



TWO TRAINS OF AUTOS A DAY

Studebaker Corporation Sends Out Two Trainloads Daily to Two Different Branches.

STILL CANNOT SUPPLY DEMAND

In addition to other shipments Studebaker has adopted the plan of consigning two trainloads of the new models each day to their branches, from which the cars are passed along to dealers.

Accordingly on last Monday two trainloads of the new Studebaker models started, one for the Pacific coast and one for the Atlantic coast, for distribution among dealers tributary to those branches. Tuesday two more trains were under way for other branches, and on Wednesday another double trainload was sent out, this program to continue until each branch house will have received its quota of cars.

The demand for 1916 models has been so great that, although working day and night, the enormous Studebaker plants at Detroit and South Bend have been unable to meet the situation.

"Because of the changes in the new models," said Mr. L. J. Ollier, the sales manager, "naturally our production was somewhat delayed. But we are now producing each day more cars than were produced in any one day last year, and every day shows an increase. With the great reduction in price, while at the same time increasing the quality and power of the new models, we, of course, expected a large demand for the cars, but really never anticipated our sales reaching their present figure, especially at this early date."

"Nor is there any indication of a slackening up in the buying of cars over the country, so far as reports from our agencies indicate."

Pathfinder Cars in Philippines

W. E. Stalaker, vice president and director of sales of the Pathfinder company, received a call last week from L. L. Cook, Manila, Philippine Islands, who is the owner of two Pathfinder cars.

Mr. Cook is connected with the automobile division of the Bureau of Public Works and has given these cars continuous service for several years. He purchased another Pathfinder while at the factory and said, "I am purchasing my third Pathfinder because of the wonderful service these cars have given me. One car has been used for overhauling speed funds and has never failed to catch them. Pathfinders are powerful and are repaired highly in the Philippine islands."

Mr. Cook drove his new Pathfinder single six overland to New Orleans, where he embarked for Manila.

Velie Company Makes Cheaper Car

With the announcement of a Velie 1916 six at \$1,095, the Velie company entered a field entirely foreign to it, as heretofore Velie cars have been much higher in price and available only to the limited class of buyers investing \$2,500 or thereabouts in a motor car purchase.

Now, with a light six in the \$1,000 class, the factory is deluged with orders. The dealer clientele has been greatly strengthened, and the Velie company bids fair to assume first rank in quantity production as well as in the quality of product, which is naturally expected of it.

SOME CHANGES MADE IN MAXWELL SELLING STAFF

The withdrawal of the Maxwell Motor Sales corporation from racing has made possible the transfer of Contest Manager Paul Hale Bruske to a factory position in which he will have charge of the newspaper work of the company, with headquarters in Detroit.

L. K. Cooper of Chicago, who, during the summer, won the championship of all Maxwell salesmen and a \$500 prize, has been further rewarded by promotion from district salesman to be supervisor of sales in the Maxwell zone No. 4, a strip of territory in the middle west, stretching from the lakes to the Gulf of Mexico.

Mr. Cooper succeeds William D. Paine, who has resigned to enter an enterprise of independent nature.

UPSON OF GOODYEAR CO. TO WORK WITH NAVAL BOARD

Ralph H. Upson of the Goodyear Tire and Rubber company, winner of the international balloons trophy in the race that started from Paris in October, 1914, has been selected as a member of the special committee to co-operate with the Naval Advisory Board in its consideration of the application of aircraft to warfare.

President F. A. Seiberling of the Goodyear Tire and Rubber company has been made a director of the American Society of Aeronautics Engineers, organized at the suggestion of Thomas A. Edison to act with the Naval Advisory Board, of which Mr. Edison is chairman.

CADILLAC PROMINENT AT PLATTSBURG CAMP

One of the most interesting features of the business men's military instruction camp at Plattsburg, N. Y., in command of Major General Leonard Wood, was the train of motor cars, among which were two Cadillacs fully equipped for military purposes. One of these was one of the fully armored and armed eight-cylinder Cadillac cars which recently made the notable trip across the continent in the squadron under command of Col. R. P. Davidson of the Northwestern Military and Naval Academy. The other was a field hospital, also on the eight-cylinder chassis, which attracted much attention.

GOES OVER TO SAXON AND KISSSEL CARS.



