

### IMMENSE FREIGHT INCOME AT PLANT

#### Overland Company Has Police to Patrol Docks Where Material Is Unloaded

Among the curiosities of the automobile industry are the three horses used in patrolling the grounds of the Willys-Overland automobile plant at night. These are the only horses ever seen on the great plant.

The 16,000 employees of the Willys-Overland Company who travel to and from the automobile factory every day utilize about every known means of transportation that the city affords. Trolley cars, automobiles, bicycles, motorcycles and jitney buses all carry their quota of passengers to the plant, but even in this maze of power-driven vehicles the horse is seldom, if ever, seen.

But after the whistle blows at night and the army of day workers have departed for home the three horses make their appearance entering the grounds along a footpath at the rear of the factory. They are the mounts of the Overland night watchmen, who keep in touch with forty-five other men stationed around the freight yards and factory buildings. Throughout the night they police the great Overland property and it is said to be next to impossible to get through their sentry lines without being challenged.

This system of protection is imperative owing to the huge quantities of material that come into the plant at all hours of the night. The dockage facilities for taking care of inbound freight extend over a distance of 4,900 feet.

Some idea of the volume and value of freight received at the Overland can be gained from the fact that during the year 1915 the company paid out over \$80,000 for freight charges on inbound shipments alone.

There are seven and three-quarter miles of railroad tracks on the Overland property and over three miles of storage of loading platforms, houses of the plant proper. As the automobiles are made ready for shipment they are run out onto any one of a number of loading platforms, houses in the freight cars that are waiting for them, and started on their way toward the main lines that carry them to all parts of the world. The loading platform for outgoing shipments if joined together and extended in a straight line, would make a runway 6,000 feet long.

Looming up in the center of the rail road yards is a watch tower that overlooks the entire system of tracks. From this point of vantage one night watchman can detect any suspicious characters who may be lurking around and by signaling to his mounted assistants have a guard on the spot almost immediately.

Before the day workers start operation in the morning these watchmen disappear and the last seen of the three "night raiders" is when they leave the factory grounds through the little gateway at the rear.

### Motor Truck Has Developed a Remarkable Industry

In discussing the rapid growth of the industry, Lee J. Eastman, proudly referred to the seven years manufacture of the Packard Motor Truck, which has grown from an annual output of 25 Trucks to 4,411. It is indicative of the modern business man's endorsement of the motor vehicle as a vital necessity in solving his transportation problem.

Manufacturing facilities and improved methods of production have had to keep pace with such a growth. The present high efficiency in production is evidenced in every department of the process: from the handling of raw materials to the painting of the completed truck. The steel for the truck frames is unloaded direct from the freight car into the door of the frame erecting shop. Transported by power driven cranes, it is conveyed to its first station on its journey through the plant, without loss of time or effort.

Castings and machine parts for the working units are handled in the same manner: the rough casting or forging starts through the long line of machines that perform the various operations and comes out ready for assembling at a common center. There, as a part of an individual working unit, it meets the incoming frame. By an ingenious system of progressive handling, allowing hardly a pause in the forward travel, the various units reach the paint shop and final inspection departments as a complete truck, ready for service.

Every progressive step in manufacture means a corresponding increase in the quality of the truck. For example: the modern automatic machinery provides an accuracy in tooling, far superior to the old hit-and-miss hand method, besides insuring that absolute standardization of parts which cuts down the repair and replacement bills of the truck owner. Profit spent by the manufacturer in engineering researches, improved equipment and advance factory methods, makes possible an increased output, and results in paying back into the hands of the public, increased value in the goods delivered.

### Overland Company Receives 2,243 Car Orders in One Day

On Tuesday, March 21st, another record was broken at the big Willys-Overland factory, Toledo.

On that day, orders were received for 2,243 cars, the greatest daily record for orders yet established by them.

The fact that it was not a contracting time when distributors of these cars place yearly contracts, but merely a normal day's demand for immediate shipments gives some idea of the volume of sales handled by that company.

