

IMPORTANT

ON ACCOUNT OF REMOVING OUR FACTORY BRANCH FROM HARRISBURG on November 1st, we will offer during the following week what used cars we have on hand at ABSOLUTELY SACRIFICE prices. We herewith publish a list of what we have on hand. Look it over carefully, then come in and make us an offer.

- One Glide Seven-Passenger Touring Car
- One 1913 Light Oakland Touring Car
- One 1912 Michigan Touring Car
- One 1913 Michigan 40 Touring car
- One Zimmerman Touring Car
- One Jackson Touring Car
- One Six-Cylinder Pullman. Seven-Passenger Touring Car
- One Maxwell Roadster
- One Light Michigan Touring Car
- One Pierce-Arrow Touring Car
- One International Truck
- One Nearly New Abbott-Detroit Touring Car
- One Six-Cylinder Abbott-Detroit, Demonstrator

We also have some office fixtures, including two roll-top desks, one flat top typewriter desk, large new safe, typewriter, and other articles too numerous to mention, which we will sell at low figures.

A new tire-pumping outfit included in above.

The building we occupy, we still hold a two-year lease on, and will sublet it. This whole proposition is certainly worth a quick investigation.

Call at Our Sales-Room and Ask For Mr. Natcher or Mr. Stewart

HARRISBURG BRANCH,

Abbott Motor Car Co.

Bell Phone 3593 106-108 South Second Street

INCIDENTS OF WAR READING TO AUDIOS

Hudson Export Manager Estimates 150,000 Automobiles in Use For War Purposes Only

After an absence of fourteen months in Europe with headquarters at Paris, John A. Olt, export manager of the Hudson Motor Car Company, has just returned to Detroit.

The Hudson Company's branch in Paris has been the headquarters for their business covering the United Kingdom, Continental Europe and North Africa. While the Hudson company had established connections in nearly all of the European countries, because of the war conditions and falling off in all trade, the Paris office was closed recently and headquarters transferred to London.

The garage connected with this Paris office was located in what is known as the military zone—a strip about 200 meters (225 yards) wide on the outside of the old Paris fortifications. Under the terms of all leases covering property in this military zone, there was always the possibility of this garage being razed for military purposes in the event of a siege of Paris.

At the time Mr. Olt left Paris, the Germans were about twenty-two miles from that city and had been going forward rapidly. Therefore, it was advisable to vacate the premises and store the company's property in a safer place.

Incident to the war conditions and their effect on automobiles, it is interesting to learn that from the date that mobilization was ordered, a car could not circulate in or near Paris or any other of the entrenched camps without special military permits. Of course, the passengers of the car were also required to show on demand a special pass, showing their nationality, etc.

As an illustration, Mr. Olt states in making a short trip of about 150 miles from Houlgate on the coast of Normandy to Paris, the sentries stopped the car and called for the car and personal military papers from fifteen to forty times on different trips during the latter part of August and early September.

Several Hudson cars are now at the front on both sides of the battle line. Notable among these is a car taken by Captain Rawlinson, of London who is serving on the staff of General French. Other Hudsons are in use with the French, Austrian and German armies. According to a well-known automobile authority in France, there are estimated to be 150,000 automobiles of all kinds in use, either actually at the front or exclusively in military service. A great many of these cars are being destroyed in the actual fighting but others are being sacrificed just as rapidly through neglect and consequent abandonment on the roadsides. It is not difficult to realize that if a car is being pursued by an enemy and something goes wrong with the car, little time is to be had in which to make necessary repairs. To prevent cars falling into the hands of the pursuing enemy, such cars are usually run into a ditch or otherwise so badly damaged that they are practically worthless.

The actual part played by motor transport in the present European war will probably not be known until after the war is over, but it is a certainty that the speed of many of the actions is due to the quick moving of patrols of soldiers, machine guns, etc., by means of automobiles.

Besides the actual destruction of motor transport, there has been a tremendous loss of horses and wrecking of roads. Therefore, through the entire war zone, the means of transportation are already badly crippled; and with the withdrawal of special military transports, the means of transport remaining will be very limited for months after the war is over. Automobiles should therefore play an extremely important part in the revival of commerce and the transportation of goods.