Roy L. Alley, who has recently been with the W. L. Huffman Auto company, has now joined forces with the Noyes-Killy Auto company. Mr. Killy became convinced that young Alley had some real salesman qualities when he was associated with the Huffman Auto company and has been very anxious to secure his services. Mr. Alley has a large acquaintance in this territory, and with this new opportunity to make good is confident of his future. "The Saxon-Kissel combination is a winner for me," says Alley, "and I'm going to do a big business this fall."

Interstate Agency in Omaha is Given to Traynor Company

The Traynor Automobile company has contracted with the Interstate Motor company of Muncie, Ind., for the sale of their cars in this territory. Mr. Louis Traynor in speaking of the car seems extremely enthusiastic for two reasons. First, because the car meets with his idea of real value and second, because they can make immediate deliveries. "Then 'oo," said Mr. Traynor, "the Interstate people are live wires and lend co-operation all along the line from the prospective car buyer to the old time Interstate owner."

For instance here's an example of the way the Interstate business. They lend assistance to the dealer in proving his points and assistance to the prospect in realizing that the facts prove themselves.

Dealers in Opium Go Out of Business

(Correspondence of The Associated Press.)

PEKING, Aug. 14.—In and around the coast provinces of China, the suppression of opium traffic by the Chinese government officials has been effected so thoroughly that the opium dealers are flocking in increasing numbers under the protection of the foreign settlement in Shanghai, but even there the dealers are finding their activities restricted. The missionary element and other reformers have hit upon one rather novel campaign for suppression by lottery. The tax-payers in Shanghai voted in favor of the scheme, and a lottery or drawing was recently held for the purpose of selecting out of the 600 opium dealers in the territory 16 who should give up the opium business.

The North China News, describing the drawing, says:

"The drawing was conducted on a platform, and the people, whose fortunes were temporarily or permanently at stake stood earnestly scrutinizing every move in the procedure. Great care was, of course, taken to ensure accuracy in drawing and recording numbers, and the Chinese who held up the ball as it came from the machine were careful to let it be seen between his thumb and finger, and to have his long sleeves well rolled back. The proceedings were conducted without a hitch, the drawings being completed within an hour."

GERMANY GETS ALL DATA IT CAN FROM TRENCHES

(Correspondence of The Associated Press.)

ROTTERDAM, July 21.—So that no useful information may escape attention, the German government has instituted a very thorough system of examination of travelers crossing the frontier from Holland.

To deal with Americans there is on the staff of the commandant of the station on the border three officers who speak perfect English and have a thorough knowledge of the United States and Canada. One of them hails from Milwaukee, where he was educated in the public schools, another from St. Louis and the third from Montreal.

After the traveler has undergone an examination at the hands of a German non-commissioned officer, whose chief aim seems to be to find out whether he can speak or understand German, for Germans are suspicious of German-speaking foreigners, he is handed over to the three English-speaking officers who entertain him lavishly and proceed to extract all the information that they can, especially if he has spent any time in England. When, as it often happens, the traveler seeks the object of the inquiry, the trio seek another and probably more valuable passenger.

PERSONAL PARAGRAPHS.

R. A. Means and C. E. Lewis of Denver, were visitors at the city hall.

Frank C. Gardner, 214 Cuming street, who went to Seattle to attend the Shriner's convention, has just returned from a trip along the coast.

Gossip Along the Automobile Row

T. M. Bromwell, for many years identified with large automobile distributing accounts in Omaha, has identified himself with the Oldsmobile Sales company. This should assure a large sale for this excellent car, as Mr. Bromwell has been very successful in handling big sales propositions.

George L. East and E. A. Hart, assistant sales manager and district manager respectively, for the Oldsmobile works, are in Omaha co-operating with their new distributors, the Oldsmobile Sales company in organizing this territory for a big 1916 Oldsmobile business. These gentlemen have covered this country from Boston to the coast and believe that this section is in better shape to absorb a larger number of motor cars than any other hereabouts visited.

The Oldsmobile Sales company, recently established at 236 Farnam street, is showing something novel in a roadster. This is the new convertible Oldsmobile roadster which, with an extra wide seat and an emergency compartment in the rear, is capable of carrying five people. Experienced automobile drivers have pronounced it an unusually comfortable roadster, and for equipment and beauty of line and finish, it certainly is unsurpassed by anything heretofore seen in Omaha and vicinity.