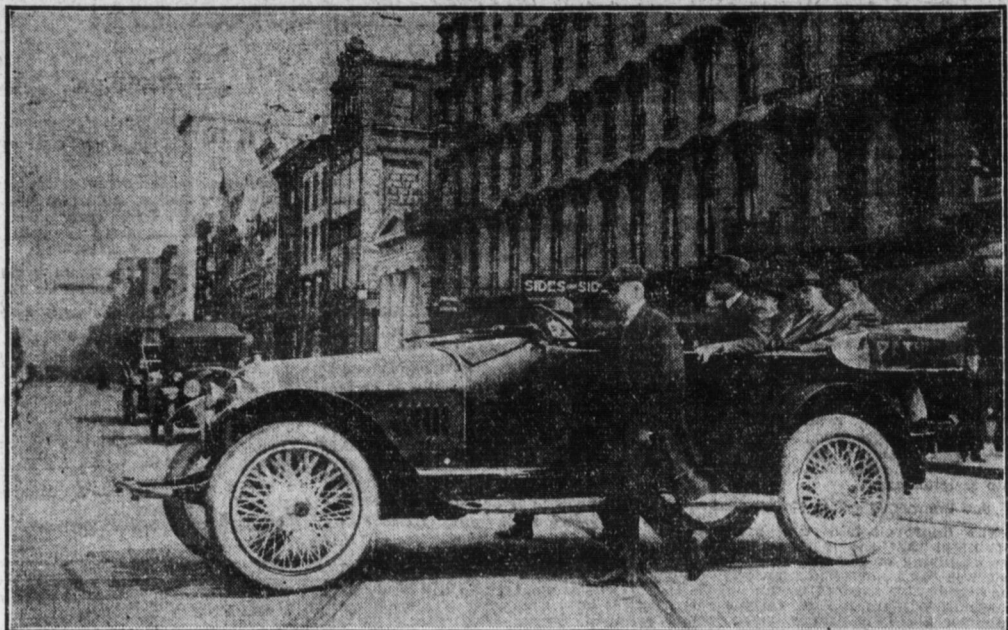
Manufacturing and distributing 260,000 cars for 1916 is no small task, but with the current demand it now seems certain that there will, if anything, be a scarcity of Overland and Willys-Knight cars in spite of the largely increased production. More than 16,000 men are now employed at the Toledo plant.

### Public Notice

Charles H. Mauk, undertaker at Sixth and Kelker streets, wants it distinctly understood that he has never had any business association whatever with the firm of T. M. Mauk & Son of 1523 North Third street, whose bankruptcy has been announced. Charles H. Mauk has been established as an undertaker at Sixth and Kelker street for twenty-five years, and is thankful for past business extended and hopes to be of service for a great many years to come at the usual place. Charles H. Mauk, undertaker.—Advertisement.

REMOVED TO BALTIMORE  
New Cumberland, Pa., April 1. — Thomas Lipp, former proprietor of a Third street restaurant, had his household goods shipped to Baltimore yesterday. Mr. Lipp sold his property in Market street to Morvin Miller, of York.

### CAR THAT MADE SHOW SPEED TEST



The Pathfinder car that circled around Market Square Saturday noon at a speed of half a mile in half an hour on high gear, is shown above. Frank W. Kuhns, an engineer from the factory walked slowly beside the car and simply touched the wheel occasionally when necessary to turn. This was a special feature arranged to demonstrate the flexibility of the twin six during Pathfinder week in Harrisburg.

### Hupp Official Former Consul General at China

Chas. Denby, vice-president of the Hupp Motor Car Corporation, sails March 25th from San Francisco on the Tenyo Marie for a six months visit to China. Mr. Denby, who was formerly United States consul-general at Shanghai, has numerous interests in the Orient. He is considered one of the best American authorities on China as he lived in that country for 22 years. He served in many official capacities, including that of secretary general during the Boxer revolution and was for several years American adviser to President Yuan Shi Kai, when he was viceroy of the province of Tientsin.

