### LOCAL DEALERS ATTEND SHOW

Most All Harrisburg Representatives Were at Philadelphia Exhibit This Week

The last two weeks were busy days for the motor car dealers of Harris-burg attending the big automobile exhibits. Although the Philadelphia au-tomobile show was not as large as the New York show, it was of more local Interest, because so many people in the territory controlled by Harrisburg go to Philadelphia to see the various models where they may be conveniently com-pared. Consequently most all of the Harrisburg dealers were there or represented by their salesmen. George A. Dechant, of the Case Company, was there with a large corps of salesmen, including E. P. McElroy, George M. Holtzman, Frank B. Guyer, Victor Paford, C. S. Wilson and Edward F. Byer, factory automobile representative for the eastern district, and O. S. Comer, of Maryland route. C. L. Connover, of the firm of Connover & Mehring, was at the Case booth, being the local representative as well as having the agency for the Briscoe cars. Andrew Redmond was at home with the Chandler exhibit, listening to the sales artists' flow of language about the "marvelous motor." E. C. Ensminger and W. E. Randall were at the Hupmobile exhibit, where the Hup's remarkable stability was attested by an active group of salesmen and admirers. Paul Messner, who represents the Stanley steam cars and Sphinx, and J. Robert Barr, factory representative for the Sphinx, were among those present. Dave Ream was inspecting the Mitchell six of '16 models. H. Hagerling and R. S. Hesser were looking after the local interests of the Hudson super-six and Saxon. Boyd Harrington and the Packard twin-six were very much in evidence. P. H. Keboch was working as enthuusiastically for the sale of a Jackson model to a Philadelphia buyer as though the prospect was in his own territory. But that is the way Keboch keeps "keyed up" in selling trim. The local Cadillac agency was represented by W. P. Grove. J. A. Bentz was seen among those admiring the Pullman De Luxe coupe. George R. Bentley and Paul Bentley, Paige representatives, applied their mechanical training to making comparisons of the merits claimed by various makers. I. W. Dill, who took his tent along and amped on the job during the New York show, had transferred his base of operations to the Hollier exhibit in Philadelphia. George B. Zeck and E. M. Hottenstein were giving the glad hand at the Buick and Chevrolet spaces. Luther G. Monn, Crow-Elk-bart representative, had his customary senial smile for all acquaintances from the Harri

### PLAN BIG PERMANENT WAR RELIEF SOCIETY

# Dives, Pomeroy & Stewart

# Radical Reductions in All Winter Coat Styles in a Mid-January Sale Beginning To-morrow

Late Arrivals of \$20.00 Coats

Reduced to \$10.00

Sturdy Cloths in \$20.00 Coats

Reduced to \$15.00

Final Winter clearance orders have been given in our women's and misses' Coat Section, where close to 200 fine quality, carefully selected styles are to be disposed of at radical reductions. The announcement of this sale comes in the very height of the cold season and furnishes an opportunity for saving that has not been equaled heretofore

Bona fide reductions have been made on garments from our regular stock. The cloths include Arabian lamb, corduroy, chiffon, broadcloth, duvetyne, plush, cheviot and wool velour.

\$14.50 Arabian lamb coats, in flaring and belted styles; finished with plush collar. \$10.00 \$16.50 Arabian lamb coats, lined throughout with yarn dyed satin. Clearing at.... \$12.50

\$10.00

\$20.00 black cheviot cloth coats, with yoke and belted back; finished with velvet collar. \$12.50 \$22.50 duvetyne cloth coats, in green and navying style in back, with fur trimmed collar. \$15.00

\$20.00 brocade plush coats; lined Skinner's satin; plush collar, cuffs and belt, Clearing at ......

\$25.00 broadcloth coats, in blackberry, brown and navy; full flaring back in semi-belted style; \$20.00 fur trimmed collar. Clearing at . . . . . .

\$25.00 plush coats; lined throughout with Skinner's satin; belted effect; black fur and opossum \$20.00 trimmed collar. Clearing at

\$27.50 duvetyne cloth coats, in brown and blue; beaver trimmed cuffs and collar; shirred \$22.50

## Children's and Girls' Coats in Winter's Best Styles Reduced For Final Clearance Beginning To-morrow

Clearing at		2.25
Clearing at	eline coats in navy blue with velvet collars and cuffs; sizes 2 to 6 years.	3.95
Children's \$6.50 bla		4.95

Clearance of Girls' Coats in 8 to 14-Year Sizes \$8.50 Coats, \$5.50 \$5.95 Coats, \$3.95

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Best quality \$5.95 corduroy coats, in navy blue; sizes 10, 12 and 14 years. Clearing at	\$3.95
\$8.50 coats of cordurey and wide wale cloths; sizes 8 to 14 years.  Clearing at	0 m m0
\$9.50 coats of chinchilla, in navy, brown and grey; sizes 8, 10, 12 and 14.  Clearing at	
\$12.50 plush coats with chin chin and reversible fur collar; sizes 10 to 14 years.  Clearing at	\$9.50

### Quality Has Made These Makes of Women's Kid Gloves Famous For Style and Wear Tres Bon La France Sans Pareil

These famous Trefousse kid gloves are pre-eminently gloves of finest workmanship and softest skins and have won favor with a host of well-dressed women.

gloves, black with white embroidey or white with black ...... \$2.00 black \$2.00
Two-clasp silk gloves, silk lined, black, white, grey and pongee \$1.00 and \$1.25
Dives, Pomeroy & Stewart—Street Floor.

