

Studebaker

The reasons why

This Is a Studebaker Year

What Automobile Buyers Generally Want:

In a recent poll of 20,000 car owners by the National Automobile Chamber of Commerce, Inc., of New York (the automobile manufacturers' trade association), each owner was asked to name the quality which appealed to him most in buying a car. The results showed as follows:

1. Endurance	15.0%	8. Flexibility	6.5%
2. Economy of operation	14.0%	9. Endorsement of car by others	6.5%
3. Comfort	9.5%	10. Specifications	6.0%
4. Price	9.5%	11. Speed	5.5%
5. Appearance	8.0%	12. Appointments	5.0%
6. Service facilities of manufacturer	7.5%		
7. Hill climbing or power	7.0%		
	70.5%		29.5%

This poll confirms Studebaker's experience of seventy years in building vehicles of all kinds. Studebaker Cars have been and always will be designed and manufactured to meet the qualifications demanded by the public as emphasized by the Chamber survey.

The Proof of Studebaker Quality:

1. Endurance. Studebaker Cars are daily giving satisfactory service to 400,000 owners in all civilized countries. Proof of their dependability rests upon the fact that our sales of Repair Parts, covering repairs from accidents as well as service, for the past seven months averaged but \$7.00 per car. Up to January 1st, 1922, we produced and sold 550,000 Studebaker Cars, and are now producing and selling at the rate of 125,000 cars per year, practically double last year's volume, and yet our total sales of Repair Parts this year are less than they were for the first seven months of 1919.

2. Economy of Operation. Greatest economy results from minimum repairs and high resale values of second-hand cars in proportion to list prices. Gasoline and oil consumption are next important items of economy. The records of Studebaker Cars in all these respects stand out strikingly well.

3. Comfort. Correct design of weight distribution, spring suspension, seats, upholstery, etc., determine largely the question of comfort. Comfort is not a matter of extra cost and high prices, but is a matter of design. Comfort is characteristic of Studebaker Cars. Heavy weight is neither essential to comfort nor an assurance of it if design is faulty. The weight of Studebaker cars is borne almost equally by the four wheels, which is ideal distribution. With bodies resting without overhang on frames, semi-elliptic springs, seats of generous proportions, and best upholstery, Studebaker Cars are necessarily comfortable.

4. Price. With \$78,000,000 of actual net assets, including \$38,000,000 of plants, and an organization of able, experienced men and workers who participate in the profits of the business, Studebaker stands unsurpassed in resources and ability to manufacture economically and give maximum intrinsic value for a given price. By manufacturing complete motors, transmissions, axles, frames, bodies, tops, castings, forgings and stampings, parts makers' profits on such items are eliminated, and one profit only is included in Studebaker prices. The South Bend plants formerly devoted to the manufacture of horse-drawn vehicles, with recent additions, now manufacture sedan and coupe bodies, at minimum costs (without middlemen's profits), and buyers benefit accordingly.

The materials and workmanship in Studebaker Cars measure up to the highest standards known to the automobile industry. Substantially better intrinsic values cannot be obtained at any price. The theory that high prices necessarily mean fine cars is fallacious, simply because prices are not based upon intrinsic values but upon the production costs of different manufac-

turers, which vary widely according to their individual manufacturing facilities, ability, and output. Everybody in the automobile industry knows that standardized cars manufactured complete in large quantities give the greatest intrinsic values, or stated otherwise, the most actual car, per dollar of price. Assembled cars, which constitute eighty-five per cent of the hundred-odd makes of American cars, are assembled from parts purchased from many sources, which precludes harmonious co-ordination in design and inevitably increases costs and selling prices about 25%.

5. Appearance. An automobile should never be bought on appearance, although seemingly 8% of buyers are influenced by appearance alone. An automobile is a highly developed mechanical instrument from which hard, satisfactory service is rightly expected. Studebaker executives and engineers give much attention to appearance, style, and distinctive beauty in the matter of tops, hoods, radiators and fenders (the dress of an automobile). Our bodies are masterpieces of fine craftsmanship, and are unexcelled for comfort and durability.

6. Service. Studebaker has 3000 branches and dealers in the United States, and is widely represented in all foreign countries. These branches and dealers carry in stock \$4,000,000 of Repair Parts for all models of Studebaker Cars. The prices of parts for Studebaker Cars are lower (or as low) as those of any cars of their price, and much lower than those of high-priced cars. Studebaker branches and dealers are obligated to render prompt and efficient service to buyers. Studebaker is in business to sell motor cars and not parts. The accessibility of Studebaker Cars for quick dismounting and repair work is common knowledge in the garages and among chauffeurs and mechanics all over the world.

7. Power. In acceleration, power delivered at the point of traction, and hill climbing ability, all three models of Studebaker Cars enjoy unique reputations.

8-12. Sundries. The other qualities which seemingly influenced the selections of 29.5% of buyers are flexibility, endorsement of others, specifications, speed, and appointments. Studebaker Cars stand high in all these respects. Studebaker Cars have set many precedents in quantity manufacture, particularly in the matter of appointments and equipment, such as crown fenders, cast en bloc six-cylinder motors, cord tires, one-piece windshield, cowl ventilator, cowl lights, tonneau lamp with extension cord, windshield wiper, transmission locks, beveled plate glass windows, etc. Satisfied owners are Studebaker's greatest asset.

The broad principle upon which Studebaker business is conducted and upon which it has prospered for seventy years, now grounded upon tradition, insures satisfaction to everybody who deals with the House of Studebaker, and we solicit your valued patronage on this basis. This policy protects you better than the ordinary guarantee.

South Bend, Indiana
August 1st, 1922

THE STUDEBAKER CORPORATION OF AMERICA

New
Prices:

f. o. b. factories

LIGHT-SIX	Reductions	SPECIAL-SIX	Reductions	BIG-SIX	Reductions
Chassis \$ 785	\$90	Chassis \$1000	\$200	Chassis \$1300	\$200
Roadster 975	70	Roadster 1250	175	Touring 1650	135
Touring 975	70	4-Pass.Rd ... 1275	200	Speedster ... 1785	200
Coupe-Rd 1225	150	Touring 1275	200	Coupe 2275	225
Sedan 1550	200	Coupe 1875	275	Sedan 2475	225
		Sedan 2050	300		