

Changes Made in Distribution of Motor Cars Here

J. T. Stewart Will Handle Hupmobile Autos—Pierce-Arrow Agency Taken by Fred C. Hill Co.

Two very important deals were concluded last week affecting the distribution of Hupmobile and Pierce-Arrow automobiles.

The Hupmobile branch, which was established here in March, 1919, will be discontinued February 1 and the distribution will be taken over by J. T. Stewart.

The contract covering the distribution of Pierce-Arrow automobiles and trucks will be taken over by the Fred C. Hill Motor company.

J. T. Stewart has been in the automobile business since 1908 and is one of the senior dealers here. He has been instrumental in the activities of the Omaha Auto Trade association since its organization and is considered one of the most successful dealers on the "row."

Through his efforts the Pierce-Arrow, the Mitchell and the Chrysler automobiles have advanced to positions of importance in the minds of Nebraska motorists.

Although the Hupmobile has been a favorite in this community for a number of years, the company evidently feels satisfied that the organization of the J. T. Stewart Motor company will be a most satisfactory connection from every standpoint, and accordingly has given him the entire territory formerly controlled by the Omaha branch.

This territory includes the state of Nebraska, approximately two-thirds of South Dakota and 20 counties in Iowa. Considering the popularity and prestige of the Hupmobile line, this is an extensive territory.

Fred C. Hill, who has taken over the Pierce-Arrow contract formerly held by the J. T. Stewart Motor company, has been associated with Mr. Stewart as general manager for the past six years, during which time he has devoted a major portion of his time to the Pierce-Arrow sales. This experience has fitted him admirably for the work which will be undertaken in behalf of the Pierce-Arrow factory.

Will Make One Chassis The Pierce-Arrow contract covers Nebraska and western Iowa and includes the operation of the service station located at Twenty-first and Leavenworth streets.

The Pierce manufacturers recently announced their intention to concentrate on one chassis. Although ten different body designs are available, the uniform chassis idea is an advance step which will simplify the repair problems of the owners.

Geo. H. Houlston, formerly manager of the Hupmobile company of Nebraska, will remain with the Stewart organization until March 1. Houlston plans to move to California immediately after then.

Tire Firm Solves "Buyers' Strike"

Advertising Manager of Kansas City Company Predicts Shortage by July.

According to E. F. Billings, advertising manager for the A. J. Stephens Rubber company, Inc., Kansas City, Mo., who spent the latter part of the week in Omaha, the Stephens people have found the secret of overcoming the "buyers' strike" which seems to be affecting the tire market in this territory.

Mr. Billings asserts that the remedy is simple and that reduced prices will turn the trick for other merchants just as they have for the Stephens company. Mr. Billings further predicts that there will be an actual shortage by the first of July, due to the fact that there is an acute shortage of long staple cotton, used extensively in the making of high-grade tires.

"The surplus stocks of cotton now on hand at the factories will be used up in a short time when the manufacturers get back to normal production," said Mr. Billings. "When this condition comes about it will be very near impossible to get certain popular-sized tires."

The Stephens company is arranging to put on a night shift to catch up on orders for popular-sized tires. Mr. Billings states that it is from 90 to 95 days behind on these tires, regardless of the fact that it is turning out approximately 600 tires a day.

Care in Use of Auto Battery Cuts Down Operating Expense

"In figuring the operating cost of an automobile," said Elmer Rosen of the Nebraska Storage Battery company, "how many men ever include the electrical current which they consume for starting their engines and operating their lights?"

"A storage battery, like tires and gasoline, is a regular operating cost. It needs care and attention, has to be charged occasionally and some day, sooner or later, depending upon the care given it, will have to be replaced.

Batteries, like tires, wear out. Batteries, like tires, last longer in proportion to the care which they receive. But properly cared for, batteries give you longer service at less cost than either tires or gasoline.

Sale of Cord Tires Jumping In Omaha, Declares Dealer

Manager of Kelly-Springfield Branch Here Says Demand Exceeds Expectations.



