

WE BOAST OF THE BEST

Tire, Battery AND Accessory Store

IN BIRMINGHAM

MILLER & GIBBONS

FOR TOURIST

Every experienced motorist knows the danger of overlooking the several "little things" that insure comfort and avoid delay on the long runs. Among these, always found on the car and in the kits of veteran drivers, are—

SCHRADER TIRE GAUGE REES JACK DESERT WATER BAG TIRE REPAIR KIT

WEED CHAINS WATER-GAS-OIL COMBINATION PICK-AND-SHOVEL COMBINATION RIM TOOL SPARE RIM LUGS SUN VISOR

AUTOWLINE LUGGAGE CARRIER

AUTO REELITE

MILNER & GIBBONS 138 W. Maple Ave. BIRMINGHAM

MILLER & GIBBONS

Telephone Number is **Birmingham 772**

Too Many Pessimists Today, Says Erskine

According to word received from the president of the Studebaker Corporation, the automobile business is the liveliest prospect in the United States today. He continues to say that there is no overproduction of automobiles, but there is an overproduction in this country of fearful opinions and pessimisms by professional prophets, pessimists and critics. These destructive forces working against the productive forces of the country undermine confidence in business and scare some people into inaction or undue caution, which leads to unemployment. Facts, and not opinions and impressions are what we need, says President Erskine, but unfortunately there is an acute shortage of facts. Concerning the motor vehicle industry, the facts are that the value of its 1923 production to date puts it in second if not first rank in American industry, and it will hold this position for the rest of the year and probably indefinitely. \$1,000,000,000 of capital is invested in the automotive industry and over 300,000 people are directly employed by it. It is also one of the biggest consumers of raw materials and one of general industry's best customers. Business generally, therefore, cannot be prosperous in this country unless the automobile business is prosperous. With the railroad, it provides transportation and distribution, which next to production, are our greatest economic necessities.

If I Were President—

(Continued from Page One)

of existence from that of politics, and doesn't have to dodge political questions any more than a ghost has to dodge an automobile. I believe that is still true, but it is quite conceivable that the ghost, if he were of a scientific turn of mind, might become interested in the automobile. He might even consider whether it is worth while to materialize and learn to run one.

Interested in Politics

Today, at any rate, Henry Ford is interested in politics. Not as a politician is interested, but as a scientist. Politics, no matter what one may think of it, is a force to be reckoned with. It uses up time and money and human energy. It even sends people to war. Henry Ford has been trying to learn what it's all about. That he hasn't been going to "political advisers" to discover it is quite understandable. He has been asking those three questions instead.

I tried to answer them in about 3,000 words. They are not for publication, and Mr. Ford himself was only moderately interested. But that I had tried to answer them was enough. It made it easy, he said, for him to talk to me. Ford, the most active man in America, is one of the least busy. When he is interested in a problem, he doesn't begrudge the time it takes to work upon it.

"If the people of the United States," he said, "could only find out what they want, they'd be worrying about a lot of things."

"What, for instance?"

"Special privileges and all that," he said. "People are forever coming to me with grand schemes to do away with special privileges. The schemes may look all right, but I can't get excited. If the people only knew what special privileges are, then they wouldn't be any. Special privileges are a handicap to anybody. You can't do business successfully if you've got them, or if you spend any time at all in trying to get them. The tariff isn't a graft; it's a nuisance. I earned money as a nuisance. It's no more fun to be rich and idle than it is to be poor and idle; but you'd think to hear a lot of people talk that the great object in life is to achieve unemployment."

"Has that got something to do with your becoming President?" I asked.

Henry Ford's observations are always interesting, but I wanted to be sure that we weren't drifting from the subject.

"It has everything to do with it," he said. "How many Americans do you suppose would like to be President?"

"A lot of them think they would," I ventured.

"What for?"

"They haven't thought of that," I said. "Just being President is probably about as far as their imagination goes. They think there is a certain honor that goes with the position. And a president certainly has a lot of power."

