

# TEN THOUSAND AT NEW YORK SHOW

### Sixteenth Annual Automobile Exhibit Represents a Value of \$3,000,000

Not only Harrisburg automobile dealers, but motor car dealers and accessory men of almost every city and hamlet throughout the country are again centering their attention on the opening of the sixteenth annual show in New York. This year the exhibit will include eight days. Some of our local people were present last evening and most of the others will attend during the week.

One of the mechanical features of the show is the presence of four makes of car with 12-cylinder engines. Last year the eight-cylinder was the novelty. The 87 manufacturers of cars represented are showing 302 new models of cars. Accessories, which occupy the third and fourth floors are shown by 210 exhibitors. The booths will be in charge of some 2,000 car salesmen and 1250 accessory salesmen. Three thousand dealers have applied for tickets to be distributed to prospective customers.

Only one Pennsylvania concern, the Pullman Motor Car Company, of York, is exhibiting a car. Twenty Pennsylvania concerns, of which 16 are Philadelphia manufacturers, are represented among the exhibitors of accessory parts.

#### ORGANIZED CYCLE THEIEVRY

Police departments and sheriffs have discovered that motorcyclists are of great assistance not only in locating motorcycle thieves, but automobile thieves as well. Through the information furnished by the motorcycle clubs, the Bureau of Motorcyclists and the Harley-Davidson Company, the running down of chases has been systematized, the information is promptly wired to the authorities and frequently leads to the rounding up of organized gangs.

#### SEPARATE KEYS PROVIDED

Automobile practice of throwing the ignition system on and off with a key that can be removed and put in the pocket of the driver has been adopted in motorcycle clubs. The Harley-Davidson Company and will, it is believed, result in greatly decreasing the number of stolen motorcycles. Separate keys are provided for the electric lights and ignition system so the owner can be sure both are safe.

# FRANKLIN

## Ensminger Motor Co.

Third & Cumberland Sts. DISTRIBUTORS

# Hupmobile

Car of the American Family

## ENSMINGER MOTOR CO.

THIRD AND CUMBERLAND STS. DISTRIBUTORS.

# PRIGE

Exclusively Sizes For 1916.  
Five-passenger 6-28 selling for \$18.50. Seven-passenger 6-48 selling for \$21.25. Cabriolet \$16.00. Coupe \$17.00. Sedan \$19.00. Town Car \$27.50. Limousine—yes, but let us tell you about the finishing touches yet to be put on. See the 6-46 at 109 Market street.

## Riverside Auto Co.

REAR 1417 N. FRONT STREET  
George R. Bentley, Dealer.

## Remarkable Popularity of the Motor Truck

"When asked about various rumors and especially one that was current last week in automobile circles, to the effect that the Reo Motor Truck Company had just received an order for one thousand trucks from one of the belligerent nations, Sales Manager R. C. Rueschaw replied, "We not only did not accept the order but we are not looking at this time.

"We feel that good business policy dictates that we take care of our home trade before going after the other and with our present factory facilities we find it absolutely impossible to catch up with the domestic demand for motor trucks.

"The truck business has gone by leaps and bounds during the last year and it seems as if at last, this branch of the automobile industry, to the development of which we have all looked forward, is finally coming to its own.

"Why we ship more motor trucks in a week now than we used to ship in a year and still the orders come faster than we can make the trucks.

"Undoubtedly the European demand worked beneficially for the truck business in two ways.

"In the first place, it enabled many manufacturers to go into the truck business on a larger scale than ever before and the performance of American trucks in Europe demonstrated, as nothing else could, their sturdiness and reliability.

"Emboldened by that accomplishment, American businessmen, who had been hesitating for a long time about discarding the slow, expensive horse equipment and installing motor trucks, finally made the plunge.

"It is interesting to note that even the largest houses usually go into the business gingerly by buying one or two at first, and after carefully trying them out, ordering a whole fleet of them.

"Look at any of the metropolitan centers and you will see advertisements indicating that various large concerns are cleaning out their entire horse equipment.

"In many cases you will notice that they are offering to rent one-half or three-quarters of the old stables. This is more significant than may appear on the surface. It indicates that the truck equipment is sufficient to do all the work that was formerly done by the horses and actually occupies only one-third to one-half of the space that was required for the horses.

"The nicest part of the truck business is the repeat order feature and that is what we Reo folk are now reveling in. It is a poor day when we do not receive an order for a fleet of trucks, ranging anywhere from five to forty, from some concern to whom a year or so ago we sold one or two trucks.

