



Two Cars in One

In the Chalmers Coupelet you really get two cars for the price of one—in service, in comfort, in style.

With top up, you have an exclusive, enclosed two-passenger car—ideal for business or pleasure during the bad weather months.

With top folded down, you have a stylish, snappy roadster—seating two comfortably and capable of carrying three.

The Chalmers Coupelet represents a distinctive advance in automobile body building. Ingenious in design, it is at the same time beautiful in lines and elegant in finish and appointments.

The body is of the genuine streamline type with graceful sweeping curves from radiator to rear deck.

The folding top is of the finest leather. It retains its good looks and will not crack nor sag.

The interior of the Coupelet is beautifully upholstered in leather with handsome trimmings and top lining of imported cloth.

Mechanically, the Coupelet assures you perfect satisfaction. The chassis is that of the famous Chalmers "Light Six" which has already made good in the hands of over 4,000 owners.

For power, flexibility, smoothness and speed, the Chalmers "Light Six" is not equaled by any car at anywhere near its price.

Come and see the Chalmers Coupelet and convince yourself of its wonderful value.

2-passenger Coupelet.....\$1900
6-passenger Sedan.....2750
7-passenger Limousine.....3200



Keystone Motor Car Co.
1019-1025 Market St. Hbg. Pa.
Robert L. Morton, Manager

BIG CAR SALES ARE VERY ENCOURAGING SUPERVISORS GET STATE'S ADVICE

Oldsmobile Sales Manager Asserts Small Four is Great Aid to Large Car Sales Publication Issued by State Highway Department For Benefit of the Townships

Rumors to the effect that the introduction of a small four cylinder car on the market by the manufacturers of the Oldsmobile is the precursor of an exclusive small car production were set at naught by J. V. Hall, Sales Manager of the Olds Company who asserts that their lower priced model is proving an aid and not a hindrance to the sale of higher priced cars.

Light is cast by Mr. Hall on the subject which has been considerably discussed among automobile manufacturers: what effect does the production of a small car have on sale of a higher priced model? It is natural to assume, he states, that the output of the Olds factories would be confined more and more to the less expensive cars, for which there is a more wide spread demand; but in actual practice the contrary has happened. While the preponderance of demand favors the lower priced car there has been a consistent increase in the demand for big cars since the marketing of the small car model was begun.

This was attributed to the influence brought to bear on buyers by seeing a great many new Oldsmobile cars on the streets of the large cities and also to the fact that, except for size, the new four cylinder model has a striking similarity in appearance to the "big six" Oldsmobile.

More convincing evidence of the lower priced car, asserts Hall, "has entailed the appointment of over 400 new dealers since the first day of August, 1914 and this increase in representation has greatly improved the possibilities for selling large cars; for not a few of our new dealers located in out of the way places are discovering that among the residents of a small town there are one or two people of sufficient means to purchase and maintain a large car. Consequently we are receiving orders for six cylinder cars from sources we could not by any chance have reached with our previous representation when our dealers were located almost entirely in big cities.

"Even though the small town dealer considers the smaller type of car as his meat ticket, still he does not hesitate to talk the more expensive model when he believes there is any chance of closing a sale," Hall says, "and the handicap of not having a big six demonstrator on hand is largely offset by the fact that the four cylinder car is so near like the six in appearance."

RATE REGULATION PREDICTED
Expert Declares Competitive Schedule Will Go In Few Years
Special to The Telegraph
Philadelphia, Nov. 7.—That the day will come, within the next few years, when the freight rates on water traffic through the Panama Canal will be regulated through the agency of the Interstate Commerce Commission, was the prediction made by Emory R. Johnson, a member of the faculty of the Wharton School of Accounts and Finance of the University of Pennsylvania, a member of the State Public Service Commission and an authority on the transportation facilities of the Panama Canal, last night, at a smoker in the Robert Morris Club, Eighteenth and Cherry streets, Dr. C. C. Harrison, president of the club, presided.

The first effect of the opening of the Panama Canal, said Dr. Johnson, is the active competition on water traffic between the steamship and railway lines. Each branch of traffic is trying to outdo the other in making cheap rates for the carrying of goods from coast to coast. The railway branches get the traffic they desire, then the rates will settle down to a normal basis.

DECIRES INTEMPERATE TALKS
Many Guilty of Eugenic Calamity—Howling, Says Speaker
Special to The Telegraph
Kansas City, Nov. 7.—Indiscriminate advocacy of eugenics has been productive of bad results, declared William A. McKeever, professor of child welfare at the University of Kansas, before the International Purity Congress here to-day. Excitable preachers of eugenics, he said, have given the intricate and moral unfitness and taint are more prevalent than the facts bear out.

"Too many speakers have been guilty of eugenic calamity howling," he said, "and their words are essentially sound. We can accomplish nothing toward a cleaner race until we create a spirit of optimism with regard to human tendencies."

