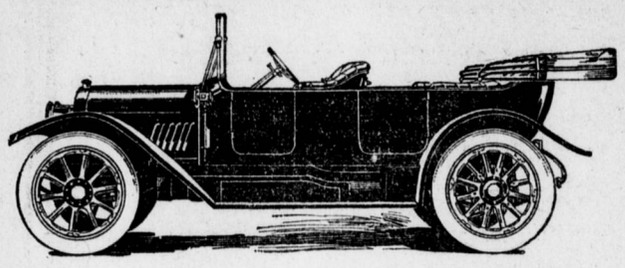
ABBOTT-DETROIT

The above picture of the Abbott-Detroit four-cylinder touring car shows C. D. Stewart, manager of the local factory branch of the Abbott Motor Car Company, and R. T. McDuell of the Abbott sales force.



Joyous News For the Auto Buyers

The Abbott Motor Car Co. are now offering to the buying public a 40 H. P. five-passenger touring car, with every modern equipment, including Auto-Lite Electric Starting and Lighting System, Continental Motors. Warner Transmissions, Spicer Universal Joints, Timken Bearings and all HIGH-GRADE refinements for **$1435.00** f. o. b. Harrisburg.

See this WONDERFUL car before placing an order. It's the GREATEST BUY ever offered. It has torque tube and radius rods, which insures you against being laid up, should you break a rear spring. You will not find such equpment on any car selling for less than $3,000.00.

Don't overlook the **great six-cylinder** car we are building this season. It's the greatest hill climber ever brought to Harrisburg. No car at its price will compare with it in mechanical construction.

Let us arrange a demonstration with you.

HARRISBURG BRANCH

ABBOTT MOTOR CAR CO.,

106-08 South Second Street

BELL PHONE 3593 HARRISBURG, PA.

REO the Fifth 1914 Model $1,175 Equipped

Now $220 Less

Note that Reo the Fifth—Mr. Olds' great car—sells at a new price this year. We have saved you 16 per cent. on the car, equipped.

Some parts—like tires and electric starter—cost us less this year. But most of this saving comes from the fact that all special machinery for building this model has been charged against previous output.

And note that this car—at $220 less—has

The new streamline body
Electric starter and lights
A 35-horsepower engine
Oversize tires—34x4
Dimming searchlights
One-rod control

The Car That Stays New

Nobody doubts that Reo the fifth is the best-built car in its class. It embodies all Mr. Olds' experience, based on 27 years of car building.

It takes six weeks to build each car, because of the utter exactness, the countless tests and inspections.

The steel is twice analyzed. The gears are tested for 75,000 pounds per tooth, the springs for 100,000 vibrations.

The car has 15 roller bearings, 190 drop forgings. It has a costly clutch which prohibits all gear clashing. It has the simplest gear-shift in the world.

All driving parts are built one-half stronger than necessary—built to meet the requirements of a 50-horsepower engine.

10,000-Mile Test

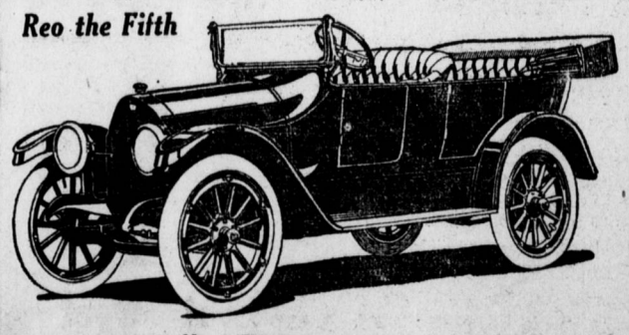
Test cars with this chassis have for years been kept running at high speed night and day on rough roads. After 10,000 miles of reckless driving the test car is taken apart, and every driving part is required to show up in almost perfect condition.

No other modest-price car has ever been built in this slow, careful, costly way. But the result is a car that stays new. It saves the average user hundreds of dollars in troubles, repairs and upkeep.

Men who know are buying cars like this. The Spring demand is always twice the factory output. March sales have broken every record.

We urge men who may want this honest car to come and see it now.

Reo the Fifth



Also a Handsome Roadster

Harrisburg Auto Co.

