

\$375.00

A 5-passenger 1915 Pullman touring car, electric lights, Dixie magneto, demountable rims.

The Overland Harrisburg Co.

212 North Second Street

Both Phones

BIGGEST YEAR FOR 4-CYLINDER CARS

Walter Flanders Foretells Chief Motor Feature of the 1916 Models

To a greater degree than in any prior season, motorists will, in 1916, be united on one general type of automobile, declares Walter E. Flanders. That one type of car will be distinguished by the fact that it is driven by a four-cylinder motor, he continues.

"More even than was the case in 1915, the greatest year on record for the four-cylinder car, 1916 will be a four-cylinder year," predicts the Maxwell president and general manager.

"The man who views the automobile industry from the outside is sometimes confused by the large number of cars he sees advertised, cars a great majority of which seem to feature motors with six, eight or even twelve cylinders. A visit to an automobile show is likely to strengthen this impression, for show space is apportioned to large and small firms alike.

"In view of the condition, the student of motoring conditions would be wise to equip himself with a point of view which would enable him to secure the right perspective of the industry.

"We judge future events by the light of recent history. Let us recall some of the facts of last year.

"Choice for space at the New York and Chicago shows was apportioned on a basis of the value of output. We are therefore able to select seven manufacturers who led in quantity production.

"Of these seven, three were exclusively builders of 'fours'. Two others center nearly all their manufacturing activity on the building of 'fours'. And the three manufacturers showing the largest increase in product during the years were the three building 'fours' exclusively.

"In all probability, four out of every five cars sold last year were 'fours'. And there is every reason to believe that the preponderance of 'fours' in 1916 will be even greater.

"There must be definite logic for so overpowering a majority in favor of the 'four'—and there is.

"Four won their victory in the field of sales on a basis of value and efficiency.

"The 'four' is the least complicated manufacturing proposition in the automobile world and can therefore be produced in great quantity and at a more attractive price than any other type of modern motorcar. Problems of carburetion with which other manufacturers are still struggling are never present in the 'four'. 'Fours' won every speed competition of 1915 and virtually monopolized that field of effort.

"They made efficiency showings in economy of supplies far in advance of other types. In the hands of owners they proved themselves the nearest approach to trouble-proof mechanism yet known.

"A 'four,' I am proud to say a Maxwell 'four'—has just broken all records for endurance by running over 22,000 miles without a motor stop, covering more than 500 miles a day for forty-four days, and setting speed records as well for all distances above 3,000 miles.

"Watch the 'four' in 1916. Watch it in sales, service to owners and in every detail of motoring effort. It is going to increase its margin of supremacy in every department."

MISSIONARY SOCIETY MEETING

Special to the Telegraph Elizabethville, Pa., Jan. 22.—Tomorrow evening the Ladies' Home and Foreign Missionary Society of the Lutheran Church will hold its annual open meeting, when Dr. A. L. Ramer, of Allentown, one of the best informed men on this great subject, will address the meeting.

ARM BROKEN IN FALL

Special to the Telegraph Tower City, Pa., Jan. 22.—John Warrick while on his way home last night fell on an icy pavement and broke his arm. Mrs. Lydia Kantner fell in her yard, severely bruising herself.

GRIP KILLS YOUNG MAN

Special to the Telegraph Tower City, Pa., Jan. 22.—Claude Gamber, 22 years old, of Sheridan, died at his home yesterday after two days' illness from grip. His mother and sister are ill with the disease.

DEATH OF M'COY SHERMAN

Lemoine, Pa., Jan. 22.—McCoy Sherman, aged 75 years, died at his home in Hummel avenue this morning from a complication of diseases. He is survived by his wife, the son, William S., of Lemoine, and a daughter, Mrs. Tacy Baer, of Wormleysburg; also two brothers and a sister. Funeral arrangements have not been completed.

RAILROAD RUMBLERS MILLIONS MORE IN TRAIN WAGES

Country-Wide Vote Is on For Better Pay For Railroad Men.

Many millions of dollars will be added to the railroad payrolls if the 400,000 men in train service force the carriers to meet their new demands for higher wages. Engineers, firemen, conductors and trainmen from Maine to California, on every mile of railroad in the country, are today in the West or their leaders to bargain with the roads for more money.

The result of the vote will be known in March, and if it is favorable, as the leaders confidently expect, a simultaneous demand will be made on all the roads to adopt the new rates.

This is the first country-wide demand by railroad workers for more wages. The battle ground for higher pay checks has never before extended beyond the boundaries of one section of the country, the East, the West or the South; and even in these territorial struggles the four brotherhoods have never made joint demands.

The Eastern wage disputes of the past few years have been settled by arbitration, through the operation of the national law providing for conciliation and arbitration; but some of the leaders of the men have announced that this will be a fight to a finish, and that they are opposed to arbitration.

This demand, and several important questions on shorter hours, and pertaining to yard engineers and firemen; will be discussed at a meeting to be held in Harrisburg, Sunday, January 30.