Policeman Or President?

"Has he," asked Henry Ford, "never mind answering now, but think it over. In the meantime, take this average boy who thinks he'd like to be President—that he really wants to be a policeman, isn't it? He wants to have authority. He wants to boss somebody else around. He wants to be able to make people do what he says—not that he has any notion of what he wants them to do, but just because he says it. I don't mean that the cops are all like that, but that's what the boy thinks is cop work, and that's why he wants to be a cop."

"The fact is that grown people don't really want this sort of power."

It isn't real power at all, but so long as people are childish enough to think they want it, an assurance that everybody else wants it, there will be no end of confusion.

"People don't want to run high-powered cars until they've got some idea of how to work the levers. And they don't want to muddle with directions they want to go. If they could only remember this all the time, a great many things would be simplified."

"But the people think they want to run the Government, when they don't know how. They even think it is a sacred duty to vote, when they haven't got a glimmer of an idea as to what they are voting for. They may even think they are running the Government, but they are not. They are all yanking at it here and there, but they aren't running it; and the more they yank, the more it won't run. There isn't any honor in being stalled. There isn't any honor in anything except usefulness, and usefulness is based upon accurate knowledge of what to do and how to get it done. Suppose I were elected President and didn't know what to do—what kind of honor would I get out of that?"

I said it was a new Henry Ford who was talking now. At least I had never heard him laying down the law like this. It must be remembered, however, that this is the first time in his life that Henry Ford has applied his mind to politics in order to satisfy himself as to just what it is.

"If the people can get these few truths into their thinking," he added, "a lot of their political problems will disappear. They won't have to solve. There'll be a fade-out, and folks won't be scared by them any longer."

Special Privileges a Fake

"When they learn that special privileges are a fake, they will everybody they know. It will soon become generally known, and then nobody will try to get them. When they learn that there isn't any honor except in usefulness, then they'll all want to go to work. When they learn that simply being rich is about the stupidest aim that anybody could have, they'll begin to look around to see what they can do. Incidentally, then, they'll become rich."

You Can't Forgive Government

Mr. Ford left the office a few minutes to go out and buy a continent or something, and when he returned his mind seemed to be dwelling on another subject. I learned very soon that it wasn't.

"You can't bluff much in modern industry," he said. "You may ordain a man to be a bishop, but you can't ordain him to be an electrician. In order to be an electrician, he's got to find out for himself just how electricity acts. Modern industry is based upon modern science and in science a fact is the only authority that amounts to anything."

"If politics was invented before the scientific era, so politics and industry can't travel along exactly the same lines yet. The individual has to find out what the people want and get it to them. The politician can still content himself with finding out what they think they want, and promising it."

"The industrial organism is stronger and healthier than the political organism. It has more life flowing through it, more energy. Shouldn't wonder if industry would eventually absorb the political government. But not yet a while. There's things, utterly useless, that are installed in one of our factories. I could estimate it out of there in ten minutes. But suppose I were President—I couldn't step out some Saturday night and fire the Supreme Court."

The potatoes were beginning to roll down just as he said they would. "I certainly couldn't run the Government the way I run my business," he went on. "There's a heap of waste in government. There's a foolish lot of overhead. Just suppose a motor factory were organized into forty-eight different departments, with lines running up and down across the floors, and different rules and different sets of instructions. But each department would be doing one thing. I'll bet cars would cost a million dollars apiece, having to manufacture them in any such way as that. Yet, when we think of government, we take it for granted that there must be forty-eight States."

Government Is Fussy

"The government departments and bureaus and divisions and subdivisions also take on a character of permanency that looks funny to a manager of industry. In order to achieve a specific aim, it establishes an institution—and it tries to keep that established institution. Forever, industry thrives through discarding institutions the minute some more efficient scheme is hit upon. But government keeps up establishing bureaus to account for the money it spends establishing them."

"Politically, we not only keep all the old truck around, but we make it sacred. We're in a way of our form of government, and even pass laws making it a crime to criticize it. You can't imagine an industry that would do that. If it considered its form of organization beyond criticism."

