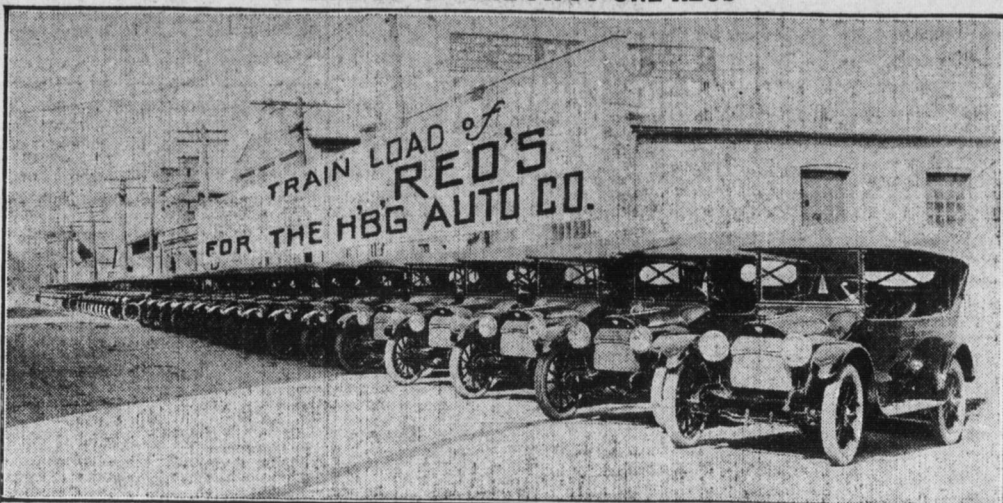


Motorcycle Notes

According to Chief Garnahgoldawer, of the Senecas, a great many members of his tribe use motorcycles in going to and from their work at the gypsum mines near Tonawanda, N. Y.

A LINE-UP OF THE FIFTY-ONE REOS



The above cut represents seventeen carloads of Reo four-cylinder touring cars received by the Harrisburg Automobile Company and unloaded in South Tenth street from the Philadelphia and Reading platforms on Monday, March 1.

cars that the Harrisburg Automobile Company have had or are getting for the rest of the year. They have already delivered to their customers 132 Reos, in addition to these fifty-one that have been bought for supply for the early pleasant summer months.

car in this territory. The Reo people shipped 1,800 cars during the month of February and will ship 2,600 during the month of March.

Howry & Son Wagon Works

We build wagons and sell direct to the consumer and saving you the retail profit.

Shiremanstown Pa.



All argument ends with your first ride in the Eight-Cylinder Cadillac

The new Cadillac with its V-type Eight-Cylinder Engine is proving an absorbing topic for engineers and experts as well as for the layman.

Technical arguments, vague and beclouded, can, of course be advanced for and against any and every type of engine ever produced.

But theoretical speculations in this instance are very short-lived.

There is slight encouragement to argue the pros and cons of a principle when that principle, in the first performance, removes the last lingering doubt.

That is exactly what occurs in the case of everyone who rides in the Eight-Cylinder Cadillac.

All arguments end with the first ride—whether the observer be an engineer or a layman.

The man who rides in the Cadillac for the first time does not need to be told by a technical expert that its eight-cylinder engine is an impressive success.

He knows without being told.

The engineer can explain to the layman the why and the wherefore of these differences; but the layman can feel just as keenly as can the engineer, that a ride in this car is not like any ride either of them has ever taken.

We repeat — for expert and layman, all theorizing will end with the first ride in the Eight-Cylinder Cadillac.

Crispen Motor Car Co. 413-417 S. Cameron St.

HAYNES GREYHOUND OF AUTO WORLD

Refined Motor of This Car Represents Real Engineering Achievement

According to Geo. W. H. Roberts, of Roberts & Hoin, distributors in this territory for the Haynes, America's First Car, "there is as much difference between the light, high speed, high efficiency motor and the low speed motor as there is between a greyhound and a shepherd dog."

The light, high speed motor, such as is found in the Haynes Light Six, is a distinct type of motor. Its reciprocating parts must be light—not for increased power, but for balance at high speeds and quick acceleration or get-away, as in the case of the greyhound.

The high speed motor may reach speeds well up towards 3,000 revolutions per minute, while the low speed motor rarely exceeds 1,500 revolutions per minute. The bore is smaller.

As far as the wear and tear of a

high speed motor varying any from that of the low speed type, there is not necessarily any more difference than there is in the two types of dogs. The greyhound can run at high speed for hours without fatigue, where the shepherd dog would wear out. So it is with the high speed motor. It is purely a matter of design for endurance.

