Three Thousand-Mile Trip by Dai Lewis Under Many Difficulties,

SEVENTEEN DAYS OF RUNNING

Route Includes Thirteen States-Many Cars to Compete-Omaha on the Route for an All Night Step.

on an endurance run, judging from the strenous tour of the Chalmers-Detroit under the guidance of Dai H. Lewis. The Chalmers is completing the pathfinding tour with every read and every town mapped. The start will be from Cincinnati Monday, June

than the routing which Lewis has com- used for this purpose, and also to keep be purchased in this country this year, not pleted. It will be possible to start the the surface cool.

out from Cincinnati to Dallas and as far EFFECT OF AUTOMOBILES GLIDDEN TOUR MAPPED OUT north as Wichita covers more than 1,800 tiles. The entire route, ending at Chicago, overs 2,800 miles. That is a greater dis tance than any previous tour of the Auto-

nobile Association of America, About the best going the Chalmers "30" has found on the path-finding trip thus far, says Dal Lewis, is the hard clay pike road entering Dallas Tex. The county road ommissioners take special pride in this piece of highway, which they are rapidly extending. A car can travel forty miles an hour on this road without discomfort to the occupants.

President Sachsteder of the Dallas Autopath-finding crew into his city. The long This year's Glidden tour is to be the greatest test ever given to any automobile is being built by convicts and the work james J. Hill, however, invests it with a serious interest which cannot be lightly

Cutting Steel or Iron.

CEDAR BAVE

KANSAS

MISSOURI

ARKANSAS

TEXARKANA

NEBRASKA OMAHA MOINES

ATCHISON TOPEKA

GUTHRIE

KANSAS

TEXAS

WICHITA

ARKANSAS CITY

athe or milling machine, it is often neces- bodings. sary to leave a smooth surface. Oil, or Mr. Hill is reported as estimating that Never has the work been done better various cutting compounds with oil, is \$60,000 automobiles, costing \$400,000,000, will

ILLIN015

MISS.

ON GENERAL PROSPERITY

J. J. Hill, Railroad Magnate, Sees

Disaster Ahead, but There is Argument on the Other Side. The vast development of the automobile industry and the now practically indispensable utility of the machine for a variety of purposes have doubtless seemed to many persons symptoms of increasing prosperity in this country, and the sugncreasing use may be a harbinger of panic nobile Dealers' association, escorted the fantastic. The making of that suggestion and financial disaster may seem to them serious interest which cannot be lightly dismissed, and while we may not accept all his reported conclusions, the subject is worthy of an effort to discern how much When cutting steel or wrought iron on a or how little ground there is for such fore-

I cent of that enormous sum being in-

FLORENCE,

ALABAMA



ROUTE OF THE GLIDDEN TOUR.

is to consider the effect of the removal they wear out or because the fashions if of so much capital from the field-of busi- them change. of the money which is paid for automogoes to pay for materials and labor expended in the manufacture and sale of he cost. But if he pays \$5,000 for an automultitude of persons. We surely cannot does not seem to be compensation elseregard such money as wasted or even as where, withdrawn from profitable use. Of course, To predict a national financial panic be-It does not go directly for anything which cause of numerous purchases of automo-

and shoes.

shel of grain. Another speaker invites to lose value very quickly, either because ness. The idea seems to be that the money great number of second-hand machines invested in automobiles is wasted for non- which are on the market at a small fracproductive luxuries. To a certain extent tion of their original cost. A man may that is doubtless true, but not altogether, buy a 2-year-old horse for \$500 and use It is to be borne in mind that the bulk him steadily and have him retain his value tor at last. years' use he may sell him for more than them, thus affording profitable markets for mobile and a year later sells it for \$1,000 goods and profitable employment for a he suffers a heavy loss, for which there

will raise grain, but then neither does the biles appears extravagant. But there is money which is expended in building rail- perhaps reason for exhorting individuals roads or ships or houses or in making boots not to be so swayed by their fascination as to invest in them imprudently. The chief peril in what is-perhaps with would seem to be the part of ultimate eco dubious wisdom-called the automobile nomic wisdom, though for the moment i craze would seem to be in the purchase of may not appear to be to the advantage of machines beyond the prudent ability of the munufacturers, to get beyond the experibuyers and in the too rapid deterioration of mental stage as speedily as possible and to the machines and consequent loss of value. develop a standard type which will remain It is doubtless an evil for persons to buy practically unchanged, so that a car will be machines when they cannot afford them, used year after year with entire satisfacjust as it is to buy planes or dining tables, tion, just as is a sewing machine or and if a large number of persons in any typewriter or a reaper. On such a basis community should thus purchase beyond there would be no fear of a panic, no mattheir means the result both to them and ter how many automobiles were made and

to their neighbors would be unfortunate. purchased.-New York Tribune

BEFORE YOU BUY

The Interstate . . . \$1,750

Hupmobile. \$750 We can make immediate delivery and

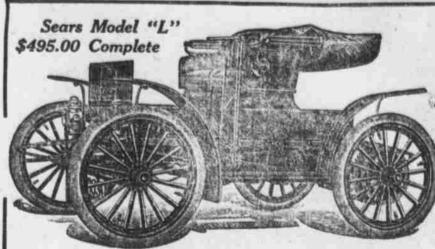
are making the best agency deal out. Huffman Automobile Co.

