

USED CARS

- 1-1912 36 Chalmers Touring Car, self-starting, electric lights, nickel plated trimmings, repainted and in first-class condition.
- 1-1912 36 Chalmers Torpedo, self-starting, power time pump, demountable rims, repainted and in first-class condition.
- 1-1912 Chalmers 30 Touring Car, fore door, body repainted and fully equipped and in first-class condition.
- 1-1911 6-60 Kline seven-passenger Touring Car, demountable rims, nickel trimmed, overhauled, good paint and in first-class condition. A bargain.
- 1-1912 4-40 Kline five-passenger, overhauled, repainted and in first-class condition.
- 1-1908 Pierce Arrow five-passenger touring, extra tires, Warner speedometer, bumper in very fine shape. An excellent car to turn into 1200-lb. truck.
- 1-1913 Studebaker 25 Roadster, only used short while for demonstrating purposes, revarnished, 1 extra tire, in excellent shape. A bargain.
- 2-1909 Model K Pullman, pony tonneau overhauled and in first-class condition. Bargains.
- 1-1912 E.M.F. Touring Car, in excellent condition and fully equipped. A bargain.
- 1-1911 Model K Pullman, five-passenger touring, fully equipped and good condition. Splendid car for turning into 1,000-lb. truck.
- 1-Model D Franklin touring. A snap.

Keystone Motor Car Co.
1019-1025 Market Street



Overland Model 79

An innovation was introduced at the automobile show which was a feature of the California State Fair held recently, when various cars were entered in a prize competition. A valuable gold medal was the prize offered for each of several classes.

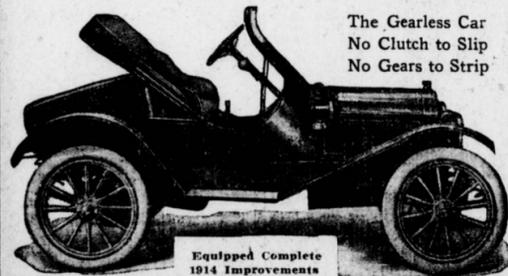
A Model 79 Overland Touring Car was awarded the gold medal in what was known as the \$1,500 class, being adjudged the best car costing \$1,500 or less, entered. There were seven entries in this class, including the most popular medium-priced cars made in the United States. The winning Overland was entered by A. Meister & Sons Company, of Sacramento, Cal., and sells at

\$985, With Electric Starter \$1,110
Delivered to you in Harrisburg, which proves again that this car is the greatest value by \$500.00 of any car to-day on the market. And before you lay down your cold cash for an automobile, compare this car with other makes carefully.
Ride in it for a few minutes, you will find it large, roomy, smooth, powerful and very economic in maintenance. There are four models, roadsters, touring, delivery and four-passenger coupe.

ANDREW REDMOND
Third and Boyd Streets

AS A HILL CLIMBER

the METZ "22" has no superior. It will climb hills as fast as any car made, regardless of its price. The METZ engine develops more than one horsepower per 50 pounds of weight, hence its great reserve power.



The Gearless Car
No Clutch to Slip
No Gears to Strip

METZ "22" \$475

WINNER OF THE GLIDDEN TOUR
A remarkable example of low price and minimum cost of upkeep combined with the essential features of the strictly up-to-date car. A thoroughly practical car. The ONLY car in the Glidden Tour that held a PERFECT SCORE for the entire eight days of the race.
Call and investigate, or Phone or Write for Catalog

MONN BROS.

17th and Swatara Streets, Harrisburg

MILLER NON-SKID TIRES
Grip the Road Like a Cog-Wheel
STERLING AUTO TIRE CO. 1451 Zarker St.
VULCANIZING

CONCENTRATION IS SECRET OF SUCCESS

Overland Company Builds Better Car at Lower Price Because of Single Model

The men who lead in all professions whether they be doctors, lawyers, engineers or soldiers, are those who have concentrated on a certain line of study. It stands to reason that the man who decides on his career will, by close application and concentration outdo the man who is interested in several things at once.

