

Every business man who has delivery problems to contend with should bear this truck in mind.

It's a Reo
The truck that does the trick.

Harrisburg Auto Co.

HIGH GRADE CARS NOT AFFECTED BY WAR

President of Packard Co. Gives Reasons Why Emergency Demand Will Make Up Loss

"The sale of high grade American cars will be very little on account of the European war, for the very simple reason that what is lost in any one way will be made up in another." That was the reply made by M. J. Budlong, president of the Packard Motor Car Company of New York, Philadelphia and Chicago, when asked what he thought of present trade conditions and their effect upon the automobile business. Mr. Budlong continued:

"The war naturally has affected business in New York more than it has in the West and in New York it naturally has affected such industries as the automobile business more than it has affected trade in the common necessities. The injury cannot be very great, however, nor can it be permanent. Even now, with the war only a few weeks old, I have noticed signs of a freer buying spirit than recently prevailed. The capacity of the United States for adjusting itself to intense situations will prevent business stagnation now that the first shock of Europe's terrible tragedy is over. Of course, there are some people who are so hard hit by the war that they will conserve every resource for a long time to come, but, meanwhile, there are others who will profit by a readjustment of conditions and who will conduct their business and personal affairs accordingly.

"The temporary cessation of importation and exportation and the closing of the New York Stock Exchange has created a new condition of affairs for which we were not prepared, and has brought the business of 35,000 brokers, importers and exporters to a standstill, temporarily at least. Strange as it may seem, this untoward condition will not affect greatly the high grade American car business. Although we sold a great many more cars in this locality during the past season than during any of several previous seasons, very little of our trade came from the financial district. Other pursuits have been more prosperous and have supplied the demand.

"At the moment it is difficult to make a complete analysis of the high grade car situation on a count of the fact that a large number of the people who can afford and buy the best cars are out of the city on their vacations. Indications are that at the worst any reduction in trade will be merely temporary, because those of our patrons who have held off in placing their orders, have invariably said that they are going to buy just as soon as business becomes adjusted to the new conditions.

"A large number of Americans who ordinarily spend many months in Europe are now forced to return home, in many cases without their cars, which have been confiscated on the other side, and in many cases without new cars which they have intended to purchase in Europe. This will mean an immediate and greatly increased demand for high class American cars. Also, within the last few days we have received many orders from men connected with various industries that have been disrupted as a result of the war and who, in some cases, have made tremendous sums within a short space of time.

"Another influence which will have a permanent as well as a temporary good effect upon the American high grade car business will be the practical elimination of the foreign-made cars owing to the inability of their importers to guarantee delivery and to supply parts and supplies. Many of those who have driven foreign cars previously have done so as a matter of habit more than anything else and have not realized the superior qualities of American cars, particularly for American conditions. Invariably their first purchase of an American car leads to their complete conversion, a fact which is borne out by our experience that the very best customers we now have are among those who have formerly owned and driven foreign cars.

"Present indications being that the struggle in Europe will not be terminated shortly, business interests and popular sentiment in this country are bound to settle to a rational basis. Our position in the world's trade is so strong to-day on account of Europe's necessity and our own great resources that in addition to meeting our own requirements and supplying

Europe with food and other common necessities, we will create new domestic business in lines previously imported and we will export goods which Europe previously has made for herself.

"A good example of this is the fact that right now representatives of European countries are negotiating here for the purchase of hundreds of heavy motor trucks. Continental truck makers are absolutely unable to supply the trucks required by the different large armies. The production of motor trucks in Europe always has been limited, and now being crippled by the ravages of war, there is only one big source of supply and that is America. Europe must have trucks, both for war purposes and to take the place of those vehicles which have been requisitioned by the different governments. It is only a few such factories as the Packard which are able to turn out these trucks quickly and in large numbers. Consequently, Europe is now buying of us.

"In the conduct of our own business here in New York, where war excitement runs the highest, we are going on just about as usual. We may practice minor economies such as would be a good thing for us anyway, but we do not intend to curtail any of the expenditures which affect the proper conduct of our various stores and service stations and the proper care of our customers. While Europe's clamor is almost incomprehensible, the United States has no excuse for losing its head and I, for one, do not think that it will do so. I absolutely predict a gradual readjustment of trade conditions to meet the new requirements which have been thrust upon us, to our advantage as well as to our disadvantage. There seems to be no real foundation for calamity howling. Meanwhile, we expect to go right about our business, selling as many cars as we can, which from present sales and prospects will be a good many, and taking care of our procedure."

