

Overland

Both Phones

Distributed In
Central Pennsylvania
BY THE
Overland-Harrisburg Co.
212 North Second Street

Willis
KNIGHT
Sleeve-Valve Motor

FREE BATTERY INSPECTION

The life of a Storage Battery depends upon it being supplied with pure water and electricity in such quantities as to maintain the proper Specific Gravity of the Electrolyte. Our Free Inspection Card, which is reproduced below, may be had for the asking and is good for any make of battery.

**Electric Storage Battery Service
EXCELSIOR AUTO CO.**
Eleventh and Mulberry Streets, Harrisburg, Pa.
HARRY L. MYERS, Manager

This Card entitles the holder to FREE filling and inspection of the Storage Battery in his car.

Issued to

Date.....191

INSPECTION RECORD

Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
------	------	------	------	-----	------	------	------	-------	------	------	------

We are local Distributors for the "Exide" Battery.

BATTERY "Exide" SERVICE

EXCELSIOR AUTO CO.
Eleventh & Mulberry Sts. Harrisburg, Pa.
HARRY L. MYERS, Manager

CAR OWNERS ATTENTION

We are closing out our **ONE** line of Automobile and Motorcycle Tires and offer you the following stock at a 50% saving:

Auto Tires	List	Our Price
1-30x3 1/2 S.S. Plain	\$11.60	\$5.80
2-30x3 1/2 Clin. Plain	\$11.60	\$5.80
3-30x3 1/2 Clin. Non-Skid	\$12.20	\$6.10
1-31x4 Clin. Plain	\$17.95	\$8.97
3-31x4 1/2 Q.D. Non-Skid	\$15.65	\$7.83
1-33x4 S.S. Plain	\$19.05	\$9.53
1-33x4 Q.D. Plain	\$19.05	\$9.53
1-34x4 Q.D. Non-Skid	\$20.35	\$10.18
1-34x4 Q.D. Plain	\$19.40	\$9.70
1-35x4 Q.D. Plain	\$20.20	\$10.10
1-35x4 Q.D. Non-Skid	\$21.20	\$10.60

These prices subject to prior sale.

Motorcycle Tires

1-28x2 1/2	\$7.25	\$3.63
2-29x2 1/2	\$8.00	\$4.00
1-28x3	\$8.80	\$4.40

This is the only time this ad will appear, so take advantage of it at once.

E. Mather Co.
204 Walnut St.

The Largest. The Finest. The Most Modern Garage in City

Shaffer's Garage

Fireproof, well heated and lighted. Main floor, 21,000 feet. Two drive-ways. Modern in every respect. A safe and convenient place to keep your car. Rates reasonable. Phone Bell 3393.

Drive your car in here occasionally for a good wash and polish. Prices reasonable.

46-78 S. CAMERON STREET R. D. LA TOUR, Manager

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.

Buick Sixes Exclusively

\$950 to \$1485, and Buick Trucks with Delco starter, \$1225.

Chevrolet, \$580 to \$780. Federal trucks, \$1800 to \$2800.

ALL PRICES F. O. B. FACTORY

HOTTENSTEIN & ZECH CITY GARAGE
Rear Union Trust Bldg.

Hupmobile's Remarkable Growth in Seven Years

"Quality cars produced in quantities is the aim of the Hup Motor Car Corporation," said President J. Walter Drake of the Detroit concern. "From the inception of the Hup Motor Car Corporation we have always exerted our efforts towards putting on the market a car of quality. We have sacrificed the big profits which we might have had for the sake of building a car of the highest type. We have always wanted to build a car with a reputation and from our first model to our present series 'N' we have succeeded in doing so."

"The first runabout produced early in 1909 was the first low priced car into which were put the high grade material and parts used in only the most expensive cars. In fact some of the parts used in our first cars were adopted from the foreign makers and other American manufacturers followed our lead. As in the first model so in every one since, we have used only the best materials. We have always spent a great deal of money on experimental and development work and have done elaborate testing of our cars before we put them out. We have always been on the lookout for those things which might improve the quality of the car. We have always stood for modernizing and making the business conform to the best possible practice."

"Our financial policy together with the business policy has been not to make large profits per car but to put the money into the car itself and giving the purchaser more for his money."

"We feel that we have been unusually successful and our business has shown a steady and healthy growth. Each year has shown a big increase in business over the preceding year. We turned out something like 500 cars our first season and this has steadily increased until the present time. We have now reached a point where our estimated production of 15,000 cars is so small and we will build at least 20,000 and perhaps 25,000."