THIRD AND HAMILTON STREETS

Jackson Makes Record Run, Portland to Boston

What is probably the fastest time ever made by a stock automobile between Portland and Boston was made recently by Fred D. Morse, of Portland, Me., in his six-cylinder Jackson car. Leaving Monument Square, Portland at 12:45, Mr. Morse and party, including a Sunday Telegram representative, arrived at Sullivan Square, Boston, at 3:50; making the run, including three stops made on the way, in three hours and five minutes. Mr. Morse, who had previously made a very important business appointment in Boston and intended to leave here on 12:05 train, missed his train and so resorted to his automobile with which to keep his appointment in Boston. On leaving Portland Mr. Morse remarked that it would be necessary for him to lower the average running time considerably for him to reach Bosto non time. At no time during the complete trip was it necessary for him to stop for any car trouble in any particular and that, together with the fact that the roads were in excellent condition, enabled him not only to keep his appointment but also as far as is known to break the time record between the two cities. Mr. Morse was heartily congratulated by a number of Boston automobile men who were acquainted with the time he left Portland and were present upon his arrival there.

The four and six-cylinder models of this famous Jackson car are on display at the Central garage. P. H. Keboch and DeWitt A. Fry are the local representatives.

Hupp Export Business In Charge of C. O. Hastings

President J. Walter Drake announces that Chas. D. Hastings has given up his duties as general manager of the Hupp Motor Car Company. He still retains the office of secretary and will continue to be active in the counsels for the company. Later on in the year Mr. Hastings will take an extended trip in the interests of the export affairs of the Hupp Motor Car Company, a branch of the business that has developed immensely during the past three years.

Export shipments have now grown to such an extent that to-day this business alone pays the running expenses of the factory.

J. Walter Drake, president of the company, continues active supervision over the general affairs, while the title of F. A. Harris has been changed from assistant general manager to that of commercial manager, the scope of his duties having been enlarged.

The personnel and policy of the management remains as before. These changes are merely in the course of rearrangements that have taken place gradually.

Many Cadillacs Are Delivered in Two Weeks

The Crispen Motor Car Company reports the delivery of thirteen new Cadillacs since the automobile show and two others for next Monday, making fifteen Cadillacs in two weeks. Eight of these were touring cars, four of them phaetons and one roadster. In addition to the new models, four used Cadillacs were delivered and two of other makes that had been taken in trade by purchasers of Cadillac cars. This indicates a prosperous condition, not only for the Crispen Company, but is evidence that there is a strong market and that the coming season promises to exceed any preceding one.

Stokes Stupendous Speed on Excelsior Motorcycle

Glen Stokes smothered many dirt track records last month at Bakersfield, Cal., on his Excelsior motorcycle. The ten-mile record went first. He made this in eight minutes, six and three-fifths seconds. The mile speed traditions were smashed in forty-six and two-fifth seconds. The hour record was sixty-nine and five-tenth miles, and to top it off he romped around the track twenty-five times in the 25-mile free for all in 21:15 and then went to supper. And all these records were on a circular dirt track.

ADVANTAGES OF SIX OVER FOUR MODEL

Various Phases of Question Explained by Robert L. Morton, Chalmers Representative

Beyond doubt, the most discussed single phase of motor construction at the present time is the question of "six" or "four." With the adherents of either side lined up strongly for their particular type, the buyer is quite likely if he is not wary to become hopelessly confused in a maze of conflicting claims.

That a four cylinder car maybe a good one cannot be denied. The public has bought and used "fours" for a long time. Their worth is conceded even by builders of "sixes." On the other hand, there is no question but what the "six" has made wonderful progress. When leading manufacturers in ever increasing numbers add "sixes" to their lines, and finally drop the older type for "sixes" exclusively, one is forced to the conclusion that the "six" at least merits the serious consideration of every buyer.

"Despite the many hectic and often unreasonably biased claims advanced by adherents of both fours and sixes, there are some foundamental facts about the two types which the intending buyer can easily learn for himself," says Robert L. Morton, local Chalmers dealer. "The wonderfully increased production of sixes from just a few hundred cars four or five years ago to many thousands for this season is not an accident or the whim of manufacturers who have more money than brains. The ever increasing demand for sixes is the result of experience.

