonstration today, on the John T. Moore farm, four miles south of Macon, brought a crowd estimated at close to 20,000 persons to the field. Tractors moved to the field early this morning, and plowing and discing began at 1 o'clock. The demonstrations continued until darkness set in and the crowd didn't thin until late in the day.

The crowds were stretched over a huge field, on one end of which was a "camp" where the various farm implements were shown, tents for headquarters were not pitched as originally planned, because of the inability of the tractor people to get onto the field early.

#### Thousands See Demonstration

Out on the field the thousands of visitors followed first one tractor and then another, in groups of a hundred or more at a time. They stood on the sidelines at times just as they would do at a football game, and watched the "iron horses" travel over the soft earth, pulling a plow or disc or some other farm implement.

The work of today was in the small orchards of Mr. Moore. He had requested that there be no deep plowing during the day, except as occasion became necessary to demonstrate the ability of the plow to dig down deep into the soil and the ability of the tractors to pull them. The soil was still heavy in spots, but the tractors had little difficulty. A tremendous amount of work was done. It was done so well that more than one plantation and peach orchard owner remarked that he would like to take the entire outfit to his place for one day.

Tomorrow is "Farm Boys' day," the biggest day of the demonstration, according to the program arranged by Manager A. E. Hildebrand and Secretary Roger Miller, of the Chamber of Commerce. There will be close to ten thousand club boys of the State in attendance. It was estimated tonight. Delegations

from at least ten counties were known to have reached the city.

The following counties are represented by farm boys' organizations: Fulton, Meriwether, Jones, Laurens, Jeff Davis, Muscogee, Houston, Richmond, Sumter and Ben Hill.

These boys will register at the Macon Chamber of Commerce or at the demonstration field tomorrow and thus be eligible to a Fordson tractor and full set of farm implements obtained by J. E. Satterfield while in attendance at the Kansas City implement show.

Manager Hildebrand announced tonight that plowing will begin promptly tomorrow afternoon at 1:30 o'clock. He said his prediction that 50,000 people will be here tomorrow afternoon for the final demonstration still stands.

The presidents of at least seven big manufacturing companies were on the demonstration field this afternoon and there were high officials from many other companies represented at the demonstration. All seemed pleased with the keen interest taken by Georgians in the tractor demonstration.

#### Proving Great Success.

"The meet is proving a great success," said Manager Hildebrand. "It is even a greater success than the manufacturers anticipated."

The traffic to and from the field today was a bit congested. There was no regulation, but arrangements were completed tonight to have traffic regulations tomorrow. Manuel Carreno, of Cuba, added his name to the list of foreigners who are here for the purchase of tractors, at the Chamber of Commerce today.

Parties from the agricultural colleges of several southern states paid close attention to the work of the tractors on the demonstration field today. They are to return tomorrow to see what the tractors will do in deeper plowing, which will be undertaken in some parts of the field.

J. L. Edwards manager of the United States railroad administration, came here today to attend the demonstration. With him at the field this afternoon were W. W. Croxton, general passenger agent of the A., B. and A. and other southern roads; H. L. Alsbrook, of the agricultural department of the same system of railroads, and several other railroad men who came here to see what tractors will do for the farmers of the south.

The little Cleveland tractor, a 12-20 horsepower machine, caused by acting as a general first-aid machine around the demonstration field.

The sight of the Cleveland, which is a compact, trim-looking tractor, pulling tractors twice its size out of the mud, caused some merriment, too, at the expense of the larger machine. The Cleveland also pulled two truck loads of implements out of the mud after they had dug themselves in.

Despite the fact that the Cleveland ran into a bog and nearly mired itself, it got out quickly under its

own power, stopped to pull out a neighboring four-wheeler that got stuck in the same bog and finished its work among the first. After the Cleveland had finished plowing and discing its own allotment, it finished the work of the four-wheeler and several other tractors that failed to complete their work. At Mr. Hildebrand's request, the Cleveland agreed to return in the morning and finish the discing in the orchard, which was not done by the tractors assigned to it.

