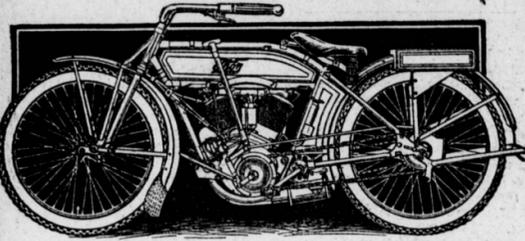


THE Quality Motorcycle



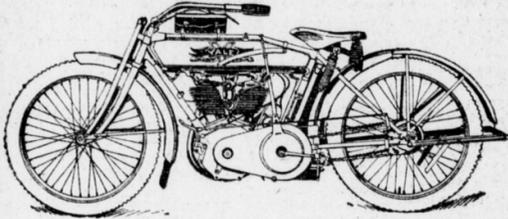
A powerful and efficient motor with ALL BEARINGS ROLLER-BEARING, ALL STEEL CLUTCH RUNNING IN OIL, can be oiled from seat while riding; an UNDERGEARED TRANSMISSION WITH ONLY ONE CHAIN, NO SHORT CHAIN TO GIVE TROUBLE, ALL STEEL BRAKE, NO LININGS TO BURN OUT, BALL AND SOCKET JOINT DRIFT, A TWO-SPEED PLANETARY TYPE, GEARS ALWAYS IN MESH, two speed and clutch controlled by ONLY ONE LEVER, the only correct practice, A MECHANICAL OILER TO MOTOR that is the HIGHEST DEGREE OF PERFECTION, A THOR RIDER never need turn on his oil, for the moment the motor starts the oil is fed to crank case and gears.

Compare the THOR FEATURES with all other makes. You cannot find any make with such real improvements. When you buy a THOR you buy 100 per cent. efficiency.

4-5 H. P. \$200 7-9 H. P. \$250
5-7 H. P. \$225 9-14 H. P. \$275

Two speed \$40 extra on all models.

YALE TWO-SPEED



The man who wants this sort of machine will find every requirement more than fulfilled in the new Two-Speed Yale.

Model 47-7-8 H. P. 2 Cyl. \$285
Model 45-5-6 H. P. S Cyl. \$235

See These Models at the Auto Show

Chas. H. Uhler
1317 Derry Street

COST OF SMALLEST ARTICLES FIGURED

Abbott-Detroit's President Tells of Efficiency Methods Employed in Figuring Expenses

"Few dealers in automobiles, and practically none who use them, ever stop to consider the enormous amount of detail necessary to arrive accurately at the factory cost of a car."

This is the observation of Edward F. Gerber, president of the Abbott Motor Car Company, who within the few months has acquired a controlling interest in this concern.

"To secure the exact cost of each of the 35,000 parts entering into an automobile requires more detail, more labor and more vexation of spirit than the average man can readily understand. And yet for any manufacturing concern to be a success it is absolutely necessary to have some good system of arriving at the cost of its product."

"Cost records can be maintained by many small manufacturing concerns without much trouble and expense, where their products do not differ materially. But with the big automobile concern the case is different. Its output is large and extensive, every car being made up of innumerable pieces and small parts. This makes necessary the installation of a very comprehensive department to correctly determine the cost of every finished car."

"To arrive at these figures, many actual tests must be made, especially in the machine shops and in the painting and trimming departments. Not only the amount of material used in the construction of each part must be figured, but also the labor cost. And any waste in materials used must be correctly determined."

"While there is no particular waste in the larger items entering into a car, yet the percentage runs high in a great many things. For instance in cutting up hides of leather for upholstery purposes the waste is very large. This is also the case with many of the smaller items, such as tacks, bolts, screws, rivets, paints, etc. An accurate account is kept of each test, so that a fair and safe proportion of waste may be determined, and proper allowances made therefor."

"A large record book is kept so the cost of each part of each model and of the entire automobile itself, may be known at a glance. Not only are we able to determine the cost for any one period of time, but also for a series of preceding periods, so that proper comparisons may be made with former figures."