According to John N. Willys, president of the Willys-Overland Co., this same principle holds good in the manufacturing of automobiles. A plant can operate more economically and efficiently by concentrating its entire manufacturing facilities on the parts of a single model, for it thus simplifies the work in every department. It means that hundreds of big machines can be set to certain dimensions without having to be changed from one day to another. It means that the manufacturer upon a definite number of cars coming through on schedule time. The mechanics themselves become more expert and skillful through handling the same parts day after day and the whole organization runs smoothly because there is nothing to cut in on the regular duties of each man.

The Willys-Overland Company will produce 50,000 cars this year of a single model. This new car is designed along the lines of the 1913 model, except that the chassis has been changed to allow for a more powerful motor and longer wheelbase. The body has been improved with a full cowl dash, flush U doors with disappearing hinges, and new windshield mounting.

With all these improvements in power, design and equipment, the price of this year's Overland has been lowered to \$950. And the result promises to be the same as in previous years when the Willys-Overland Company will market its entire production simply because it anticipated the demands of the people, who are continually demanding more car for less money.

Three Case Cars Will Enter Vanderbilt Race

Several Eastern drivers and special racing cars will be shipped to the Pacific coast to take part in the Vanderbilt cup race and the American Grand Prize, according to reports.

From the Case Company comes the statement that the big Case Company would probably send three cars, two new racing creations and Diebrow's chain-driven machine, which finished in the money in the 500-mile race at Indianapolis last spring.

The drivers who will wear the Case colors again this year are Louis Diebrow, champion track pilot of the world; Eddie Hearne, former member of the Benz and Fiat teams, and Johnny Rainey.

The Case Company will offer more support than ever to racing during the coming season. While no statement has been made regarding the Indianapolis race, it is rumored that the Case name is again to be well represented at Indianapolis.

Ralph DePalma, Ralph Mulford and probably Bob Burman will go to the Pacific coast for races this coming season.

The opening up of the Vanderbilt cup race to cars of 600 cubic inches, and the announcement of the Western Automobile Association, under whose auspices the two great road classics will be run, that the Grand Prize event would again be a free-for-all, encouraged many Eastern motorists to again consider building larger cars.

Fred Deussenberg, head of the Mason team, announced recently that in all probability there would be two Case machines take part in the big road events on the coast.

\$3.50 Recipe Free, For Weak Men.

Send Name and Address Today. You Can Have It Free and Be Strong and Vigorous.

We have in our possession a prescription for nervous debility, lack of vigor, weakened memory, falling memory and lame back, brought on by excesses, unnatural drains, or the follies of youth, that has benefited so many men and nervous men right in their own homes—without any additional help or medicine—that we think every man who wishes to regain his manly power and virility, quickly and quietly, should have a copy. So we have determined to send a copy of the prescription free of charge, in a plain, ordinary sealed envelope to any man who will write us for it.

This prescription comes from a physician who has made a special study of men, and we are convinced it is the surest-acting combination for the cure of deficient manhood and vigor failure ever put together.

We think we owe it to our fellow man to send them this hope in confidence so that any man anywhere who is weak and discouraged with repeated failures may stop druging himself with harmful patent medicines, secure what we believe is the quickest-acting restorative, uplifting, SPOT-TOUCHING remedy ever devised, and so cure himself at home, quietly and quickly. Just drop us a line like this: Interstate Remedy Co., 4933 Goodyear Building, Detroit, Mich., and we will send you a copy of this splendid recipe in a plain ordinary envelope free of charge. A great many doctors would charge \$3.00 to \$5.00 for merely writing out a prescription like this—but we send it entirely free.—Advertisement.

Reo Truck

1 1/2 to 2 Ton

New Price (Chassis)

\$1650

Loading Space

10 to 12 Feet

Reo-Mack

Chase Truck

Reo-Stevens-Duryes

Pleasure Cars

Harrisburg

Auto Co.

Third and Hamilton Street

A "SIX" AND A "FOUR" FORM COMPLETE LINE

Each Will Retain Pre-eminence For Work to Which It Is Fitted

BY ARCHUR I. PHILIP
Sales Manager, The Studebaker Corporation

There was a time when the mention of six cylinders conveyed to the automobile buyer mental images of great size, tremendous weight, the employment of a regular chauffeur, big maintenance charges and a first cost ranging from \$3,000 to \$6,000.

