

WORLD'S LARGEST FACING DANGER IN LEGISLATION

President of National Dealers Declares Lack of Official Recognition of Utility Value of Motor Cars Has Proven Most Costly. He and Executive Secretary Peake Tell Carolina Dealers of Successful Fight Before Washington Bodies.

After reviewing the successful efforts of the officials of the National Automobile Dealers' association to obtain equal distribution of war taxation in keeping with the conditions faced by automobile dealers, F. W. A. Vesper, president of the association, in an address here yesterday warned the members of the Charlotte Automobile Trade Association that "the danger of adverse legislation now is greater than at any other time." He said the attitude of the government boards sitting at Washington had acquired "a much better understanding of the automobile manufacturing and sales industry because of information the national dealers' association has presented."

Mr. Vesper and E. E. Peake, executive secretary of the association, were the guests of the Charlotte dealers' organization during yesterday and were the principal speakers at a dinner at the Selwyn hotel at 2 o'clock. They departed last night for Atlanta. The fight before the war industries board, the conservation board and the house and senate committees in the interest of the dealers, directly and indirectly, was reviewed in detail by Mr. Vesper in an address continuing more than an hour. He declared the automobile industry is the third largest manufacturing industry in the world, the steel and clothing manufacturing industries being greater. Considering the railroad and packing industries, the automobile industry is the fifth greatest in the world. With the view of emphasizing the rapidity of the growth of the industry, Mr. Vesper told of the satisfaction an automobile manufacturing company expressed over their possibilities for

development when a new three-story plant with a maximum capacity of 15 cars daily, was occupied 13 years ago. During the last 12 months of full operation, Mr. Vesper said that company turned out 525 cars each day.

"The thought generally in the minds of the public and government officials that the automobile was purely a pleasure car and possessed no marked utilitarian value has cost this industry more than any other thing," said Mr. Vesper. "That thought is not yet entirely destroyed even in the minds of the officials at Washington," he added. "It was just one year ago that the government began to understand the automobile has a utilitarian value. Just yesterday the war industries board, for the first time, called the automobile a passenger car and if the national dealers' association never does another thing this change in official thought will stand as a great accomplishment."

Discusses Industry's Magnitude.
Mr. Vesper said 520,000 people were engaged in the manufacture and sale of automobiles, this number representing 13 per cent of the people engaged in the manufacturing and mechanical industry. The \$470,000,000 paid annually by the industry in wages and salaries supports 3,000,000 people. The payroll, he said, represents a sum twice as great as the income of the United States postal department, and is more than \$100,000,000 more than the amount of gold in circulation in the United States. The capital stock of the units of the industry is \$207,000,000, a sum three times the capital stock of the Standard Oil company's subsidiaries and

the industry did, during the time it was engaged in such work about \$20,000,000 in purely war work, Mr. Vesper declared. In this connection he said one company lost by cancellation just a few days ago government work contracts totalling \$25,000,000.

When going into detail in his discussion of the war work of the industry, Mr. Vesper said the industry's development of facilities for manufacturing the Liberty motor in large quantities proved "conclusively" the magnitude and also the spirit of the industry. "This industry built the most wonderful piece of machinery in the world, and prepared to turn out quantities in such a short time that the accomplishment itself might properly be regarded as wonderful. Over 15,000 Liberty motors were ready for service in 15 months after the blue prints were made, and in that time it was necessary to make the machines and tools. When the war was won the daily production was in excess of the 500-motors the war department said would be required each day." Turning to a brief discussion of the delicate work in manufacturing the motor, Mr. Vesper said a variation of not more than one and one-half thousandths of an inch in fitted parts was required. "Another wonderful fact about this motor," said Mr. Vesper, "is that it develops two horsepower for each pound of its weight."

War Hit Dealers Hard.
Turning to a discussion of changes in conditions concerning this industry as a result of American entrance into the world war, Mr. Vesper said war work previously had required 14 per cent of the steel production and 85 per cent was allowed commercial purposes. "Eleven months later, war work was requiring 56 per cent of the steel output and commercial purposes were allowed only 14 per cent—just reversing the figures. Automobile factories took time by the forelock when several months ago, the industry was advised to get on a 100 per cent war basis by January 1, 1919, and dozens of them now are not making a single car, having already completely converted their plants," stated Mr. Vesper.

