

TRANSPORTATION OF U. S. IS DESCRIBED

Changed from Agricultural to Industrial Country in Hundred Years

The transformation of the United States from a purely agricultural to an industrial nation has been accomplished in little more than a hundred years and the record of the achievement is a marvelous one. Two of our greatest industries are those of ready-made clothing and preserved and canned foods. It is not generally known that these two commodities were first produced for the convenience and welfare of our sailors and other men of the sea. In the early days, it will be remembered, our shipping industry was regarded with a great deal more interest than was the case in the period between the Civil and the World war. In an interesting article in the current issue of the National Republic on the growth of our industries Georgiana Waddell has the following to say of the development of our clothing and preserved food industries:

Clothing and Food

"Clothing and food were among the first articles to be manufactured outside the home. The manufacture of food and clothing still heads the list of important industrial activities in the United States today. Strangely enough, seagoing men are responsible for the origin of both industries.

"Sailors in New England ports for only a few days had no time to have clothing made, yet after a long voyage, their wardrobes needed renewing. To supply this need, the first ready-made clothing was produced and kept on hand as an item of ships' supplies. The convenience of being able to procure clothing quickly in an emergency soon appealed to the landlubbers and before long rough and ready-to-wear garments were being sold chiefly to negroes, farmers and laborers. Recognizing the possibility of extending the market, manufacturers experimented in ready-made garments of a superior grade. It was learned that not only 'work clothes' but a fair imitation of a tailor-made suit could be produced at a cost far less than the tailor was obliged to ask for made-to-order garments.

Develop Canned Food

"The preparation of food, another firmly-entrenched home industry, left the home because men would go to sea. Sailors on long voyages, away from the base of supplies, suffered and died from scurvy and other diseases caused by diet deficiencies. So acute did the situation become in the French navy that Napoleon offered a reward to anyone who would discover a method by which food could be preserved for a considerable period of time. The prize was won by Nicholas Appert, a French scientist, who proved that all kinds of foods could be preserved in hermetically sealed bottles

which had been brought to a high temperature. The theory is that underlying all modern canning and was immediately put to commercial use in France about 1814 and was started in England the year following. Up to this time the only known methods of food preservation were by salt, sugar, smoking or drying.

"One of the first persons to introduce the canning industry in the United States was Ezra Dagget who arrived in New York between 1815 and 1818.

Urges More Friendly Relations with Canada

William Butterworth, President of the Chamber of Commerce of the Uni-

ted States, strongly advocates the fostering of closer relations among the business men of Canada and the United States. As the first step in that direction, a group of Canadian business men attended the last meeting of the National Chamber at Washington, and this visit was repaid by Mr. Butterworth and a group of American business men on the occasion of the fourth annual meeting of the Canadian chamber of commerce at Edmonton and Calgary.

In Nation's Business, Mr. Butterworth says that "business has outgrown boundaries and nationalities. No longer can the successful entrepreneur, snug in his own small corner, lay his finger on any set of circumstances and say: 'These are my own peculiar problems. When I

have solved them, my difficulties are over.'

"Business has become so complex that the problems of all business are the problems of the individual. The customer's problem is important to the salesman and vice versa.

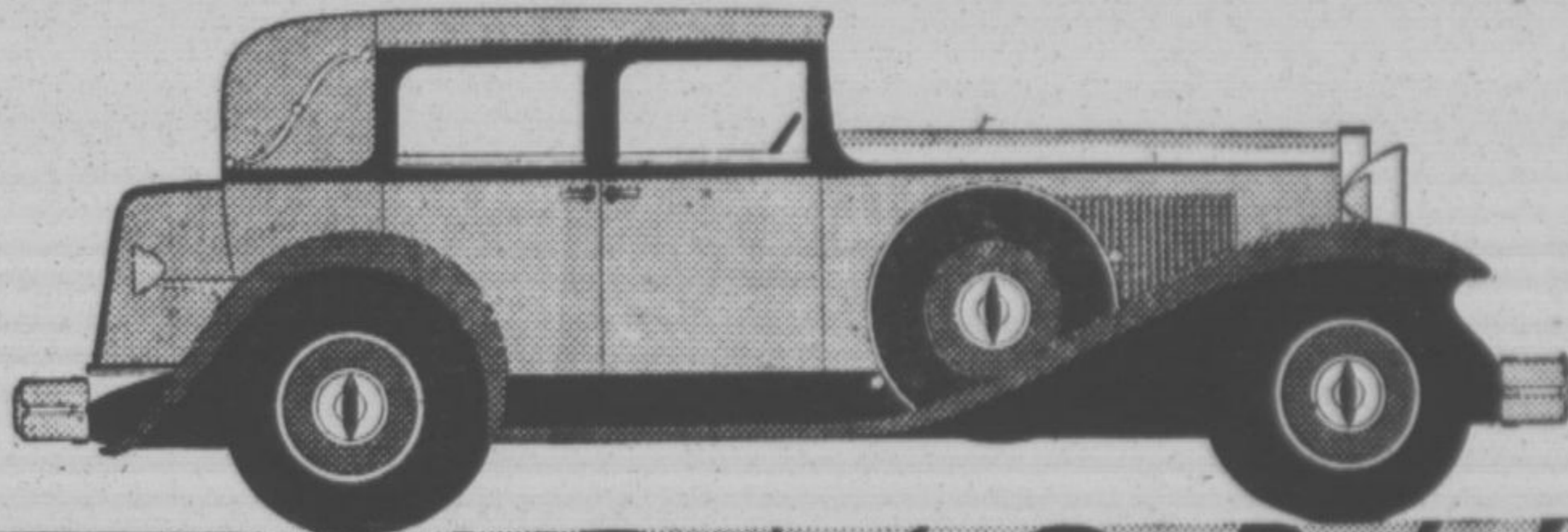
"In its relation to Canada, the United States has the dual role of salesman and customer. In 1928 Canada took one-fifth of all this country's exports, and the United States purchased two-fifths of all Canadian exports. Here, across an unfortified frontier, flows a two-way commerce that assures cordial relations.

"It is well that business men of the United States should seek a better understanding of the aims and ideals of their neighbors to the north."



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