George D. Jones, in charge of the Cleveland Tractor Company's demonstration, expressed himself last night as extremely well pleased with the behavior of the Cleveland in the plowing. "We completed our own work and then some," said Mr. Jones. "Thursday we are ready to start again to do anything they ask of us and any other little jobs left undone."

#### Packard Co. Exhibiting Truck Line at Show

Mr. Harrington, in referring to motor truck transportation, states that this country needs and must get the fullest possible results from every one of its transportation resources—railroad transportation is the one great resource. The motor truck equipment of America as it stands should deliver thirty per cent. more transportation than it is giving to-day.

Making an investment in Packard transportation is not a haphazard effort. The men in the Packard or-

ganization are acknowledged specialists in transportation and they study the requirements of each purchaser so that the truck selected may give him the highest possible returns on his investment.

Packard trucks are designed by a staff of engineers who have spent years studying the economical problems of thousands of business men. Dating back from the beginning of the trucks manufactured in 1903, the extremely high standards set by them are achieved by an exact process of manufacture based on the most scientific and economical methods known. Only the best materials are employed, and every operation must be within the closest practicable limits of accuracy. All corresponding parts are identical. This standardization insures complete interchangeability and is the only proper guarantee of adequate service to owners.

In every truck there is incorporated a substantial margin of strength over and above that generally conceded necessary to withstand the checks and stress of the most severe service.

The Packard line consists of seven sizes of worm drive trucks. The four-speed transmission, control located chain speed lever, and thermostat are among the improving factors that make for additional power, greater convenience and a most rigid economy of operation.

The apportionment of wear throughout the entire chassis is an important economy feature. In all cases the wear falls on the least expensive, most easily replaceable parts, rather than on the most expensive ones. All Packard trucks are designed and constructed so that the Packard starting and lighting system can be quickly installed at minimum expense.

### Superior Qualities of "Exide" Starting Battery

#### Proven by Thirty-one Years Experience



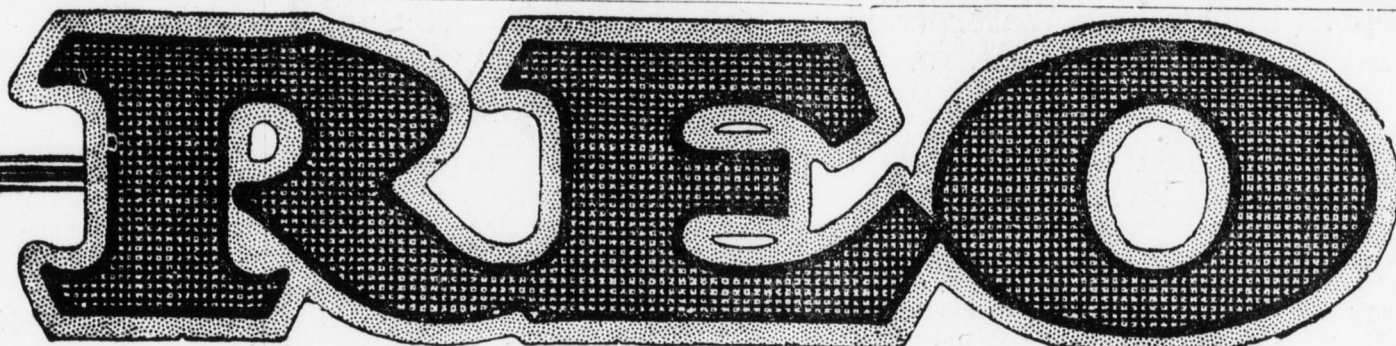
When you equip your car with an "Exide" you are backing up your starting and lighting with a battery developed by thirty-one years of experience in battery building.

We are battery specialists and repair all makes of batteries but when your battery is worn out we advise an "Exide" because we know its superior qualities.

### Excelsior Auto & Battery Co.

Eleventh and Mulberry Sts.

Authorized "Exide" Distributor and Battery Service Station

## No Imitation Can Be As Good as the Original

**WE DON'T LIKE TO KEEP** harping on the fact that Reo was a pioneer in this industry—so many of the pioneers have failed to keep pace with the progress.

**BUT IT JUST IS** a fact, and, as the science of automotive engineering and manufacturing progresses, somehow you always see Reo in the van.