"To meet this overwhelming demand, we have under construction and now almost completed, what will be, I think, the largest truck factory in this country. It occupies four and a half acres. That is not four and a half acres of floor space but four and a half acres of ground.

"Already we are wondering whether even this big addition to our plants will enable us to catch up with the domestic demand so you see we are not out after foreign business."

## THE NEWEST OF VELIE MODELS



The new Velie "Biltwel" Six at \$1065 is the product of a factory organization which is backed by millions of dollars. The Velie "Biltwel" Six is rapidly becoming one of America's foremost cars for quality and general popularity. La Roche Bros., Inc., 508 North Broad street, Philadelphia, are the Eastern distributors of the Velie line which will be on exhibition at the Philadelphia show, January 8-15.

La Roche Bros. are now busily perfecting their sales organization throughout Eastern territory which includes Pennsylvania, Southern New Jersey, Delaware and the Eastern part of Maryland.

## Bosch Company Has the Largest Exhibit at Show

The Bosch Magneto Company's exhibit at the New York Show will be by far the largest in the accessory section, and on account of its size will not be on the fourth floor, but located in the northwest corner of the third floor, next to the automobile exhibits.

Seven completely equipped automobile engines will be shown, ranging from two to twelve cylinders and all equipped with various types of Bosch electrical systems and accessories.

One of the twelve-cylinder engines will be shown fitted with the Bosch flywheel drive starting motor, a Bosch lighting dynamo and one of the very latest Bosch products, a Bosch twelve-cylinder magneto. It will be fitted with a vibrating duplex ignition system, Bosch cable and Bosch plugs. Various other Bosch accessories will be included and the entire display will be so arranged that all the accessories can be used while they are in operation or use.

Another feature will be the display of an eight-cylinder Perkins motor that will be fitted with all the latest Bosch electrical accessories required to complete the motor into a complete unit of eight cylinders. The more important Bosch accessories fitted to the engine include a Bosch flywheel drive starting motor and complete Bosch standard lighting system and an entirely new type of Bosch distributor, which is especially suitable for high speed eight-cylinder automobile engines.

In addition to these large units, there will be several smaller units, including a Bosch standard and de luxe lighting systems and the Bosch standard clutch type of starting motors, all arranged so that they can be put into operation at the visitor's will.

Quite aside from the above display of accessories will be a complete exhibition of the varied and numerous types of Bosch ignition systems, including the most popular type of magnetos as well as Bosch spark plugs and other ignition accessories. There will be several Bosch magnets shown this year that will be making their first bow to the motoring public.

In addition to the standard instruments, several new Bosch-Ford attachments will be on exhibition as well as the complete lay-out of test stands and tools for the repair and testing of Bosch distributors and supply stations which make up the Bosch service organization.

## Cadillac Exhibit at New York Auto Show

In the Cadillac booth at the New York automobile show is shown a chassis with many portions cut away, exposing the internal construction and mechanical details. This is a duplicate of the Cadillac Company, was first to inaugurate in the early days of the industry and which has been a feature in every show since that time.

This chassis is a duplicate of the one which attracted so much attention at the Panama-Pacific Exposition where the Cadillac was the only motor car exhibited with a V-type engine.

A comparison of the present chassis with that shown a year ago reveals no radical changes in mechanical principles.

This is quite in contrast with the usual. Almost invariably the automobile manufacturer discovers after creating a new type of car in the hands of the users that a number of changes and betterments are needed. The opposite, however, proved true of the Cadillac Eight.

No shortcoming has been developed throughout the year and no reason for marked change in mechanical construction was made manifest by continuous everyday use in the hands of thousands upon thousands of users. Changes that have been made affect principally the accessibility of the engine and the appearance of the car. The engine remains of course, the 90 degree eight cylinder V-type that the Cadillac made familiar last year.

## Saxon Reports Big Increase Over Last Year's Business

"Thirteen hundred per cent. ahead of last December" is the remarkable report of business made by the Saxon Motor Car Corporation. December used to be considered a pretty dull month in the automobile industry, but the Saxon Company has shown not only that automobiles can be sold in the winter, but that people actually clamor for them.

The January schedule calls for 2,000 cars. The New York Show, which opened last evening, the Saxon Corporation is planning a big jubilee and celebration of its remarkable winter business, and also of the fact that the Saxon exhibit, which two years ago occupied an obscure corner of the fourth floor is now one of the features of the main floor at the Grand Central Palace.

Space at the show is awarded in accordance with volume of business done. Consequently the arrival of the Saxon exhibit is a tangible evidence of the growth of the company, which now ranks sixth among the automobile manufacturers in number of cars produced. One feature of the Saxon exhibit will be a bench at which hundreds of dealers will be present from all over the country.

