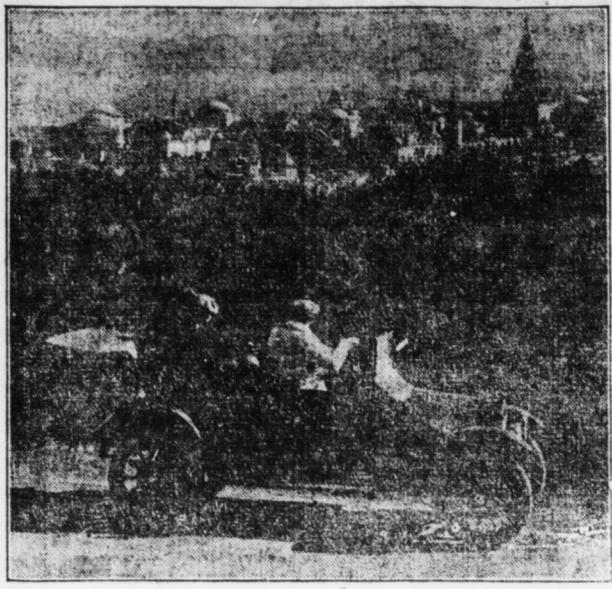


The Maxwell at the Panama Pacific Exposition



The above illustration shows the 1915 Maxwell overlooking exposition grounds and the bay.
The Maxwell Motor Co. have a special exhibition at the exposition and have made arrangements at the Maxwell exhibit for the handling of all mail for Maxwell dealers and owners who are visiting the exposition.
Special rest rooms, guides and an information bureau have also been provided for their convenience. If desired, reservation for hotel rooms will be made on request.

MOTORCYCLE NOTES

Work will shortly be begun on a two-mile automobile and motorcycle speedway at Waterloo, Ia.
Dealers in Cook county, Illinois, report that motorcycle sales so far this year average about 25 per cent. over last year.
The Augusta, Ga., Motorcycle Club has decided to hold a race meet on April 25.
Alexandria, Minn., has a new motorcycle club of sixteen riders.
The Jamestown, N. Y., Motorcycle Club recently became affiliated with the F. A. M.

Two Haynes Cars Tested to Determine Correct Design

"Along in the early part of the summer of 1913," said A. G. Seiberling, of the Haynes Automobile company, Kokomo, Ind., "I completed two cars of entirely different design and construction from any car that had ever been built before in the Haynes factory. One car was driven to the southwest part of the country, down in Mexico and Arizona, while the other car went to the mountainous district of Pennsylvania.
"The Haynes company has always looked forward to each new season with the idea of offering a better and more economical car—a car more complete in every detail. At the same time the price must be kept down within reasonable limits. Every car carrying the Haynes name plate must have the quality of endurance. The customers must be given the benefits of the latest improvements.
"With these ideas in mind, these two cars were set to work. All through the hot summer months they were kept plunging away. Every different type of equipment was given its turn on the cars under the grueling tests. Each day of the test suggested some new feature to be added or some rearrangement to make a certain point more accessible.
"Both cars returned to the Kokomo factory in the middle of February, after having each completed over 80,000 miles. No time was lost in tearing down the cars, and systematically inspecting every part. All data taken during the months of the test were compiled and carefully checked up. Comparative results gave the valuable information that connected the theoretical designing with the practical results.
"These two cars were the forerunners of the Haynes 'Light Six.' The design was correct. It withstood the continued siege of tests that meant so much concentrated wear. The Haynes 'Light Six' embodies the same design and combines all the features of sturdiness and endurance of these first two cars.
"To-day over 1,000 Haynes 'Light Six' cars are in actual service and their performance in the hands of the owners under all weather and road conditions has been consistently out of the ordinary in all respects."

KISSEL KAR

"EVERY INCH A CAR"
A car of fine proportions and striking appearance—roomy and comfortable. Has exceptional riding qualities and is built with a keen regard for low upkeep and long life. Look beyond mere specifications. Get deep down under the skin of the Kissel Kar—search the vitals of the machine—study its manufacture as well as its appearance and you'll see the reason for its exceptional worth. In-built quality explains its leadership.