"Every month the records of the past month are checked over and variations are noted in the record book, so that figures are always up to date. The work requires men of much experience in cost accounting, and in addition to this they must have a practical knowledge of the automobile business. It is possible for any novice to furnish even a close estimate of the shop cost of different parts, for many details have to be taken into consideration which one can master only in years of experience."

"A large percentage of orders received at our factory do not follow the regular method of construction, and the cars have to be made special. This is true with a few other high grade automobile manufacturers, but as a rule does not apply to low-priced concerns. In these cases it is the duty of the cost department to figure the extras or the reductions in construction cost, based on the price of regular work. After this new cost is ascertained, the selling price is determined."

"In my opinion manufacturers are coming to realize more and more the great importance of accurate cost records, and I believe that the next year or two will see more comprehensive systems established in many automobile concerns than in the past."

Bear in mind that the Hugo offer that the Harrisburg Telegraph is making to its readers is a most unusual one. Right now you can get a beautiful six volume set of imported books for only a coupon and 98c. This opportunity should not be neglected.

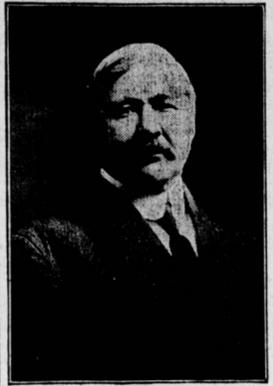
QUITE EVIDENT
The Sunday school lesson was concerning the afflictions of Job and his wonderful patience during all his trials.

"And now," said the superintendent at the close of the lesson, "who can tell what condition Job was in at the end of his life?"

"Dead," answered the sad-looking boy in the back seat.—In National Monthly.

WOULD PUBLIC BUY 150 CARS IN A YEAR?

Haynes, Pioneer Automobile Man Once Hesitated Over Building Fifty Automobiles



ELWOOD HAYNES
Father of the American Automobile Industry
President, the Haynes Automobile Company, Kokomo, Ind.

As early as 1898, when the Haynes Automobile Company was still in its infancy, we decided to build for the following year about fifty cars. About the same time I learned that another firm was expecting to build 100 machines for the same year, and we wondered if both companies would sell the entire output of 150 cars.

It was not a question in my mind whether the American people could buy these machines, but whether or not they would buy them. To my surprise we sold all we could make, and the public still clamored for more. Notwithstanding the tremendous strides which have been made in the business, this experience has been repeated each year without exception ever since.

The automobile has so established itself in thousands of American homes, and so endeared itself to those who use it, that it will not be given up excepting in certain cases where dire necessity demands it.

Not only does the owner of a machine take his own family out for pleasure driving, but frequently takes the children of his neighbors, so that it is now rather difficult to find a boy or girl in the more populous districts who has never had a ride in an automobile.

The motor car will no more go out of style or out of use than the beautiful home, the piano, the Brussels carpet or a hundred other things that bring comfort to the joy of life. It has become the basis for outdoor life for thousands of families, contributing not only to their enjoyment, but to their health, peace of mind and general well-being, as it does, a long wished for pleasure and utility, which it has only been possible to realize within the past ten or twelve years.

The latest Haynes cars consist of three models. In brief, the principal changes are: Pressure gasoline feed with tank, equipped with gasoline gauge, suspended at rear of chassis, and air gauge on cowl board; automatic air pressure pump driven from cam shaft, and auxiliary hand pump on cowl board; motor-driven tire pump; ample storage space under both seats for tools, pump, jack, etc.; battery box is under front seats, leaving running boards clear, and leather kicking pads on lower rear of front seat. The greatest of all motor refinements added to the new Haynes models, however, is the Vulcan electric gear shift, standard equipment.

