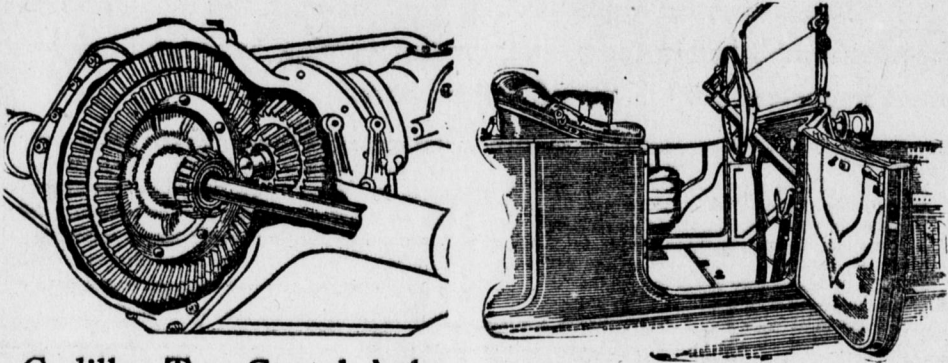




THE CAR THAT PUT THE "START" IN STARTER AND BOTH THE "FLEX" AND "ABILITY" IN FLEXIBILITY

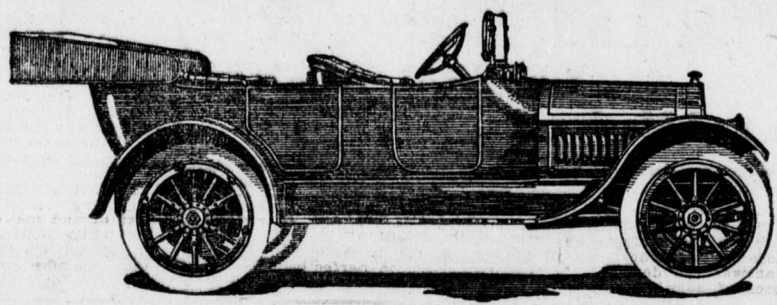
THE NEW YORK SHOW CHASSIS

Will Be at the Harrisburg Show
A Fine Exhibition of the Master Builder's Product



Cadillac Two-Speed Axle Showing Free Exit Either Side
This is your opportunity to see and study the features and improvements of the Car that

WON THE WORLD'S COVETED DEWAR TROPHY



Four-Passenger Phaeton, \$1975
Five Passenger Car, \$1975
Roadster, \$1975
Seven-Passenger Limousine, \$3250
Inside Drive Limousine, \$2500
Landaulet Coupe, \$2500
Prices are F. O. B. Detroit, including full equipment.

Crispen Motor Car Co.,

413-417 S. Cameron Street :: :: Harrisburg, Pa.
We cordially invite you to visit our big new concrete service building during Show Week

CHALMERS LIGHT SIX DISTINCT NEW MODEL

Keystone Offers Two Sizes of Six-Cylinder Chalmers Cars, Similar in Construction



This year the Chalmers Motor Car Company comes out among the makers who manufacture only sixes. The four has been discontinued, but in its place the company has announced the light six. The new 6-48 was made to answer the demand for a lighter weight six-cylinder car—one which has all the qualities of flexibility, silence and efficiency of the larger sixes with the economy and low price of the average four. The new Chalmers is not a little car. In carrying capacity and general roominess it is as large as any five-passenger model. Yet it weighs only sixty-eight pounds per passenger.

This latest of Chalmers Sixes has, like its larger brother, the "Six-60," a six-cylinder T-head motor. The light "six" marks an even stronger tendency than previous Chalmers "sixes" to the long stroke design. The bore is 3 1/4 inches and the stroke 5 1/2 inches. The wheel base is 126 inches and the chassis is equipped with 34x4-inch tires. In the lighter model a three-speed transmission is used. The clutch is the multiple disc cork insert type. In every essential detail of construction the light "six" is similar to the big "six-60." Lubrication is by the combination force feed and splash system. The Chalmers-Benz one-motion electric starter, with generator and battery beneath the front seat, is used. As in the larger "six," the starter is positively connected through a short propeller shaft and enclosed chain drive to the crankshaft of the motor, giving as in the large "six" a non-stallable engine.