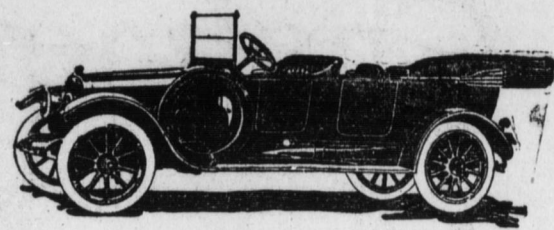
The effect of this on the movement of trade in American cars is difficult to estimate or in any way foresee. It is reasonable to suppose, however, that there must be a period of reconstruction and reorganization of the factories in the manufacturing countries of Great Britain, France, Germany, Belgium and Austria. Probably the greater part of this reconstruction is a matter of personnel, but it is also quite possible that a number of factories have already been destroyed. Then again, the stocks of finished cars, both in factories and in the sales rooms of these invaded countries, as well as in the United Kingdom, have been about depleted, as even at the present time in England there is considerable activity in trying to fill government orders.

None of the various Colonial possessions had more than normal stocks of cars, excepting, possibly some of the South American countries. While the general trade of the various Colonial and distant countries has been seriously impaired by the European war, yet there is a certain amount of liquidation that will be going on in the automobile business outside of Europe, and within a comparatively short time, this liquidation should clear any accumulated stocks of European cars.

The opportunity that will be presented for American cars in Colonial possessions, is not so much one of immediate large sales, but rather an opportunity for the manufacturer of the United States to lay a proper foundation and get a fair consideration for their goods in the non-manufacturing countries. Probably the one greatest handicap to the more rapid development of the export trade in American cars, has been that they have not had a chance to be properly distributed. Naturally, the competition of European manufacturers has been severe, and usually along the lines of placing the American car in a class considerably below the average of the European cars. Considerable capital has been made out of such arguments by distributors of nothing but European cars.

It is no more possible for an American manufacturer of motor cars to go out and pick up foreign trade when he is ready for it, than it has been possible for any of the other large American companies who have developed a good export business, to pick up that business quickly. The development of the export trade in raw materials, such as wheat, cotton, etc., does not require the technical training for selling, education of customers, etc., that is required to develop special machinery, automobiles, etc.

The selling of a good part of the output of machinery manufacturers has become a real necessity with large American manufacturers. In some individual cases, export business is still treated as secondary and to be handled as after when domestic business becomes a little slack; but the far-sighted manufacturer does not wait to be forced to go after export trade, but sets out to spend his two or three or five years to get a reputation for his product so that his export trade will become a real asset to him. A certain number of the large manufacturers of special machinery have, through a period of develop-



Harrisburg, Pa., Oct. 24, 1914.

Mr. Prospective Buyer:

Dear Sir:—

Please bear in mind that the HUDSON people build a larger edition of the HUDSON Six-40. It is the HUDSON Six-54.

This is the big, impressive type, with 135-inch wheelbase.

In size and power and room this is like the Sixes which have cost from \$3,250 to \$6,000. The HUDSON Six-54 costs \$2,350, f. o. b. Detroit.

We claim that this car offers all that any price can buy.

It is designed by Howard E. Coffin—America's leading designer. This is the third year model. In its first season the HUDSON Six-54 became the largest selling Six in the world. And its sister car to-day—the HUDSON Six-40—is the largest selling car of any class with a price above \$1,200.

It is this output, combined with HUDSON efficiency, which has brought down the price of high-grade Sixes in these late HUDSON models.

If you want a big car—a powerful car—we urge your inspection of this HUDSON Six-54. See for yourself if there exists any reason for paying more for any car. There is no greater designer than Howard E. Coffin. Higher standards in a car are impossible. And you will find in no make a finer example of a luxurious and distinguished car.

Made as a Touring Car, a Sedan and a Limousine.

Yours very truly,

I. W. DILL
East End Mulberry Street Bridge



ment, now reached a stage where from 30 to 50 per cent. of their trade is exported; but they did not reach that point of a sudden, nor by means of selling only a surplus output.

