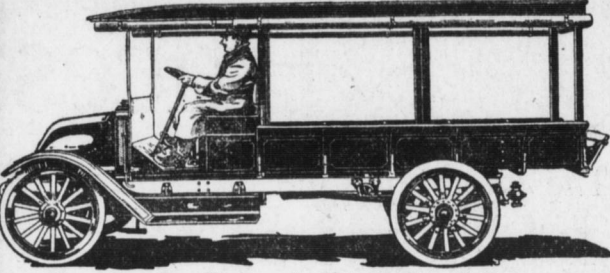


# Big Truck Exhibit At No. 619-21 Walnut St.



More than Ten Thousand (\$10,000.00) Dollars was the Tuesday, February 22, and all sales were repeat orders from amount of International motor truck sales at this headquarters, firms knowing the high quality SERVICE and low up-keep expense of International trucks.

The basis of International Motor Trucks—SUCCESS IS SERVICE.

The leading business firms to-day admit the superiority of the International line and will pay you to see them now on exhibit at 619-21 Walnut street.

All models furnished with low wheels, solid or pneumatic tires.

**International Harvester Company of America**  
(INCORPORATED)

Motor Truck Department, 619-21 Walnut St.  
Other branch houses at Pittsburgh, Philadelphia, Elmira, Baltimore and Parkersburg.

## SMALL CAR AND ITS ADVANTAGES

President of Willys-Overland Co. Tells of Its Economy and Light Upkeep

The tendency on the part of automobile buyers to favor small, light cars this year is said to be due not so much to the fact that the small car cost less than the big, heavy machine at the start, but that in the long run it is a much more economical investment.

According to John N. Willys, president of the Willys-Overland Company, the small car virtually pays for itself when figured on a mileage basis and compared with the upkeep and maintenance cost of a big car.

"It is an established fact that the life of an automobile is not dependent upon its size or cost," says Mr. Willys. "The modern motor car of to-day is built to give long service, regardless of whether its initial cost runs into hundreds or thousands of dollars. In other words the majority of cars average about the same distance in the final count whether they be large or small.

"Granting this to be true, let us take as a basis to work upon a certain number of miles—say 50,000. This figure does not represent the life of a car but it will answer the purpose for comparing a few of the different maintenance costs between the small and large models.

"The big car, owing to its extra weight requires larger tires than are necessary for a smaller, lighter machine. The actual size of the tires depends on the car itself, but to give a concrete example I will take a 34x4 inch size for the big car and a 31x4 inch for the smaller car, assuming that under ordinary usage a set of tires will last for approximately 5,000 miles, nine new sets would be required by the owner in 50,000 miles of driving. The difference in cost is not very much—approximately nine dollars on each set—but it represents a saving of \$81 to the owner of the smaller machine.

"The smaller car also is more economical in its consumption of gasoline. In fact, I believe the unusual demand for the smaller type of car is due to a large extent to the present high price of fuel. In a number of cities gasoline prices have soared to twenty-five cents a gallon and even higher. But no matter what the price is, the cost of fuel consumption is proportionately less with a small car than with a big one.

"The average small car will travel about 20 miles on a gallon of gasoline and the larger cars from 10 to 15. Keeping to our original figure of 50,000 miles, this means that the small car will consume 2,500 gallons of gasoline while the big car is using approximately 3,400 gallons. The difference of 900 gallons large amount when figured at 22 cents per gallon amounts to a saving of \$198 for the smaller car.

"The value of the larger car also depreciates much more rapidly than the smaller, medium priced vehicle. At the end of 50,000 miles a car that originally sold for two or three hundred dollars more than another, will bring, perhaps fifty dollars more in the second hand market.

"All things considered it is pretty safe to say that the smaller car actually pays for itself when both first and second costs are figured up and compared with those of the big car.

"While it is true that a number of car owners may not trouble themselves about the price of gasoline, the situation now is fairly serious and if the high price continues we will be paying twice as much for this item as we did last year. The large majority of buyers do not care about spending more money than is necessary to produce a similar result.

