This Powerful Engine Pays for Itself in Lengthening Its Own Life ¶ If a motor hasn't the power to do things easily it strains itself every time it is called on for hard duty even if it does just "get by"—like a weak heart on a long flight of steps. This straining is the hardest kind of wear on a motor. It hastens depreciation. The 1916 Six-Thirty has all the power the car's weight and carrying capacity can demand under any normal motoring conditions—and then some. WHEEL Q Continental-Moon 30-H.P. six-cylinder motor—3½x4½, cast en bloc with new type removable cylinder heads. 118-inch wheelbase. New convex-side body design. Stewart patent vacuum gasoline feed system—tank in rear with gauge. Genuine tan Spanish leather upholstery. Silk mohair one-man type top. Q Fully equipped, including 1916 Delco starting lighting and ignition system with new switch. BASE ing, lighting and ignition system with new switch having ammeter on dash—\$1195. -See the Car-AT THE AUTO SHOW FULLY MARKET STREET WINDOW EQUIPPED Built by Moon Motor Car Co. St. Louis, U. S. A. STANDARD MOTOR SALES CO. 1103 NORTH THIRD STREET

MR. HARRIS BURG **AGAIN SEES SHOW**

Crowds Throng the Various Exhibits; Real Business in Evidence Everywhere

There's a new malady in the city just at this time of the year. Graybearded diagnosticians have traced the disease to an apparently innocent little bug which has been known to the layman as an auto bug. Mrs. Harris Burg and myself have both felt symptoms of the disease recently but Monday evening we both exposed ourselves to further innoculation when we attended the splendid automobile show in the Emerson-Brantingham building. Neither the Mrs. nor myself cared to forgo the pleasure of another evening among the exhibitors so we resumed our tour of inspection where Father Time overtook us the

where Father Time overtook us the evening before.

Arriving at the door, however, we found the crowds again as large as the evening before, and judging by the number of order blanks and fountain pens in evidence, then this show is a real business producer.

Our first pause of the evening was before the Maxwell exhibit with E. W. Shank in charge of affairs. What Ed didn't tell us about "keeping up-keep down" isn't in the book. "This little bus here," pointing to a five-passenger Maxwell, "will give you more miles to the gallon of gasoline than any car on the market and she'll cost you only \$655 just as you see her there." We liked his little pet, but were determined to see what the other fellow had to say.

We then ran across our old friend.

we fixed his little pet, but were determined to see what the other fellow had to say.

We then ran across our old friend George McFarland, the man with the Reo. He filled our hands with Reo line.

"If you're looking for a car that will stand up under all conditions, one that has comfort, luxury and style and a mighty interesting price let we give you a demonstration just to show what this little baby will do." I had to hand it to Mac; he's' right there with the line of talk that results in sales. Otherwise, he couldn't be the longest Reo distributor between New York and Chicago. And then he showed us the new Boyer Joy Giving Car, a Reo, which has just arrived in the city. Colonel Boyer was in charge and was tickled to pieces with his new acquisition.

Our next visit was to the exhibit of



You Can Now Get the Big Comfortable 35 Horsepower Overland for

En bloc 35 horsepower motor Electric starting and lighting system Electric control buttons on steering column Four inch tires

Demountable rims; with one extra 106-inch wheelbase Deep divan upholstery One-man top; top cover

Model 83 B

With unerring judgment of value-With a rush that swallowed up a record production in jig time-

The public took more than 50,000 of the \$750 Overlands in six months.

In six months we've absorbed all the overhead; absorbed all the development expense; realized on all the experimental cost that is usually spread over a year.

We covered our material requirements at before-the-war prices—saved three and a half million dollars on aluminum and another million on

We have increased our production capacity of 300 cars per day last June to 1000 cars per day.

So again we have broken all records. Again we have planned and bought material for a bigger production program.

And again we are setting a new and supreme standard of value-

You can now buy the big, roomy, comfortable, thirty five horsepower Overland for \$695.

Here is the value which has clearly dominated the automobile market for the last six months—now made even more clearly dominant.

Here is the car with a performance record never even approached by any car of its size ever built—fifty thousand in every day service.

AT THE SHOW

And though the price is reduced the car is improved.

It has an up-to-the-minute power plant, en bloc type, developing full thirty-five horsepower. It has abundant power and speed and an exceptionally quick get-away.

The value is pre-eminent-unapproached.

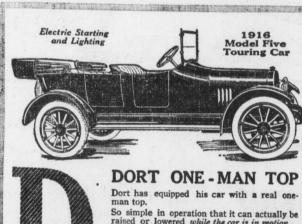
We guarantee that the price for this model will never be lower.

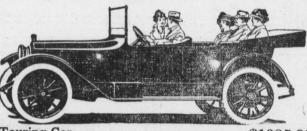
But this price reduction is made in the face of a rising material market— we cannot guarantee that it will not be

See the Overland dealer now-anticipate your requirement if need be but make sure of your delivery now.

The Overland-Harrisburg Co., 212 North Second Street

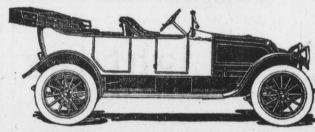






Touring Car \$1085.00 F. O. B. Detroit 1085.00 Roadster

WE Believe the Hupmobile to be the best car of its class in the world—and what we believe the owner knows.



Touring Car Roadster

\$1950.00 \$1900.00

20 miles to gallon of gas. 1046 miles to gallon of oil. 8,000 to 20,000 miles on set of tires.

Most economical car in the world.

WHITE TRUCKS

On Exhibition at the Auto Show

DART TRUCKS

Salesroom: 3rd and Cumberland Sts.

Service Station; Green and Cumberland Sts.