Mr. Olt has just received a post card from a certain dealer in Alsace Lorraine asking whether the Hudson company is taking the precaution to have a stock of cars on hand in Europe to meet the situation that will be created when peace is declared. That is only an evidence of the possibilities for future business. Of course, the Hudson car has, through a systematic plan of organization, become established in Europe; and it is because of the building up of the reputation there similar to that which the company has in America, that such an inquiry is received, even in the stress of war times when there does not seem to be any immediate prospect of peace.

Mr. Olt expressed himself as being delighted to have returned to the United States, as during the last few days he was in Paris, it was a daily occurrence to come out and look for the German aeroplanes which were dropping bombs on the city. Paris at that time was an entirely different appearing city from what the tourist is familiar with. At 8 every evening all of the sidewalk cafes were closed and the tables and chairs cleared. Restaurants were only allowed to be open until 9:30. With the exception of one or two cinema-theaters operated on behalf of the Red Cross, no places of amusement were open. A limited number of hotels were still open but to a great extent their patronage was made up of Americans who were working their way homeward by way of Paris. It is interesting to note that when the city was closed at night against all vehicular traffic excepting market cars or military cars. Daily papers were allowed to have only one edition during each twenty-four hours and the newspapers were not allowed to call out special news or anything connected with their papers, and no paper was allowed to have head lines more than two columns wide. These conditions have probably been maintained in Paris throughout the month of September.

Paige Axle a Strong Factor in Sale of Car

It is a curious fact that an axle that has never been used, in fact, has never been built into a motor car, should prove to be a great advertisement of the cars for which it is built. This is a fact, however, and the story is told by C. W. Payne, Paige distributor at Des Moines, Iowa.

"There's a rear axle tucked away in my stockroom that is one of the best salesmen I have," said Mr. Payne. "It has closed more sales of Paige cars and has captured the 'goats' of more competitors than anything I know of, and it is just a common, every-day Paige axle—but it has a history. "Several years ago when I secured the distribution of Paige cars I bought a supply of parts from the factory, among which was this new rear axle. Since handling the Paige line I have sold nearly 1,000 cars in my territory, but this original axle is still decorating my stockroom, there never having been an axle replacement in any of the cars I have sold or in the cars that were placed in this section before I took over the Paige line, some of which are now at least four years old."

Whenever a prospective purchaser starts an argument on rear axle construction Mr. Payne leads him gently but firmly into his stockroom and points out to him this axle, giving its history, and has yet to lose a sale to anyone who views this exhibit and appreciates the worth of a dependable rear axle.

Cadillac Eight Center of Attraction in Large Cities

Remarkable occurrences are being reported from the cities which are receiving their first allotment of the new eight-cylinder Cadillac cars.

These reports agree in one conclusion, to wit, that never since the advent of the first motor car has there been such an outpouring of people to inspect an automobile. In Cleveland more than a thousand

inquirers visited the Cadillac showrooms the day the car arrived. Every succeeding day has witnessed an attendance and an intensity of interest unprecedented in that city.

Chicagoans turned out in such numbers that traffic was demoralized in the vicinity of the Cadillac showrooms and bluecoats finally found it necessary to take charge of the crowds in front of the doors.

In New York similar scenes were

enacted, the showrooms being crowded to their capacity for several days in succession. Two days of continuous rain merely reduced the crowd to proportions extraordinary for an automobile salesroom.

There is not the slightest doubt that the interest in the eight-cylinder Cadillac is nation-wide and that reports from other cities will equal and probably surpass those already received.

Electric Light & Starter \$45.00 FORD \$45.00

We will install on fifteen days' trial a mechanical starter, (operated by foot), electric light (magneto), oil gauge (sight on dash), shock absorber (rear only), Connecticut Master Vibrator, and four Champion Pruning Plugs, for \$45.00. This installation can be had in part if desired at a correspondingly low cost.