The war industries board was highly complimented for its "sensible, fair handling of the matters of great importance which came before it." He expressed the hope that the board would be kept intact "even to the coffee hour" and the law by which it was created amended to continue its existence as a "peace industries board" until such a time when American industry again is wholly and safely established again on peace work.

"It will require a considerable time for the manufacturer to get back on a peace basis," he declared. "If every factory could get all the raw materials it needs for maximum pre-war production, much delay would ensue while war work tools and machinery are disposed of and the plants again tooled up. The automobile dealer in the meantime must sit steady in the boat and hold firmly the faith that his business is enduring. Keep your balance now and keep your head. It is far more important that you keep your head now than it was six months ago, for then the government exercised control over industry but now industry must largely control itself."

In closing, Mr. Vesper discussed the benefits of organization, both local and national, in an abstract way and urged his hearers to "get acquainted with your competitor—you may like him."

Facing Industrial War.
Mr. Peake spoke immediately after Mr. Vesper, and informed the gathered dealers that the end of the world war brought them into a commercial world war, and added that a continuation of pre-war success in the automobile industry, especially the sales end, would require careful planning, hard work and close co-operation. "Otherwise the conditions we have been forced to contend with during recent months—having far more customers than cars—will be reversed," he said.

Early in his talk he began a review of the history of the National Automobile Dealers' association. Its organization, he said, was the result of a delegation of representative dealers being asked "whom do you represent?" when they appeared before a senate committee at Washington. "We hadn't thought of that," Mr. Peake said they explained, "and that night it was decided to organize the national dealers' association. A year ago this association had 300 members, but during the past 12 months this number has been increased to more than 4,000, of which there are seven in North Carolina and the same number in South Carolina."

Turning to a discussion of the plans of the national association in the interest of the individual dealer, Mr. Peake said "we intend to undertake a campaign that was called a propaganda campaign when we were at war. Also, representatives of the association will camp at Washington and at every state capitol during the legislative sessions to be prepared to discuss conditions in the industry should any bills unjust to the industry be introduced."

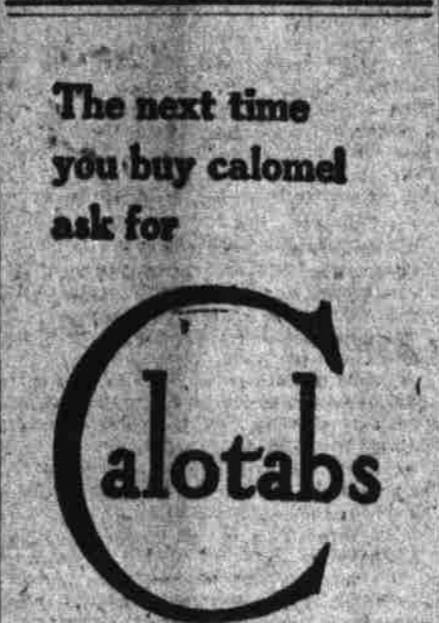
Mr. Peake was accorded a round of cheers when he declared one of the great tasks before the national association is "to see to it that we get rid of so many mud roads. We will be helped by the boys when they return from overseas, for they will demand that America have as good roads as they found in France."

At the opening of the meeting, Mayor McIninch was introduced by T. Madden, president of the Charlotte Automobile Dealers' association. Speaking for the city of Charlotte, Mayor McIninch extended a welcome to Mr. Vesper and Peake. In the course of his address, the mayor stated that the automobile industry contributed more to the business life of Charlotte than any other industry, and its pay roll here is \$15,000,000 a year. The members of the Charlotte Automobile Trade Association have taken more of Liberty bonds war savings stamps, subscribed more to the Red Cross and other war work enterprises than any other industry here.