The latest Haynes gear shift employs the well-known principle of electro-magnets, or solenoids, as they are technically called. By these electro-magnets are operated the sliding gears of the usual selective transmission. On the steering wheel is a dial of push buttons, known as the "selector" switch. In order to engage any desired gear it is only necessary to push the proper button and depress the clutch pedal.

When the clutch is out, a switch attached to the pedal makes an electrical contact and sends current from the battery to the solenoid controlled by the button pushed. The proper gear is instantly pulled into engagement. The entire operation takes only a fraction of a second.

As the switch between solenoids and battery can only be closed by depressing the clutch pedal, the danger of stripping gears is absolutely eliminated. The Vulcan electric gear shift is decidedly simple, both electrically and mechanically. It is "fool proof."

It was given the most exacting tests and its reliability proven before its adoption. Hundreds of Haynes cars so equipped are in use all over the country at the present time, and in no single instance has it been necessary to resort to the use of the hand lever. However, for emergency use, a hand-shift lever is provided, the same as a crank is provided for emergency with the electric starter of any make.

The use of the Vulcan electric gear shift is bound to lengthen the life of the car. Careless handling of any transmission will wreck it in time. With this device the automatic shifting of the gears by the solenoid coils is a precise operation which eliminates the familiar "burning" of gears.

The amount of current used for shifting the gears is so small that it can scarcely be measured. Current is used only for a fraction of a second at times when gears are being shifted. Haynes cars are on exhibition at the auto show under the direction of the Harrisburg Automobile Company, Haynes distributors in this territory.

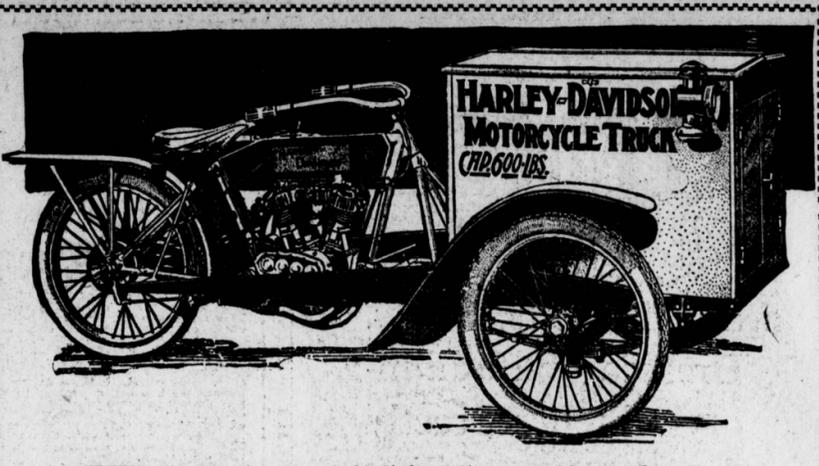
Yes, the Harrisburg Telegraph offers you a set of Hugo, six beautiful volumes, over 3,000 pages, bound in gold, with the volume of sad fiction, the cook book. If you are interested, for a coupon and 98c. If you are prompt you can get these imported books for the price of one. Come to the office and see this wonderful bargain.

A GOOD OLD WORLD

This is a good old world to live in.—The Hon. Thos. Marshall.
Well said, old trueness. A good old world, even if inheritances—soudly taxed—are still permitted in it and an all wise government hasn't yet wholly succeeded in preventing prosperity.—New York Sun.

CONDENSED TRAGEDIES

[From the Boston Transcript]
"I frequently find my wife poring over that volume of sad fiction, the cook book."
"Why do you call it that?"
"Because more than one in ten of those pieces come out right."



AFTER six years' study of the light delivery problem and more than two years' rigid testing of the Harley-Davidson motorcycle truck, as it now stands, we are offering a proposition that has actually demonstrated its worth. In the hands of retailers and wholesalers all over the United States, as well as in the Government service and general parcel delivery. Gasoline consumption, 30 to 40 miles per gallon with full load. Speed, 2 to 35 miles per hour.