"One of the things about the growth of the Hupmobile business has been our inability to keep up with the orders. Ours has always been a production problem. From the time we first started with the small car, our production of \$11,000 until even our present company of \$8,000,000. We have been unable to properly gauge the demand for our cars. Our estimates of the number of cars we could sell has always been too low and we face the same difficulty to-day. All summer long life has been made miserable by the demands of our dealers for more cars but we have been unable to keep up with the demand. We are more than a thousand cars behind the orders for immediate delivery right now. The war has interfered when companies with big production, like ours ordinarily begin storing machines for the big Spring rush."

"And our big business cannot in any way be contributed to war orders. Although we have a big foreign trade which extends to every part of the globe and which was developed before the war broke we have never taken any orders for machines for war purpose."

Oldsmobile Officials Predict Big Export Trade

Light cars of the luxury class will have great success in Europe after the war is over, according to officials of Olds Motor Works, of Lansing, Mich., who have recently made an exhaustive investigation of the European situation. As their argument they cite a recent inquiry received from Germany, offering spot cash if the company would store fifty of its eight-cylinder models, and hold them, until transferred to officials of Germany and the United States had been reopened. The wealthy European is extremely fastidious in the selection of a motorcar, state Olds officials, and so this is the reason for the production of luxury models in quantities of a very advanced design, such as the Oldsmobile Eight, he realized that it would be impossible to buy abroad rather than at home.

Oldsmobile officials, through their export department, are making preparations to take advantage of this turn of affairs. The war has used up practically every car of merit by the time it is over, and consequently there will be a terrific demand for high class machines. Being able to furnish a product fully on a par, both in design and finish, with the most advanced foreign machines, and selling the same at a considerably lower price, they anticipate a record business.

The inquiry for fifty cars for Germany, incidentally, was shelved, the models being needed for home consumption. The new light eight-cylinder weight, high-speed motor, unusually well balanced chassis, and beauty of exterior line and finish, has struck so responsive a chord in the hearts of American buyers that the factory is unable to keep up with the demand. Foreign buyers will have to wait until they are in shape actually to use luxury cars, they say.

Meanwhile, however, no time is being lost expanding the facilities of the plant with the export market, especially that of Europe, in view. A permanent and profitable business lies in store for the company, state the officials, merely for the asking. European manufacturers will have to exert every resource at their command, and adopt American methods of quantity production, if they would have even a show to regain their former markets. That there will be numerous instances of failure in this connection seems well established.

Dodge Brothers' Engineer Heads Engineer Association

At the recent meeting of the Society of Automobile Engineers, the great organization of the men who have developed the motorcar, Russel Huff, chief engineer of Dodge Brothers, was chosen president for the ensuing year.

Mr. Huff is one of the best-known engineers engaged in the automobile business. In the early days of his career as head of the engineering department of Dodge Brothers, he was for 15 years with the Packard Motor Car Company and before this association was engaged in experimental work.

Mr. Huff is responsible for many of the important developments in motorcar making.

DAUPHIN BRIDGEMAN FALLS

Special to the Telegraph

Dauphin, Pa., Jan. 29.—Word has been received by William Irwin that his brother, Charles Irwin, a former resident of Dauphin, had fallen about sixty feet from a bridge on which he was working in Camden, N. J. Mr. Irwin is now in a hospital at Philadelphia, but just how badly he is injured is not known.

GREENHOUSE BOILER EXPLODES

Special to the Telegraph

Abbeville, Pa., Jan. 29.—A boiler explosion at the greenhouses of H. A. Schroyer yesterday afternoon caused considerable damage. The glass in the buildings and many plants were destroyed. There is a loss of \$1,500.

Ten Thousand Grants Demanded by Public

The Grant Motor Company of Findlay, Ohio, is on a tremendous wave of prosperity. Ever since the company was organized two years ago, its factory has been rushed to its maximum capacity. Just recently additions to the factory exceeding 25,000 square feet were announced. At all the auto shows its product is making a great hit.

When the first Grant six-cylinder car was announced for the then extraordinary low price, \$795.00, it was said that a car with such specifications could not be built for any such price and the manufacturers continue in business, but the Grant Company, which is actively directed by President David Grant, assisted by Vice-President George A. Salzman and George S. Waite, general sales manager, not only made a success of it, but in the first year it was announced, but in its second year is manufacturing these on the basis of ten thousand cars a year, bringing it up into the front ranks of the big producers.

The Grant Company made money the first year it was in business, and has the reputation of enjoying extraordinarily low overhead cost. It is the theory of the officers of the Grant Company that excessive overhead usually begin in the office with large salaries paid to the executive company. "In the Grant Company every executive is a stockholder in the company," says Vice-President George S. Waite, "and these men are willing to, and do work for small salaries, preferring to earn their money on the dividends after they have actually made it. The idea of the Grant organization is the 'happy family' idea—a group of men working together with a common purpose with mutual interest and respect for each other, aiming at a common end—to build the best car in the world for the money."

