

## MOORHEAD DOUBLES HIS BUSINESS

With a business which has doubled each month since starting last December, Paul G. Moorhead of the Moorhead Oil Co. finds it necessary to constantly add to his equipment to keep up with the almost incredible development.

Mr. Moorhead was formerly a building contractor of Hammond but he became acquainted with the qualities of Texaco oil products and when the opportunity presented he grabbed the agency for the Calumet district. "My chief aim," he says "is to give the people genuine Texaco products without adulteration. They cost more than ordinary kinds but the people have found that they are willing to pay for quality."

At the present time the company is delivering 110,000 gallons of gasoline per month which is more than five times the business of the first month. Mr. Moorhead took a census of gasoline users in his territory and says that three-fourths of the gasoline, the kerosene and lubricating oils used, are Texaco. In order to insure efficient service he insists on each one of his employees owning stock in the company.

## BLAME H. C. L. ON BAD ROADS

Here is the latest cause of inflated prices on foodstuffs—BAD ROADS! There may be many roads leading to the solution of abnormal living costs but the logical route leads over a comprehensive system of national highways; at least that is the claim made by sponsors of the Townsend bill which will come up for consideration in the United States senate shortly and which provides for the construction of two trunk line highways in each state under the supervision of a federal highway commission.

## BLAME POOR TRANSPORTATION.

Here is what the federal highway council at Washington had to say in the matter of poor roads and his pal, Mr. H. C. Living:

In all of the discussions, both in public and private, earnest seekers after the fundamental reasons which underlie the present causes of unrest find themselves coming out on the same old trail, the unimproved road. It is the profiteer's safe ambush, protecting as it does a long line of corporations in the form of unnecessary middle men who are aided in their work by the devious and unreliable routes to market.

Whatever the remedy proposed, there is always the matter of transportation. Regardless of how many marketing agencies may be brought into operation, or how many restrictions may be thrown around the middleman, no permanent solution can be reached until the road between the producer and consumer is shortened by types of construction that will insure a speedy and open thoroughfare to market under all weather conditions. These are facts that are becoming more deeply impressed upon the legislative mind as high cost investigations proceed.

It is admitted that road building has been given a tremendous boost during the past few years. But even with construction under way practically in every state, such construction is largely in patches, and the prospect of working out from the neighborhood road to a comprehensive system must necessarily be slow, too slow in fact to meet the economic demands of the hour, which are now being so sharply expressed in the cry for lower prices on food.

**CONNECT STATE ROADS.**

The national system is planned to provide an outlet for a logical and economical connection with the various systems. Thus, it is proposed to permanently solve the highway transportation problem in its relation to living costs by providing once and for all a complete system of logically connected and built highways in order to finally remove the profiteer's chances for covering up his nefarious practices in price juggling on food products as he is now able to do owing to inadequate lines of delivery from the producer to the consumer.

Advocates of a national highway system are presenting with much force the fact that stabilized living costs will come only with the construction of modern roads upon a co-ordinated county, state and national basis, and that this much-desired aim can be achieved only by the government beginning at once on the long lines, while the states build the short lines.

## TRUCKS PERFORM FARM WORK WELL

That the farmer is mighty interested in motor trucks for use in daily farm work is being demonstrated along the route of the national motor truck development tour which left Chicago August 1 on a 3,000-mile trip through Illinois, Iowa, North and South Dakota, Minnesota and Wisconsin.

Eight, Belvidere and Rockford, Ill., were visited in the order named after the caravan left Chicago and the reception accorded the trucks and the interest displayed by the community in what the official lecturer, A. R. Kroh, had to say was highly pleasing to officials in charge of the caravan. Rockford particularly showed enthusiasm and after the usual demonstration by trucks in the tour several of the local truck dealers requested a special demonstration for Rockford after the completion of the present tour to further educate the populace on the practicality of motor trucks.