Distributers for Nebraska, lowa and South Dakota

How Alligators Kill Their Victims.

Late that afternoon, when the lagnon was slightest speck of black. It was an alliga-

themselves and give you a chance; they sglow with the wonderful copper bues of only hold you under water until you are a Papuan sunset, someone pointed out to drowned, or half pulled to pieces, and then me a long, dark streak moving swiftly store you somewhere under a bank or in a across the water two or three hundred hole until you are 'high' enough to be yards away, and in the streak just the savory-just as you would do with a pheasant, you know. He's a knowing be "Now, you see why you can't go swim-ming in the lagoon," I was told." "They World Magazine.



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Sears, Roebuck & Co. Chicago

tour without extra labor on the part of the committee, as Lewis will know every foot of the road over which the Gliddenite Here is the complete route for the seventeen days of the run:

ricen days of the run:

First-Cincinnati to Louisville.

Second-Louisville to Nashville.

Third-Nashville to Sheffield.

Fourth-Sheffield to Memphis.

Fifth-Sunday in Memphis.

Sixth-Memphis to Little Rock.

Seventh-Little Rock to Texarkana.

Eight-Texarkana to Dailas.

Ninth-Dailas to Lawten.

Tenth-Lawton to Okiahoma City.

Eleventh-Oklahoma to Wichita.

Twelfth-Sunday in Wichita.

Thirteenth-Wichita to Kansas City.

Fourteenth-Wichita to Kansas City.

Fourteenth-Bansas City to Omaha.

Fifteenth-Omaha to Des Moines.

Sixteenth-Des Moines to Davenport.

Seventeenth-Davenport to Chicago, the Intsh.

When the rough estimate of the route was made a run from Dallas, Tex., to Oklahoma City was made a day spin. pathfinding Chalmers reports that this must be a two day's run on account of the reads. This will make it impossible to reach Kansas City on the second Sunday of the tour.

Route Changed. From Dallas the run will be to Lawton, Okl., by way of Decatur, Instead of Gainesville, Tex. On the ninth night out the night stop will be at Lawton. This will bring the tourists to Wichita, Kan., for the second Sunday, June 26, and the finish of

the tour will be in Chicago July 1. Chairman S. M. Butler, on his way home from Los Angeles, remained in Omaha long enough to change the route to take in this city. This necessitated the changing of the run after Lewis left St. Joseph, Mo. The Gliddenites will cross the northeast corner of Missouri and enter Nebraska. After leaving Omaha the cars will turn east again and pass through Des Moines,

Seventeen entries have been received for the Glidden tour. Nine of these are for the Glidden trophy and six for the Chicago trophy. Two enter as noncontestants, There are a number of autoists planning to make the tour without the necessity of competing for the trophies and following the strict rules of the endurance run. Such automobilists intend to get the benefits of the tour without undergoing its

Entry List. Entries for the Glidden tour close at midnight tonight. The time was extended by Chairman Butler from May 1 to May 15. The list promises to exceed that of any other year. Following is a list of the first cars to enter: First, Premier; second, Premier; third Chalmers; fourth, Chalmers; fifth, Chalmers; sixth, Cole; seventh, Maxwell; eighth, Maxwell, and ninth, Parry. Chicago trophy-100, Moline; 101, Moline; 102, Moline; 103, Lexington; 104, Cole, and 105, Parry; noncontestants, two Cadillac

gun carriages. The entry fee is \$200, and is to be increased to \$300 from today for post entries. While the arrangements for the tour are being completed in the offices of the American Automobile association in New York. the Chalmers pathfinding party is having a strenuous time mapping out the route. Texas, Oklaboma and Kansas and Missouri have been thoroughly explored. Most of this run has been over good roads. On the trip across the Texas plains the heat was almost unbearable. At Martin's ranch, a short distance from Decatur, Driver Gardham was prostrated.

Gradham Out. Gardham was compelled to rest for a day and was under the care of a physician for twenty-four hours. The 129 miles from Decatur to Lawton were covered in good time. The highways were excellent. Many motorists from Lawton met the party. A delegation of motorists from Chikasha journeyed 145 miles to greet the party. The day's run was through a picturesque section, the route taking the tourers through the Wichita mountains.