Six cylinders were then a natural accompaniment of wealth. Men of moderate means could appreciate them from a distance only. But that time is past. For more than a year, Studebaker has been building a thoroughly reliable and fully equipped light "Six" which has been selling by thousands, all over the world, at a sales price of \$575. F. O. B. Detroit. While the Studebaker is the lowest priced "Six" on the market, there has been a general downward trend in all "Six" prices. These concessions and the resulting "Six" popularity have caused a number of manufacturers to eliminate production of four-cylinder cars altogether, concentrating on the type best fitted for use in a seven-passenger car where a large surplus of power is demanded.

This assured popularity of the light "Six" has again bred in the minds of the public a belief that, in time, the six-cylinder car may force the "Four" entirely into the background, and the "Four" did the two-cylinder cars of seven or eight years ago, and as the two-cylinder car did the "one-lungers" of the earliest days.

During the past year we have received a great amount of correspondence, indicating that, in the minds of the general public, there was a genuine doubt regarding the functions of the "Six" and "Four" cars. Expressions of this sort have probably come to us in especially large quantities, due to the fact that we have built and are now building large quantities of both "Fours" and "Sixes."

In every case where opportunity has offered, we have declared emphatically that, in our opinion, the "Six" will never crowd the "Four" into oblivion. In fact, some revolutionary improvement in motor engineering takes place, there will always be a legitimate demand for six-cylinder and four-cylinder cars.

That the light, popular priced "Six" has had a very distinct influence on determining the type of "Four" which will supply the demands of the future, cannot, however, be denied.

The "Six" defies competition on its own ground. High power and six cylinders are already synonymous. When one speaks of seven-passenger cars, "Six" is always implied. The motorist who is willing to pay something in addition to the minimum price to secure flexibility, reserve power, comfort and luxury will be a "Six" buyer. There will always be a large class to whom this type of a car will appeal.

But there remains a still larger class of buyers who will always be content with four cylinders. They are ready to accept a car of five-passenger capacity, and are willing to make four cylinders answer their uses, even though occasional gear changes in the transmission may be implied. They want the absolute minimum on gasoline and oil consumption. The \$500 which they invest in fine cost amounts to more than the superiority of the "Six" from their point of view.

This class will always buy "Fours." And the "Fours" it will buy will be cars of re-passenger capacity or less; cars in which manufacturers have put the highest quality of materials consistent with rock-bottom prices; cars designed to bring the greatest possible efficiency in miles per gallon of fuel; cars that, in spite of their low price will come to their owners carefully trimmed and finished, and fully equipped with all the modern conveniences, including electric starting and lighting system, left-hand steer, center control and every other development that renders a car thoroughly up-to-date.

In the cases of both the "Four" and the "Six," price is yearly playing a more important part. When motoring was new, price standards were elastic and the adroit salesman could always make the most of exclusive features of design. As the cars themselves have become more alike, and as prospective buyers have learned to discount sales talk, price has become an increasingly vital element. Now a buyer must be shown a dollar's worth of additional value for every dollar in purchase price, not is it easy to delude him longer with subtle flattery.

To sell cars cheaply, manufacturers must produce both "Fours" and "Sixes" in great quantities. Of this fact the public has become fully aware. One of the marked trends of the market during the last year has been this increased wisdom regarding manufacturers—their scope, permanence and financial stability. These elements too play an active part in nearly every sale.

KNOWING THE CHANNEL

It is well known that in the bed of the St. Lawrence river, the outlet of the Great Lakes, there are in many places masses of rocks that make its navigation dangerous except to reliable men whose knowledge of the safe channels is unquestioned. A passenger on one of its steamers was plying his captain with questions as to the safety of the journey, and at length asked:

"Captain, do you know where all the rocks are in this river?"

In his patient, deliberate manner, he replied: "No, ma'am, I don't know where all the rocks are, but I know where the channel is." — Christian Herald.