RED CROSS NURSES KILLED
German Soldiers Reported to Be Picking Off Workers by Moonlight
Special to The Telegraph
London, Nov. 7.—Moonlight nights have resulted in heavy death rates among the Red Cross workers, for the Germans have been picking them off as they went about the fields relieving the wounded. Because the Germans have shot so many Red Cross attendants when going about on dark nights with torches, that plan has been abandoned and it is necessary for those on mercy bent to grope about to find the wounded, who, in instances, are Germans.

HOLMES SEED CO. ELECTS
The Holmes Seed Company yesterday afternoon elected officers for the coming year. They are: B. F. Meyers, president; George A. Gorzak, vice-president; David G. Clay, treasurer; W. H. Miller, secretary; and H. L. Holmes, general manager. The following were re-elected on the board of directors: B. F. Meyers, G. A. Gorzak, David G. Clay, Frank R. Leib, C. C. Cocklin, E. Z. Gross and H. L. Holmes.

\$125,000 FIRE IN STOCKYARDS
By Associated Press
Kansas City, Nov. 7.—A fire that burned fierce for several hours early to-day swept over the Kansas City stockyards and destroyed thirty acres of pens, covering one-third of the section of the yards. The loss was a little more than \$125,000, according to stockyard officials.

Deaths and Funerals
MRS. ELIZABETH GEMBE
Funeral services for Mrs. Elizabeth Gembel, who died Wednesday at the home of her daughter, Mrs. May C. Gembel, 37 Court street, were held this afternoon. Burial was made in the Harrisburg cemetery.

INFANT DIES
Anna Kathryn, infant daughter of John W. and Harriet E. Ensminger, 240 South Fourteenth street, died on November 2.

FRENCH ORDER 20,000 HORSES
By Associated Press
Dallas, Texas, Nov. 7.—The French Government has contracted with a local firm for 20,000 horses according to an announcement made to-day. The consideration is \$1,600,000.

"The Quality Store"

A Sensational Event

OUR One-Half Price Sale

Of Ladies' and Misses' Suits

The greatest merchandising event we have ever inaugurated at this season of the year begins on Monday, November 9th. We are going to offer the Ladies and Misses of Harrisburg and vicinity an unrestricted choice of any Coat Suit in the store at just ONE-HALF PRICE. Every garment is of our regular superior-quality stock and none have been purchased specially for sale purposes—none are ill-fitting or poorly tailored garments that were returned to the manufacturers by other stores. We include

THE FAMOUS "STYLE-CRAFT" SUITS

and many other ultra-fashionable garments by the foremost makers. Your selection may be made from a wonderfully varied assortment of models representing autumn's richest colors, also black. All sizes and out sizes. Materials of the highest quality and workmanship the best. Each garment bears the original price ticket—it's yours for just ONE-HALF PRICE.

L. W. COOK

LADIES' SUIT SECTION--SECOND FLOOR

BRIGHTER TIMES COMING
Continued Improvement in Sentiment is Predicted in Bradstreet's
Harrisburg merchants returning from New York since Tuesday's election report a significant revival of confidence among manufacturers and the general business community.

QUARANTINE IS ABSOLUTE
By Associated Press
Pittsburgh, Nov. 7.—For the first time in many years no cattle, hogs or sheep were received and no quotations were announced at the Herr's Island stock yards. Quarantine against the foot and mouth disease became absolute to-day and all activities ceased except those connected with the fumigation of the yards.

RETAIL BEEF ADVANCES
New York, Nov. 7.—The retail price of beef advanced to-day one to two cents a pound above the opening prices of the week. Lamb andutton also advanced two cents a pound. Mutton was quoted at 15 1/2 cents whole sale. The increases, except in the price of beef were attributed to shortage in the local supply, most of which is obtained from Chicago.

WASHINGTON "DRY" BY 14,000
Special to The Telegraph
Tacoma, Nov. 7.—Nearly complete returns show that Washington cast nearly 35,000 votes in Tuesday's election. Statewide prohibition, effective January 1, 1916, received a majority of 14,000.

MARKET CONDITIONS IMPROVING
Better Inquiry; Feeling Among Producers Becoming More Cheerful
A better inquiry is reported for certain lines of steel, but the tonnages involved continue to run very small. Sentiment among the producers is unquestionably more cheerful and definite improvement in the volume of buying by domestic consumers is looked for soon owing to the very low state of stocks.

Madame Ise'bell

Gives Some Sensible Advice on a Beauty-Destroying Skin Trouble

ACNE.
There is hardly a day that someone does not write me asking for relief from the distressing form of skin trouble known as acne.

Acne is not a contagious nor a dangerous skin disease, neither does it seem to point to any very serious physical condition. It is quite true that in treating it doctors try to tone up the general health, but it is one of the anomalies in excellent general health suffer from it.