Commodore William H. H. Noble, who in which business is holding up during the winter, Sales Manager H. C. Getzinger, the Saxon district manager for the Pacific coast has put 500 cars into his territory in December alone. E. L. Durbey, Saxon's large Missouri Valley district manager, received a trainload of twenty-three freight cars full of Saxon cars in December and expects to move another trainload by the middle of January. The Saxon dealer in Philadelphia has ordered a large number of Saxon cars for delivery to customers Christmas morning. The Northwest and all the Missouri Valley district business. Business is in the southwest. The Dallas dealer alone has taken over 200 cars in the last month. The Texas district manager, C. L. McNulty, has arranged to bring fifty cars to the Chicago Automobile Show, occupying part of a special train.

According to Mr. Getzinger, the Saxon business is about equally divided between the six-cylinder cars and the four-cylinder roadsters. The Saxon Roadster is proving a very popular model.

## Greatly Increased Demand For Motorcars This Year

The manner in which the American public has consumed the largest output of motor cars ever turned out by the American automobile manufacturers has been the marvel of the 1915 industrial year. Practically every large factory increased its production from 10 to even as high as 100 per cent. and even their manufacturers have been unable to keep up with orders and during the winter are maintaining mid-season production.

"The 1915 automobile selling season has been the greatest our industry has ever experienced," said Lee Anderson, sales and advertising manager of the Hupp Motor Car Corporation.

"The demand for cars has been unprecedented and it keeps us worrying all the time to handle the trade. We increase our output and then the dealers and distributors flood us with orders and we find ourselves in the same position again—our production always behind our orders."

"For instance, during the last quarter of 1915, we produced and sold 26 per cent. more cars than for the same quarter of 1914, which formerly held the record for Hupmobile sales in October, November and December. The last quarter of the year is usually about the slowest of the entire season, yet in this quarter of 1915 we beat any quarter in the history of our business up to 1912.

"And with all our increased production we have not yet been able to catch up with the demand for our series 'N' Hupmobile which met with instant approval by the public the moment we placed it on the market. Our orders now on the books for immediate delivery are 100 per cent. greater than at this time a year ago. This despite the fact that we have been keeping up a mid-season production in what were formerly lean months. We are now running and will continue to work our factory to capacity. Additions are being rushed and we hope to have things ready for the big rush for cars which always comes with Spring. The prospects for the Spring season were never so good."

## FROM DETROIT TO TAMPA

Raymond Blatzacker recently finished a trip from Detroit to Tampa in a new Maxwell touring car. Though much of the road was of the roughest sort, including mud and mountain climbing, the car made the trip at an expense of less than a cent a mile, averaging 22.5 miles to the gallon of gasoline and over 730 miles to the gallon of oil.

## RED STREAK FOR FIRE CHIEF

Chief Eley of the Los Angeles fire department now speeds to a blaze in a bright red Maxwell roadster, which enables him to lose a minimum of time in traffic, due to its characteristic ability to leap again into speed after a slow-down at a crowded crossing.

## TO PREVENT THE GRIP

Cold, cough, croup, Broncho Quinine removes the cause. There is only one "Broncho Quinine." E. W. GROVE'S signature on box. 25c.—Advertisement.

## WORLD'S NEW ENDURANCE CHAMPION

Stock Maxwell Touring Car which traveled 12,405 miles in 26 days on Southern California roads. The run is still in progress. Californians predict that it may continue until 20,000 miles have been covered without stopping the motor.

# Overland Leads

For the THIRD CONSECUTIVE YEAR Overland has been allotted the POSITION OF HONOR at the NATIONAL AUTOMOBILE SHOW now being held IN NEW YORK.

## It Signifies National Supremacy

It signifies that Overland has led all manufacturers exhibiting there in volume of business for the 1915 season.

For the calendar year of 1915 Overland built and sold 100,000 cars. Almost One Hundred Million Dollars,—a close second to United States Steel.

When you grasp these facts you will realize WHY Overland offers more Dollar for Dollar Value than any other manufacturer.

Notwithstanding the tremendous shortage of steel, aluminum and other raw materials and its paralyzing and price-raising effect upon the smaller manufacturer Overland will produce One Thousand Cars a day during the coming season—and STILL will be unable to supply the demand.

"All the World Loves a Winner"

## The Overland-Harrisburg Company

212 North Second Street  
Both Phones

## SLAYS SELF WITH DETECTIVE'S GUN

[Continued From First Page.]

Hospital where he died 20 minutes later.