Auto Storage

REPAIRS AND SUPPLIES
PAUL D. MESSNER
Agent for Stanley Steamer Cars
Rear of 1117 NORTH THIRD

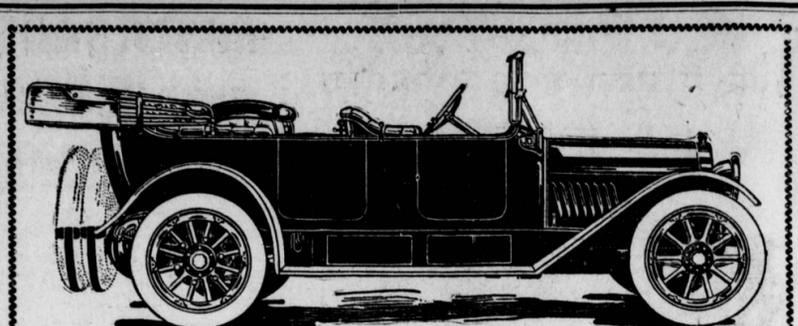
MID - WINTER PRICES

—ON—

Used Automobiles

Here's a tip for you, Mr. Wide-awake. Do you know that real economy in these dull winter days will buy more automobile value than can be had by buying a new car? The answer is through the clouds. We have a number of used cars that we will let go at interesting figures.

CRISPEN MOTOR CAR CO.
413-417 S. CAMERON ST.



Why Buy Mechanical Troubles?

Paint, Varnish and nickel trimmings, like beautiful clothes and pretty faces are nice to look at, BUT the VITAL things in motor cars as in human beings are the heart, lungs and muscles—the motor, transmission, universal joints and bearings.

Are they strong and able to do the work? These are the factors you would consider in hiring a man to shovel coal or work in the factory or mill.

What About the Heart, Lungs and Muscles in Your Car?

Why not select your motor car from this same level-headed standpoint? Take time and examine thoroughly and critically the

Abbott-Detroit

Line. It's the line with the NEVER FAILING Continental Motors; the strong and reliable Warner Transmissions; the celebrated Spicer Universal Joints, and the well known Timken Bearings. The Auto-Lite Electric System,

The system with no superior and we doubt, if any equal, then in addition to these main features, we have many touches of refinement that appeal to the eye. WHY NOT examine this large and beautiful line of pleasure cars? It will cost you nothing to look and the look may save you many dollars.

This Being a Direct Factory Branch

we are in position to make you an extraordinary proposition. Don't buy some other car then regret it after seeing an Abbott-Detroit. See the Abbott-Detroit first and have no regrets.

Our service department comprises the best mechanics in the city and we repair any make of car.

REMEMBER OUR LINE CONSISTS OF FOURS AND SIXES.

Abbott Motor Car Co.

Harrisburg Branch 106-108 S. 2d St. Harrisburg, Pa.
BELL PHONE 3593.

WILL BE BANNER YEAR FOR MOTORCYCLES

Over 100,000 Machines Will Be Built in 1914; 60,000 of Them Indians

There is every reason to believe that 1914 will be the greatest year in the history of motorcycling. The answer is that the West End Electric & Cycle Co., distributor of the Indian, "Millions want to motor, but the majority cannot afford even cheap automobiles, and to this class the motor-cyclist is the key to the pleasures of all outdoors at a cost within their means."

"The 1913 output was nearly 75,000 machines, or over 50 per cent more than was built in 1912. This year will see a production of over 100,000 motorcycles, of which 60,000 will be built by the Hendee Mfg. Co., makers of the Indian. There is no question but that the market will absorb this output for in the past the manufacturers never have been able to fully supply the demand."

"Motorcycling is fast becoming the continent's ordinary affairs nowadays, while a few years ago a trip across the State by a motorcyclist was an event of unusual importance. The answer is that as machines were improved more people adopted them, and undertook long distance trips as a matter of course, with the full confidence that the machine would prove trustworthy."

"In commercial pursuits the motorcycle is meeting certain requirements more efficiently than the automobile. Therefore the popularity of the motorcycle is founded on its efficiency in business as well as its low cost for pleasure. The year just closed marked a tremendous growth in motorcycling as compared with previous years."

"Motorcycles have been adopted in every line of business where quick transportation is demanded. They start quick, stop quick, are easily controlled, possess tremendous power and speed, are economical to operate and will penetrate paths which the four wheeler cannot enter."