SEE US AT AUTO SHOW
HEAGY BROS.
OPEN EVENINGS 1204 N. THIRD ST.

THE YEAR OF THE SIX CYLINDER MOTORS

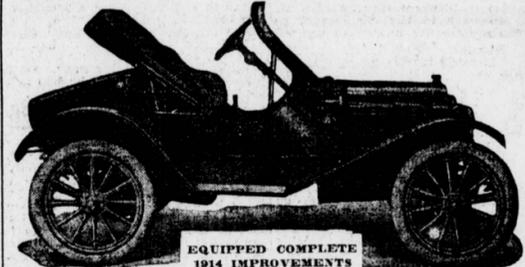
Automobile Shows Are Usually Dominated by Some One Idea, Says I. W. Dill

"The slogan at the automobile shows of the season is 'The year of the six-cylinder,'" says I. W. Dill, Hudson representative. "Automobile shows have usually been dominated by some one strong idea. One year it was fore doors. Another the self-starter held the prominent position. This year motorists are agreed that a strong note in all the motor car shows, including the present show in Harrisburg, is the advent of the six-cylinder car into a price class and an efficiency class where it is expected from now on to dominate the automobile industry. There have been sixes before this year, but they have been, in most cases, merely the adding of two cylinders to a four. Which induced excessive weight, high cost of manufacture and expensive operation. This year sees sixes manufactured as cheaply, in some cases more cheaply, than fours of comparable power. It sees some sixes at prices even lower than competing fours. It sees economy of gasoline, tires and general repair reduced to a point where the four is no longer supreme. Discriminating motor car buyers who want a car of reasonable size, power, beauty and efficiency and who can pay from \$1,250 up consider only the six. At the shows the four-cylinder car is comparatively inconspicuous. The bulk of the exhibit is six-cylinder cars. Even makers who list both models keep their fours in the background. And the public endorses this verdict. The exhibits of the sixes are so crowded that one has difficulty in getting near them. Evidently 1914 is to mark the rise to sovereignty of the six-cylinder car and the decline of the fours, thus repeating the record of the fours when the two-cylinder went out of use."

5th ANNUAL
Auto Show
NOW OPEN
ARENA--REX GARAGE, Harrisburg, Pa.
North Third and Delaware Sts.

WHAT YOU SAVE

in the operation and upkeep of a METZ "22" as compared with other cars, eventually equals the purchase price. The original cost of a METZ is actually returned to you in economies. You save money when you buy it, and every hour you run it.



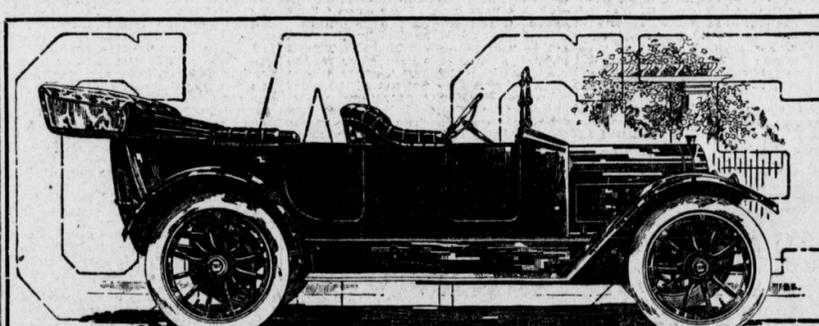
EQUIPPED COMPLETE
1914 IMPROVEMENTS
METZ "22" \$475
WINNER OF THE GLIDDEN TOUR

The Gearless Car—No Clutch to Slip—No Gears to Strip
The METZ "22" is the most economical car on the market to operate. It travels from 28 to 32 miles on ONE gallon of gasoline, 100 miles on ONE pint of lubricating oil, and from 10,000 to 12,000 miles on a single set of tires. It is speedy and stylish, and exceedingly durable—a thoroughly PRACTICAL car.