The Canadian river was crossed and the Chalmers passed through the Sill milltary reservation. Representatives of the Okiahoma State Automobile association accompanied the Chalmers party during the entire day and escorted them as far as the Kansas line. The pathfinders had traveled 1,700 miles since leaving Cincinnati on April 12. On the completion of a 100-mile

run the travelers reached Enid. The route was laid out by way of Guthrie and the roads passed were in fairly good shape. Again the state autoists guided the Chalmers. On May 3, Oklahomawas left and the pathfinder entered Kansas and completed a 120-mile run from Enid to Wichita.

The run across Oklahoma was made in less than three days. The tour as mapped

A Wonderful Business Story

"I entertained Mr. John N. Willys, president of the Overland company, last week in Council Bluffs. His career makes one of the most interesting stories ever told. It is a story of how he stepped in two years to the topmost place in motordom. Of how OVERLAND automobiles rose in twenty-four months to this year's sale of \$24,000,-000. How a factory has grown like magic to a payroll of 4,000 men-to a daily output of 30 carloads of automobiles. And how a large part of the demand of the country has been centered around one remarkable car."

Kenry H. Van Brund

The Discovery

Here is an outline of the story-just enough to make you want it all.

Two years ago, Mr. John N. Willys was dealer in automobiles. There came to him one day a remarkable car-evidently the creation of a mechanical genius. The simplest, sturdiest, smoothest-running car that anyone around there had seen.

The name of the car was the Overland. And the price-then, \$1,250-was amazing as the car itself.

The sale of the car spread like wildfire. Each car sold brought a call for twenty others like it. Old and new motor car owners came by the score to deposit advance money-attracted by the Overland's matchless simplicity.

But the cars did not come. And when Mr. Willys went to the makers he found them on the verge of receivership.

The genius which had created this marvelous car could not finance the making in the face of the 1907 panic.

The New Start

Mr. Willys in some way met the overdue payroli-took over the plant-and contrived to fill his customer's orders.

Then the cry came for more cars from every place where an Overland had been sold. As the new cars went out the demand became overwhelming. The factory capacity was outgrown in short order. Then tents were erected.

Another factory was acquired, then another; but the demand soon outgrew all During the next fiscal year these fac-

tories sent out 4,075 Overland cars. Yet the demand was not half supplied. Dealers fairly fought for preference. Buyers paid premiums. None could be content with a lesser car when he once saw

the Overland. All this without advertising. About the only advertising the car ever had was what users told others.

The Pope-Toledo Plant

Mr. Willy's next step was to buy the Pope-Toledo factory-one of the greatest automobile plants in the country. This gave him four well-equipped factoriesjust 16 months from his start.

But the Toledo plant wasn't sufficient. So he gave his builders just 40 days to complete an addition larger than the original

Then he equipped these buildings with the most modern machinery-with every conceivable help and convenience-so that cars could be built here for less than anywhere else.

Now 4,000 men work on Overland cars. The output is valued at \$140,000 per day. Now this man has acquired 23 acres The contracts from dealers for this season's delivery call for 20,000 cars.

around his Toledo plant. And his purpose is to see-from this time on-that those who want Overlands can get them.

Marvelous Sales

Dealers had ordered 16,000 of the 1919 Overland models before the first car was delivered. That means that each Overland sold the previous year had sold four others

And without any advertising. This year's Overland sales will exceed \$24,000,000. Yet the Overland is but two years old.

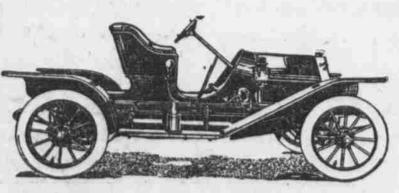
The \$1.000 Overland

This year an Overland-better than last year's \$1,250 car—is being sold for \$1,000. That is because the tremendous production has cut the cost 20 per cent.

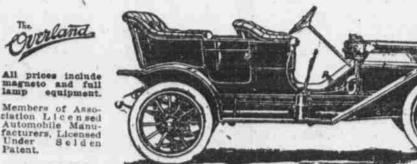
A 25 horsepower car, capable of 50 miles an hour, for \$1,000, complete with lamps and magneto, Never did a maker give nearly so much for the money.

There are higher powered Overlands for \$1,250-\$1,400-\$1,500. They are just as cheap in comparison as the \$1,000 model. The Overlands are unique in simplicity. They operate by pedal control A ten-yearold child can master the car in a moment.

They are made in the same factory, and by the same men as made the Pope-Toledo. a \$4,250 car. The reason for the price lies in the production of 125 cars per day.



Overland Model 38-Price \$1,000. 25 h. p.-102-inch wheel base. Made also with single rumble seat, double rumble seat and Toy Tonneau at slightly additional cost,



Overland Model 41-Price \$1,400. 40-h. p.-102-inch wheel base-5

Van Brunt Automobile Co.

Omaha

Council Bluffs

Sioux Falls