EDWIN H. LEMARE ORGANIST
Panama-Pacific Exposition says: The Angelus is the one best player-piano. See and play the Angelus before you buy. J. H. Troup Music House, 15 South Market Square. — Advertisement.

Chandler Six For Ralph DePalma, Race Driver

Ralph DePalma, America's most popular racing driver, spent the afternoons of August 21 and 22 accumulating some \$4,400 in prize money. To obtain this purse he pushed his Mercedes racer over 602 miles of Illinois country road at an average speed of 73 miles per hour. Now, \$4,400 is a fairly acceptable sum to almost anyone, but Ralph had more at stake than appeared on the surface. Some months back he had set his heart on purchasing an American made six-cylinder car and his dual victory at Elgin spelled certain achievement of his hopes.

DePalma's choice of a Chandler light weight six of 1915 design is a real tribute to the American built motor car. Perhaps no other racing driver has had so great an opportunity of comparing the merits of foreign and American made cars and his selection of the home-grown product indicates his belief in the methods of Yankee makers.

Sales Manager Ruprecht of the Brady-Murray Company, New York City, who sold DePalma his new car, claims that the swarthy Italian is an even better demonstrator than rare pilot. After taking delivery of his Chandler, Ralph invited the entire sales force for a ride and furnished a novelty to the party by threading the traffic of Fifth avenue as skillfully as a New York bred taxi driver. During the trip through the most congested parts of the city, he kept the six-cylinder car on high gear and qualified for a job as demonstrator at the Brady-Murray Company, any time he feels ready to accept.

DePalma first drove a Chandler Six while at a race meeting in San Antonio last winter and intends using his new car for touring between cities on his 1915 racing schedule.

New Chalmers Prices

"Light Six" Touring Car

(Model 26-B)

\$1650

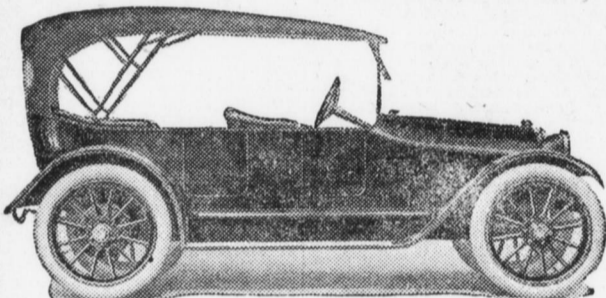
(Fully Equipped)

Chalmers Motor Company, Detroit

See these cars at our salesrooms

Keystone Motor Car Co.

1019-1025 Market Street
HARRISBURG, PA.



THE VULCAN \$850

THE WORLD'S GREATEST LIGHT CAR
A QUALITY CAR AT A QUANTITY PRICE

A five-passenger touring car of extremely graceful lines and classy appearance. A powerful hill climber. Made under the direction of men of extraordinary mechanical genius. The engineers behind the Vulcan are men of automobile experience dating back to the beginning of the industry, as well as possessing natural mechanical ability of the highest type. Not the greatest car in size, nor the greatest in production, but the greatest in performance and efficiency—lightest in trouble, lightest on tires and gasoline, positively the light car that gives users the greatest value for the money. A number of them are in use by your neighbors. Let us prove the car's efficiency and good looks to your own satisfaction. Price includes full equipment, f. o. b. factory. Roadster type \$750.

Penbrook Garage

PENBROOK, PA. BELL PHONE 1156-L

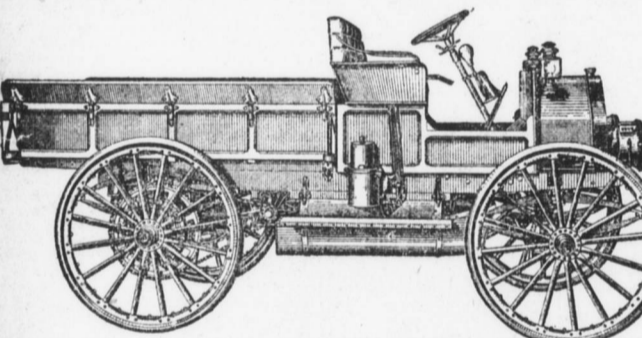
DEATH OF WILLIAM C. BROWN

Special to The Telegraph
Duncannon, Pa., Sept. 5.—William C. Brown died yesterday at his home in Market street from an attack of acute indigestion. He was about 67 years old and was a lifelong resident of this place and one of the leading merchants.

