

# Guaranteed 5000 MILES

## Against Punctures and Blowouts

### Your First Cost Your Last

Our Union Kantskid Tires combined with our famous Self Sealing Tubes carry the above guarantee.

## Remember---

no further cost, we absolutely guarantee 5000 miles of service. That means we keep your tire in repair free of all charge for 5000 miles of service. Hundreds of satisfied users in this and other cities.

# Union Sales Co., Inc

Second and North Streets

## Turns Down \$7,000,000 Profit on Rifles For War

There is a man in Detroit who slit open a cablegram from London the other day and saw \$7,000,000 in ready profit staring him in the face. About all that he had to do to grab it was to seize a pen and write "No." But instead of that he wrote "Yes" and "Old Man Scruples" won a rare victory.

The news columns of the daily papers have carried many stories, written with much elation and sounding rhetorical cymbals, about the huge war orders that American manufacturers are filling, but only occasionally—very occasionally—has there been an announcement of the rejection of such orders. In two or three instances "Old Man Scruples" stepped in, and this is one of the rare occasions when he was numbered among those present.

Frederick E. Wadsworth, prominent among the manufacturers of automobile accessories, stationary engines, motorboats and canoes, is the man who had the hardihood to turn down the profit of \$7,000,000 on a war order.

Among Mr. Wadsworth's enterprises are the Michigan Steel Boat Company and the Detroit Engine Works. In connection with these industries he runs several large machine shops. His London agent knew all about those machine shops and their capacity and resources. As a matter of fact, they are being used now to build 50,000 shelter tents for the British army. So the London agent got busy and the result was the cablegram Mr. Wadsworth received. It was an order from the British war office for 500,000 rifles of the Mauser type at \$22 per rifle. Such implements of war can be bought here for \$15 and the profit on the deal would mean at least \$7,000,000.

Twenty per cent of the total sum was to go with the order and twelve millions of it were guaranteed by English bankers. Deliveries need not be completed until December and Mr. Wadsworth knew that he could easily turn out the rifles. The barrels of the guns, the only parts difficult for him to handle, he could contract for in the East and also in a city in Michigan. But he cabled "No." Within twenty-four hours after his rejection of the order Mr. Wadsworth was in receipt of nearly a hundred letters commending him for the stand he had taken.

"Some people have asked me why I am making shelter tents for the British army if I am unwilling to make their rifles," said Mr. Wadsworth, commenting on his action. "I am perfectly willing to take all the orders I can get for tents, foodstuff, clothing or similar necessities, but somehow I could not accept an order for a commodity that was to be used to kill people in a war in which this country had no interest. I would much prefer to have with me constant work that my wealth was won in that way."

"But don't imagine for a moment I took this action because I am an extreme pacifist or any similar reason. If this country were to win the war would gladly make all the guns and ammunition the government might need. Making destructive weapons for another country, however, seems to me to be quite different. I don't fancy the idea of killing people. Perhaps my attitude may seem a little severe, but when it comes to killing I don't like the idea of being a party to the deed, even though a remote party. Even in our regular business we take extreme precautions. When a lad writes to us that he wants to buy a canoe we ascertain his age and whether or not he can swim. We confer with his parents, if possible, before we sell him. As for making rifles for a foreign country—I decline. I don't set myself up as a pattern for any man. I simply don't care to make money that way."

## Business Good and Cash Plenty, Says Reo Official

"Business is wonderful and collections are more so," says Donald E. Bates, secretary and treasurer of the Reo Motor Car Company.

"We have known a time when drafts were taken up so promptly as during the past few months. Fortunately for all concerned, the automobile business is a strictly cash business. A thing as credit is unknown either between factory and dealer or dealer and customer. So to speak of collections being good seems like a contradiction. All automobiles are shipped direct to the dealer on a "sight draft attached to bill of lading," however, and when one considers that the minimum amount involved is about \$4,000 (a carload being a minimum shipment) while a trainload which is a common thing with us nowadays aggregates from \$120,000 to \$150,000, and the average is nearly \$20,000, it will be seen that a real financing problem when his cars arrive. In fact, in normal times there are always a few stragglers cases where dealers leave the cars on siding for a few days or even weeks.

"On April 30 the Reo Motor Car Company had outstanding in drafts for cars in transit a total of only \$450,000. That is about four days' output of the factory.

"And more remarkable, not a draft out was dated earlier than April 15 on cars en route to Pacific Coast, Florida and other distant points.

"When it is considered that the average freight time is more than a week and that the aggregate of all drafts out was only four days' business, it will be seen that this is a remarkable—in fact an unprecedented condition.

"It shows that not only is buying free but that the cash is ready to pay for the cars. For, when a dealer takes up a carload or ten carloads or a trainload of Reos on the day it arrives, paying the draft at the same time as he must, it proves not merely that he has a ready demand, but that the cars have actually been sold before arrival and that the buyers are there waiting for them."