The slow speed motor depends upon the masses in its various parts to make up for what it lacks in speed. The high speed motor is the result of scientific design. Stresses are calculated—not estimated, and surplus metal is not to be considered. The high speed motor is the refined motor. It represents real engineering achievement."

8-Cylinder Cadillac Sets Slow Speed Mark

Since the introduction of the Cadillac Eight, motorists have heard much about the continuous flow of power produced by the eight-cylinder engine; and a recent test demonstrates unmistakably the great flexibility of the latest Cadillac motor.

This took place in Seattle, Wash., and was conducted by M. S. Brigham, of the city, with a Cadillac carrying five passengers, three of whom were designated observers.

For a distance of 1,211 feet, on a level pavement, the Cadillac in high gear—averaged a speed of 1.86 miles per hour. At times the speedometer registered as low as one mile, fluctuating between that mark and two miles per hour over the entire distance.

Following this, and still carrying five passengers, the car was driven on high gear up a grade of 8.9 per cent. At seven miles per hour start was made and the car was driven up the grade.

The progress up the hill was so slow that the sixth man of the party was able to walk at a leisurely pace ahead of the car.

Dodge Brothers announce the appointment of Hanson Robinson as Philadelphia district representative, to fill the position made vacant recently through the death of T. L. Jones. Mr. Robinson is one of the well-known men in the automobile industry, having served as commercial vehicle manager of the Detroit automobile representative for a number of years during the past seven years.

Chalmers Factory Impresses Visitors Very Favorably

"We have never lost a sale to any prospective purchaser of an automobile who has visited the Chalmers factory in Detroit," said Ross Morton at the Keystone Motor Car Company the other day.

"Every day finds visitors from many parts of the country making a tour of the great plant in Detroit."

"Among the most recent distinguished visitors was Gilbert Hubbard of the Chalmers factory in Detroit. He mentioned particularly the rigorous methods of securing accuracy and testing every part to see that it measures up to the absolute standards of perfection caused favorable comment on the part of Mr. Hubbard. This is a feature incidentally that has helped to give the Chalmers factory a reputation for turning out a product of such a high standard as to cause the Chalmers Company to adopt the slogan 'Quality First.'"

Army Quartermasters Most Exacting Buyers of Cars

There are no more expert purchasing agents in the country than our army quartermasters. It is their business to buy right and to test thoroughly before placing their order and the Paige Company consider it quite a honor in their cap that one of their cars has just been bought by the quartermaster of the United States Military Academy, at West Point.

When a motor car is wanted the one that comes nearest to filling the specifications is sought. It must pass a thorough examination and every mechanical part must be the best of its kind. It is then put through its paces and if the performance proves satisfactory it is bought, regardless of price.

Sales Manager Krohn, of the Paige Company, in speaking of the matter, said: "I am more pleased with this order from Major Timberlake than orders from a dozen opera stars, Governors, or other prominent persons. In order to make this sale we had to show that our car was right all the way through—it was not the color of the paint or the lines of the body or the popular price that Major Timberlake wanted—it was service."

Maxwell New 1915 Model \$695 17 New Features

We have, right here, the car for which you have waited.

It holds the road perfectly at 50 miles an hour. It carries five grown people comfortably. It has left hand drive with center control—selective sliding gear transmission. It has a Sims high tension magneto. It rides as easily as any \$5000 car—1/2 elliptic springs on rear.

It has a famous make of anti-skid rear tires and the same size tires 30x3 1/2 inch all around. It is fully equipped—top, windshield and speedometer, etc.

This "Wonder Car" is the 1915 model of the Maxwell—price \$695.

With Electric Starter \$85 extra.



E. W. SHANK Distributor 334 Chestnut Street Central Garage.

Hupmobile Car of the American Family ENSMINGER MOTOR CO. THIRD AND CUMBERLAND STS. Distributors.

\$740 PULLMAN Jr. Touring F. O. B. YORK

A medium-sized, light weight car, easy riding, beautifully constructed and finished, with all comforts and conveniences of larger motor cars.

Jeffery Pleasure Cars, \$1450 to \$3700. Jeffery Trucks, \$1300 and \$1650, chassis. Jeffery Quad (4-wheel drive) Truck, \$2750. Vim 1000-lb. Delivery Cars, \$625 to \$725.