The first item test of the trucks' ability to perform farm work came at Freeport, Ill. The Selden, Atterbury, Republic and Service trucks were driven out into the fields and put to work hauling sheaf oats. Conditions are ideal for creating difficulties, but the trucks pulled through without a hitch. The roads were extremely soft and the fields

soggy, due to heavy rains. Moving pictures were taken of the entire demonstration.

Galena, Ill., was the next scheduled stop of the truck cavalcade, but citizens of Hazel Green, Wis., strongly petitioned that the layover at Galena be canceled and the trucks sent to their town to participate in a homecoming reception tendered to soldiers and sailors. Wires were sent ahead to Galena asking opinions from authorities there, who concurred in the switch provided sufficient time were granted to allow residents of Galena to make the trip to Hazel Green to see the trucks perform.

The cancellation of Galena, concluded the Illinois portion of the trip and the trucks took to the hilly roads leading into Dubuque, Ia. Heavy roads were encountered which offered an exceptional opportunity for traction tests with and without chains. After one truck had been so equipped the idea was abandoned when it was found that the geographical conditions in no way impaired the progress of the trucks.

Of particular interest to local motor truck owners and drivers is the tire question, which is coming in for the major share of attention from the personnel of the tour. Discussion arose at Dubuque over the advisability of pneumatic tires for trucks instead of solid tires. A local hauling company was consulted, who were using solid tires over the same ground which the tour had just traversed and a comparison of gasoline mileage figures showed a decided margin in favor of air-filled tires.

Local bankers in the towns visited are showing deep concern in the work of the trucks and without exception have declared their willingness to finance truck sales to ruralites.

After leaving Dubuque the tourists moved into the heart of Iowa's farming districts, where the same interest and concern that marked their previous stops was shown. So far everything has moved strictly as per schedule and indications point to a successful culmination at Milwaukee on October 4.

## RUNS AUTO HOSPITAL

Arthur Snodgrass is one of Hammond's factors in combating the high cost of living. He is chief surgeon at the Auto Custom Shop, 302 State St. He has shown dozens of times that he can take any old trap of a machine and perform some wonderful operations. Proof of his skill can be found on the streets where he has found many "patients" which he has saved from the scrap heap. He makes no mistakes to cover up because every machine that comes into his place for redecoration, new curtains, top, upholstery or painting leaves in first-class shape and is thereafter a traveling advertisement for him.

## QUINT BROS. EXPERTS ON IGNITION

Quint Bros., who operate the Auto Electric Equipment Co. on South Hohman st., Hammond, are specialists on ignition problems. They push the Bosch magneto and insist that battery systems can never supplant the magneto satisfactorily. They are always willing to lend their services and here are some pointers which they offer to help motorists in locating trouble quickly:

Loss of power—Poor compression or ignition timing late.

Motor misses—Broken or disconnected wiring; dirty points or spark gap too far apart.

No light—Open circuit or bulbs burned out.

When bulbs burn out—Loose generator connection.

All lights burning except tail light on grounded system—Poor ground connection.

In their arguments in favor of magneto ignition they show first that a magneto is a mechanical means for producing electricity. It is an entirely complete system—self-contained in one rugged unit and supplies current for ignition only. It does not depend upon batteries or require a separate coil or timer. It does not require constant expert attention and unlike a battery system it is not subject to damage or weakening by continuous operation, short circuits or electrical leakage.

## M'ELROY MOTOR CO. EXPANDING

The McElroy Motor Supply Company of 626 Hohman street Hammond, have expanded to an extent where they are rated among largest dealers and jobbers of automobile accessories in the Northern part of the State.

Since the company took over the interests of the old Champion Tire and Supply Company, their business has steadily increased and at the present time they are travelling two men and selling to over 400 dealers in the Northern part of the State.

In addition to carrying a large and complete stock at their retail store, 626 Hohman street, they maintain a wholesale department and warehouse at Sibley and Oakley. In addition to their accessory business they have inaugurated Tire Service for the motorists' benefit which consist of a motor-cycle equipped with air for inflating tires, which is at the Motorists' disposal whenever he is in tire trouble.