# The New Spring Anderson Ginghams From Scotland

William Anderson Ginghams are famous for their quality, good patterns and fadeless colors This new shipment from Glasgow, Scotland, is one of the finest lines that ever came across the Atlantic and it is our privilege to show a wealth of beautiful styles in fancy checks, plaids, stripes 

Crepe de chine, half silk, 36 inches, solid shades:

Madras Shirting, fancy stripes; yard ..... 25c
Poplin, half silk, many new shades, 36 inches: Dives, Pomeroy & Stewart-Street Floor.

## The Sale of the Jerauld Shoe Stock Provides Savings That Will Not Be Enjoyed Soon Again

The most enthusiastic sale of shoes in the memory of Harrisburg buyers is now in progress in our clearance of the Jerauld stock. The savings for this week will be just as notable as were those which marked the sale last week, so if you have not taken advantage of the exceptional savings that have been advertised it will pay you to be here to-morrow.

## Cotton Goods in the Basement

Percales in a great variety of patterns; yard, 10 1/2 c 15c

"Kiddie" cloth for children's suits and rompers, 

Austrin, Taby, Sepha, Germany of Belgium, Tol. Cutter pointed out.

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WAR RELIEF SOLID.

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Firemen for 116, 113.
Conductors for 116, 115, 107.
Flagman for 116.
Brakemen for 116, 113-2.
Engineers up: Andrews, Gemmill, Jowns, Schwartz, Ford, Steffy, Sober, logentogler, Albright, Gable, McGulre, Inderson, Gehr.
Firemen up: Hartz, Nace, Zoll, Hoffman, Campbell, Smith, Brant, Mailey, ilxler, Kleinfelter, Seiders, Dohner, lisher, Minnich, Miller, Stemler, Owens, Klimberling, Welsh, Stimeng, Shearer, Moore, Beale, Desiloy, Jesch, Kone.

ling, Shearer, Moore, Desch. Kone.

Middle Division — 33 crew to go first after 1.35 p. m.: 32, 17, 12, 20, 30.

Will Celebrate Thursday
Night; Announce Interesting
Program and Reception

An elaborate program will be offered
Fhursday night, January 20, at the
Philadelphia and Reading Railway
F. M. C. A. at Rutherford in comnemoration of the seventh anniverary. Invitations have been sent to ailroad men, their families and riends.

Previous to the entertainment there business session will be held, at the president, George O. Sarvis, will make his annual report and preside uring the special program. Intersting statistics will also be reported by G. W. Sweigert, Reperal sagretary.

Middle Division — 33 crew to go first after 1.35 p. m.: 23, 17, 12, 20, 30.

Friencence: 4.

Engineers of 73, 20, 30.

Friemen for 32, 32, 30.

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Firemen for 32, Briggles, Free, Willis.
Firemen up: Hunter, Beisel, Steele,
Sholley, Rumberger, Wachter.
Flagman up: Breach.
Brakemen up: Messimer, Williams,
Henry, Doyle, Miles, Fleck, Foltz, Lenhart, Bolden, Swalis.

YARD CREWS
Engineers up: Sleber, Cleland, Goodman, Harling, Sayford, Matson, Feckwith, Gibbons, Blever.
Firemen up: Snyder, Desch,
ham, Fry. Dougherty, Eyde, Glassmyer, McKillips, Ewing, Berrier, Hizz,
Peiffer, Snell, Jr., Fleisher, Blottenberger, Weigle, Burger, Alcorn, Lichter, Keiser, Six, Cain, Williams, Cumbler, Warner, Steele.
Engineers for 6, 1st 8, 62, 5th 8, 3
Firemen for 1st 8, 4th 8, 12, 20, 26,
Sth 3, 3 extras.

ENOLA SIDE

ENOLA SIDE Philadelphia Division — 240 crew to o first after 3.45 p. m.: 229, 221, 258, 55, 223, 230, 235, 206, 210, 237, 216, 227, 19, 238, 244.

**Help Digestion** To keep your digestive

organs in good working order-to stimulate your liver, tone your stomach and regulate your bowels, take-

BEECHAM'S

Flagmen for 108, 113.

YARD BULLETIN—ENOLA
The following is the standing of the card Crews after 4 p. m. Engineers up: Boyer, Kling, Smith, Branyon, Bretz, Miller, Reese. Firemen up: Bickhart, Liddick, Echelberger, McDonald, Yost, Linn, Geiling.

Saves Expenses and Lives Home-Made Cough Syrup

### Clean and Bright

You will always find the lumber you buy from us clean and bright and thoroughly seasoned.

Our lumber for interior use will not be case hardened, checked, honeycombed or stained.

We pay particular attention to the quality of the lumber we buy so that you get it in good con-

United Ice & Coal Co. Forster and Cowden Sts.

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