

## H U D S O N

## Hudson and Essex Lead the New Competition

(A Statement by the Hudson Motor Car Company and Essex Motors)

Selective buying again rules the automobile market.
Inability to secure delivery of his first choice no longer forces the buyer to accept a less wanted car.
The return of competition to a basis of merit is welcomed by Hudson and Essex in common with all, builders of established reputations,
They have not regarded competition on the basis of ability to deliver as at all a good
thing for the motor industry thing for the motor industry. That situation invited many to plunge into automo-
bile manufacture and exploit quick profits seizable from unprecedented demand.

> A Situation That Was Inevitable

Now once more the task of supplying the motor car demand devolves upon the builders, whose organization, experience and product have proved their fitness to sur-
vive through years of competition that vive through years of competition that
recognized none's right to live except by recognized non
superior merit.
We could not, in candor, urge that Hud-son- and Essex alone are deserving of con-
sideration to the exclusion of all other cars.

We know there are other thoroughly good cars, some even that can well wear the name of great cars, and we acknowledge the which alone could have produced them.
Yet today, more than 100,000 Hudson Super-Sixes are in service.- It is, and has been for five years, the largest selling fine car in the world. Consider if its title to leadership were less deserved if the flaw would not have appeared in five years.

The Same Men Also. Build Essex

And Essex shares this prestige. Not merely because Hudson builds the Essex, and therefore pre-pledges to it all the ex-
perience and knowledge gained in building the Super-Six. Rather because the Essex, not content with this endorsement, has established its own place with such famous records as four times breaking the transcontinental record with four different cars, and in establishing the world's 50 -hour endurance mark. And nearly 50,000 owners also know and acclaim its worth.

SUYYL.SMMITH
-SERVICE FIRST
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E S S E X
"Old Ben" Is Gone!,


## It was in 1892 that "Old Ben" proudly came to Omaha-

HE was the "King of the Rails!" As proud as a rooster struts about the barnyard, "Old Ben," then youthful and useful, his machinery shining bright,
wended his way through the railroad yards, leading his first passenger train.

## But now "Old Ben's" useful days are over

Efficiency experts figured out that to try to re- pair "Old Ben" again would cost more than he was pair "Old Ben" again would cost more than he was able "to deliver.", He "eats"'more coal than he can<br>His valves and cylinders are beyond repairing. The His valves and cylinders are beyond repairing. The expense is too great, the experts say, so "Old Ben" is "pensioned." TECHNICALLY, DEPRECIATION HAS

OVERTAKEN HIM. HE IS OBSOLETE.

## We have many "Old Bens"

In our business depreciation,' the
"Old Ben", issue, costs thousands and
thousands of dollars annually.
Poles rot and have to be replaced.
Transformers and meters become
obsolete and have to be replaced with obsolete and hav
new equipment.

A new turbine of 27,000 horse-
power is being installed as a substitute for old turbines.
We have installed the largest boiler płace old boilers and to supply the in
the home and business.
home and business.
Horses and buggies for repair men en." $\quad$ owed in the footsteps of "Old Ben." The modern automobile road-
ster has replaced the slow old-time
vehicle.

Besides this, we have to meet increased costs which ${ }^{6}$ history'shows will never reach the 1915 level again

We keep thousands of tons of coal onhand at all times to meet emergencies like the coal strike and freight car shortage.

The freight rates, set by the, Interstate Commerce C̣ommission, may be increased, but will not go down for many years, we are advised.

Freight aloné now costs $\$ 2.96$ a ton which is more then freight and coal together cost in 1915, the basis on which our rates were fixed.

To borrow money with which to do business, bonds have to be sold, guaranteeing a certain rate of interest for many years in the future. For example, some bonds bear a certain rate of interest for thirty years. Few bonds are taken up before a twenty-year period.

During the high cost of money period since about 1915, we have had to mortgage our plant and will have to pay these high interest figures for from twenty to thirty years to come.

The mortgage we signed to obtain the last five million đollars we spent to extend and better our system, had to bear a high rate of interest. Even if interest rates should fall as low as in 1915, we will still have to pay the rate this mortgage bears.

Taxes are continuing to rise. We all know that. We have hdditional tax burdens to meet every year.

Labor eosts for us are not decreasing. WE have made no "CUTS" IN THE SALARIES OF OUR EMPLOYEES.

It is easy to figure out our problem. We would have asked for an increase in rates two'years, ago, but we thought that costs would go down and rather than increase the rates to our patrons, we shouldered the burden.

But we can carry it no longer.
All we ask is a "living wage"!

## Isn't that fair?

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