C. S. Carria, district manager for the Franklin Motor company of Syracuse, N. Y., is in Omaha this week completing the details of arrangements which have been made in Omaha with H. Felton. Franklin cars will be here soon.

F. W. Light, who is connected with the Franklin Motor company, recently drove from Fremont to the city limits of Dundee in fifty minutes. This was done in a Franklin.

The W. L. Huffman Automobile company has received advice from the factory that the production situation is improving to such an extent that it is hoped during the coming week that sufficient shipments will be received to supply all of their dealers with one of the new Hupmobiles.

No Motor Car Tires to Be Had in Norway

(Correspondence of The Associated Press.)

CHRISTIANIA, Aug. 14.—Norwegian owners of automobiles are hard hit by the announcement of dealers that the supply of tires has been exhausted, and it is impossible to replenish the stock to any extent because the belligerent countries are taking up all the world's supply. At present it is said there is not a new tire to be bought at any price anywhere in Norway.

The situation is much more than annoying, for it will have a serious economic effect on Norwegian farming. It is very doubtful if any country has adopted the automobile more extensively in a public way, for in Norway the sparsely settled hills have never been able to support railways and the automobile has come to be the principal means of communication and transportation, both for the farmer and commercial men. The innumerable cars which have been put to service in recent years are all of foreign manufacture, for there is no automobile factory in Norway, and the same is true as to oil, gasoline and tires. The importation of tires has steadily decreased since the European war began, and the present impossibility of obtaining new tires has forced many of the taxicabs in Christiania to go out of business. The cars on the public automobile routes in the country are wearing their tires down to the last thread, and it appears their service may soon have to be cancelled.

The Royal Automobile club, of which Knig Haakon is honorary president, is now negotiating with foreign governments in the hope of getting permission to import tires, with guaranty on the part of Norway that the tires will not be exported to any of the belligerent nations.

Bert Murphy of the Murphy-O'Brien Auto company spent the last week visiting the Dodge Brothers and Paige factories—using his influence in getting more cars to supply the demand in their territory. Bert is highly elated over the trip and informed his sales force on his return that he had a hundred cars en route, and to get busy and allot them equally among the dealers and standing retail orders.

Oscar Pollock of Fremont has taken the agency for Dodge Brothers and Paige cars, through the Murphy-O'Brien Auto company. Oscar had a large display during the tractor meet last week, and sold eleven cars at retail.

The Paige Motor Car company has announced their new convertible coupe and limousine tops for roadsters and touring cars. They are very attractive and conveniently applied to the cars for winter use, and at a very reasonable cost.

L. E. Oldwell, vice-president of the Chalmers Motor company, is taking his vacation in the north woods of Wisconsin. The Oldwell party is making an extended canoe trip and expect to be gone until the middle of September.

K. G. Guild of Kansas City, was in Omaha last week visiting friends and seeing the city, having driven here from Buffalo, N. Y., in a Saxon roadster. "This is an ideal vacation," said Mr. Guild, "and I have had a total car expense of about \$150 per day. In some places in Missouri the roads were under water and I had to take a chance on guessing whether there was a road under the water. I have had only tire trouble."

Apartments, flats, houses and cottages can be rented quickly and cheaply by a Bee "For Rent."

Now What'd'ya Think o' That "Oleomargarine," he said, suddenly taking his arm from around her neck, "I cannot disguise the fact that I love you, but I must tell you that my family is one of the oldest and proudest in the land. I cannot marry you unless you have a family tree. Oh, Oleomargarine tell me, have you a family tree?" she replied, haughtily. "Our family tree extends back to William the Bluffer." "Oleomargarine" he cried rapturously. "Let's get married this afternoon!" "Which day did, when he said, "Now show me your family tree." "This way," she replied, and led him out to the back yard and pointed to a great spinberry tree on whose branches the family dolls were drying. "There," she said proudly. "William the Bluffer carried his initials in that tree—there they are, right under that branch, see, 'W. the B.' My father bought the tree in England last summer, and now we use it to hang out the washing." "Oleomargarine!" he cried. "Oh, piffle!" —Detroit Free Press.

MAXWELL A HILL CLIMBER

Goes Over the Sand Piles of New Mexico and Easily Wins the Money.