WAYNESBORO TO EXTEND LIMITS

Special to The Telegraph
Waynesboro, Pa., Sept. 5.—Borough Council has voted unanimously to bring Gibberton into the borough. Gibberton is a tract of land covering about forty acres and is laid off in lots numbering up to 21, each 40x100 feet in size.

Pays to Buy the I. H. C.



Every concern that makes deliveries takes into consideration the cost of its delivery system and its efficiency. The cost is figured as a necessary expense and the efficiency determines to a great extent the firm's standing among its customers.

The merchant who is prompt in his deliveries and uses the most modern means always has the advantage over the one who does not.

The I. H. C. Truck has gained a reputation for serviceability, and no expense is being spared to make it THE BEST CAR ON THE MARKET. It has but one lever control, easy to operate and no danger of stripping gears. Carburetor, magneto, spark plugs are all easily accessible. Has two complete systems of ignition, each independent of the other, and can be used jointly.

International Motor Trucks deliver the goods on time; that is the reason there are MORE I. H. C. CARS IN USE THAN ANY OTHER MAKE OF COMMERCIAL CAR. Repeat orders are the result of satisfactory service. For light hauling they have the advantage from the standpoint of economy and speed.

CALL AT THE

Harvester Building, 813-815 Market St.

and see the fine display now on exhibit. Inspect this wonderful line of trucks, see the stock carried for your future protection, and if you do not make sure of this one essential feature it will be remembered as one of the big mistakes made before purchase.

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Bowman's

Automobile Tires and Accessories

Low prices on Guaranteed Tires and Tubes. Get our prices first on Tires and Tubes.

ALL POPULAR MAKES

Goodyear Imperial Kelly Springfield Nassau
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Third Floor—BOWMAN'S

TIRES!

Extra Heavy Firsts

Double Cured Wrapped Tread
These tires are giving wonderful service.

OLD PRICES	
28x3	\$7.67
30x3	\$7.90
32x3	\$8.50
30x3 1/2	\$10.28
31x3 1/2	\$10.50
32x3 1/2	\$11.18
34x3 1/2	\$12.72
31x4	\$14.58
32x4	\$15.12
33x4	\$15.73
34x4	\$16.33
35x4	\$16.87
36x4	\$18.45

SPECIAL PRICES ON ALL SIZE TUBES

EXTRA SPECIAL

36x4 1/2 U.S. Wrapped Tread	\$20.75
37x4 1/2 " "	21.00
37x5 " "	24.25
Electric operated Horns	2.98
Hand operated Horns	4.98
Limousine and Coupe Remountable Bodies for Ford Cars.	

J. A. Plank

1017 Market St.

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5 CIGAR

MFGD. BY C. E. BAIR & SONS

JEFFERY CARS



Stand for Economy, High Grade Quality, Distinction in Style, Plus Comfort at a Moderate Price

JEFFERY CARS	JEFFERY TRUCKS
Jeffery Four . . . \$1,450	1,500 lbs. Chassis, \$1,300
Chesterfield Six, \$1,650	1 1/2-ton Chassis . \$1,650
Jeffery Big Six . \$2,400	Jeffery Quad. Chassis, 4-wheel Drive. \$2,750

All Prices F. O. B. Factory. Different Body Styles. EXHIBITION AT GRANGERS' PICNIC NEXT WEEK

JEFFERY AUTO CO.

1808 LOGAN STREET
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MILLER NON-SKID TIRES

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

(Following quoted from factory ad.)

"Therefore, when the Cadillac Company says that it is about to offer a motor car which marks developments and advancements so great, so vast, so widespread in their scope, that past achievements pale almost into insignificance, you are justified in looking forward to something which even the word 'extraordinary' fails adequately to describe. Our formal announcement will be a revelation."

In order to get in line for an early delivery we would suggest that you do as many others have done—place your order subject to unrestricted cancellation if, after seeing and riding in the new Cadillac, you do not like it.

Crispen Motor Car Co.

413-417 S. Cameron Street