They expect very shortly to occupy their new building which will be erected just south of the Straube building and if their present plans are perfected they will have the most UP-TO-DATE Accessory store in the middle West outside of Chicago.

When the starting motor stalls easily and fails to spin the crankshaft as it should, it is a safe bet that either the storage battery does not test up to the necessary 1.25 or that the contact points of the line switch are not making proper contact.

## LIVE CONCERN COVERS WELL THIS TERRITORY

One of the live concerns in East Chicago that believes in the word "service" is the East Chicago Auto Paint and Trimming Company.

This company is meeting a popular demand in view of the fact that the field is sparsely covered in that territory. Their shop is located in the rear of the East Chicago Auto Sales company, a large roomy building only recently built, the front of which is occupied by the latter concern.

The men employed by the East Chicago Auto Paint and Trimming company are experienced in the business and are establishing a splendid reputation. The location is at 524 Chicago avenue.

## HERE'S TIRE SELLERS ARE PROUD OF

Truck users of the Calumet region are saved many dollars in expense and delay every day due to the foresightedness of Brown & Voorheis, Hammond agents for the Kelly-Springfield tires. At great expense this firm has installed a mammoth hydraulic press in their showroom on Fayette st., by which the heavy tires can be placed upon automobile wheels.

Changing a set of solid tires is no simple trick if the tire is expected to remain on long. This press, capable of exerting a force of thousands of pounds, quickly forces the old tire off and slips the new one in its place. Just last week a truck was equipped with heavy fourteen inch caterpillar tires, while many ten and twelve inch tires are put on each week for the manufacturing

plants. Without the Hammond agency's equipment it would be necessary to take truck wheels to the Kelly-Springfield branch at Chicago for this work.

## NEW MAXWELL HAS MANY REFINEMENTS

The arrival of new models along the row is still the talk of automobile men and motor car enthusiasts. Several new cars have arrived so far and others are on the way. These post-war models are attracting a great deal of attention and show the interest in motor cars. Among the recent arrivals is the new Maxwell, a better car than ever, with many refinements and improvements.

The new car, the latest product of the Maxwell Company, has several radical changes which make it a better and more reliable automobile and incidentally cuts down the cost of operation. There has been a constant stream of people at the local branch looking over the new products. The only trouble now is in

making deliveries. Cars are coming through, but not in large enough numbers to suit us. We could use a whole lot more than the factory is shipping us.

The new model is built on the famous Maxwell chassis, which is the foundation for more than 300,000 successful automobiles which are now in the hands of owners all over the country. The radiator has been altered and made larger and more symmetrical. There is a ram's horn and a hot spot, which insure economical operation and large mileage on a gallon of gasoline.

The Maxwell officials have not spared effort or expense in making this year's car the best they have ever built. The lines are the same as the last year's model, but more refined and graceful. The emergency brake is on the transmission and acts quickly and efficiently. The starting motor is more powerful and responds immediately.

## BUICK MOTOR CO. REDUCING PRICES UPON REPAIR PARTS

The Buick Motor Company of Flint, Mich., have just sprung a big surprise upon the motor car industry of this country in announcing a reduction in

the price of Buick repair parts. This is an unusual announcement at this time, when nearly all manufacturers are making price advances in nearly all of their products.