"Users of sixes since the first Stevens-Duryea and Winto cars of that type were built have learned, not that the six is necessarily faster than a four; not that it will climb a given hill any faster than a four of equal power; not that it will travel any more rapidly through sand or mud than a four of as great motor size. But they have learned that the six will do all these things easier, with less fuss, with less vibration, with less gear shifting—and consequently with less wear and tear on the machine and on the driver.

"I think that all any builder of sixes should ask is that the intending buyer find out for himself if these things are true. This can be proved by experience. Claims have nothing to do with it. Any man who will ride 100 or 50 or even 20 miles behind the wheel of a six, and the same distance over the same road in any four will know when he leaves the car why thirty-seven of the forty-two leading builders of this country have made sixes their leading models.

"It has been said that the six is simply a fad. It doesn't seem quite reasonable that American buyers in ever increasing numbers should continue to indulge in a fad as costly as the motor car if they derived no material benefit. People just don't have that kind of fads. Nor do manufacturers — the biggest and strongest in the country — spent vast fortunes changing their entire equipment and production plans, taking the whole assets of their companies on a fad. No, the six has had to prove itself just as the four once had to.

"The most frequent plea one hears for the four is 'it is more economical than the six.' Why, I wonder. The reason for the supposed greater economy of the four I have never seen clearly stated. Meanwhile, actual experience shows that a well-built six will travel any given number of miles or for any given period of time on just as little gasoline and oil as any four of equal motor size and equal car size.

"It has been my experience that weight is the biggest factor in economy. And the six is not heavier than a four of equal size. Four instance, one four I have in mind is not as large as the Chalmers Model 24, yet it weighs between three and four hundred pounds more. Surely the four-cylinder motor, which has to work harder to move this extra weight, is more extravagant of fuel than the six which has 400 pounds less dead weight to carry. Again, experience proves this to be a fact.

"We hear frequently, too, that European engineers dont know how to build good sixes. They are just learning. More than half the leading factories in England, France, Germany and Belgium are experimenting with sixes. As fast as they learn how to build them, sixes are being produced by the leading European manufacturers.

"And isn't it about time we stopped worshipping this European fetish. America owes a great deal to Europe. But we have outgrown our early ignorance of automobile engineering. The United States is to-day the greatest motor building nation in the world. We build ten times as many cars as Europe. And in every market of the world, in competition with the best Europe produces we outsell European cars ten to one. We have gone ahead of our one-time teacher. We are showing Europe the way now — and most assuredly on sixes.

"Nor yet do I wish to be classed among those who decry fours as worthless. I have sold a great many fours; more than 35,000 Chalmers fours are now in use. And they are good fours. Of the earliest Chalmers fours just as great a percentage are running to-day and giving satisfaction as of any cars built at the same time. But actual experience has proved to me as it is proving to new thousands each year, that the six is mechanically the superior. The whole trend of the automobile demand is toward sixes among cars of $1,500 and over. Among the lower priced and very light cars, the four is likely to remain predominant. But I sincerely believe that the next two years will find all leading cars over $1,500 built in sixes only."

A FIVE-TON GARFORD MOTOR TRUCK

This truck was delivered this week to John Black, of 201 South Seventeenth street by Andrew Redmond. Mr. Redmond and F. G. Bacon, of the Garford factory branch at Philadelphia, met the truck at Lebanon Tuesday at midnight. It is a five-ton truck with steel body and patent dumping and hoisting device operated by motor from the driver's seat, making it possible to back up and dump load and return body to chassis in one minute and a quarter. Mr. Clifford drove the truck from Philadelphia, accompanied by Superintendent Ridgely.