"The trend toward the smaller and more economical car is particularly noticeable at the Overland factory. Dealers throughout the country are demanding shipments of the smallest Overland, Model 75, which since its announcement has proved to be the most popular model we have yet exploited. Its completeness of equipment and fine appearance, combined with low upkeep costs, are attracting many buyers of larger cars who have never before been considered prospects for a car of this price class. It is simply another evolution of the industry and one for which we were well prepared."

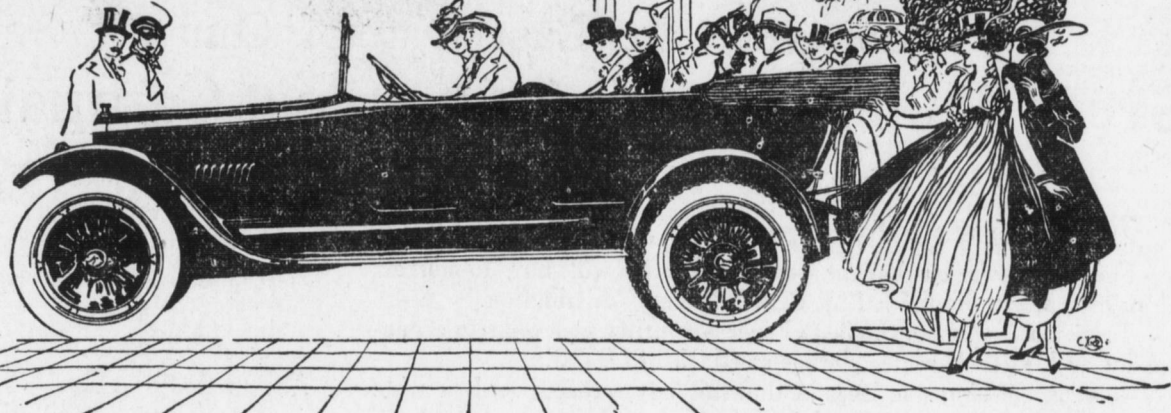
### Hupmobile Service Guide For Stations on Routes

Another big feature has been added to the Hupmobile nation-wide service plan which has been the most practical innovation that the automobile manufacturers have inaugurated during the present selling season. The latest addition to the Hupmobile service plan is the "Touring Guide" which is a handbook issued for the benefit of all Hupmobile owners as well as dealers, distributors and service representatives.

The "Touring Guide" will contain the names and locations of the thousands of Hupmobile service stations throughout the United States and Canada, so that the owner of a Hupmobile, when touring throughout the country, will know just where he may find an authorized garage or dealer to look after his machine.

Show Rooms  
121  
South  
Third  
Street

## The New and Greater CHANDLER SIX \$1295 F. O. B. Cleveland



## We Cannot Describe the Beauty of the New and Greater Chandler

If you have seen the new Chandler touring car body you understand why we do not attempt to describe it. If you have not seen it come in today and get a new idea of motor car beauty.

This new touring car is the most beautiful car of the year. There can hardly be any argument as to that. Someone having reason to be biased might dispute this, but you are unprejudiced—you will look with open mind for grace of line and beauty of finish—and you will agree with what countless thousands at the automobile shows have said very positively. They have said the Chandler is the most beautiful car of the year. So come in and see.

The walnut-paneled tonneau cowl has pleased the public everywhere. It will please you. It gives the car a very unusual air of complete finish. It reflects, too, the thought which the Chandler Company gives to details throughout the car, inside and outside. And remember this, any type of

touring body other than the Chandler tonneau-cowl type will be old-fashioned and out of date before the season is over. The old style design, with the backs of the front seats projecting abruptly above the body, looks odd even now.

Come see the Chandler. You will be delighted with the style of the car and you know now that you can depend on it mechanically—depend on it for all the power, speed, flexible control and day-in-and-day-out service that you could ask for in a car at any price.

For the Chandler chassis, distinguished by the Marvelous Chandler Motor, has been proven right through three years of service in the hands of thousands of owners. It is free from any hint of experimentation, free from any hint of untried theory.

In spite of higher prices of all materials entering into it, the Chandler is still noted for high quality construction throughout and the finest equipment.

Seven-Passenger Touring Car - \$1295  
Four-Passenger Roadster - \$1295

## At the Auto Show Andrew Redmond Both DISTRIBUTOR FOR CENTRAL PENNA. PHONES

Third and Boyd Sts., Harrisburg, Pa.