O'Brien's real identity is not known. He had been in Harrisburg for three weeks. It is said that he drank heavily. On Tuesday he was arrested by Joseph Bach, city detective on a charge of larceny. It was alleged he had taken an overcoat from Edward Miller, proprietor of the Aldine Hotel, Market street. The charges were withdrawn after the young man said he had been drinking and did not know what he was doing.

When he first came to Harrisburg, a woman was with him, but she left over a week ago. They were registered as his wife, at the Plaza. Later, the man was seen at various hotels. For two days Joseph P. Thompson, acting chief of police, has been trying to locate friends of O'Brien. Yesterday the young man appeared to be suffering from a nervous breakdown. When he failed to get an answer late in the afternoon, he walked in to the detectives' room, picked up the revolver and shot himself.

The ball passed through the head and struck the door of a closet. O'Brien fell against another door. He was picked up by Charles Fleck, the desk officer. The man was unconscious and died without giving any statement. The body is in charge of Charles H. Mauk the undertaker awaiting word from friends.

## Deaths and Funerals

### DIES WHILE AT CHECKERS

Reuben Diehl, aged 63 years, an inmate of the Dauphin county almshouse since 1912, died there last evening while playing a game of checkers. Death was caused by hemorrhage of the stomach. He is survived by two sisters.

### ANNA LANICUS

The funeral of Mrs. Anna Lanicus, aged 64 years, of Lansdowne, Philadelphia, will take place Monday afternoon at 2 o'clock. Services will be conducted at the home. Mrs. Lanicus was an aunt of Edward Brook, of 3221 Woodbine street, this city, and a former Harrisburg resident. She was the widow of Benjamin Lanicus.

### MRS. CATHARINE D. FITZGERALD

Mrs. Catharine D. Fitzgerald, widow of James K. Fitzgerald, a resident of this city all her life, died early this

morning at the home of her daughter, Mrs. Catharine Blessing, 1428 Logan street, after an illness of several years. She was in her eighty-fourth year. Mrs. Fitzgerald was the daughter of Peter Wenrich, one of the oldest residents in the lower part of the city, and was widely known here. She is survived by her daughter, Mrs. Blessing and the following sons: Samuel W. Fitzgerald; William T. and Charles B. Fitzgerald, both employed by the Pennsylvania Railroad; James E., of North Carolina, and Harry S., of Chicago. Funeral services will be held at the home of her daughter, Monday afternoon, at 2 o'clock, the Rev. Daniel Rupp, of the Salem Lutheran Church, Oberlin, officiating. Burial will be in the family plot at the Harrisburg Cemetery.

### MRS. MARTHA E. CONKLIN

The funeral of Mrs. Martha E. Conklin, 228 North street, will be held Monday afternoon at 2 o'clock. Services will be conducted by the Rev. L. S. Mudge, pastor of Pine Street Presbyterian church. Mrs. Conklin was born at Lewistown, daughter of the late Dixon Burns, of that place. She was the widow of Ezra W. Conklin who died ten years ago, and a niece of Colonel James Burns, of Lewistown.

Standard of the World

A Happy and Prosperous New Year to All Our Cadillac Friends

## Crispen Motor Car Co.

417 S. Cameron Street

We Make Old Batteries Young

Storage Battery Service is our business. We can show you how to keep a young battery in good condition and give an old one a new lease of life.

The Willard Station in Your Town

## J. G. DUNCAN, JR., CO.

11 North River St., Harrisburg, Pa. Bell 3907

MORE THAN 200 OF THE

# Maxwell

MODELS WERE SOLD LAST YEAR

For this evidence of appreciation of the Maxwell's merits, the first year of its representation in Harrisburg since the introduction of the "Wonder Car," we are duly thankful, and look forward to a still more successful year in 1916.

## E. W. SHANK

Distributor  
120 Market St.

Built of Standard Parts

# SPHINX

Silent and Powerful

\$640 Complete Delivered

## PAUL D. MESSNER

1118 JAMES STREET

## The AUTOCAR TRUCK

has the Capacity, Power, Simplicity of Control Accessibility and Ruggedness of Parts—Gives Efficient Service under all conditions, even when subjected to overloading or other similar abuses.

IT PAYS TO INVEST IN

# THE AUTOCAR

For Business Expansion

Andrew Redmond, Distributor Third and Boyd Sts.

COME AND SEE THE "CHANDLER SIX"

7-Passenger Touring Car or Roadster, \$1295

The Best Value Obtainable at a Price So Low. The Chandler Removable Winter top, \$200.00

Bell 2133 **Andrew Redmond,** 3d & Boyd Sts. Independent Harrisburg, Pa. 418W