Calculating that the greater number of purchasers of a car of this type will do their own driving, there has been a decided effort toward simplicity and the reduction of weight. In the "six-48" the fuel is carried in a tank beneath the cowl of the dash. This gives a positive gravity feed. In economy tests the new "six-48" has shown better than twenty miles to the gallon gasoline. The Chalmers company, however, does not offer this as an average for the car, but these trials indicate the possibilities of a light "six" as compared with the average "four." As in the case of the larger Chalmers "six," the new "six-48" has a genuine streamline body. Doors are fitted without moldings and with invisible hinges. Seats are carried at the rear, giving clean running boards. Left drive and center control, permitting of entrance from either side, are also found on the new model. The new light "six" is furnished fully equipped with top, Collins quick-acting storm curtains, speedometer, five Continental demountable rims, gasoline valves, Chalmers electric headlights, dash and tail lights, license brackets, electric horn and the usual tool equipment.

In addition to the touring car the "six" is offered in two-passenger coupélet. This is a combination enclosed and open car type. With top raised it has the appearance and affords the protection of a regular coupe body. For summer driving the top may be folded down and the door glasses lowered, giving a strictly open roadster body.

CONNECTING CARBURETOR

When connecting the carburetor to the intake manifold of the engine it should not be necessary to "drift" the bolt holes in the flanges of the couplings in order to bring them into line. If the piping is in good order it should go into place without difficulty. If it does not, it is usually the case that the difficulty may be rectified by altering the position of the carburetor on its bracket. Bringing the parts into line by main force and awkwardness is very apt to strain the joints in the piping and cause leaks.

CENTER IN NEBRASKA

The length of the Lincoln highway to be built from New York to San Francisco is 3,388.6 miles, the halfway mark lying between Lexington and Cozad, Neb. There will be fully 450 miles of the Lincoln highway passing through Nebraska.

HOW DIMMERS CAME

Legislation in big cities is responsible for the number of cars equipped with electric headlight dimmers. As the use of glaring headlights is becoming a misdemeanor, the manufacturers are taking steps to correct the evil by furnishing the dimming devices.

Skilled Work Required in Making Auto Tires

Scrubbed in great vats, steamed and combed, until not an impure particle remains, the gum intended for Firestone tires is put through the first steps of its transformation. Virtually every bit of moisture is removed from the air in the drying room before it is blown over the gum, and in the larger factories, such as that of the Firestone company, a fortune in rubber always is lying under the whirling fans. After being dried the gum is mixed with chemicals to give it the consistency and wear-resisting qualities necessary before it can be used. In the compounding room the first stand is taken by the manufacturer either for cheapness or quality. A good and necessarily expensive compound is used if the latter is the end in view, and a poor compound if the former is desired. Steel rollers grind the chemicals into the gum until the latter is thoroughly impregnated. Then, passed between the big steam-heated rollers of the calendar machines, the gum is rolled into sheets of varying thicknesses, depending on the purposes for which they are intended. Meanwhile the fabric, the foundation of the tires, has been prepared. The best Sea Island cotton, of which every inch has been inspected for flaws, and which can withstand a pulling test of 300 pounds, is the Firestone standard. Before the actual work of building up a tire is begun, the fabric must be "frictioned" or rubberized. Every mesh must be completely and evenly filled or fabric-separation is likely to occur when the finished tire begins its work. Together with a sheet of rubber, the fabric is sent through calendar machines, the rubber being crushed into the cloth and virtually becoming a part of it.