Chandler Motor Car Co., Cleveland, Ohio

### Cadillac An Example of Neatness in Design

An example of the successful efforts of motor car makers to simplify the exterior appearance of their cars, is noted in the Cadillac Eight.

Among points which may be cited is the manner in which the frame of the windshield is set into the corners of the cowl and securely anchored, thereby eliminating the necessity for stay rods or braces. It is also observed that the running boards are

perfectly clear, the battery box being concealed in a compartment behind the dust shield alongside the running board, on one side, and the detached accessories such as wheel jack, tire hose and gas tank filler on the opposite side.

Another point is the manner in which the side lamps are designed and attached, which does away with the exposed wiring. The latter not only contributes to neatness in appearance, but by thus concealing the wires they are protected from the weather, and the probability of damage from other sources is removed.

### 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 MOON Six-Thirty

has all the power the car's weight and carrying capacity can demand under any normal motoring conditions—and then some.

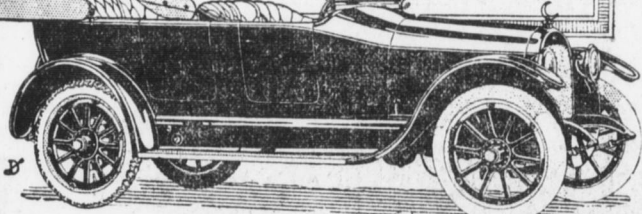
Continental-Moon 30-H.P. six-cylinder motor—3½x4½, cast en bloc with new type removable cylinder heads. 118-inch wheelbase. New convex-side body design. Stewart patent vacuum gasoline feed system—tank in rear with gauge. Genuine tan Spanish leather upholstery. Silk mohair one-man top.

Fully equipped, including 1916 Delco starting, lighting and ignition system with new switch having ammeter on dash—\$1195.

—See the Car—

AT THE AUTO SHOW  
MARKET STREET WINDOW

Built by  
Moon Motor Car Co.  
St. Louis, U. S. A.



STANDARD MOTOR SALES CO.  
1103 NORTH THIRD STREET  
DISTRIBUTORS

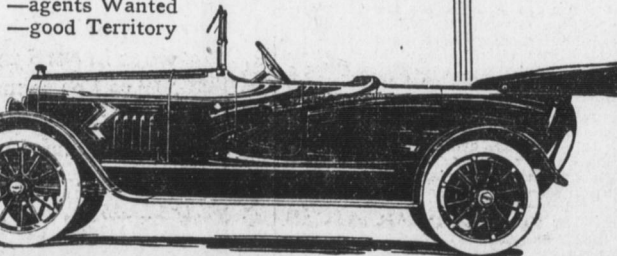
## Enger Twin Six, \$1095

The first popular-priced Twelve. The car that has taken the country by storm. The car that fulfills every desire of motorcar lovers. Beauty, comfort, power, flexibility, smoothness. The Enger Twin Six has all of these and more. It contains everything you need or want in a motorcar—yet it sells for only \$1095.

Twin Six—12 cylinders.  
2½-in. bore, 3½-in. stroke.  
Valve-in-Head Motor.  
Develops 47-50 H. P.

Cantilever Springs.  
115-inch wheelbase.  
Pure yacht-line body.

Electric lights.  
Electric starter.  
Complete in every respect.



ENGER MOTOR CAR CO.  
131 South Third Street

H. DeHART, Manager.

Both Phones

There are now over three thousand official Hupmobile service stations which are designated by a large Hupmobile service sign. These signs are adequate in showing the owner the stations in his own community, but a man on a road would have no way of knowing just where to find a regular Hup station.

In order to increase the efficiency of this nation-wide plan, the Hupmobile Motor Corporation has decided to issue this guide. It will also contain valuable information of every kind which is needed by tourists, such as road regulations, fare of the car, tires and various accessories.

### High Grade Car Demand Now Greater Than Ever

Regardless of the great quantities of lower-priced cars that are being marketed, there is a tremendous shortage in cars of the strictly highest class. Lee J. Eastman, manager of the Packard Motor Car Company of Philadelphia, says that the demand for high-class cars is not only unprecedented, but there may not be enough to go around. It was thought several months ago that the increased output of the Packard factory, which accompanied the introduction of the twelve-cylinder Packard "Twin-Six," would provide ample cars for all demands. Now it seems that even this addition to the production of high quality automobiles is less than is required.