In a brief reference to the contributions he suggested the association to make for the development of the city and state, Mayor McIninch stated that the members would continue

A partial list of the names of the guests of the Charlotte Automobile Dealers' association at the dinner was given last night by Secretary Marshall as follows:
R. C. Buchanan, G. E. Watson, S. Leabower, of Hickory; M. A. Ralston, Raleigh; J. C. Brown, Wilson; A. L. Brown, Bensonville; E. L. Moore, Dillon; G. J. Rose, Syracuse; N. T. E. K. Simons, Rutherfordton; R. I. Jenkins, Mt. Holly; E. H. Harris, Mt. Olear; D. P. Clarke, Mt. Airy; J. M. Deaton, Statesville; G. L. McKnight, Mooresville; M. D. Powell, Statesville; G. R. H. Winkler, Hickory; J. H. Norris, Raleigh; R. W. Cline, Newton; W. A. Anderson, Rock Hill; G. G. Ludwig, Mooresville; F. S. Weimann, Hendersonville; C. W. Keeter, Rutherfordton; R. O. Ferguson, Matthews; T. J. Northway, Rochester; R. S. Corpening, Newton; W. J. Alroy, Shelby; W. G. Airey, Shelby; T. P. Stewart, Campbell; G. S. Johnson, Hickory; S. L. Jenkins, Mt. Holly; R. L. Smith, Mooresville; F. H. Wilson, Fort Mill; J. F. Carter, Davidson; W. H. Wray, Gastonia; T. B. Sims, Washington; M. B. Tutt, Greensboro; B. L. Haman, Gaston; A. H. James, Laurinburg; G. D. Keeter, Columbia; J. A. Beck, Concord; M. E. Rhyme and B. D. Lewis, Gastonia; J. S. Plyler, Waxhaw; Paddy Field, Rock Hill; G. C. King, J. O. Beckett, T. S. Padgett and J. H. Thomas, Forest City; B. B. Doggett, Henrietta; J. C. Rankin and C. M. Robinson, Lowell; C. W. Hewitt, Darlington; J. W. Holt, Hickory; A. M. Secrest, Monroe; R. W. West, and J. T. West and J. T. Asheboro; O. E. Turner, Gaffney; B. M. Lumbia; J. W. Henderson, Piedmont; G. W. Hayworth and C. M. Hayworth.

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WIFE OF EX-KAISER IS EXPECTED IN HOLLAND

Zeewijk, Holland, Nov. 15.—The German minister at The Hague and a "Wagen's commissioner" have arrived here in anticipation of the coming of Augusta, Victoria Hohenzollern, wife of the former German emperor. Her whereabouts at present is unknown.



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7 Models— $\frac{3}{4}$ Ton to 5 Ton

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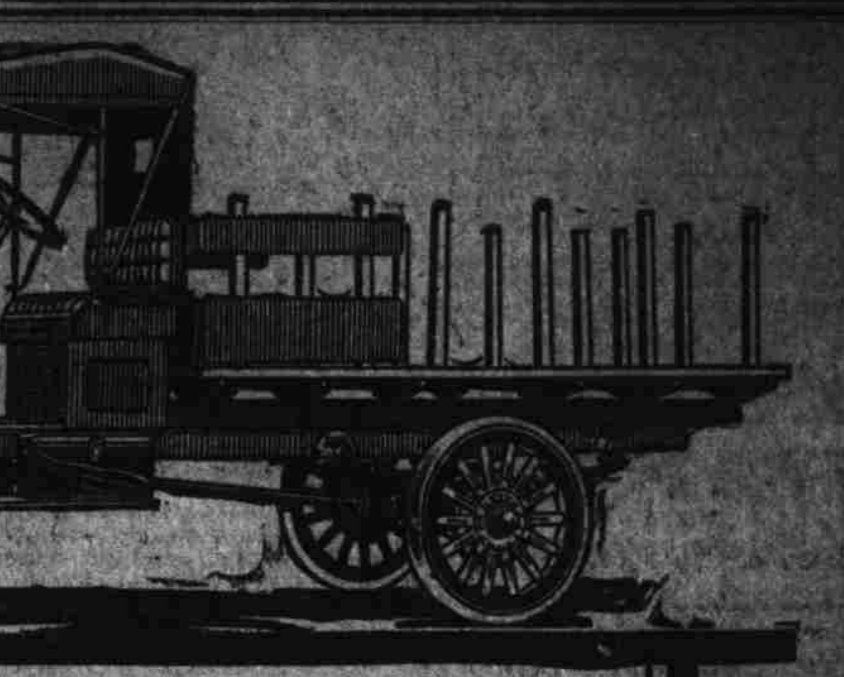
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