"We need no argument, however, to prove the success of this policy," continued Mr. Waite, "because the Grant Six for 1914 is a practical expression of the possibilities of the idea. The fact the public are demanding Grant Sixes at the rate of ten thousand cars a year, clearly indicates wide appreciation of Grant value."

The Grant Six is built completely in the company's factory. The motor is of the high-speed, overhead valve type of exclusive Grant design. It has notable records for all climbing and fuel economy. It is equipped with a Rayfield Carburetor, an Allis-Chalmers starter and generator, and every detail is high grade.

Conspicuous features of the car are its full floating rear axle, cantilever spring suspension and the completeness of its equipment. The body, which is the modified wing line effect, is exceptionally large and roomy, and beautifully trimmed and upholstered.

Europe Is From Missouri; Must Be Shown Records

Should Eddie Rickenbacher, the famous Maxwell pilot — or any of the other speed demons of premier fame — celebrate his first race of 1914 by rolling 300 miles in two hours, or some such revolutionary figure, the result could not be nothing more than an American record. No such thing as a world's record can be successfully claimed, when the feat is accomplished in the United States, under the sanction of the American Automobile Association.

This strange and anomalous condition arises from the fact that, with characteristic European aloofness, the automobile judiciary across the sea recognizes no performance in America as really authentic.

Despite the fact that many recent American records excel those on the books of the automobile clubs of Great Britain and France, recent compilations of European records do not include them and still refer to venerable European feats as world's records.

The American Automobile Association, after vainly trying to secure mutual recognition which would result in real tables of world's records, has temporarily given up the idea, and modestly refers to all marks established under its jurisdiction as American records — only this and nothing more.

One immediate effect of this condition is to the Maxwell touring car — recently completed, under A. A. A. supervision, a run of 22,023 miles without a stop. The best prior American record was less than 17,000 — to the credit of the Maxwell. Yet, in the eyes of the world, quality merely for an American record and the stolid Britons will doubtfully recognize the record as such, as the world's endurance champion until his record is beaten in the limits of the United States.

Were reciprocal rules in operation, the Maxwell would undoubtedly be granted a world's record certificate. Under the present policy, the A. A. A. can, however, grant merely American certificate of record.

In the meantime, however, there is no occasion for American sportsmen to feel symptoms of pique. Regardless of the technicalities, they have the satisfaction of knowing that the Maxwell — a popular-priced American car — has handily beaten the record of the one particular car on which Europe has relied for exemplification of motor endurance — a car of the highest price and one which bases a large share of its reputation on a nonstop feat, highly creditable but herewith rendered obsolete.

Girl Makes 9,000-Mile Trip on a Motorcycle

"Miss Effie Hotchkiss, of Brooklyn, struck the first nail in the coffin of the bicycle across the continent and back again, is typically American in her love of the outdoors," says Heagy Bros., Harley-Davidson dealers, 1209 North Third street, "and some day hopes to leave her position in a Wall street broker's office to become a successful, practical farmer. She and her mother just completed a 9,000-mile trip with their Harley-Davidson three-speed motorcycle and sidecar that was a thriller in the number and variety of incidents experienced."

"A crack shot with an automatic revolver as well as an expert motorcyclist, the transcontinental trip had no terrors for Miss Hotchkiss. Her mother did not enter into their plans — unless she may have been considered somewhat when Miss Hotchkiss included her 32 caliber automatic in the equipment. They started across the continent last May with no more fuel than if they were going no farther than the corner grocery for the day's marketing."

"Their experiences in the mountains, on the plains and in crossing the Mojave desert going west and the Nevada and Utah deserts on the return trip reads almost like fiction. Many nights they slept out under the stars, rolled up in their blankets and feeling as safe, they declare, as in their home at 5900 Fourteenth avenue, Brooklyn."

"Miss Hotchkiss, a tall, well muscled girl, knows how to handle rod and gun equally well. But it is with her 32 caliber automatic that she excels. She kept in practice on the 9,000-mile trip shooting coyotes and rattlesnakes — frequently astonishing westerners by her marksmanship. Throughout their entire trip they were treated with courtesy and from every standpoint enjoyed the outing so much that they already are making plans for another big trip."