According to Henry C. Swearingen, who was appointed manager of the Kelly-Springfield Omaha branch in September, his company has enjoyed a greater share of the tire business in this section than they had anticipated. He attributes this to the fact that there is a marked inclination toward buying better grades of tires and the fact that cord tires are growing in favor daily.

Tire manufacturers at one time estimated that their production should be the equivalent of five new tires per year for each automobile registered. Recently this estimate has been reduced to three. This change, according to Mr. Swearingen, is due to the fact that all manufacturers are building better tires and most motorists now favor the cord tire. Even the farmers who have been inclined to buy inexpensive tires are now inclined toward cords. A considerable amount of the Kelly-Springfield cord business in this section can be traced directly to cars being operated in rural districts.

The caterpillar cushion solid truck tire brought out sometime ago by the manufacturers of the Kelly-Springfield is also gaining in popularity at a very rapid rate. In several instances, entire truck fleets are changing from giant pneumatics to the caterpillar truck tires.

The Omaha branch of the Kelly-Springfield Tire company controls the distribution of these tires in Nebraska, western Iowa, southern South Dakota, and northern Kansas. The retail distribution in Omaha is being handled by Lionberger Tire & Service company.

Dealer Reports Improvement in Used Car Market

Head of Cadillac Branch Attributes Stimulation to Price Advance of Standard Make Autos.

According to J. H. Hansen of the J. H. Hansen Cadillac company, there has been a definite improvement in the used car market during the past few days.

Hansen attributes this in part to the fact that buying of all kinds has picked up considerably since the first of the year and that several standard makes of cars have advanced their price following the reductions which were made some time ago.

"It has been our policy," asserts Mr. Hansen, "to hold our used cars at the old prices, regardless of the advances which have been made in the price of certain cars. These advances, however, have made a distinct impression upon the minds of those who have felt that further reductions in prices would follow."

Cadillac prices have remained unchanged during the price adjustment because it represents the actual manufacturing cost plus a fair profit.

"Conditions in the east have improved materially, according to reports from various eastern dealers who visited the New York show. The money market shows an improvement and manufacturers are again beginning to produce goods for shipment."

While attending the New York show, Mr. Hansen heard a talk by Francis H. Sisson of the Guarantee Trust company of New York City. This well known man admitted that every modern banker of today realized the good automobile is no longer a luxury, but a vital economic factor in every part of life.

Mr. Sisson pointed out that the actions of broad-minded bankers in the last few months has actually helped to establish more permanent value for the automobile man. He showed that the automobile industry had not been alone in feeling the effect of deflation.

He also pointed out the importance of the automobile industry in creating new wealth by placing billions of dollars in circulation when the manufacture of automobiles was again established on a large scale. The industry also gives work and good pay to millions throughout the entire country.

He showed where restoration of production in everything would offset the enormous losses the entire world sustained during the war.

Mr. Hansen believes that the most encouraging part of his trip east is the realization that the public is ceasing to talk about hard times and everybody is trying to get down to business, working hand-in-hand with each other.

Head of U. S. Auto C. of C. Here Monday

Alfred Reeves, general manager of the National Automobile Chamber of Commerce of New York, will address the Omaha Automobile Trade association in the main dining room of the Chamber of Commerce Monday night.

His subject will be the "Future of the Automobile Industry." Mr. Reeves is probably the best-posted man in America on this subject, according to Omaha automobile men. He is in close touch with automobile manufacturers, the Federal Reserve bank and other large financial institutions. A large audience is expected.

SWEAR OFF TOBACCO

"No-To-Bac" has helped thousands to break the costly, nerve-chattering tobacco habit. Whenever you have a longing for a cigarette, cigar, pipe, or for a chew, just place a harmless No-To-Bac tablet in your mouth instead, to help relieve that awful desire. Shortly the habit will be completely broken, and you are better off mentally, physically, financially. It's so easy, so simple. Get a box of No-To-Bac and it doesn't release you from all craving for tobacco in any form, your druggist will refund your money without question.

Letters From Home-Made Father to His Son

On Panics Stocks May Fall. But Prices Stay Up.

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