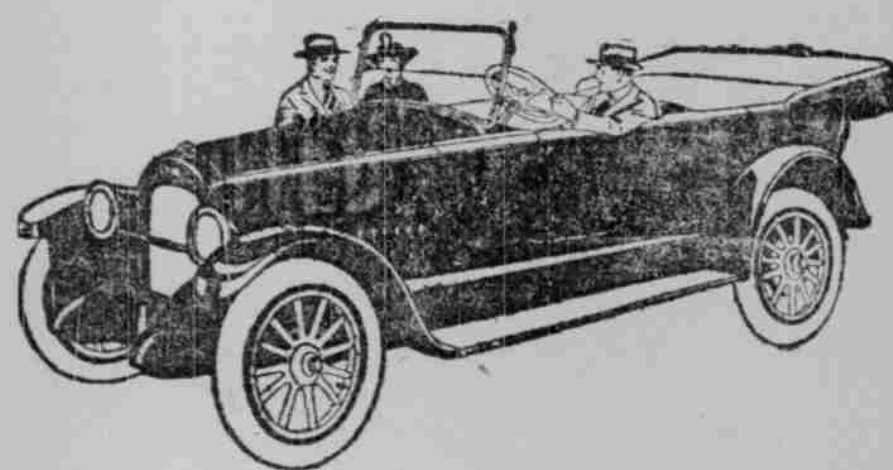
Due to improved manufacturing facilities, the establishing of repair stocks among their dealers (this means hundreds of individual stocks) and the purchasing of raw materials in the largest quantities has made it possible to reduce the prices upon a large portion of Buick repair parts. The price reduction upon some of the essential parts ranges from 15% to 35%, thereby giving to each owner an advantage that will be extremely beneficial to all.

## FLOURISHING AUTO INSURANCE BUSINESS.

This time it is W. A. Young, Mr. Young (by the way you may have met him) is the representative of the Illinois Automobile Insurance Company and is of course telling auto owners that they should not only see America first but also see him first.

His company issues policies covering fire, theft, collision, personal injury, property damage and wind storm. Mr. Young is located at 615 State Line street, phone Hammond 267.

# NASH PASSENGER CARS



THE NASH SIX ROADSTER \$1490

THE NASH SEVEN PASSENGER CAR \$1640

THE NASH SIX FOUR PASS. SPORT MODEL \$1595

THE NASH SIX FIVE PASS. TOURING CAR \$1490

## Stephens Salient Six, Eight y Series

Custom Fashioned Bodies—Wheelbase of 112 Inches  
Stephens Perfected Overhead-Valve Engine of 57 H. P.  
MODEL 84-A AND B SPORT \$1975.00  
MODEL 82 ROADSTER \$1975.00  
MODEL 86 SIX-PASSENGER \$2050.00

The owner of a Stephens Salient Six realizes to the fullest degree, the advantages which a motor car can yield.

### Beauty

Beauty—true and lasting—that increases on examination of the long, low, graceful lines—beginning with a fine, high, long tapering hood terminating at the tilted windshield, with an artistic drop to the low body sides, that sweep back and disappear in the drooping curve of the fender and the vertical extra tire carrier.

### Comfort

Comfort that begins with the even—tranquil flight—so comfortable, you forget the mechanical elements that carry you forward. Comfort—that ends with the soft, luxurious deep, restful upholstery, that holds you like a "favorite" chair, only the beginning of all that is revealed on inspection, to afford the fullest measure of comfort.

### The Limit of Reliability

Reliability in the Stephens Salient Six is its magnificent power—57 H. P.—that takes

you over the hills on high with ease—speed that bends the speedometer—that can creep at the crossings—leap across with the signal—quick on the throttle and fast on its wheels.

Performance from Perfection  
Stephens owners enjoy the fullest measure of service and satisfaction in having the first passenger engine to burn all the gasoline and the lowest grades of gasoline without lessened performance.

This is due chiefly to the Stephens perfected overhead valve engine—the most powerful per cubic inch of piston displacement the world has ever known, also the most economical.

### A Chassis of Mechanical Excellence.

And this perfected engine is mounted in a chassis of finished mechanical excellence—scientifically constructed—with low hung weight perfectly balanced and a wheelbase of 122 inches. A chassis that runs so true and travels so swift and smooth each ride you take you come to call a "road-flight."

## Scripps-Booth 6-Cylinder Models A FINISHED PRODUCT

When selecting a garment it is just as important to have a perfect fit and fine appearing costume when viewed from the rear as when from the side or front.

While many manufacturers have presumably overlooked this item it has been worked out to perfection in the Scripps-Booth car.