## PROTECTIVE TARIFF AND THE MOTOR CAR

### Henry B. Joy, President of Packard Co., Tells How It Fostered Great Industry

A student of the trend of the motor car art has seen a wonderful evolution in the past twenty years.

The automobile has been an epoch-making in the world's history as has any other single step of man's ingenious progress.

My father, who died in 1896, never saw a motor car. To-day horses are practically relegated to the "Zoo."

To-day we talk from New York to San Francisco. To-day man makes his way by motor car from coast to coast in fifteen days over the rapidly improving Lincoln Way attracting particular attention.

The progressive evolution of mechanical, chemical, electrical science is placing in the possession of the people of the earth daily more developments than occurred in each thousand years prior to the last century.

The motor car reached the stage of practical use first in Europe. Practically Mr. Levasor, of Paris, France, devised the transmission system which, as far as its general scheme is concerned, is unaltered to-day, says the Encyclopedia.

But inventions breed new inventions. The spark which ignited Mr. Levasor's inventive brain was the sight of Gottlieb Daimler's crude internal combustion engines propelling boats on the river Seine in connection with the Paris Exposition in 1887, says the same authority.

Actually Mr. Levasor and his collaborators had set the world on fire with zeal to further develop his conceptions of the ultimate in individual transportation.

Says the same English authority (Encyclopedia Britannica): "The introduction of the Dingley tariff, assessing an import duty of 45 per cent, ad valorem, on motor cars (in the classification of 'manufacturers of metal') added to a further charge of about 6 per cent, for freight, encouraged American capitalists to embark in the manufacture of motor cars, and in 1899 thirty manufacturers produced 600 cars. In 1909 the number produced by 200 concerns was 114,891."

Here is a very startling picture of American energy applying American production methods to the basic thoughts of the ingenious Frenchman under a tariff policy, until at the present day our motor car industry rivals in importance the other leading industries in the United States.

The American took the crude idea and outstripped the Frenchman in perfecting his own invention. To-day self-starter and electrical equipment and many other advanced mechanical details are being transplanted to Europe from America.

Our American motor car manufacturers have outstripped the world in quality and perfection of details of finish and equipment.

American high class cars have no peers abroad, and American cheap utility cars supply the world.

The current year will see some big developments.

## Chalmers Company Hauls Employees During Strike

When the city of Detroit woke up to find out that the street car employees had gone on a strike at 6 o'clock in the morning and that not a wheel was moving on any part of the city lines there was a mad scramble to employ every means of transportation available.

The large automobile factories which are all on the outskirts of the city were particularly affected, inasmuch as some of their employees had to come as far as eight and ten miles.

The Chalmers Motor Company, with its 4,000 employees was particularly anxious to lose no time because of the big rush-of Spring business. Accordingly, every available car in the plant was pressed into service and by 9 o'clock over 95 per cent, of the employees were in their accustomed places.

At 5 o'clock when the problem of returning these people to their homes was to be faced a complete system of transportation had been arranged. Over 100 touring cars were pressed into service; others were stripped of the bodies and wooden platforms built on the chassis, with seats accommodating from twelve to twenty people. The large trucks used in hauling material were made into carryalls. Definite routes and schedules were laid out all over the city, cars running north, east and west. Each car was marked with its destination and dispatchers were stationed at all terminals and diverging points to direct the traffic and reroute any cars as the exigencies of the service might demand.

Chalmers employees were furnished with badges which entitled them to transportation and enabled them to stop the cars the same way as they would signal a street car. Friday morning every employee was at his station when the starting bell rang.

1916 **EMPIRE** \$975

Model 33 touring car is an advanced car throughout. Many new features—Size, power, quality and equipment, considered separately or collectively, give the Empire Model 33 rank above all cars of its class. 112-inch wheel base. 35 horsepower motor. Full-floating single bearing rear axle. Five-bow one-man top. Remy electric starting and lighting fully guaranteed for one year. Extra large, rounded top honeycomb radiator. Combination searchlights with small dim lights. Dropped frame with low center of gravity. Streamline, flushside body of extra roominess. Demonstration on request. Deliveries without delay.

**PENBROOK GARAGE**  
Bell 989 J  
2539 W  
H. A. FISHBURN  
Manager

**PAIGE** SIX-CYLINDER 7-PASSENGER \$1395

"The Standard of Value and Quality." Whether you consider the motor, the body design, the electric system, the spring suspension, the clutch, or any other of the vital parts of Paige cars, you will find unsurpassed quality for the price you pay.