MRS. E. A. PFLIEGER BURIED

Special to the Telegraph

Dauphin, Pa., Jan. 29.—Funeral services for Mrs. Edward A. Pfeleger, who died on Tuesday at her home in Williamsport, were held yesterday at the United Brethren Church at Rockville. The Rev. Clyde Lynch officiated and several selections were sung by the choir. The pallbearers were Mr. Shinto, Alfred Cristman, Mr. Alkerns, William Straw, John Turns and Cyrus Novinger. Burial was made in the Heckton Cemetery.

Indian Chief Tomahawks boy in Boston Street

Special to the Telegraph

Boston, Mass., Jan. 29.—In sight of a number of persons who breathlessly watched the operation, Blue Sky, an Indian chief, tomahawked Paul Quirk, an eight-year-old boy, inflicting several scalp wounds, which may prove dangerous.

The chief stated that he had been attacked by a large number of children who were pursuing him, and in an effort to get away from them he used his tomahawk. Blue Sky says that he lost control of himself, and even at that, he had no desire to harm the children.

POOR MAN'S LOAN SUGGESTED FOR DEFENSE

Special to the Telegraph

Washington, D. C., Jan. 29.—A "poor man's loan" to raise funds for an army and navy capable of defending the country in any emergency was proposed yesterday in a statement by Perry Belmont, a director of the Navy League of the United States. Mr. Belmont suggests that bonds be issued in denominations as low as \$20, so that the imperative demands of national defense may be met immediately.

MARSHAL FURNACES IN BLAST

Special to the Telegraph

Newport, Pa., Jan. 29.—After being idle for several years, the Marshall furnace, located here, has been placed in blast and is now turning out large quantities of iron.

Reasons Why We Sell Reos Only

We have been in business fourteen years. Our business has increased from one car a year to about a thousand a year. We have handled sixteen different makes of cars during these fourteen years. We guaranteed every make of car we ever sold. We started a cost sheet for every car as soon as it was sold and at the end of the year this cost sheet told us whether we had made or lost money. Now we only handle the Reo car. The Reo is the only car we have handled for years. The Reo is the only car we will ever handle. One reason is that the cost sheet and the guarantee on the Reo car was the lowest of all. Another reason is Reo owners came back for other Reo cars. The same Reo owners told other people how good the Reo was. Some newspaper advertising and a lot of satisfied customers added to the trick. Our customer told his friend that we played the game straight. Our customer has, by telling his friend that we were right, got the benefit of a more liberal guarantee by saving us expensive advertising. We deserved these recommendations because we had lived up to our guarantee. We want you to be one of our customers. We have 311 customers already for 1916 and will make it a thousand if we can get the cars. We guarantee a Reo car a year free of repairs. We live up to our guarantee. We go beyond our guarantee. We have seventy-seven carloads stored to take care of your wants in the Spring. This is not nearly enough but will help some. Won't you be one of our customers?

HARRISBURG AUTO CO.
THIRD AND HAMILTON STREETS

Both Phones

New Reo Six, \$1250
F. O. B. Lansing, Mich.

2-Ton Truck, \$1050
F. O. B. Lansing, Mich.

Rancher Says Roosevelt Is Chuck Full of Sand

New Orleans, La., Jan. 29.—Howard Eaton, native of Pittsburgh, but now a ranch operator at Wolf, Wyo., said here that Theodore Roosevelt had more sand than any other person in the United States; that his grit was wonderful, and by way of illustrating he told the following story:

"The first time I ever saw Roosevelt was in 1882, when he came out to stay at my place," related the ranchman. "He was a pale, slender young fellow with sandy sideburns. I'll never forget the first time he started to ride one of those bucking bronchos. It tried to use him to make a hole in the ground, but that didn't daunt Teddy. He'd jump up, shake his head, grind his teeth and take another try. I never saw a fellow with so much sand."

Special to the Telegraph

CRISPEN MOTOR CAR CO.
413-417 S. Cameron St.

Cadillac
Standard of the World

The Garage that has thrown away the key—Open Day and Night.

KEYSTONE MOTOR CAR CO.

The Keystone Motor Car Co. operates a complete Repair Shop. This is an organization of several departments manned by experts and equipped with all the latest machinery to completely repair and overhaul any motorcar.

PAINT REPAIR UPHOLSTER RETOP REBUILD RESTORE

We Autos

Complete Repair Shop

The departments are under the management of C. H. Barner. Each department is directed by a competent head. The Keystone Organization is therefore able to handle any business in the automobile line, from the furnishing of high-grade pleasure cars and serviceable commercial machines to repairing minor parts, in a quick and business-like manner.

CALL AND GET AN ESTIMATE

Keystone Motor Car Co.
1019-1025 Market Street
Chalmers Dodge Bros. Detroit Package Wagon