Mr. Eastman thinks that, while the present condition is partly due to a healthy growth of the trade and a natural tendency among buyers to possess high-grade cars, it also has been greatly affected by the introduction of the twelve-cylinder car itself. He says:

"It is quite apparent that the introduction of the Packard 'Twin-Six' has met with the approval of the highest class of buyers. Earlier in the season our salesroom was clogged with patrons clamoring for deliveries and even now, when the factory has practically caught up with its manufacturing schedule and cars are coming through on time, we are still faced with an undoubted shortage for the season.

"When the Packard company sized up the situation and introduced the twelve-cylinder car, there was a good deal of excitement in the high-class trade at the audacious move. The way the car has performed, the way in which the trade has responded, the introduction of other twelve-cylinder cars, and the reports of others still to be introduced, all show that we not only were right, but had made a very important advance.

"The lack of importance of English and French cars may have had a slight effect on the sale of domestic high-grade cars, but not to any appreciable extent. The sale of foreign cars within the past few years has been very limited anyway. Consequently, the present shortage of high-grade cars can only be attributed to the above reasons, and I really think that, among them all, the introduction of the 'Twin-Six' is the most significant.

"Now that the allotment of closed

cars is almost entirely contracted for, we anticipate a great rush for open cars of all styles just as soon as the weather moderates. In fact, I am positive that we will have demands for several hundred more 'Twin-Sixes' than can be supplied this Spring."

FORMER PATROLMAN DIES  
Charles C. Chancey, former city patrolman, serving during three administrations, and a Spanish-American War veteran, who died Sunday at his home in Mechanicsburg, was buried yesterday. He is survived by his wife and two children.

"THE CAPTAIN OF PLYMOUTH"  
Special to the Telegraph  
Duncannon, Pa., Feb. 25.—Pupils of the Duncannon high school will give a play, "The Captain of Plymouth" at the Photoplay theater this evening.

# DORT

## Dort's Rear Axle

An automobile moves by power being applied to its rear wheels. In turning corners the outside wheels must naturally travel further and faster than the inside wheels.

To permit this without loss of power automobile engineers have provided a series of rather complicated gears, so arranged as to always allow the outside rear wheel to run free when corners are turned. These gears are located in the center of the housing which supports the axle shaft.

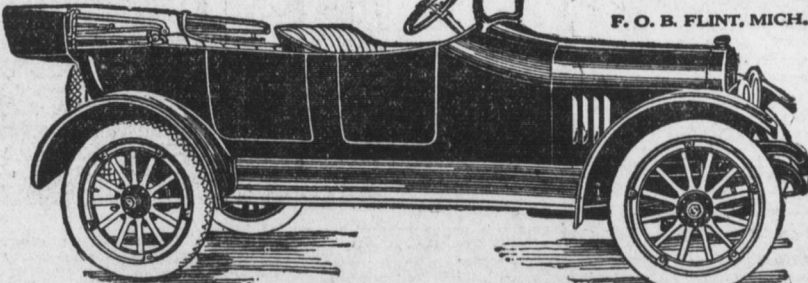
There are eight of these gears ranging in size from ⅞ of an inch face to 1¼ inches. The pressure coming on these gears runs into tons. The load carried by the little ⅞-inch gears is as heavy as that carried by the big ones. All of these gears must be held in perfect mesh or the axle will be noisy. Dort puts strength into his rear axle by using the finest chrome nickel steel gears procurable and by double heat treating each part.

Dort gets silence in his rear axle by supporting these gears and their shafts on 6 sets of the finest ball and roller bearings that money will buy. The result is a rear axle that is as nearly perfect as engineering skill can make it. Like every other part of the Dort car the Dort rear axle is built for all kinds of hard use.

Investigate the Dort before you buy a car.

Electric Starting and Lighting  
Demountable Rims  
Fully Equipped

\$650  
F. O. B. FLINT, MICH.



THE SHOW ENSMINGER MOTOR CO. THIRD AND CUMBERLAND STS.