

# Abbott-Detroit

## A Big Trade Now

We are now over-stocked on four cylinder cars. But we have sold practically all our used machines and have a market for more.

This is your opportunity for a much better trade on your old car than we could give you under ordinary conditions. Take advantage of it to-day. Get in on the ground floor before conditions change.

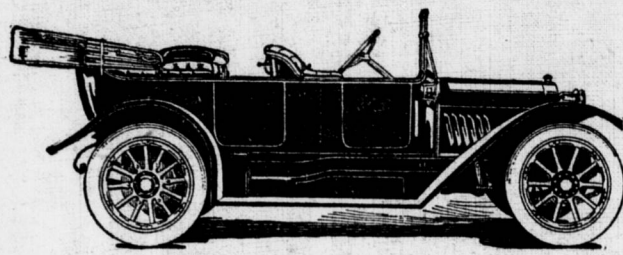
### 6-Cyl Demonstrator At Reduced Prices

Are you interested in a big six-cylinder car? We have a demonstrator, nearly new and in first class condition, that you can buy at a reduced price. The figure we are putting on this machine makes it the best six-cylinder bargain in Harrisburg, bar none.

Come in and see this car. Ride in it. Investigate for yourself the exceptional proposition offered.

### New "Michigan" Cars Cheap

Our stock of 37 new "Michigan" cars, 1913 and 1914 models, is offered at about half price. These cars are wonderful value. The failure of the Michigan Motor Car Company need not deter you from buying. Because if any breakage occurs, we guarantee to get you replacement parts immediately.



HARRISBURG BRANCH

## Abbott Motor Car Company

106 South Second Street, Harrisburg, Pa.  
Bell Phone, 3593.

## COFFIN WALKS ON FUTURE OF THE SIX

Predicts That Six Cylinder Cars Will Displace All Fours Selling For More Than \$1,000

"The basis of the new type Hudson Six," said Howard E. Coffin, "is economy. People used to think the very name six-cylinder meant size, weight, extravagance. Now we know better. We can build a four. This is because we have lower explosive strains to meet. We can machine a six-throw crank shaft quite as cheaply as we used to turn out a four. It takes no more time to bore six holes than it does four, when we use the new multiple spindle drills and taps. And in the items of gasoline and fuel consumption, not to speak of lessened tire wear, the 'six' has demonstrated its supremacy over any four-cylinder car built. Yes, I am more modest in my claims than some of the six-cylinder advocates, but I want to be absolutely fair to both types. I have built them both and know them both."

"But in cars at a price about \$1,000 I can see no limit to the survival of the four. The six-cylinder even now dominates the field over \$1,500. It is a repetition of the way in which the four swept the boards of two and ones when first the low-priced four was built. Two and ones went out of use almost overnight. Fours are mechanically less efficient and more costly to maintain than sixes. And the whole history of machinery tells us that the better type machine inevitably drives out the less efficient. When a buyer can get a six for \$1,750, or even when first he should pay \$1,800 for a four? When the six is lighter weight, handomer, uses less gasoline, is easier on tires, costs less for repair, and very many times more pleasant and comfortable to drive, what is the sense of even considering the four? Yes, I designed many fours. But we all grow and progress. And new things are constantly being discovered and old ones improved. I see no reason why we should stand still. If a better motor than a six-cylinder is evolved it will surely drive out the six-cylinder type as this model is driving out the four. How far distant that day may be, no man knows. But now the six is supreme."

## Mexican "War Measure" Favors the Saxon Cars

Buying automobiles by the pound is the way they are doing it in Mexico these days. And thereby hangs a tale. The Mexican government in its desperation to get out of the throes of financial stringency, is levying a duty of fifty cents a pound on all motor cars that are imported. Every make of car is being hit by this duty, the big cars being the greatest sufferers.

There is one automobile that is getting off easier than any other, and it is the Saxon, which weighs slightly more than 1,000 pounds. A few days ago the Saxon dealer in Mexico City wired to the Detroit factory as follows: "Send us all the cars you can as fast as you can supply them."

A letter followed explaining that by the Saxon being the lightest on the market, less import duty is charged than for any other cars. The agent added that he had given up hopes of selling the larger cars he handles until the excessive duty is cut low. It is announced by President H. W. Ford of the Saxon Motor Company that the high water mark of March shipments was reached with a record of 30 cars shipped in a day. The output for the last week in March was 187 cars.