Not a Blood Trouble.
Properly speaking acne is not a blood trouble; it comes from a deflection or clogging up of the sebaceous glands, and it is possible that it is accompanied by certain changes in the cellular structure of the skin. It is, therefore, a trouble of the skin, although, as the skin is fed by the capillaries, it is affected by anything that affects the condition of the blood. Indigestion, nervousness, anything that causes flushing, are all contributory causes to acne.

There is a white acne which shows no inflammation at all, but the most common form of this trouble has a marked red inflammation with pimples, more or less severe, and a more troublesome case will show hard, blood-filled lumps that itch and burn before they suppurate. Acne of this sort is apt to leave scars, and the greatest care should be taken in removing the pus, that the skin is not torn or maltreated.

What Not to Eat or Drink.
In laying down a diet for the amelioration of acne, a safe, general rule is as follows: Avoid constipation and eat and drink nothing that irritates the stomach or causes indigestion, flatulency or acidity. Confine the diet to chicken, roasted or grilled meats, well baked stale bread, or toast, and vegetables, simply cooked and seasoned. In some cases acid fruit, like oranges or grape fruit, should not be eaten on an empty stomach, but fruit and salads should be freely eaten. An excess of starchy food is bad for all skin troubles and many people who live simply and healthfully in most respects take too much starchy food. Large quantities of bread, potatoes or rice should not be taken at the same meal.

Condiments, such as mustard, pickles, pepper, catsup, should be shunned by anyone suffering from acne or flushing. Hot soup and hot drinks will often increase the trouble for the moment by sending the blood to the skin and so dilating the capillaries. Alcoholic drinks, even in moderation, are strictly forbidden, and the same embargo should be put on tea and coffee if they are taken in such quantities as to irritate the stomach or affect the nerves.

Keep the Blood Stirring.
We want to get the blood in the best condition possible. If the diet had been properly regulated, let us look to other agents affecting the general health, such as exercise and bathing. Take a four-mile walk every day, rain or shine, and supplement this good work by deep breathing exercises and ten minutes' physical exercises on arising.

Keep the body scrupulously clean with a warm cleansing bath at night and cold sponge bath in the morning, and if a cold plunge agrees with the system, that is, if

there is good reaction afterwards, it will have an excellent tonic effect. Local treatment for acne will be taken up in the following lesson.

Local Treatment.
Local treatment for acne takes the form of many medicinal lotions of which sulphur is a favorite ingredient and these should be prescribed by a physician and used according to directions. I am going to confine myself to simple remedies that I experience has shown with some cure and always in a measure help this trouble.

There are certain toilet creams provided for acne sufferers that are often very beneficial, especially if the skin is dry and impoverished. Other cases of acne, the oily kind where there is considerable pus, is best treated by drying the skin. I recommend for this the old-fashioned soap treatment which is given as follows: After the face is thoroughly cleaned at night cover the affected part with a layer of common yellow soap and let it dry and remain on the skin overnight. In the morning wash it off gently with warm water and then bathe with cold.

No Need to Fear Face Powder.
A good face powder will not increase acne on the contrary it will help it by protecting the skin and relieving irritation. To make the powder stay evenly on the skin rub in gently a little good toilet cream before applying.

Acne affected skin should be treated with the greatest gentleness.

Inflamed Spots and Pimples.
The hard, itching spots characteristic of certain forms of acne are often helped by painting with white tincture of iodine. Be sure and get the white, colorless, as it is sometimes called, for the dark iodine will stain the skin, and it is also too strong to use for this trouble. If the inflamed spot is treated in this way in the beginning, the inflammation will often be dispersed if not the pimple will be brought to a head and the white spot distinctly visible. It should be opened with a needle sterilized by passing through a hot flame, the matter pressed out carefully with clean fingers a little peroxide of hydrogen applied and the spot then covered with a healing cream. A pimple properly opened and cleaned will not continue affecting the skin; if the pus is not properly cared for it may go on forming new irritation.

With acne the ordinary wash cloth should be avoided unless it is boiled daily. A soap-caked and germ-infested wash cloth is one of the most frequent causes of this trouble. The face should be cleansed with pieces of fresh absorbent cotton or squares of old linen discarded afterwards or boiled for reuse. The drying towel should also be of soft linen; old table linen is best for this purpose.

A Stubborn Trouble.
Acne is often stubborn and difficult to cure. It is often persistent in youth and, people often, as the expression is, outgrow it. Permanent cures are generally made by attention to small details in regard to local treatment and toning up the general health in the manner indicated in the last lesson.

Nervous troubles are often accompanied by a mild form of acne which disappears when the nerves are put in youth and, general health in the manner indicated in the last lesson. Do not make this trouble worse by undue sensitiveness regarding it. It is curable and every effort should be made to cure it, but if it is allowed to affect either the nerves or the temper a cure will be much retarded.