SILVER CITY, N. M., Aug. 12.—Ever since the first automobile came to Silver City motorists have bucked the long sand grade of Church hill. Several months ago Silver City was started by a challenge from a dealer in a widely advertised car. The challenge stated the dealer's desire to post \$100 as soon as any other competitor would do likewise. The two would then repair to Church hill and the \$200 would pass to the one that could go farthest up the grade.

A week ago J. A. Smith bought a 1916 Maxwell. Smith drove his car a few days and late one afternoon ascertained that the \$100 proposition still stood and covered it. The trial was booked for that evening.

Maxwell Makes the Start.

By agreement, the Maxwell was to make the first trial. Smith took a long start and tore up the first part of the incline in second gear. Just before he hit the sandbeds Smith shifted into first. He charged Buckley at a lively gait; Cactus Charlie leaped into the masques just in time. Then he started in pursuit, yelling like a demon and losing ground at every jump. The Maxwell slowed down at the last sand spot, but carried through to the harder going near the top and at the peak was actually gathering speed.

The other car essayed the hill in first gear from the start and at a steady speed. It plowed through the lower stretches of sand in good shape, also excelled the best performance prior to the contest, but began to move jerkily in the heavy going nearer the end and stopped with about twenty feet of sand still to navigate.

The second and third attempts fell short of the first. An effort to rush the lower hill on second speed as the Maxwell had done resulted in disaster when a quick shift into first was tried. Buckley turned the \$200 over to Smith and the Maxwell rolled down, unquestioned champion of the grade.

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Saxon Roadster \$395

Costs less to run than horse and buggy

The only car under \$400 with these modern features

Modern high speed motor —provides flexibility, quietness and power to go anywhere.

Honeycomb radiator —assures perfect cooling; finest type of radiator made.

Sliding gear transmission —used in all high priced automobiles.

Timken axles —we know of no other axles so good.

Graceful, roomy, streamline body —distinctive, stylish, classy.

Dry plate clutch —\$2,000 cars use the same type.

Vanadium steel cantilever springs —easiest riding type of spring suspension.

Saxon is the only car under \$400 that is in the latest automobile fashion—classy in appearance, modern in design. You have to pay much higher prices to duplicate its features in any other automobile.

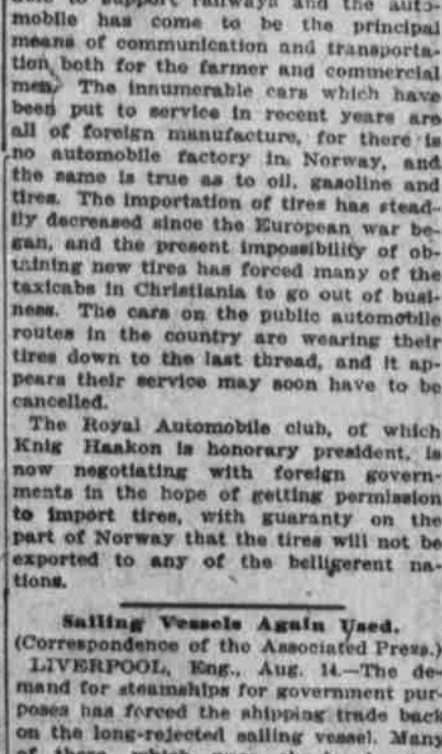
Saxon Roadster \$395 Saxon "Six" \$785

Saxon Motor Co., Detroit

Secure this valuable agency for your territory at once

NOYES-KILLY MOTOR CO., Distributors

2066-68 Farnam St., Omaha, Neb.



A Better Car, With More Power For \$100 Less

A larger car, with more room, but less weight

A tripled output to meet the demand

In announcing the new Allen Models for 1915 we have absolute confidence that exceptional merit and genuine value will speak for themselves.

In this new car is concentrated all the best ideas and skill of experienced engineers who are among the best in the country. You will quickly recognize it as a truly remarkable achievement in automobile manufacturing.

The Allen car is built by a reliable company, strongly financed and permanently established—an important point in purchasing a car. There are two models; 5 passenger touring car, and roadster.