## Good Mileage From the Miller New Tread Band

We have just heard of some remarkable mileage made by the Miller Rubber Company's new tread band. A short time ago we made an announcement in these columns of the mechanical design and special features of the Miller tread band construction. So that this quotation will substantiate the remarks, "I got nearly, if not quite seven thousand miles before I turned in the old car and got a new one, and those blooming tires not worn yet," says E. D. Blessing of Hummelstown, Pa. who had his tires retreaded by the Miller Rubber Company's Harrisburg Pa. agency, the Sterling Auto Tire Co. This band is evidently gaining much headway.

## CAN'T STAND CLOCK'S DIN

Dr. G. W. Milton, of Cairo, Egypt, writes a Detroit friend that he had had to remove the auto clock he had fitted to his Studebaker "Four." He alleges that the ticking disturbed the quiet which he had enjoyed touring in the car, prior to the clock's appearance.

## HELP TOURISTS AND EACH

New England Studebaker dealers have banded into a formal association to promote mutual welfare and to provide systematic service for the owners of Studebaker cars who tour the region in the summer. Joseph S. Donovan, Studebaker distributor in Boston, is president.

## Lowest Prices! Greatest Mileage! on Extra-Heavy Tires

|          |             |       |         |
|----------|-------------|-------|---------|
| 28x3     | Plain Tread | ..... | \$ 7.67 |
| 30x3 1/2 | Plain Tread | ..... | 7.96    |
| 32x3 1/2 | Plain Tread | ..... | 10.28   |
| 34x3 1/2 | Plain Tread | ..... | 10.80   |
| 36x3 1/2 | Plain Tread | ..... | 11.18   |
| 38x4     | Plain Tread | ..... | 14.88   |
| 40x4     | Plain Tread | ..... | 15.12   |
| 42x4     | Plain Tread | ..... | 15.73   |
| 44x4     | Plain Tread | ..... | 16.33   |

WHI Ship C. O. D. Subject to Examination  
**J. A. PLANK**  
1017 Market Street  
HARRISBURG PA.  
Next to Keystone Motor Co.  
Ask For Quotations on Firestone Selected Seconds

## SEE PERSONAL TESTS AS AID IN CAR SALE

Mitchell Co. Says Its Dealers Will Put Demonstrators at Service of Interested Critics

By E. G. WESTLAKE  
"Personal touch" and "personal experience" are two features that the Mitchell-Lewis Motor Company leaders emphasize in their public making a statement that any Mitchell dealer in any part of the world will turn his demonstrators over to the prospect for the mere asking, with permission to put the machine through any test the interested critic may desire to make. "By this plan," said O. C. Friend, general sales manager, upon his return from the East to-day, "the critic may get personal experience which proves to him the merits of our car. "Fatherly" to turn the demonstrator over to anyone who comes along? Not much. Men who mean business in the auto world are to be trusted and need enough to study cars and get personal experience in their operation — are not going to deceive dealers who own demonstrators and pay for running them.

"Almost daily I get letters from Mitchell dealers in all parts of the country complimenting the Mitchell-Lewis company for the plan of giving demonstrators to prospects. They say that the plan of giving cars to bring sales that no other plan brings. There's nothing like a close personal knowledge of the feel of the car, and there's nothing that fills a dealer with so much elation as to have a car sold to a man who has done more than the seller of cars claim to do it, and under the stranger's direction, at that."

## High Water Mark in Reo Production and Sales

A trip through the Reo factories at this period discloses activities such as have never been witnessed before in the history of the Reo—either at the Truck plant or at the Pleasure Car factory. The demand for Reo cars and Trucks keeps the Pleasure Car and Truck factories in a continual rivalry; this also applies to the Pleasure car and Truck Sales Department. And rivalry exists between the sales and factory organizations—the salesmen to sell faster than the factory produces, and the factory trying to get a hundred or two ahead of the salesmen.

Last year at this time 40 Reo cars a day was the limit of production. With the additional buildings, and the factory facilities that were added last Fall, the production has been increased to 65 a day, which is the daily average. There have been many busy days lately when the shipments have run up to 115 cars per day.