After Effects of Banting.
I have had several inquiries as to the after results of banting, whether after

having reduced to a certain weight a woman must continue the strict diet to keep there. This seems to depend on personal peculiarities. I have just received a most gratifying letter from a former pupil who writes me that she has gained ago reduced about twenty pounds. She sends me a photograph of herself which shows that she had not gained any flesh since leaving my hands and writes of her experience in keeping to her present weight.

This pupil was a woman well past fifty and she had been gradually accumulating excess flesh for the past twelve or fifteen years ever since she gave up the bicycle and horseback riding. She was a woman with a good appetite and good digestion and, as she says, she "lived five miles daily and exercised in her morning under my directions she was not in a position to take much exercise, so to reduce we depended almost entirely on diet."

She cut out sweets, starch and fat. She confined herself almost entirely to grilled meat, green vegetables and salad without butter or oil and toasted bread with some milk. The reduction was gradual, for the flesh was of the solid variety and not the result of any very bad habits, but it amounted to two and a half to three pounds a week.

All women are not so fortunate and in many instances any indulgence beyond those prescribed in the diet mean increased flesh. I think, however, the important point in the case we are discussing was that her friend had lost the habit of eating hearty meals; the enforced diet had reduced her natural appetite, and she was therefore less inclined to put on flesh.

Another pupil writes me that she has reduced from 180 to 154 pounds and is nearly the proper weight for her height and age. She has not only dieted but walked five miles daily and exercised in her morning and night, but she writes that the sacrifice is well worth it.

"The sense of freedom and lightness that I have," she writes, "is worth any sacrifice. Under no circumstances shall I allow myself again to be burdened with flesh."

To Whiten the Neck.
The fashion of wearing the neck exposed makes the condition of the skin most important and I have numerous requests for some method of getting rid of the dark spots that so often come behind and just below the ears. There are a good many bleaching creams and lotions on the market more or less effective. The strongest bleach that can be safely used, however, is a five per cent solution of oxygen water. Put this on the neck three times a week at night after the skin has been thoroughly washed with warm water and let it dry on the skin. In the morning rub a good face cream into the skin and on the nights that you do not use the oxygen water leave a coating of cream on overnight. This will prevent any undue drying effect. To not, however, recommend this treatment for the face unless the skin is very thick and oily.

Strong oxygen water will also bleach hair pure white, but it may have a bad effect on the health of the hair, and it should also be remembered that the bleach will not affect the new hair growing out which will appear the natural color.

Madame Ise'bell

MANY WILL ENTER ECONOMY CONTEST

Practically All of Leading Dealers Have Entered and Many Owners Are Expected to Join

The economy contest scheduled for Thanksgiving Day gives promise of being a greater success than any preceding one. So far eight dealers have signified intentions of participating, and if the weather is favorable many members of the motor club will no doubt avail themselves of this opportunity for an outing as well as test their skill at the wheel and the economy of operation.

The entrants to date are as follows: J. W. Dill, Keystone Motor Car Company, Crispin Motor Car Company, Harrisburg Auto Company, Andrew Redmond, F. O. Harting, George R. Bentley, C. H. Mauk.

The distance is about 110 miles, the cars leaving the Square at 7 a. m. by way of Columbia, Mt. Joy, Elizabethtown to Harrisburg. All cars can make this trip and return by 2 p. m. easily. The same rules will apply as were in effect two years ago and will be published later.

INTIMATE JOURNALISM.
John Packman went to Salina, Monday, and returned with a fine new Studebaker. It is a three passenger 1915 model roadster, complete with electric equipment. All John needs now is a wife and she shouldn't be hard to find.—Enterprise (Kas.) Pusher.

CANADIAN INDIANS LOYAL
Ottawa, Nov. 7.—The Indians of Canada, from Nova Scotia to the Yukon, numbering 100,000, have sent to Ottawa declarations of allegiance to the British King, offers of service under arms and contributions of money which total \$13,000.

ASTRONOMERS LOOK AT MERCURY
The Astronomy section of the Natural History Society, met this morning on Capitol Hill at 7:45, to see the planet Mercury cross the sun. The phenomena lasted about four hours, but was only visible through a telescope. It appeared as a small black spot.

Studebaker

Four Cyl. Touring	\$985
Four Cyl. Roadster, 3-passenger	\$985
Six Cyl. 5-passenger	\$1385
Six Cyl. 7-passenger	\$1450
Six Cyl. Coupe	\$1700

OLDSMOBILE

Six Cyl. 7-passenger	\$2,975
Four Cyl. Model, 5-pass.	\$1,285

EAST END AUTO CO.

Linden and Shrub Sts.
J. ROBERT BARR, Manager.