Front-Market Motor Supply

Retail and Wholesale
MARKET STREET BRIDGE
Mechanical Department
BLACKBERRY AND RIVER AVENUES

METZ "22"

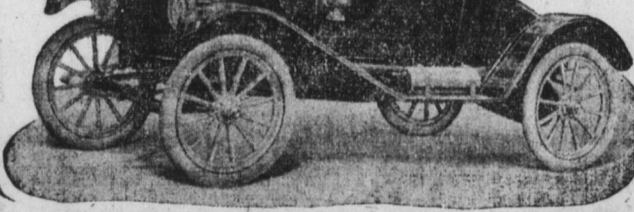
Introducing the New Fore Door Model, Streamline Body, Plate Glass Rain Vision Wind Shield. The Ideal Car for Cross Country Driving or City Use.

\$495 Equipped Complete

Big, roomy seats, with thick, tufted upholstery and deep cushions, built for luxurious comfort.

Four-cylinder 22 1/2 H. P. water-cooled motor, Bush high tension magneto, Presto-O-Lite tank, best quality Goodrich clincher tires.

Fore doors of liberal dimensions, 20 inches wide. Left hand drive, with center control.



Call and inspect this New Fore Door Model, or write for illustrated catalog.

MONN BROS.

17th and Swatara Sts. Harrisburg, Pa.

THERE!

THERE in unusual Power obtained by Buick Valve-in-Head Motors which foremost engineers agree are more powerful than any other type. THERE in Beauty of Line which satisfies—THERE in Economy of Upkeep which adds to the joy of ownership—THERE in Durability beyond any ordinary requirement—THERE in a Popularity which sold the entire 1914 output of 33,200 cars by March 15—THERE in Safety, Simplicity, Reliability and Comfort.

These are the accomplishments, proved on every kind of road in every country, by

BUICK

Valve-in-Head Motor Cars.

A Full Line of Fours and Sixes, including Three Touring Cars and Two Roadsters.

C24-\$900; C25-\$950; C26-\$1185; C27-\$1235; C28-\$1450. F. O. B. Flint, Mich.

The Buick story for 1915 promises greater accomplishments than ever. The preface is found in a demand, rapidly increasing, for 1915 Buick cars—a demand which endorses the Buick aim to provide the car which will suit the individual taste and requirements of the knowing car buyer.

The enthusiastic approval of over 150,000 Buick owners is your sure proof of these accomplishments.

Improvement in foundry practice, proven methods of machine operations, and one more year of the world's knowledge of various materials and their proper treatment, coupled with Buick equipment, attention and inspection methods, make possible the giving of the greatest values throughout the entire line.

Notable among these new developments are the Tungsten valves, and the heat treatment of every working part.

Get the Buick 1915 book. The story of Buick fours and sixes—the description of the car is there.

The 1915 Buick models are here for your inspection.

The 1915 Chevrolet in touring and roadster models are also here. Prices \$750 to \$2500

HOTTENSTEIN & ZECH City Auto Garage

Rear of Union Trust Building On Square

HOWRY & SON

Build wagons for all purposes to carry a load from 600 to 6 tons, delivery wagons painted and lettered up-to-date, heavy platform wagons are built with or without top as desired. Painting and trimming automobiles, closing open cars in front with doors. Repairing a specialty.

Howry & Son

Both Phones. SHIREMANSTOWN, PA.

Automobiles

PAINTED QUICK AND GOOD
AUTO SEAT-COVERS TAILOR MADE

C. A. Fair

CARRIAGE AND AUTO WORKS
TRY US AND BE CONVINCED

AUSTIN-KEEFER WEDDING

Special to The Telegraph
Littletown, Pa., Oct. 24.—Garrell R. Austin, of Detour, Md., and Miss Lillie M. Keefe, of Littletown, Pa., were married at the Lutheran parsonage Thursday evening by the pastor, the Rev. Dr. U. S. G. Rupp.

Do Not Throw Your Old Tires Away

Use Maxotires and Get All
the Wear Out of Them
THE SHAFFER SALES CO.
80-88 S. CAMERON ST.
We sell all makes of PNEUMATIC
TIRES

Auto Tires

all look very much alike when new—but, are likely to differ greatly in efficiency. For instance—two of the

Miller Tires

on the City Highway Cadillac have a record of over

5200 Miles

Sterling Auto Tire Co.
1451 Zarker St., Harrisburg, Pa.

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LITTLE SIX
\$1485

Reo Trucks

AND
Pleasure Cars

HARRISBURG
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