HERE are a few Allen features: Unit Power Plant, with Long Stroke Allen-Sommer Motor, Full 37 H. P. 3 1/2 inch bore x 5 inch stroke; Westinghouse Electric Equipment—Starting, Lighting, Ignition; Full-Floating Rear Axle with pressed steel housing; 55 inch under-slung rear springs; 112 inch wheelbase; Stewart-Warner vacuum fuel feed system; easy operating yet positive Clutch and Brakes; One-man top. In fact, all the latest refinements and best equipment; beautiful and durable finish.

To describe the comfort and easy riding qualities of the Allen is impossible, but the delightful sensation when riding quickly proves the wonderful balance and correct manufacturing principles. Let us show you the new Allen and take you for a spin.

STANDARD MOTOR CAR COMPANY

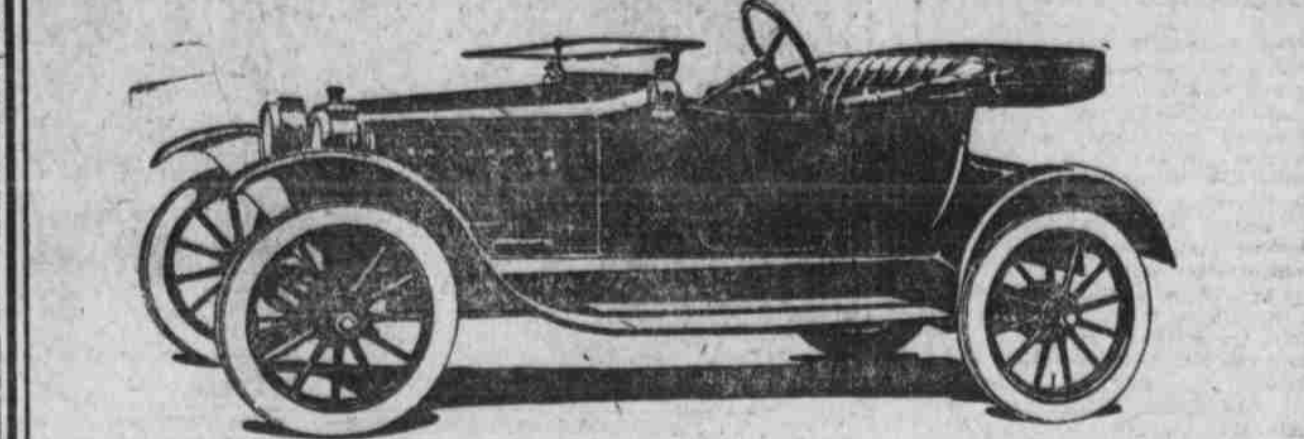
CARL CHANG-TROM, Mgr.

Douglas 1705 2010 Farnam St.

Factory Address: THE ALLEN MOTOR CO., Pontiac, Ohio

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Saxon is absolutely modern and up-to-the-minute—yet it contains no experimental features. There is nothing freakish about it. Saxon is a proved car. It has been tried in the hands of 80,000 users, in engineers' tests, in public contests. Everywhere it has made good.

And don't overlook the Saxon virtue of economy. Saxon costs less to run of any car yet produced. It averages 30 miles per gallon of gasoline; 75 to 100 miles per pint of oil. Half a cent a mile is the Saxon average for car operation—one-fourth of a cent per passenger. Tires last 3,500 to 5,000 miles. A new tire costs the minimum—only about \$7.95.

Saxon Roadster has stylish looks—modern design—absolute reliability—low upkeep. Each of these qualities is a reason why you should own a Saxon.

Buy an automobile that is stylish and modern just the same as you would buy a hat, a suit of clothes, a gown that's stylish. There is only one car in the world under \$400 with these most desirable qualities. That car is the Saxon Roadster—\$395. (Electric starting and lighting \$50 extra.) Come see it today.