Buy your Kissel Kar with the Detachable Sedan Top and use it as a closed car, then remove the top and enjoy an open body touring car. The Kissel Kar is made in four and six-cylinder models. A phone call will bring a demonstrator car for your inspection.

HARRISBURG KISSEL KAR CO.
Headquarters, Front-Market Motor Supply, Front and Market Sts., Harrisburg
L. W. GILLMOR

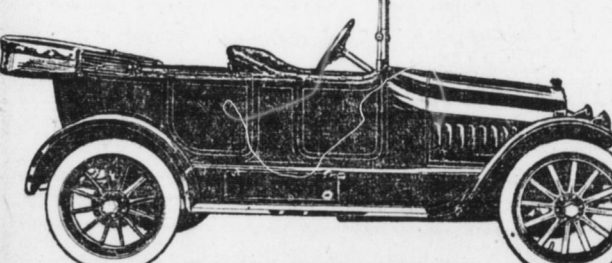


Howry & Son Wagon Works

We build wagons and sell direct to the consumer and saving you the retail profit. Also build auto truck bodies, paint and trim auto cars.
Shiremanstown Pa.

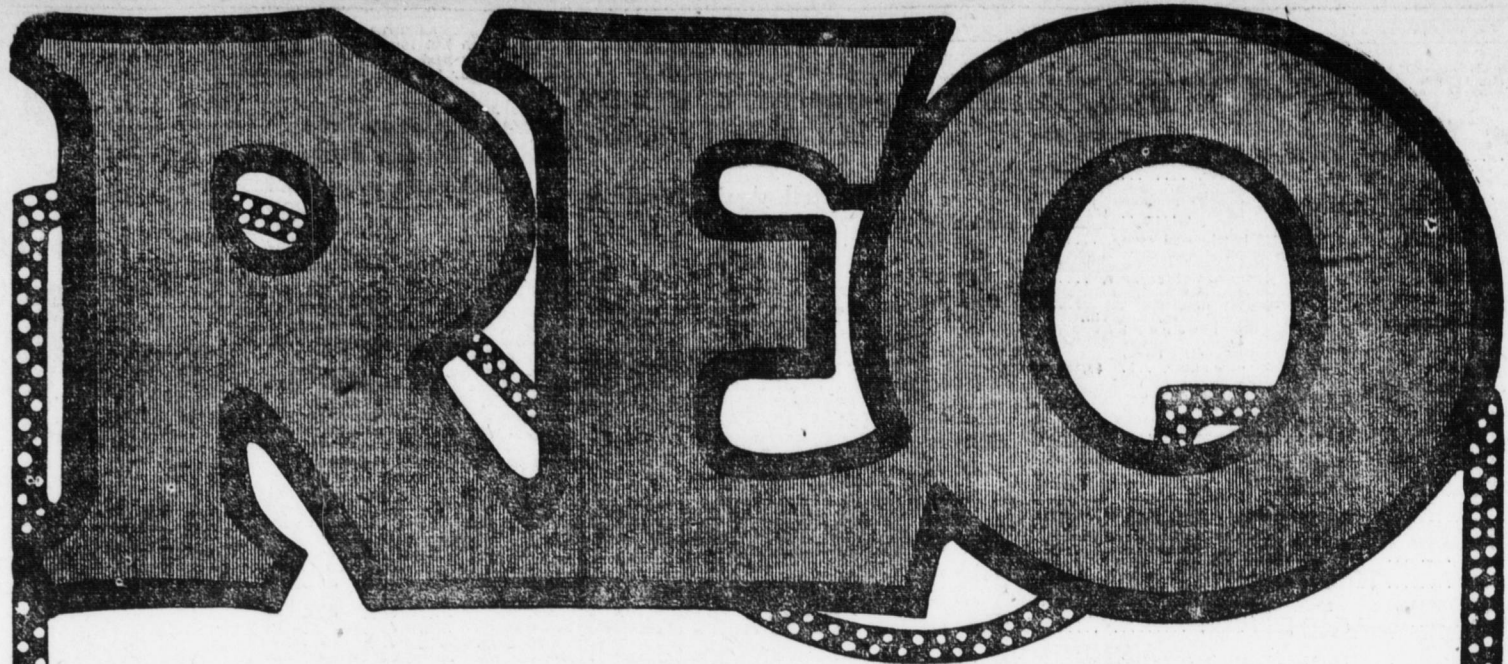
SEE AND COMPARE

The Herff-Brooks 4-40 with any other four in its class.



Upon investigation you will find that the Herff-Brooks 4-40 has forty horsepower and a 118-inch wheelbase, while other cars selling at \$1100 have only thirty-five horsepower and a 114-inch wheelbase. You will also find it has five crankshaft bearings, drop-down steering wheel; one-man top; complete equipment; 34x4-inch tires; Bosch high tension magneto, D. W. system; electric lighting; Stewart Speedometer; four cylinders; honey-comb radiator; demountable rims and extra-rim; Timken and New Departure bearings; Turkish upholstery; Stromberg carburetor; and many other high-class features not usually found on cars at the price. The Herff-Brooks models also include a Six Fifty at \$1275, and a Four-Twenty-five at \$765. All prices F. O. B. Factory.

JAMES K. KIPP
Garage—1717 N. Fourth St. Residence—2203 N. Fourth St.



Don't You Do It!— If You Can't Get A Reo—Wait

JUST BECAUSE THERE IS a demand for Reo automobiles, greatly in excess of the possible factory capacity—for all models including Reo Motor Trucks—we are confronted with a peculiar condition and one we feel we ought to warn prospective buyers against.

THE ONLY ARGUMENT competitors can use against the Reo product—Fours, Sixes or Motor Trucks—is "You can't get a Reo—all sold out."

OF COURSE THAT'S THE BEST possible argument in favor of Reo cars. Must be a good reason for this tremendous demand for Reos while other makes of automobiles go begging. Must be.