HUPP TO ABANDON YEARLY MODEL

Will Designate Models by Series; Present Model Known as Series "N"

The yearly model—the most confusing thing that was ever perpetrated upon the automobile buying public—has been abandoned by at least one big automobile concern, and it is to be hoped that others will follow. President J. Walter Drake of the Hupp Motor Car Corporation, has announced that, starting with January 1st, Hupmobiles will be designated by series and not by alleged yearly types, such as 1916, 1917, 1918, etc. The present model Hupmobile which was first brought out as the 1916 Model "N" will be known hereafter as the Series "N" Hupmobile.

"One of the bad habits the automobile manufacturer fell into early in the business was the announcement each season of a yearly model," said Mr. Drake. "At first, these models were legitimately announced at the first of each year, at the time of the New York Show, but gradually the manufacturer after another kept moving up the date of announcements of these yearly models, until the competition to be the first to bring out new models became an item in the production of high grade automobiles. It became so bad that some companies, this season, brought out their 1916 cars in April of 1915. Other companies, in order to meet the competition, followed in rapid order.

This practice has been most confusing to the automobile buying public and most unfair to owner, dealer, and manufacturer alike. It also led to many mis-statements and in some cases, when a certain type of car would not sell readily, the maker would make a few minor changes and announce a new yearly model. The public, unaware of the never selling scheme, would demand the new model of the same make, and I am sorry to say, we were often led into making early announcements.

The old plan was also unfair to those who had already purchased cars, for immediately upon the announcement of the new yearly type, the value of the former year's model, and all its predecessors decreased in value, unjustly, for cash sales and trading purposes.

The Hupp Motor Car Corporation continues the Series "N" Hupmobile with seven body types. The Series "N" Hupmobile is a four-cylinder car, the company's policy being to produce the best possible four-cylinder car at a medium price. In producing the present model, the Hupp engineers have devoted their time and skill to improvements and refinements of the four-cylinder type car, rather than trying innovations in strange fields. In producing the Hupmobile engineers were given but one order "Make the Hupmobile series 'N' the best value ever offered in performance, power, sturdiness, economy, comfort, finish." The engineers carried out this instruction is proven by the thousands of cars which have already been placed in the hands of satisfied owners.

Purchasers of cars are given seven different types to select from, according to their needs. There is the five-passenger standard touring car, two-passenger roadster, seven-passenger touring car, the sedan, the limousine, the year 'round touring car and the year 'round coupe.

Special features of the Series "N" are the Tungsten steel valves, aluminum pistons, the best starting and lighting system that is used on some of the highest priced cars of the American and European manufacture, multiple disc clutch, the highest and strongest that can be devised and at the same time smooth in operating, Atwater-Kent battery-type ignition; spiral bevel driving gear; bronze habit-lined motor bearings, the same as used on \$4,000 and \$5,000 cars; cam shaft driven by silent chain running in oil, 2-inch tubular propeller shaft and nickel steel drive axle shafts—the best rear axle construction on the market.

Prices for the various series "N" are: Five passenger touring, \$1,085; two-passenger roadster, \$1,085; five-passenger sedan, \$1,365; seven-passenger touring, \$1,225; five-passenger year 'round, \$1,185; two-passenger year 'round coupe, \$1,165; seven-passenger limousine, \$2,365.

The obnoxious yearly models have been abandoned by the Hupp Motor Car Corporation and the machines are now being built in series which allows for changes in construction for more efficiency as they are proved technical by the Hupmobile engineers. The present Hupmobile model is known as series N.

SHAFFER MAKES RAPID INCREASE

Floor Space Fifteen Times Greater Than Two Years Ago; Modern Brownstone Garage



A. H. SHAFFER

From a little place with a floor space of 2,750 feet to a floor space of 42,900 square feet in less than two years, that is certainly what may be called rapid progress and enterprise. A. H. Shaffer, who formerly conducted the Shaffer Wagon Works at 5 North Cameron street, prior to May, 1914, has now one of the most extensive wagon and automobile establishments between Philadelphia and Pittsburgh. The new fireproof garage just completed is built of brownstone throughout with steel girders and concrete floors. Four new storerooms face in Cameron street, making six in all, including the one used for the office and accessory business and the King Sales Company. The new addition is 110x150 feet of which the garage occupies 110-108. The wagon shop is 40x120, where wagon repairing of all kinds will be done as heretofore. The first building put up two years ago was a six-story, in the office, the accessories, the Harrisburg Welding and Brazing Works and the King sales department. The State Highway Department has leased the rear of original building where they overhaul and repair all trucks in use throughout the State. This is the most completely equipped machine shop in the city for automobile work. The sales department of the Shaffer establishment is in charge of L. E. Guarin, with R. D. La Tour managing the garage and A. H. Shaffer in general supervision over the entire establishment. The Shaffer Wagon Works originated back in 1874 and has since that time continued for forty more years, the modern buildings were erected at the present location to care for increase of business and meet the demand of the automobile industry.