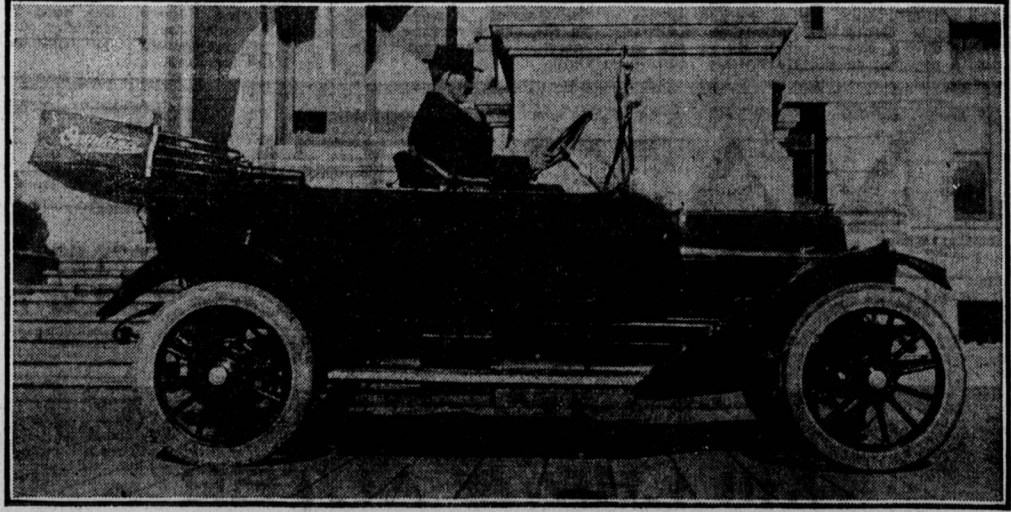
Millions of dollars will be spent on the Lincoln Highway during 1914. Carl G. Fisher, vice-president of the association, discussing the project, said: "We have substantial assurances from County Commissioners, civic bodies and others that improvements on this road during the year will run into millions. "The Lincoln Highway is at this time the best marked continuous highway in the world. By July 1 it will be completely marked from coast to coast, so that it will be possible to drive over the route from New York to San Francisco at any time, day or night, and never lose an inch of the road."



6 PASSENGER Partin-Palmer \$975.00 COMPLETELY EQUIPPED 38 H.P. 115" WHEEL BASE

WE take pleasure in announcing to the motoring public that we have assumed the agency for the Partin-Palmer Automobiles. Demonstrator will be here April 1st. Phone 2423 for further particulars, or write to Universal Garage 1826 Wood Ave. Harrisburg, Pa.

ANDREW REDMOND IN 1914 OVERLAND



Well versed in everything on wheels, a vehicle man who has built and sold wagons, carriages, bicycles and automobiles, Mr. Redmond is specially enthused over the 1914 Overland models.

On December 3rd, 4th and 5th Buick Motor Cars Dominated and Won the 500-Mile New York Reliability Run--Conducted by the Motor Dealers Contest Association.



CARS WON THE NEW YORK TROPHY

AND THE ONLY PERFECT SCORES MADE BY ANY CARS.
THE \$1,985 BUICK SIX made the only perfect score made by a six-cylinder car.
THE \$1,050 BUICK, the lowest price touring car in the run, made the only other perfect score, defeating all Sixes and Fours of other makes.
THE \$1,235 BUICK RUNABOUT, made the shortest brake stops (both service and emergency).
THE \$950 BUICK RUNABOUT made the greatest mileage per gallon gasoline (average 19 miles per gallon for entire run).
The five Buick Cars entered in the run averaged 15.77 miles per gallon for the entire 2,575 miles covered.
All five Buick Cars made perfect road scores, perfect brake, clutch and gear-set tests.
Buick won both the large and small car classes.