"Mechanically the motorcycle has kept pace with the automobile in development. The 1914 models have electric starters, electric lights, electric signals, full equipment, cradle spring frames, footboards, two speed gears, long wheelbases, large tires, increased power and numerous minor refinements which make them wonderfully easy riding, silent and clean."

1914 Four-cylinder Cars Vastly Outnumbered Sixes

"Why so much discussion about whether 1914 is a four or six cylinder year?" said E. C. Howard, Cadillac sales manager.

"It is not a subject which calls for discussion. It is simply a question of fact."

"There are only two conditions which can determine the question: One is that either the 'four' or the 'six' shall outnumber the other in quantity of production. The other is that the value of the output of either shall exceed the other."

"All makers of consequence have laid out their plans. They have made estimates of what they contemplate producing. These estimates, collected by automobile trade publications, show that for every other six cylinder car already produced or to be produced during the 1914 season, there will be from eight to ten four cylinder cars."

that the selling value of the 'four' will be from two to three times the selling value of the 'sixes.' "Our own company has already shipped more than 7,500 of the 1914 model and that in itself is probably greater than all six cylinder cars combining selling at or more than the Cadillac price."

Local Auto Show Will Probably Be at Arena Again

Arrangements will probably be completed within a day or two for holding the fifth annual automobile show of the Harrisburg's Automobile Association at the Arena and Rex garage, same as last year. The combined space of the two buildings will give ample room for a splendid showing of the season's newest models represented in this territory. The same old story presents itself this year—and that is that no central building suitable for a large exposition is available in Harrisburg. But as long as the old car barns can be arranged to permit the use of both large rooms by connecting archways, Harrisburg can accommodate a large number of people and have sufficient floor space for most of the exhibitors who wish to present their models for the inspection of Harrisburg and the people of Central Pennsylvania.

J. Clyde Myton has the management of the show again this year and reports a large number of inquiries and assurances from practically all of the former exhibitors that they will want space reservation again this year as soon as the floor chart can be prepared. The date has been announced for March 14 to 21 inclusive.

MAETHELINCK PUT ON INDEX
Rome, Jan. 31.—The sacred congregation of the index has decided that all the works of Maurice Maeterlinck, the Belgian author, shall be classed as forbidden literature to Catholics.

YOU'RE CONSTIPATED, BILIOUS!—CASCARETS

Clean Your Waste-clogged Liver and Bowels To-night! Feel Bully!

Get a 10-cent box now. No odds how bad your liver, stomach or bowels; how much your head aches, how miserable and uncomfortable you are from constipation, indigestion, biliousness and sluggish bowels—you always get the desired results with Cascarets. Don't let your stomach, liver and bowels make you miserable. Take Cascarets to-night; put an end to the headache, biliousness, dizziness, nervousness, sick, sour, gassy stomach, backache and all other distress; cleanse your inside organs of all the bile, gases and constipated matter which is producing the misery. A 10-cent box means health, happiness and a clear head for months. No more days of gloom and distress if you will take a Cascaret now and then. All druggists sell Cascarets. Don't forget the children—their little insides need a gentle cleansing, too.—Advertisement.

Don't Want to Buy a New Car This Season? Then Get Your Old

AUTO PAINTED

to look like new. Nothing but first-class work turned out. Satisfaction guaranteed. Scores of satisfied customers. Expert coach painter in charge of every job. Light and dustless shops, the only kind in which best results are obtainable.

The craze for VANADIUM FINISHING VARNISHES has struck Harrisburg. Local motorists know them to be the best. We know it, too, and use Valentine's Vanadium Body and Chassis finishing Varnishes in all high grade work.

Consult us first. Get an estimate. Prices reasonable.

Bring your car up-to-date. Fore doors built on any make

STORM CURTAINS--AUTO TOPS--TRIMMING

All kinds of storm curtains repaired and made to order. All branches of auto and wagon trimming.

Wagons Built and Repaired Promptly

All kinds of delivery wagons and heavy drays built to order. Our wagon repair work has doubled in the past year. Best of workmanship and material used. Auto delivery bodies built. Painting and lettering to order.

Eureka Wagon Works

A. H. BAILEY Bell phone 1349J. 614-16-18 NORTH ST.
BACKED BY 35 YEARS OF SUCCESSFUL WAGON BUILDING