**ULTRA CONSERVATIVE** in some regards we are considered, by the more adventurous in the industry. For example, we still adhere to the policy of doing all our experimenting at our own expense—not our customer's!

**AND WE NEVER** adopt as a part of our standard product or offer to a buyer, any feature of which we are not absolutely sure.

**THERE'S A DIFFERENCE** between courage and daring.

**DARING** is taking chances and depending on bull luck to get through.

**COURAGE** is the propensity to assail obstacles when sure of the ground—after the most careful survey of conditions and with a full knowledge of its difficulties.

**REO IS COURAGEOUS** in that sense. If our engineers have convinced themselves that a certain principle is right, our sales department is perfectly willing to meet any opposition and convince you of its superiority.

**SO YOU SEE** Reo is conservative—but progressively conservative.

**THIS REO "SPEED WAGON"** is a case in point.

**DO YOU KNOW** that the very features that constituted the strongest sales resistance when we first brought out this truck, are now the features that most strongly recommend it to buyers?

**DID YOU KNOW THAT?** Well, it is a fact.

**AND HISTORY REPEATS** itself in this case also, for the very competitors who then flouted the very idea of electric starter and lights; and pneumatic tires; and speed qualities in a truck, are now Reo's closest imitators!

**SO AGAIN** the soundness of Reo engineering is demonstrated.

**WHY, THE VERY TERM "SPEED WAGON"** used to differentiate this type of Motor Truck from all others, is as much the rightful property of Reo as is the very design itself—it is ours by right of priority.

**BUT WE DON'T MIND** others using it—imitation is the sincerest form of flattery, and if they find it necessary to imitate as nearly as possible Reo design, why should they not also take the Reo term to designate their imitations.

**A BETTER** for either, is evidently not to be found!

**BUT WE'D SUGGEST** to you as a buyer that an original is always better than a copy—the real, superior to any substitute.

**SO IF YOU CAN SECURE** a Reo "Speed Wagon" the quality of which has so thoroughly proven itself that rivals habitually proclaim theirs "just as good as a Reo"—if you can get an original, why accept an imitation?

**IT IS EASY** to imitate outward appearance—but Reo quality must be built in the Reo shops. And Reo Low Upkeep has never, so far, been duplicated.

**OF COURSE** your difficulty is to obtain a Reo. Demand, always greater than the possible factory output, is now almost hopelessly so.

**BUT IT WILL PAY YOU** to wait a little while for a Reo rather than accept a second choice.

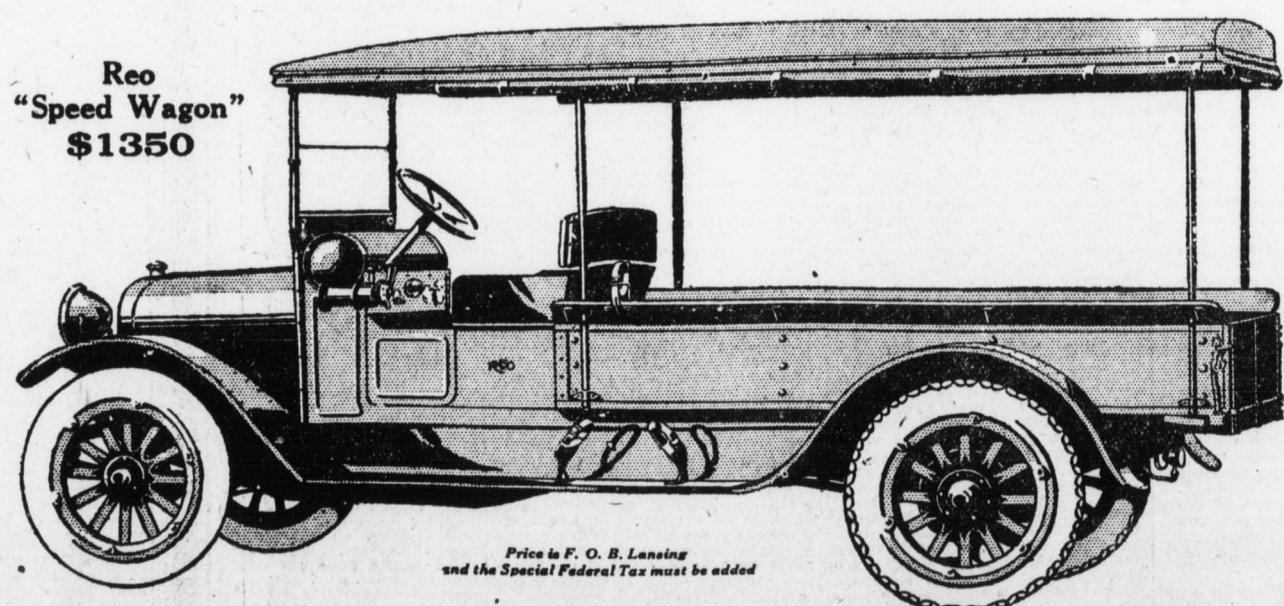
**AND IF YOU PLACE** your order now—at once—you won't have to wait so very long. We can give you a pretty definite date on which your Reo will be delivered.