FALLS FROM SCAFFOLD

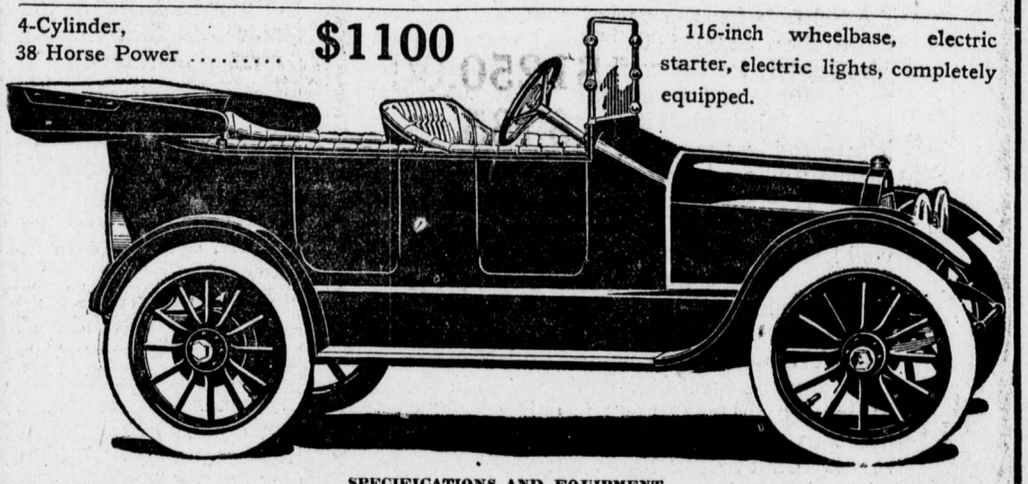
John Snyder, aged 68, of 1108 North Twelfth street, had a fractured left leg treated at the Harrisburg Hospital last evening. Snyder fell from a twelve-foot scaffold at 1327 Susquehanna street yesterday afternoon.

The Car That Invites Comparison and Has No Fear of Competition.

Herff-Brooks

Made in one of the largest and best equipped automobile factories in the United States. Built by a firm that has manufactured automobile parts for other leading automobile builders for twelve years; and specialized on high-grade machinery for over forty years. The Herff-Brooks car is produced by men who know the cost of materials, manufacturing, selling, and what is legitimate profit. The car that caused the big sensation among automobile men at the great Chicago show, is made by an organization consisting of highly specialized mechanics; each an expert in his particular line of work, and backed by men who are known to every automobile manufacturer of consequence, and whose financial standing is assurance that they are in the automobile business to stay and will compete successfully in quantity and quality with the largest makers of motor cars. The Herff-Brooks Corporation does not care what competitors think of so remarkable a car at so remarkable a price, but they do care what the buyer thinks and invites comparison, point by point, with cars one-fourth to one-third greater in price. Prompt deliveries guaranteed. First shipment about April tenth. Make your own comparisons with the following and we feel confident you will see the Heroff-Brooks before you buy your 1914 motor car:

4-Cylinder, 38 Horse Power ..... **$1100** 116-inch wheelbase, electric starter, electric lights, completely equipped.