The low effect of the body, the pleasing lines of the top, the plate glass rear windows and the general scheme of design, form a combination that makes a beautiful object.

### Model Six-39 Touring Car

The Scripps-Booth Touring Car marks a distinct advance in the development

of a motor car suitable for the average family, as it plainly shows that a car does not have to be large and expensive in order to be beautiful, and give perfect riding comfort.

This Model, as well as the roadster, has the new straight stream-line body, upholstery of genuine leather, top genuine Fantasole, with curtains that open with the doors, walnut steering wheel and instrument board, and tools carried in the left door within easy reach of the driver.

These details show with what care the design, which is quite apart from every day custom, has been successfully and carefully followed.

### Prices F. O. B. Detroit

Five-Passenger Touring Car, Model Six-39 - - \$1295  
Three-Passenger Roadster, Model Six-40 - - \$1295  
Five-Passenger Sedan, Model Six-41 - - \$1985  
Four-Passenger Coupe, Model Six-42 - - \$1985

Wire Wheels Extra On All Models

## This is the Post-War Maxwell of Which You Have Heard So Much



THE public, which has so often expressed itself in favor of Maxwell cars (having purchased more than \$200,000,000 worth to date) now finds a new delight in this wonderful car.

### It's a Post-War Maxwell.

The hundred and one things that keen engineers worked out in Maxwell laboratories during the war "have found their way into steel!"

It's a greater car than any of the 300,000 of this same basic design that now may be found on any of the world's highways.

You can search from axle to axle and most anywhere you will find bits of fine engineering development that will astonish you.

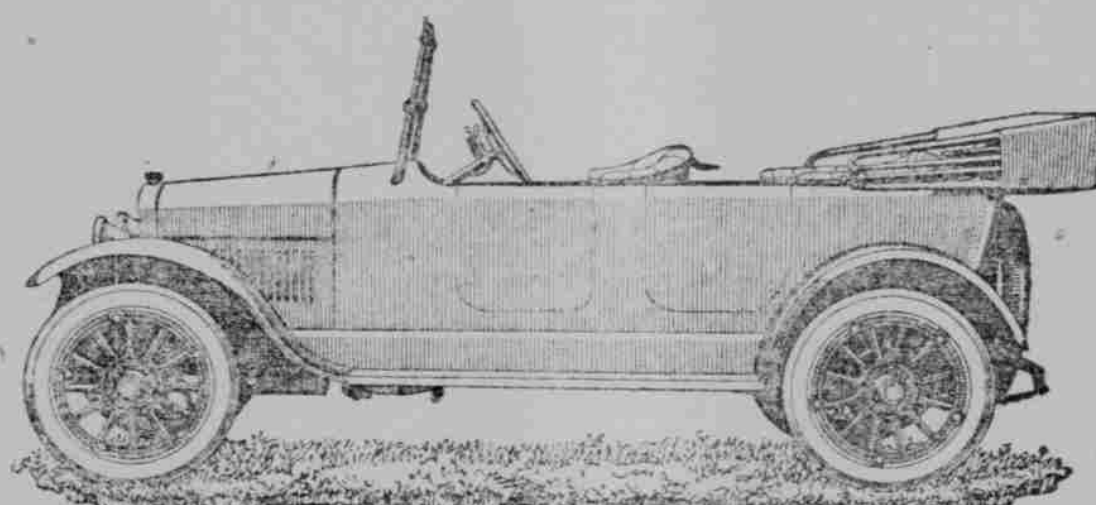
You can locate them in radiator, brakes, electric system, transmission, frame, bonnet, body and even top.

Yet, there is nothing that long road tests have not proved out, that ripe experience and level heads have not O. K'd.

Also equipped with Hot Spot and Ram's horn.

You pay \$985 f.o.b. Detroit. You might easily pay \$200 more and feel that you had a decided bargain.

Be among the first to drive a Post-War Maxwell. Get the most recent thing in a car.



# HAMMOND NASH SALES CO.

50 West State St. : Phone 375 : Hammond, Ind.