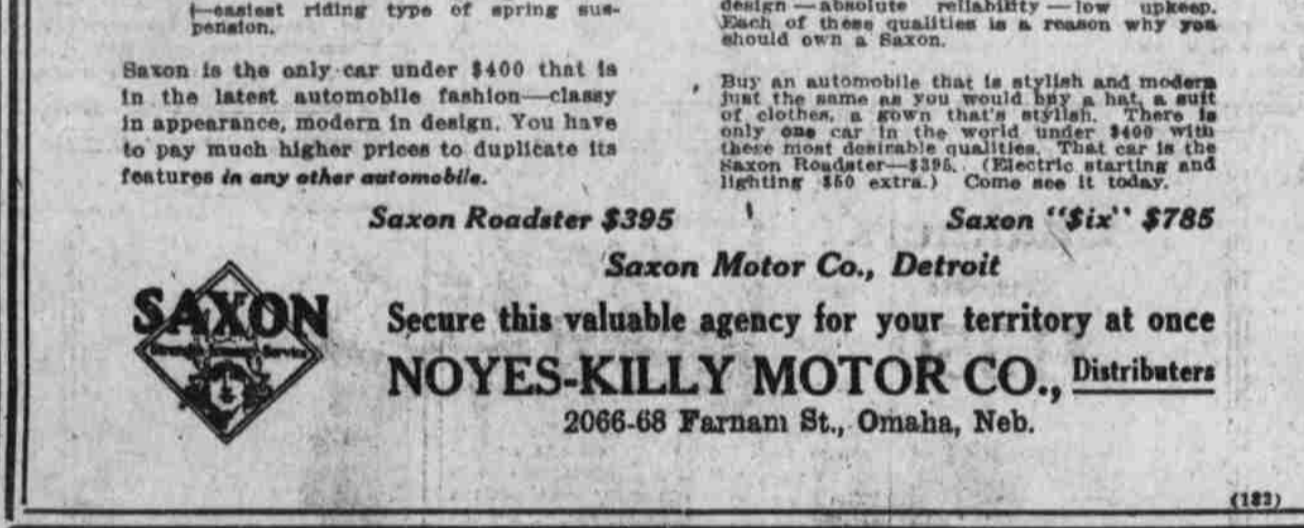
Saxon "Six" \$785

Saxon Motor Co., Detroit

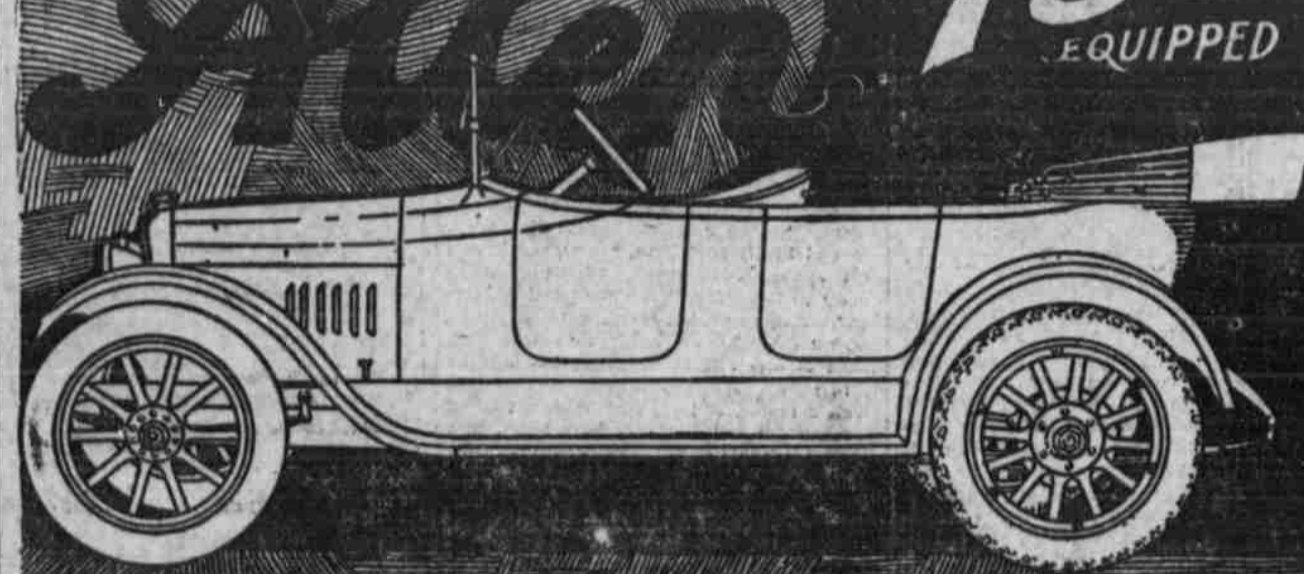
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