Quality Should Be First Consideration, Says Jeffery

The general trend of the automobile business away from price to quality is evidenced by the large number of manufacturers who are maintaining or even raising their prices. During the past six months, two of the best-known makers have raised their prices. A canvass among other manufacturers indicates that there will be practically no important reductions during the next four or five months and that in a number of instances, the new cars will be of higher price than those sold during the past year.

Charles T. Jeffery, president of the Thomas B. Jeffery Company of Kenosha, Wisconsin, says that the American public has discovered, through experience, that it takes a certain amount of money to produce a high grade quality automobile that will run without trouble and at low cost over a period of time.

"We have always believed that the American public wanted quality," says Mr. Jeffery. "We have refused to sacrifice quality for price and we will continue to maintain our quality."

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Maxwell advertisement featuring a car image and text: 'Another Maxwell Record', 'Thoughtless or prejudiced people are wont to assert that a light car is necessarily a short-lived car and that it can not stand up under prolonged hard usage.', 'The Maxwell is a light car. It weighs 1,950 pounds and, so far as we know, it is the lightest car of its power in the country.', 'The Longest Motor No-Stop Run in the history of the automobile industry has just been made by a stock Maxwell Touring Car. This record is authentic, the run being officially observed by the American Automobile Association.', 'For 43 days and nights this car was driven over city and country roads, averaging more than 500 miles per day—the engine never stopping, the car stopping only long enough to take on gasoline and oil.', 'This remarkable endurance record disposes finally of the theory that excessive weight means strength. It justifies the use of light weight scientifically heat-treated steels. And it shows that the economy of operation, consequent to the light weight of Maxwell Motor Cars, is not secured at the expense of sturdiness or durability.', 'The purchase of a Maxwell will assure you of the same rugged qualities, the same sterling worth that makes such an enviable record possible. All Maxwell cars are built of one quality and that is the very best we know how to produce. By buying a Maxwell you protect yourself and your investment.'

KING EIGHT CYLINDER 'The Car of No Regrets' The King is the second oldest Automobile in the United States. 1916 model \$1150 King Car Sales Co. 80 S. Cameron St.

Cadillac Standard of the World FOUR Kinds of Cadillac Buyers 1-The man who wanted to pay about \$2,000 and noted the superiority of the Cadillac. 2-The man who would be willing to pay a good deal more than the Cadillac price if he could see that he was getting better value. 3-The man who did not want to go as high as the Cadillac price, but decided that it would be worth it in the long run to have Cadillac quality in his car. 4-The man who could not afford a new Cadillac, but preferred a good used Cadillac to a cheap new car at an equal price. A fifth man—the one who delayed placing his order for the wonderful "Cadillac Eights" until it was too late to get a spring delivery. Crispen Motor Car Co. 413-417 S. Cameron St.

A Used Packard Touring Car--Good Condition \$500 1914—"38" 6-cylinder Packard Touring Car 1913—"48" 6-cylinder Packard Touring Car 1914—6-cylinder Chalmers Touring Car Several good used trucks—One chassis for delivery use Packard Motor Car Co., of Philadelphia Harrisburg, Pa. 107 Market St.

Thermite For Your Radiator Keep It From Freezing. \$1.25 Gallon FRONT-MARKET Motor Supply Co. Both Phones 3690

SEE THIS WONDER CAR We have it on exhibition and hundreds of local users can testify to its remarkable efficiency. Maxwell MOTOR COMPANY, DETROIT, MICHIGAN Over two hundred of these cars were delivered in this district last season. Convenience of time—payments, if desired. All prices f. o. b. Detroit. E. W. SHANK, Distributor 120 Market St.

other. On every hand only the most prosperous of "prosperity" stories are heard among the factory officials in this, the youngest of the world's greatest industries. In addition to the mammoth Coliseum, the Annex and First Regiment Armory are required to hold the display. All decorations and signs are uniform. More than 300 car and accessory manufacturers are represented.

Thirteen Carloads of Reos Out of 38 Now Here

The Harrisburg Auto Company yesterday received the first thirteen carloads of Reos out of a total shipment of thirty-eight carloads. It was the intention of the Reo Company to ship them in one special trainload same as last year's big train, but a scarcity of freight cars made it impossible to se-

MOTHER OF ELEVEN DIES

Special to the Telegraph Rife, Pa., Jan. 22.—Mrs. Lizzie Lenker, wife of Nicholas Lenker, died Monday noon. She was a daughter of the late James Wise. She was 46 years old and is survived by a family of eleven children, as follows: Jacob, Fred, Ray, Guy, Mark, Nicholas, Daniel, Thomas, Albert, Esther, Mrs. Levi Shaeffer and Lizzie, all at home but one. Funeral services took place at Rife Lutheran Church on Thursday morning, the Rev. E. J. Hellman officiating.