The METZ team of three cars won the last Glidden Tour in competition with cars costing from five to ten times as much; and the three METZ cars were the ONLY team that held a PERFECT SCORE, without additional allowance or time extension of any kind, for the entire eight days of the contest. The METZ "22" makes from 5 to 50 miles per hour on the high speed, and climbs hills as fast as any car made. It is a fully guaranteed car, torpedoes semi-enclosed body, left-hand drive and center control, fitted with standard equipment throughout, including 4-cylinder 22 h.p. water-cooled motor, Bosch magneto, 20-inch artillery wheels, best quality Goodyear clincher tires, etc.

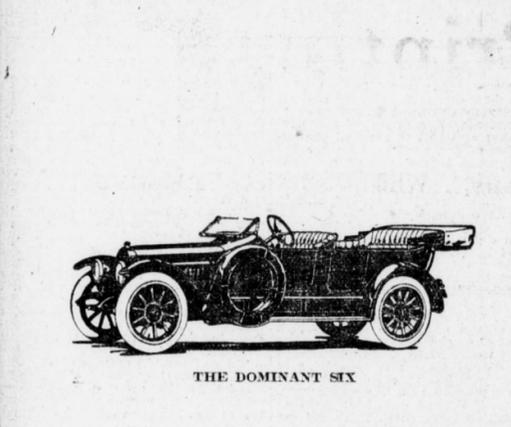
SEE IT AT THE SHOW. PHONE OR WRITE FOR DEMONSTRATION.
MONN BROS.
17th and Swatara Sts.
Harrisburg, Pa.

KOEHLER
1-ton gasoline commercial cars. Suitable for any business.... \$750
Stanley Steam Cars
Pleasure and Commercial.
\$1,250.00 to \$2,500.00, fully equipped. Equipped to burn kerosene.
Paul D. Messner
1118 JAMES STREET
Bell Phone.



The CASE--"25"--at \$1250
See It at the Show

Most Completely Equipped Car Ever Offered
Case T Head Motor, Bore, 5 1/2 inches; Stroke, 4 1/2 inches; Bosch Magneto; Rayfield Carburetor; Westinghouse Electric Starter; Westinghouse Dynamo Electric Lighting, 110-inch Wheelbase; Demountable Rims; Electric Horn; Warner Speedometer; 8-day Clock; Electric Lamp on Long Wire; Set Weed Tire Chains; Extra Rim; 2 Extra Tubes; One Extra Tire; Cover for Spare Tire; Rain Vision Wind Shield; Top; Curtains; Boot.
NO EXTRAS TO BUY, FULLY WARRANTED; COMPANY'S OWN BRANCH IN HARRISBURG.
J. I. CASE T. M. CO.
429 South Second St.



THE DOMINANT SIX

Auto Tires--Firsts

Sold by I. W. DILL

Extra Heavy Casings, double curve, wrapped tread.

SIZES	PRICE
30x3 plain tread	\$7.86
30x3 1/2 plain tread	\$10.28
32x3 1/2 plain tread	\$11.18
33x4 plain tread	\$15.73
34x4 plain tread	\$16.33

OTHER SIZES QUOTED ON REQUEST

These casings are manufactured by a large and reputable factory and have been on the market for several years, giving good service.

Will ship C. O. D., subject to examination.

J. A. Plank
THE TIRE MAN
80 SOUTH CAMERON ST.
HARRISBURG, PA.
Phone 455 R
A DEALER WANTED IN EACH TOWN

Ensminger Auto Show
Green & Cumberland Sts.
Admission Free
Ohio--Apperson and Mitchell
Pleasure Cars--Dart Trucks
1014 Hippobille at Coats.

Oakland
"THE CAR WITH A CONSCIENCE"

Your visit to the Harrisburg Auto Show, March 14th to 21st, would not be complete without seeing the 1914 Oaklands—especially—the New Light Six—\$1785—which has revolutionized six-cylinder values.

Fours and Sixes
\$1150 to \$2500

Phila. Factory Branch
227 North Broad Street