**YOU CAN ALWAYS** get the thing you don't want. That's because others also don't want that! To get a Reo you must always order well in advance.

### Harrisburg Auto Co.

Distributors  
Fourth and Kelker St. Harrisburg, Pa.

Reo Motor Car Company, Lansing, Michigan



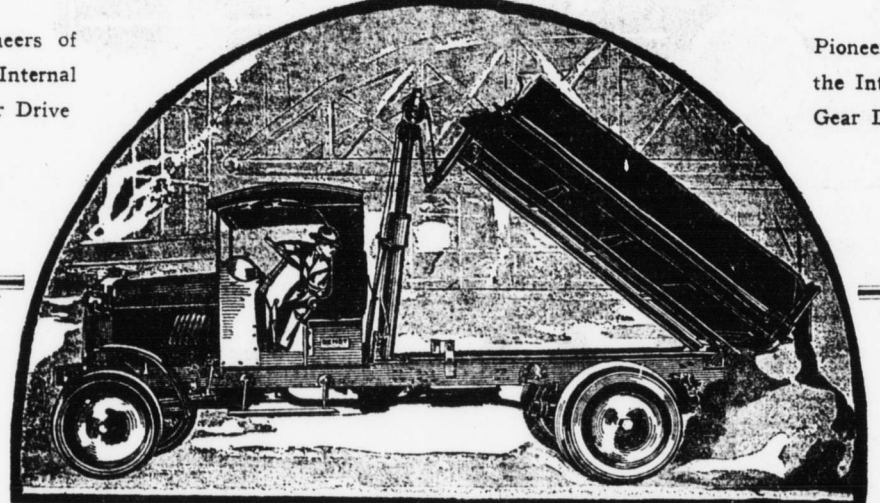
Reo "Speed Wagon" \$1350

Price in F. O. B. Lansing and the Special Federal Tax must be added

"THE GOLD STANDARD OF VALUES"

Pioneers of the Internal Gear Drive

Pioneers of the Internal Gear Drive



# DENBY MOTOR TRUCKS

1, 2, 2½, 3½ and 5 Tons

### A Model For Every Trucking Need

#### The Denby Is the Truck of Superior Performance, Satisfactory Service and Economical Operation

The Denby Internal Gear Drive divides the strain of load carrying and power transmission to all parts of the axle—Delivers more than 96% of the engine power direct to the rear wheels—Big features. Irrespective of road conditions or heaviness of loads, Denby Power is maintained. And this power is maintained because there is practically no loss due to friction and heat.

The first consideration in the purchase of a motor truck should always be the service it will give. It must be able to do everything it may be called on to do, and do it right.

Denby owners throughout the world are getting satisfactory transportation because every detail of design and every piece of material in the Denby is intended to give and will give the best service in the particular use to which it is put. The records of Denby Trucks all over the world confirm this.

The ability of Denby Trucks to carry anything required of them and do it economically, is responsible for their popularity and wide use in all lines of business.

Manufactured by DENBY MOTOR TRUCK COMPANY, Detroit, Mich.

# Denby Sales Corp.

1205-07 Capital Street

Henry W. Aiken, Mgr.