AN OFFICIAL RUN UNDER RIGID RULES A WONDERFUL SHOWING, SAYS MAIL
Remember, this was an official run. Cars were sealed; observers of other makes of competing cars were with our drivers whenever they were near the cars. Penalties were given for inoperative starters, tire blowouts, burned-out electric bulbs, loose nuts, etc. Steering gear play, spring sag, battery tests, body rattle and defects of any kind prevented cars from perfect scores.
The New York Evening Mail said in part: "Two Buicks capture Reliability Run Test with perfect scores. It was the most strenuous test from the standpoint of a technical examination to which automobiles have ever been subjected in this country. Everything was sealed up tight so that there was no chance for adjustments or repairs without the knowledge of the observers or the technical committee. The entrants showed, praiseworthy courage and confidence in their cars to submit them to such a test. Altogether the cars made a wonderful showing."

WHAT THE RUN PROVED
The run was only another official demonstration of the correct design, good material, careful workmanship and economy of Buick Cars.
Buick Cars are feared by every entrant in every contest in which they participate.
PHENOMENAL DEMAND FOR BUICK CARS
Our business is the largest in our history. We have been behind in filling orders all the Fall. We are building 30,000 Buicks for 1914. There will not be enough Buicks to supply the demand. If you wish to own and run one of these popular cars a demonstration now and an order placed will assure you of satisfactory date of delivery.

ALL THE WORLD LOVES A WINNER
See Buick Models at the Show
Hottenstein & Zech REPRESENTATIVES
Headquarters at the City Auto Garage
116-118 Strawberry Ave. Harrisburg, Pa.

COLE CAR AMONG THIS YEAR'S MODELS

New Here But Known From Coast to Coast; Represented Here by Bowman & Co.

Bowman & Co., who have taken up the agency for the Cole car, better known as the "standardized car," will have on display at the automobile show a complete line of Cole cars, consisting of a four-cylinder car with a 120-inch wheelbase and complete equipment, at \$1,225, and a six-cylinder 136-inch wheelbase car, completely equipped, at \$2,600. Both cars have Delco electric lighting and self-starter systems.
W. H. Nicolai, who has charge of the automobile department, is particularly enthusiastic over the Cole, and feels sure that the people will be quick to appreciate the unusual beauty and refinement of these cars.
Mr. Nicolai said, in speaking of the service end of their business yesterday: "The Cole policy of buying nothing but the best standard parts and material, the majority of which are found on cars selling around the \$4,000

motor car an honest value. I am a firm believer in the theory that the best advertising is a satisfied customer. In other words, we want every owner of a Cole car to be a "Cole booster." Naturally, we want every car sold to give satisfaction; but it is beyond reason to expect that some slight difficulties will not arise from time to time, and it is to give attention to these matters that we have established a service station, which will be in charge of E. W. Lockman. Mr. Lockman has had wide experience in this end of the automobile business and will see that Cole owners get good service."
NO GUARANTEED TIRES ABROAD
In the talk of a foreign invasion by tiremakers, it is to be borne in mind that standards of selling tires abroad are vastly different from those in vogue here. Guarantees are absolutely unheard of abroad, and there is not even a sort of understanding when the tire is bought that it is likely to run any given number of miles. Under such conditions, it is easily seen that foreign makers invading this field will have to make changes in their selling methods, if they are to stand on the same footing with American manufacturers. Of course, the recent cut in American tire prices makes the actual invasion a doubtful thing.
Most tire manufacturers in this country give it to be understood when the tire is bought from them that it should give about 3,000 miles service. They can hardly be said to give a guarantee in so many words. There is one firm that does actually give a written guarantee of 5,000 miles service for its tires. Such a procedure is wholly unthought of abroad and what is more remarkable there do not last anywhere near the mileage that is attained by the average in this country. It seems as if the very freedom from obligation has made the foreigners indifferent.



Buy It Because It's a Better Car

The car of Vanadium steel construction, the most assessable and powerful motor in the world, simplicity in operation, economical to maintain are a few of the features that have made it the most popular car.
It will require two trains of forty-three car loads each to deliver the cars contracted for the Harrisburg territory. Get your orders in early as the cars are being sold as fast as delivered.

Ford Sales Company
10th and Market Streets