"Would you substitute auto-racy?" I asked.

"No," said Mr. Ford.

"What could you do?"

"I could watch it and see how far it would go. Something is going to happen to it one of these days, but I don't know which one. It won't be an explosion; it will be evolution. Society is evolving toward the industrial idea. We are evolving from the notion of authority to the principle of accurate, knowledge. We are evolving from the law of fear to the law of service. Efficient service demands that we get rid of things that have outlived their usefulness. If the Government doesn't do this, the Government will go down, that's all. If America doesn't do this, America will go down. But I'm an optimist. I'm sure we're going to get rid of all these dead cells as soon as the time

comes to get rid of them."

Define the Jews

Yes, we have made no reference to the Jews today; but no mistake with Henry Ford is complete without one. That is the one subject upon which I found it most difficult to get the bulk of my own, naturally, I

wanted to skip over it, entirely. It really can't be done. Reference to "the Jews" here means quite expressly throughout our entire talk. Mr. Ford laughed at the newspaper dispatch, which announced that he "brought Jews" to New York, and (Continued on Page 12.)

Gray

Touring Car \$520

Coach \$685

All Cars Fully Equipped

Judge the Gray by the satisfaction it is yielding thousands of owners today. Their testimony to its dependable performance, freedom from service troubles and increased mileage from gasoline is convincing tribute to the high quality of this light car.

Come in today and learn why the Gray has delighted them all.

Bell Bros. Garage
Local Distributors
122 EAST MAPLE AVE.
Phone 709

Save 3 to the Gas

Ford

Weekly Purchase Plan Makes It Easier to Buy

Let the Whole Family Participate

\$5.00 Enrolls You

For as little as \$5.00 you can start toward the ownership of a Ford Car under the terms of the Ford Weekly Purchase Plan. This enables you to become a Ford Owner out of your weekly earnings.

Your money is deposited in the bank and draws interest. What easier way could there be? The whole family can participate.

You'll be surprised how quickly the car will be yours.

Come in! Get full particulars!

Conant & Osborne
AUTHORIZED FOR SALES AND SERVICE
309 S. WOODWARD AVE.
Phone 16
Birmingham, Mich.

GOOD YEAR Service Station

"SALE" and "bargain" words are attractive. But there is something more attractive in Standard Goodyear Service. For one thing, it is trustworthy. When you buy a Goodyear Tire from us authorized Goodyear Dealers, you know we'll help you get all the mileage out of it. That's real economy. "Bargains" sometimes aren't.

As a Goodyear Service Station Dealer we will not recommend the new Goodyear tires unless they are the best. We'll Weather Tread and back them up with a Goodyear Service.

F. E. STERNAL
East Maple Ave.

GOOD YEAR

We Do Good Printing.

Good to the Last Drop

That's how you'll find any Soft Drink you may get at our soda fountain. And to back up that fact we suggest that you claim Missouri as a residence and let us show you when your thirst needs quenching.

Don't forget that we'll deliver

ICE CREAM or ICES

to your home any time you want it—just stop in and tell us or use the telephone.

THE Gray Sweet Shop
128 N. WOODWARD
PHONE 32J

IN SPEED or VALUE

Count the **ESSEX CARS** in Birmingham

New Ones Each Week

And Every Owner of an **ESSEX CAR** is Auto-Satisfied

YOU CAN'T BEAT IT

The greatest test after all is the way a motor car runs after thousands of miles of driving. Then the real difference in cars is apparent.

Essex cars that have gone 60,000 to 75,000 miles are serving today as dependably as when new.

Such records of performance offer the only true test. That is why the Essex chassis is regarded by experts as the finest of its size.

Every Essex model—the Touring—the Cabriolet—and the famous Coach, offer these hidden values that mean so much to the present day owner.

BOUGHNER BROS. GARAGE
Local Distributors
120 S. Woodward Avenue
BIRMINGHAM, MICH. PHONE 70