

## Haynes Company Announces Revised Prices

Effective August 2, 1922

The Haynes Automobile Company, Kokomo, Indiana, announced revised, lowered prices for the new, improved Haynes 55 models, as follows:

Haynes 55 Touring Car . . . . . \$1,495  
 Haynes 55 Roadster . . . . . 1,545  
 Haynes 55 Coupelet . . . . . 2,095  
 Haynes 55 Sedan . . . . . 2,395  
 (Prices F. O. B. Kokomo)

This is a reduction of \$100 on the open Haynes 55 models, and a \$200 reduction on the closed Haynes 55 models. The revised prices became effective August 2, in accordance with a wire, which was sent to all Haynes distributors.

It is stated that the quality of Haynes cars will not be reduced in any respect.

## Illinois Auto Exchange

21 Bank Lane DISPLAY ROOM Tel. L. F. 1134  
 28 Western Avenue, Lake Forest

## Oak Terrace Laundry Highwood, Illinois

has made extended preparations to ward off the discomforts of July and August, by adding more room to handle our increasing business, enabling us to apply more speed in returning to you your laundry, cleaned to the minute, and if so desired, ironed to perfect smoothness. Full details will be given by calling Phone 87.

Wet Wash 20 lbs. . . . \$1.00  
 Rough Dry, per lb. . . . . 11c

This includes flat pieces ironed. If in this concession articles need starching they are properly dipped.



Call information  
Dept. 87

## Building Material

Coal & Solvay Coke  
**Highland Park Fuel Company**  
 102 N. 1st St. HERMAN DENZEL, President Telephone 335

## ILLINOIS LEADS IN ROAD BUILDING

Editor of Engineering Record Pays Compliment to State Road Program

Springfield, Ill., July 25—"Illinois is showing America and the world how to build real hard roads."

This was the unusual compliment paid Governor Small, his director of Public Works and Buildings, Cornelius Miller, Supt. of Roads, Frank T. Sheets and other officials of the Department of Public Works and Buildings, last Tuesday by W. W. DeBerard, Western Editor of Engineering Record, one of the recognized American authorities on good road building.

It was a great day out on the Bates Experimental Road, turned over to delegations from Michigan, Wisconsin and Missouri, who came to see the actual tests by which Illinois is absolutely determining not only for its own benefit, but for the benefit of the world, what is the best hard road to build.

The Michigan delegation was the center of attraction for it came over one hundred strong on a special train. The delegation was led by the Detroit Automobile Club, and consisted of its own members; Michigan State Highway Officials, and county engineers and road builders.

In the party were such representative men as George C. Diehl, president American Automobile Association; Buffalo, New York; Dai Lewis, Manager Buffalo Auto Club; guests of the Detroit club; General Edward G. Heckel, Department Public Works and Boulevards; William E. Metzger, president Detroit Athletic club, Dr. James W. Onches, Police Commissioner Frank E. Rodgers, State Highway Commissioner; Captain Galbreath, manager Detroit Athletic club; Sidney D. Waldon, president Detroit Auto club; H. W. Alden Timken, Detroit Axel company; A. F. Bement, V. P. Lincoln Highway association; Howard E. Coffin, V. P. Hudson Motor Car company, H. S. Fairbanks, Senior Highway Engineer, Washington, D. C.

Mr. DeBerard in discussing the result of the inspection trip, said briefly:

"Illinois is conducting the greatest practical research into the question of good roads that the world has ever known. It is proving for itself, America and the world, just what the best type of road is, and the State should be complimented by every state in the nation for the splendid work it is doing.

"I have just returned from a trip through the east, the south and the west, as far as the Pacific coast. Everywhere road officials have their eye on Illinois and on the Bates Experimental road, for they know that from this experiment will come results, practical and conclusive. They will know just what the right road is.

"I have been dumbfounded with what I have seen here. I came here for example a thorough friend of a certain class of hard road. I have seen it crumple under the truck tests. This experiment is upsetting some of the most precious traditions of road builders. It is proving us all wrong in many instances, and the result of the test will go far toward determining the future road to be built in this country."

## FILL 658 POSITIONS FOR YOUNG MEN

Northwestern University Commerce Bureau Makes Good Report for the Year

A total of 658 positions, some paying very satisfactory salaries, have been obtained for young men applicants who have come in contact with Northwestern University School of Commerce bureau of employment during the past year. A report just issued by F. W. Cosner, director of the bureau, indicated that all these jobs were secured for applicants wholly without cost to them or to go and Evanston district. The salaries of the men thus placed aggregate says Director Cosner, annually an outlay of \$1,229,060, and were distributed as follows:

No. of Men	Amount of Salaries
8	\$1,200
63	1,300
176	1,500
108	\$1,560-1,650
130	\$1,800
117	\$2,100-2,700
49	3,000-4,000
6	4,200-5,000
1	\$8,000

"Many more calls for high-salaried men could be received if we had men available for out-of-town positions," commented by Mr. Cosner. "We have never made a practice of soliciting out-of-town firms but in spite of this calls have been received as far east as New York and as far west as Denver. Most of the work of placing applicants has become personal—that is, based on our knowledge of the needs of the employer and a corresponding knowledge of the qualifications and experience of the applicants."

The previous year, Mr. Cosner says, a total of 725 persons were placed in positions by the bureau and the aggregate annual salaries were \$1,371,

# CADILLAC



It is worthy to remark that the immense advantages that Cadillac offers—the resources of its powerful organization, the fruit of its engineering genius, and the remarkable development of its service facilities—have not added to, but have decreased the price of the car.

There is satisfaction for the Cadillac owner in knowing that in first-cost as well as after-cost, he enjoys the greatest motor car value in the world.

CADILLAC MOTOR CAR COMPANY

Division of General Motors Corporation  
 EVANSTON BRANCH

1820 RIDGE AVENUE TELEPHONE 4841



Salesroom Open Evenings

# Announcing

## DELUXE Motor Oils and Gasoline

"Something New in this Vicinity"

OUR products are all that the name implies, and more than that we offer

*"Quality with Service"*

Our modern plant is equipped in a manner befitting the superiority of our products and our trucks will make daily deliveries to your doors.

For your approval and your service we offer the  
**LAKE COUNTY OIL CO.**

A Local Institution Which, We Believe, Will Merit Your Support

PHONE HIGHLAND PARK 359

Plant  
 Osterman Ave. & Milwaukee Tracks  
 DEERFIELD, ILLINOIS

Office  
 LOEB BUILDING  
 HIGHLAND PARK, ILLINOIS

120. The last year's showing is considered gratifying in view of business depression, a consequent reduction of salaries in some lines and cancellation of positions by firms. Jobs calling for very small salaries or positions where the work was quite elementary, the last year, Mr. Cosner adds, forced the bureau's refusal to accept many applications for untrained workers.

**Jack Monahan**  
 Tree Surgery and  
 Landscape Gardening  
 88 Ash Street  
 WINNETKA, ILLINOIS

Tel. 410

**J. Smith**  
 Dealer in  
**JUNK**

40 N. First St. Highland Park