4-30—five-passenger, \$1,075 Prices f. o. b. Detroit

**RIVERSIDE AUTO CO.**  
BELL PHONE 3731R  
REAR 1417 NORTH FRONT ST. GEORGE R. BENTLEY, Proprietor



**Chalmers**  
"New Thoroughbred"

**New Six \$1400.00**

**THIS** new Six-40 has all of the Chalmers quality, at \$1400, the lowest price at which a Chalmers was ever sold.

But it looks different than any other car—Chalmers or otherwise.

Its radiator is high and narrow, giving a smart appearance, unlike anything else on the road.

It acts differently.

On account of its new type of engine (it gets under way instantly).

It can go fast, but it is easily controlled.

It is just like a thoroughbred mount.

Come and see it.

**KEYSTONE MOTOR CAR CO.**  
1019 MARKET STREET Bell Phone 1859

## Baseball Stars Will Not Be Awarded Motor Cars

It seems rather certain now that major league baseball players are not going to have opportunity to drive new automobiles this Fall as a result of being judged the most valuable player in the big leagues. Such a trophy has been awarded for the past five seasons, one American and one National leaguer having his name enrolled in Baseball's Hall of Fame each year.

The award under which motor cars were awarded expired last Fall. Through the winter the discussion of continuation of the Hall of Fame was carried on, various suggestions being made that the honor roll so established was too popular and too worthy to be allowed to end at the present time.

When at the opening of the present season no arrangements were completed, representations were made to the Empire Automobile Company that offering two of its 1916 model cars, which were announced at that time as trophies, might be instrumental in continuing the honor roll.

The offer was made to President Johnson, of the American League, and President Tener, of the National League. Their replies however were to the effect that the offer could not be accepted.

Whether some substitute in the matter of a trophy is to be found or whether the entire competition is to be dropped for this season is a question still to be settled by the commission. It has been suggested if commercialism is to be taken out altogether that the most valuable players again be selected by a committee

and let the honor suffice as reward, or possibly have medals presented.

"We simply made the offer of cars, believing that baseball fans in general were interested in the competition. If it were trophies that were in debate, we were willing to do our part in continuing the Hall of Fame. We regret that our offer could not be accepted but can appreciate the position of the major league presidents in regard to commercialism of the game," says C. B. Sommers, secretary of the Empire Automobile Company.

**MARKET STREET BRIDGE AUTO ROUTES CONVENIENT TO TOURISTS**

One of the things that makes the Market street bridge such a popular thoroughfare with motorists is the free distribution of printed routes to all who ask for them. Persons who plan a day's outing taking the trolley across the river and who are not familiar with the proposed trip can get all the necessary information in the printed routes from toll men at either end of the bridge.

These routes cover all west and southbound routes from Harrisburg, including two to York, two to Gettysburg, four to Chambersburg and one to New Bloomfield with alternate return route. These routes are kept up to date as road conditions vary, the company having changed one route as often as three times in one season.—Advertisement.

**MARRIED AT HAGERSTOWN**

Hagerstown, Md., May 22.—Miss Bertha B. Smith, of Lebanon, Pa., and Ira M. Anthony, of East Berlin, Pa., were married Thursday at the parsonage of St. John's Lutheran Church, by the Rev. Dr. S. W. Owen.

**MILLER** Geared **TIRES** to the Road

Add the "Class" Mark to Your Car

**STERLING AUTO TIRE CO., 1451 Zarker Street**

**THE VULCANIZERS**

Winner of the 500 Mile Race Indianapolis, Indiana

**Must Use**



**Bosch**

---MAGNETO, BOSCH PLUGS---  
GASOLINE AND OILS

Pittsburgh Johnstown Harrisburg New York

**Front-Market Motor Supply Co.**

**NEW PRICE LIST**

ZENITH Carburetors for Fords . . . . . \$20.00	Bumpers, 2-inch, Nickel . . . . . \$5.95
Stromberg Carburetors for Fords . . . . . \$20.00	Bumpers, Channel, Fords . . . . . \$4.95
Carter Carburetors for Fords . . . . . \$17.00	Demountable Wheels, Fords . . . . . \$22.50
Bosch Magneto for Fords . . . . . \$48.00	Anti-Rattlers, all kinds . . . . . .25
Westinghouse Starter & Lights, Fords, \$75.00	Cowl Dash Clocks . . . . . \$1.95
Seat Covers (Gordon), Fords . . . . . \$4.95	Springs, all cars . . . . . \$6.00 to \$8.50
Tire Covers (Gordon), Fords . . . . . .65	Tool Boxes, Fords . . . . . \$1.75
Wind Shields and Cowl Dash, Fords, \$11.50	Auto Robes, Cravenetted . . . . . \$3.50

20 Minutes to Attach This Brake Band 5 Hours the Old Way Each \$1.50




**Gemco**  
QUICK DETACHABLE TRANSMISSION BAND FOR FORDS