Bentz-Landis Auto Co. 1808 Logan Street Harrisburg, Pa. Storage, Repairs, Painting and Supplies

HAYNES America's Greatest Light Six The result of 22 years' successful Motor Car Building Will Be Exhibited at the Auto Show, Kelker St. Hall, March 13th to 20th

MILLER Geared TIRES to the Road Add the "Class" Mark to Your Car STERLING AUTO TIRE CO., 1451 Zarker Street THE VULCANIZERS

Mr. Prospective Buyer,

Dear Sir:—

You are about to buy an automobile.

Whether you expect to buy one at \$1200 or a little more, or whether you want the utmost, at any price, we are not vitally concerned—so long as you decide on a HUDSON. We know you then will secure complete satisfaction.

There are two types of Hudsons—the famous Hudson Six-40, the leader of all the Light Sixes, and the big, powerful Hudson Six-54, for the man who wants luxury, distinction and comfort in the superlative degree.

The Hudson Light Six is the leader of its class. It is the pattern car after which the others were designed. It was first built four years ago. It was put through gruelling road tests all over the country for two years before being sold, and now 10,000 of them are in the hands of owners and have been tested and proved on 25 million miles of roads.

Doesn't that fact mean something to you? Don't you realize what such an endorsement means? Isn't EXPERIENCE better than EXPERIMENT?

Two years ago the Hudson Motor Car Company made and sold \$6,000,000 worth of motor cars. Last year \$11,500,000 worth, and in the first five months of the current fiscal year \$7,498,000 worth were sold, or at the rate of \$18,000,000 worth for the year's output.

Other makers endeavor to copy the HUDSON appearance. They claim HUDSON quality, but they lack the owner-test of 10,000 cars, and the four years' refinement which goes with every Hudson Six.

Come and see us—soon.



Yours very truly,

I. W. DILL.

How to Satisfy Demands of Public and Dealers

"It may be said that all manufacturers are conscientiously striving to give the public and dealers cars which combine high quality and reasonable cost," declares an official of the Oldsmobile Company; "but it is evident," he says, "that scarcely any two manufacturers have interpreted the demands of the public the same way. In view of the fact that cars are now in the market priced all the way from about \$275.00 to \$7,000.00."

J. V. Hall, sales manager, analyzes the manufacturers' difficulties in deciding the price and quality questions as follows: "Every so often Mr. Auto Dealer come to Mr. Auto Manufacturer with the question, 'Why don't you put more quality in your car?' or 'Why don't you add a few refinements to give your car more class?' Meanwhile both dealers and consumers are urging low prices, light weight and economy in all directions. With the price demand and the quality demand simultaneously confronting him, what can the manufacturer do?"

"Naturally he is willing to satisfy all parties, but under any possible scheme of things can't do it. Perhaps his hands are tied by inability to buy raw materials at low enough prices, or by limited facilities for producing cars, or any one of a number of causes, and consequently the two contrary demands of the public and dealers can be satisfied only at the sacrifice of the other."

In their Model 42 the Olds Company has united the price appeal with the quality appeal. Their car has all the refinements of the de luxe big car, yet is built at a price which is satisfactory to the average man.

Mr. Hall affirms the opinion that in the last analysis the quality appeal wins over the price appeal. However he states that Model 42 presents a combination of quality and low price—something many manufacturers have striven to attain, but never accomplished.

CHALMERS DODGE BROS. and SAXON Motor Cars KEYSTONE MOTOR CAR CO. 1919-25 Market Street

A 2nd Buick Train-- 80 Carloads

On Thursday, February 18th, there was shipped from the factory the second trainload of automobiles to be shipped into Philadelphia territory within 30 days. The first shipment made January 16th was one solid train made up of 69 carloads of 190 Buick automobiles and these automobiles had a total valuation of \$207,051.00.

Between January 16th and February 18th, 40 carloads of Buick automobiles have been shipped into Philadelphia territory, making a total of 109 carloads between January 16th and February 18th at which time left this second and largest train containing 80 carloads, or 222 Buick Valve-In-Head Motor cars.

This train was routed via—Pere Marquette to Toledo, Toledo to Pittsburgh, Pittsburgh to Harrisburg. At Harrisburg, the train was divided up, the various cars going to their several destinations.

This is the largest individual solid shipment of first class freight ever made East of the Mississippi. The train had a length a little in excess of 3/4 of a mile. The size of this train was limited only by the capacity of the Pennsylvania Railroad. Orders from our dealers throughout the territory aggregated 100 carloads which had the factory been able to accept would have been handled at a two-train movement of 50 cars each, but owing to the enormous demand for Buick automobiles the factory was unable to give more than 85 carloads. The Pennsylvania Railroad would not handle more than 80 carloads in one train, thereby necessitating five carloads to come under separate movement.

Hottenstein & Zech Buick & Chevrolet Agents City Auto Garage