MUST BE, BUYERS KNOW or feel that in a Reo, whether the famous Reo the Fifth, "the incomparable Four," at \$1050; the Splendid Reo Six, "the Six of Sixty Superiorities" at \$1385, or Reo Motor Trucks, is to be obtained the utmost value for the money. Must be.

MUST BE, REO OWNERS TELL their friends and relatives about the wonderful performance, the splendid consistency and the almost unbelievably low maintenance cost of Reos, and insist on their buying no other car than a Reo. Must be.

FOR ADVERTISING ALONE COULD NOT create such a tremendous over-demand as Reo automobiles everywhere enjoy.

WHY, JUST THINK! The Reo factories cover more than twenty-five acres. They are so superior in construction; in layout; in lighting; in ventilation; in all conditions that make for better working conditions for the men and more accurate as well as more rapid manufacturing, they have been called by experts "the Model Automobile Plants."

25 ACRES OF FACTORIES—and yet not able to supply the demand for Reo cars. Factory tells us orders come in every day for more than four times the possible output even of those great plants.

AND ALL THE WORLD KNOWS—of course. Rival dealers, rival makers know of this great demand for Reos—and since no other argument will go they very naturally use it as an argument to induce you to forego your cherished desire for a Reo and to accept some other make of car.

WE CAN'T BLAME THEM—don't. "Everything is fair in love"—and competition. But we do feel we must caution buyers against it. Must protect you as well as we may against disappointment. Must explain the condition as it actually exists—lest you believe the distorted facts.

HERE'S THE CONDITION. There is such a demand for Reos that it is certain tardy buyers will be disappointed. Will be unable to get Reos at any price. Any model Reo.

BUT, ON THE OTHER HAND, there never has been a time since the first Reo left the factory and carried with it the message of quality and sturdiness and stability and mechanical integrity—never has been a time when those great factories could make enough cars to supply all who wanted Reos. We are proud of that fact. It is the greatest of all tributes to Reo quality.