Not infrequently during the past few weeks have orders been telegraphed and mailed to the number of 225 cars or more a day. This indicates a glowing tribute to the popularity of Reo the Fifth. The orders now coming in to the factory are not large as a majority of the greatest indication of general prosperity, for there are over 2,000 orders already on the books for April delivery.

An immense amount of new machinery was installed last fall which greatly increased the manufacturing facilities, and a man even familiar with manufacturing, would be impressed with the wonderful labor-saving devices which lend their many busy brains to producing accurately and in large quantities in the Reo factories.

## Hupp Makes Triumphant Run of 2,000 Miles in Louisiana

A 2,000-mile trip over Louisiana, the most extensive of its character ever made in that state, was ended last week when Fred Perkins, Manager of the Capital City Auto Co., Baton Rouge, La., and J. Garrity, traveling salesman of the Hupp Motor Car Company, returned to that city in a Hupmobile.

The trip was the result of a wager which Mr. Perkins had with the manager of the Grand Hotel at Baton Rouge, La. The boniface, Mr. Grant, in the course of a conversation with Mr. Perkins, stated that he did not believe there was a car on the market to-day that could negotiate the mud roads of Louisiana. Mr. Perkins declared that the Hupmobile could do it and, what was more, he would leave the city with a '32' 1914 model with the hood, crank and battery box sealed, travel 2,000 miles and return with the seals intact.

Accordingly he had a special glass hood made for the car which was sealed by Mayor Grouchy at Baton Rouge, and he left in the teeth of a hard snow storm that extended all through Louisiana. The contestants made the trip over the worst roads Louisiana has known for some time, driving from Baton Rouge to Lake Charles as far north as Shreveport, as far east as Mandeville, and as far south as New Orleans, a total of over 2,000 miles. On his return to Baton Rouge, Mr. Perkins was met by Mayor Grouchy and a committee of citizens at the outskirts of the State capital and escorted to the city hall where the mayor speeches and a general jollification. "My Hupmobile acted splendidly," said Mr. Perkins, "We didn't have to touch a thing on the trip, and all in all the car was in just as good condition as before we left on this gruelling tour."

## MILE AN HOUR ON HIGH

Before a jury of open-minded spectators, President Peck of the Peck Auto Co., Grand Rapids, Mich., as a test of flexibility, drove a Studebaker "Six" in high gear for one hour and covered exactly one mile, without once stalling the motor.

This monogram on the radiator stands for all you can ask in a motor car

## Light Enough For Economy Heavy Enough For Safety

The 1915 Chalmers "Light Six" at \$1800 is, like the larger Master "Six" at \$2175, relatively a light weight car. It is light enough to be economical of tires and sparing of fuel. It will give as much mileage per gallon as any car—either "Six" or "four"—of equal motor size; and MORE than nine-tenths of them.

For its long stroke, T-head motor (only 3 1/2-inch bore by 5 1/2-inch stroke) develops up to 50 horsepower on a minimum amount of gasoline. And it is so perfectly balanced that it is unusually easy on tires.

But the 1915 Chalmers "Light Six" is heavy enough for safety and comfort on any road. Heavy enough, too, for that greater economy which comes from endurance, from freedom of repair bills.

Don't Buy too Light a Car  
Flimsiness—skimping in the vital parts of a car—is expensive. It means constant repairs which are both costly and dangerous.

So the 1915 Master "Light Six" is a medium weight car. It has a four-fold margin of safety in every part.

The difference in gasoline cost between the sturdy Master "Light Six" and a too-light, flimsy car can't amount to \$25 in 10,000 miles. And \$25 won't buy many repairs if you get a car so light that it shakes itself to pieces in ordinary service.

Medium weight is right weight. The 1915 Master "Light Six," like all Chalmers cars, is built to give satisfactory service, through many seasons.

Take the Chalmers Road Test  
Apply the same logic to your purchase of a motor car that you would do anything

## Keystone Motor Car Company

DISTRIBUTORS  
1019-1025 Market Street Robert L. Morton, Mgr.

## Hudson Production For March Breaks Records

When the whistle blew at the close of work at the Hudson factory on March 31 1,204 cars had been built and shipped.

The production of 1,204 cars in a single month would mean that 47 cars were built a day, 8 per hour and a car every 10 minutes, every car of which was tested and inspected in every part. When we take into consideration the size, power and beauty of the Hudson and that every part was inspected in the minutest detail, it was an engineering performance of enormous magnitude. Regardless of this enormous production, the local dealer, I. W. Dill, received advice under date of March 30 in reply to a request for additional cars: "Your allotment must stand as specified. It will be impossible to increase it." These conditions indicate the well-known demand the Hudson has received this season.