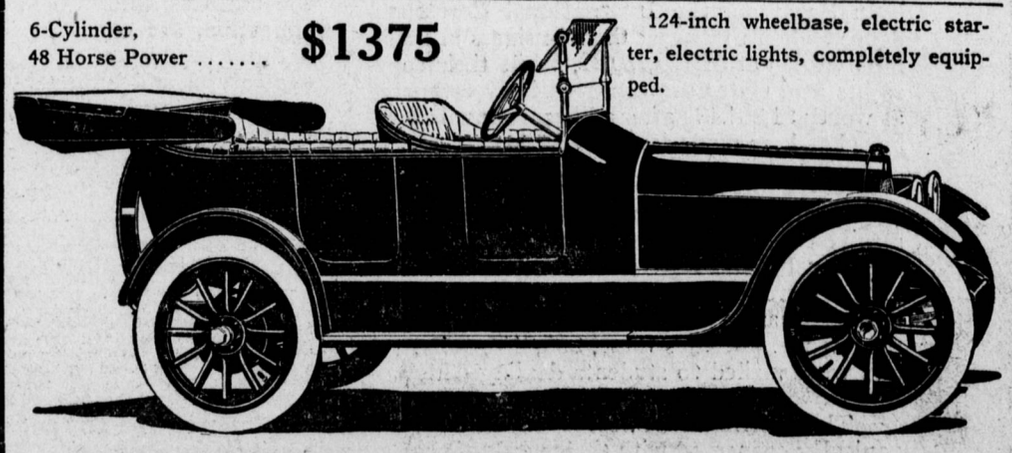


SPECIFICATIONS AND EQUIPMENT

MOTOR—Four cylinder cast en bloc; bore 4⅛ inches; stroke 5 inches; five bearing crank shaft; enclosed valves, easily adjusted and removed. Engine develops 38 horse power. COOLING—Honeycomb type of radiator, with positive gear water pump, belt driven fan. IGNITION—Magneto and dry cells. LUBRICATION—Splash system; gear pump, circulating, with sight feed on dash in view of driver. CLUTCH—Leather faced cone, with springs under leather to insure easy engagement. TRANSMISSION—Selective type; three speeds forward and reverse; New Departure ball bearings. DRIVE—Through torsion tube to rear axle; one universal joint. BRAKES—Two sets, both internal expanding on rear wheel drums; dust and mud proof and lined with special material. FRONT AXLE—Extra heavy" I" beam, drop forged in one piece without welding; Timken bearings. REAR AXLE—Three-quarter floating type, with extra heavy New Departure bearings. STEERING GEAR — Worm and gear type; easily adjustable; 18-inch steering wheel with control levers on top. Right hand drive, Center control. SPRINGS—Front semi-elliptic; rear, three-quarter elliptic. WHEEL BASE—116 inches. TREAD —56 inches standard. 60 inches for Southern trade. WHEELS—Artillery type of best grade hickory, with demountable rims. TIRES—34x4 inches Q. D. GASOLINE TANK—Under front seat, capacity fifteen gallons. BODY—Five-passenger touring, two-passenger roadster, with deep upholstery of genuine leather and a good quality of curled hair, back of front seat fitted with protecting strip; concealed hinges; deep cowl on dash; instrument board under cowl. COLOR—Black running gear, Brewster green body, nickel and aluminum trimmings.

EQUIPMENT—Electric Self-Starter, electric headlights, electric tail light, electric dash light, with dimmer in connection with head lights taking place of side dash lights, electric horn, clear vision ventilating windshield, mohair top and side curtains, full top boot, concealed tool boxes, speedometer, demountable rims with one extra rim, tire irons on rear, tire repair kit, tool kit, jack, tire pump, foot rail, robe rail and other usual equipment.

6-Cylinder, 48 Horse Power ..... **$1375** 124-inch wheelbase, electric starter, electric lights, completely equipped.



The Herff-Brooks Six is guaranteed to be the superior of any car selling for $1750, and equal to any car of $2000 made, regardless of specifications or name. This guarantee is backed up by responsible makes. This car is the sensation of the automobile field this year. Specifications of Six exactly like the Four with the exception that it has a 124-inch wheelbase and 6-cylinder, 48 h. p. motor. All prices f. o. b. factory, Indianapolis.

Write or Telephone For Further Details or Appointment.

CONRAD & BENTZ

WEST END GARAGE

Agents For Dauphin, Cumberland and Perry Counties

1808 Logan Street **Harrisburg, Pa.**

PUBLIC CONFIDENCE IN THE Cadillac

Most Significantly Demonstrated

By the Actual deliveries we have made in the last two weeks, March 21 to April 4, as follows:

1914 Cadillac—Two-passenger Roadster,
1914 Cadillac—Five-passenger Touring,
1914 Cadillac—Five-passenger Touring,
1914 Cadillac—Four-passenger Phaeton,
1914 Cadillac—Four-passenger Phaeton,
1914 Cadillac—Four-passenger Phaeton,
1914 Cadillac—Four-passenger Phaeton,
1914 Cadillac—Five-passenger Touring,
1914 Cadillac—Five-passenger Touring,
1914 Cadillac—Seven-passenger Touring,
1914 Cadillac—Seven-passenger Touring,
1914 Cadillac—Seven-passenger Touring,
1914 Cadillac—Seven-passenger Touring,
1914 Cadillac—Five-passenger, (will be delivered Monday).
1914 Cadillac—Five-passenger, (will be delivered Monday).

USED-CAR SALES, MARCH 21—APRIL 4

1912 Cadillac—Five-passenger Touring,
1913 Cadillac—Five-passenger Touring,
1912 Cadillac—Five-passenger Touring,
1912 Cadillac—Four-passenger Phaeton,
1913 Hupmobile Touring,
1914 Six-cylinder Car, (Traded in on 1914 Cadillac).

TO BE SURE OF MONEY VALUE, BUY A CADILLAC

Crispen Motor Car Co.

413-417 S. Cameron Street