BUT NEVERTHELESS, MORE THAN 70,000 persons have gotten Reo cars. They were the alert buyers—the motor-wise. They were discriminating, foresighted men who knew value and who knew that excessive demand was a tribute paid only to the most worthy. And so they did not wait until the very day they wanted their new cars—but anticipating a condition, ordered early.

NOW IT IS TRUE that if you came in today and offered us twice the price for a Reo the Fifth or a Reo Six, for immediate delivery, we could not accept the order. We will not, for the sake of getting an order, promise that we can not perform. We will not, to get a customer, take the chance of getting an unsatisfied one. Will not.

WE HAVEN'T A REO in the place. Haven't had for some time. Every car we've had was sold before it left the factory. And we have orders booked now, for deliveries running away up to July.

BUT—AND HERE'S THE POINT—we have our orders in at Lansing, and have been allotted a definite number of cars to be shipped us on definite dates. And while we have orders for deliveries at distant future dates, we have a few cars yet free. Some coming in early shipments.

FOR THESE WE CAN ACCEPT your order provided it comes, accompanied by a deposit, within the next few days. Sooner the order is in, sooner can we promise you a delivery.

AND, THAT YOU MAY KNOW you will receive your car on or very nearly the date we promise it, we will, if you so desire, have the Reo Motor Car Company verify our statements as to our allotment and dates we may reasonably expect to deliver your car into your hands.

MEANTIME, WE'D SUGGEST that it isn't a bad plan to drive the "old car" for yet a little while—during the spring break-up. It won't be much the worse for it. A few extra squeaks won't hurt—they will harmonize with the spring-songs of the birds! And you'll have your new, spick and span Reo in time for the good-roads driving.

IT ISN'T A BAD IDEA. But, meantime, don't delay a day. You can't afford to if you want a Reo. Give us the order now. Let us put you down for a definite delivery at the nearest date we can.

BUT DON'T ACCEPT A SUBSTITUTE on the argument that you can, on no account get a Reo—don't do that until you have seen us and let us tell you exactly what the condition is and when we can deliver you the car of your choice—the car that has proven to be first choice of the motor-wise—a Reo.

HARRISBURG AUTO CO., Third and Hamilton Streets HARRISBURG, PA.

The New **REO** the Fifth the Incomparable Four



ment in full, was sent to the man who had complained, and in due time he penned this characteristic apology:
"Dear Sir: It looks like you got my goat, so the next time I need a Tire I will try a Diamond and see if you tell the truth. I'm sorry I done you wrong."

Several of the Paige dealers throughout the country are signaling the success the new Paige Six has won by a celebration they call "The Paige Jubilee Month." These celebrations take on the character of an "open house" reception held every day and evening, with special decorations and other fixings, special exhibitions of the Paige line and other features, and are much like an automobile show in miniature. The interest and enthusiasm aroused has been great and the result in actual business done has been remarkable.

Chicago, for example, is now in the midst of its Paige Jubilee and has stirred up considerable excitement along automobile row, where the Paige has been very much in evidence. Just what these jubilee celebrations mean is fairly well indicated by the fact that during the first week at Chicago fifty-two Paige Sixes were sold at retail. These sales were made from a special allotment of 150 cars from the factory, as the Chicago dealer had already disposed of more than 200 Sixes since January 1.
The fast selling of the Paige Six and the increased demand aroused by the jubilee celebrations explain why the Paige factory has been running and will continue to run night and day in order to meet a demand for cars which is taxing their large resources to the limit.

CHALMERS
DODGE BROS.
and
SAXON
Motor Cars
KEYSTONE
MOTOR CAR CO.
1019-25 Market Street

Union Tires
and
Self Sealing Tubes
Put the
"AGE"
In Mileage
Union Sales Co., Inc.
Second and North Sts., Harrisburg, Pa.

Try Telegraph Want Ads Try Telegraph Want Ads