## Here's Your Chance

These Are Real Bargains, and Worth an Investigation

- One light truck, with good panel body, suitable for Grocer, Butcher or any delivery not wanting to haul over one ton.
- One light truck, with canopy top and roll up side curtains. Suitable for marketing or any kind of delivery.
- Three new 1913 Michigan "40" touring cars, with every modern equipment.
- Two new 1913 Michigan "33" touring cars, with every modern equipment.
- One Everett touring car. A big bargain.
- One Velie touring car, in good condition.
- One Maxwell Roadster. A dandy for the money.
- One Abbott-Detroit seven-passenger touring car. In excellent shape.

Each of the above is a SNAP for quick buyers. Don't miss looking them over.

HARRISBURG BRANCH  
**Abbott Motor Car Co.**  
106-108 South Second Street.  
Bell 'phone 3593. HARRISBURG, PA.

# JACKSON

"No Hill Too Steep--- No Sand Too Deep"

What Is YOUR Definition of the Right Car?

Is it what thousands of careful, shrewd buyers have demanded and found in Jackson cars? If your definition of the RIGHT car means AN ESTABLISHED REPUTATION OF THE MANUFACTURER, A HIGH STANDARD OF QUALITY REASONABLY PRICED, DEPENDABLE SERVICEABILITY AT LOW UP-KEEP COST then you too will find it in any one of the models of the Jackson 1914 line.

THREE MODELS COMPRISE THE 1914 LINE. EACH POSSESSES QUALITIES AND FEATURES THAT MAKE IT A LEADER IN ITS CLASS.

"Olympic Forty" \$1385 "Majestic" \$1885 "Sultanic" \$2150 6-cylinder

## CENTRAL GARAGE 334 Chestnut Street

P. H. KEBOCH & DeWITT A. FRY, Agents.

## Hamilton Made Red Inner Tubes Standard of America

Compare these prices with the prices of any other HIGH GRADE Tube.

|          |       |        |          |       |        |
|----------|-------|--------|----------|-------|--------|
| 30x3     | ..... | \$3.15 | 30x4     | ..... | \$6.20 |
| 30x3 1/2 | ..... | 4.25   | 34x4 1/2 | ..... | 7.50   |
| 32x3 1/2 | ..... | 4.50   | 36x4 1/2 | ..... | 7.45   |
| 34x3 1/2 | ..... | 4.75   | 38x4 1/2 | ..... | 7.90   |
| 36x4     | ..... | 5.75   | 37x4 1/2 | ..... | 7.90   |
| 38x4     | ..... | 5.75   | 37x5     | ..... | 8.30   |

Perfect Pink Tubes are not to be compared with any tube that is gray in color and should only be compared with the best quality of red tubes. Our price compares with the cheapest gray tube. Our quality compares with the best red tube.

204 WALNUT STREET  
**E. Mather Co. Distributors**

## Ensminger Motor Car Co. Wholesale Distributors Ohio and Mitchell Cars and ONE TO FIVE TON Dart Trucks

|                       |         |                       |         |
|-----------------------|---------|-----------------------|---------|
| Ohio "6-60" .....     | \$1,985 | Ohio "4-40" .....     | \$1,275 |
| Mitchell "6-60" ..... | \$1,895 | Mitchell "4-40" ..... | \$1,595 |

Dart, 2-ton, \$1,775; 1-ton, \$1,300; Delivery, \$875.  
PRICES F. O. B.—FACTORIES  
Salesroom Third and Cumberland Streets

## Apperson "Jack Rabbit" "The Wizard of the Hills" America's Oldest Automobile

POWERFUL, QUIET, DURABLE FULLY ELECTRICALLY EQUIPPED  
Prices F. O. B. Kopomo, Ind.  
"4-45"—\$1785; "6-60"—\$2200

**ENSMINGER MOTOR CO.**  
Salesroom Third and Cumberland Streets

## MILLER NON-SKID TIRES

Grip the Road Like a Cog-Wheel  
STERLING AUTO TIRE CO. 1451 Zarker St.  
**VULCANIZING**