### Special Consideration For Women's Comfort

A woman is the critical automobile buyer to-day, according to R. J. Church, sales manager of the Pathfinder Motor Sales Co. "A woman wants a low, easy step into the car, a door wide enough for comfort, a seat which fits the curve of her back when she settles herself into a corner, a firm yielding support, not a seat from which one is continually slipping and sliding, states Mr. Church. "These points have received special consideration in the making and manufacturing of the Pathfinder Twin

Six which is a woman's car. For instance, the rod which is used as a foot rest is not rough material and will not injure the most expensive slippers. The floor of this wonderful car is not cluttered up with rods and brackets to stumble over. A clear floor is much easier to keep clean from mud and dust. We realize a woman wants her car to have the necessary equipment for service and comfort."

### Don't Buy Your Car Before You See the Newest "The Sun"

LIGHT SIX, \$1095

Built by selected expert mechanics and builders who have, for many years, built one of the high grade \$1500 cars. Built by a company of \$ million dollars capital to back up their assertions that they will save you \$400 and give you just the quality of material and grade of workmanship of which you can be proud. Won't cost you anything to look it over. If you have bought you may have a friend who can profit by this offer.

Live, local agents wanted in five nearby counties.  
**PENN AUTO SALES CO.**  
58 S. CAMERON ST.  
Bell Phone 1468-R



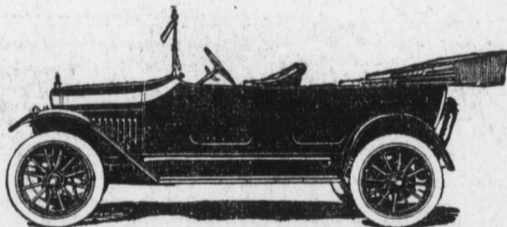
### Leadership

LEADERSHIP, after all, gravitates to the fittest. And Service must ever be the measure of that fitness. When a man ceases to serve his community, his fellow-men, his value is lost. So it is with motor cars.

In one of several automobile classes the Maxwell aims and always has aimed to give that full measure of service which shall proclaim it a leader. Every effort of our organization has been toward that end.

Economy, efficiency, beauty and comfort—these are the qualities dignified by an inbuilt honor, to which Maxwell service is sequel. And these are the qualities that have set the Maxwell apart, and, in its class, marked it with the seal of distinction.

Maxwell Motor Cars are honest, worthy products. They are made by folks who have not attained absolute perfection, but who strive earnestly to maintain the eminence and good will they have earned.



One chassis; five body styles

- Two-Passenger Roadster, . . . \$635
- Five-Passenger Touring Car, . . . 655
- Touring Car (with All-Weather Top), 710
- Two-Passenger Cabriolet, . . . 865
- Six-Passenger Town Car, . . . 915

Full equipment, including Electric Starter and Lights. All prices F. O. B. Detroit

# Maxwell

MOTOR COMPANY, DETROIT, MICHIGAN

MAXWELL MOTOR CARS are sold in Harrisburg by our distributor

## E. W. SHANK

107 Market Street Bell Phone 366

### Super-Six Built For Endurance, Not Speed

When the engineers of the Hudson Motor Car Company designed the patented Super-Six motor, they did so entirely with the idea of getting great reserve power and endurance. Speed did not enter into their calculations. It was only after a car has been tried out on the road test, that their curiosity was aroused. On the road it did at times 73 miles an hour. The question naturally arose as to what it could do on a track.

In the latter part of November a Super-Six, absolutely stock, was shipped to the Sheepshead Bay Speedway, New York. E. Edwards, of the American Automobile Association, was on hand to see what the Super-Six could do. It satisfied the curiosity of Hudson company officers by creating new speedway records up to 100 miles. In addition it created a new one hour record regardless of class. It did 100 miles without a stop in 80 minutes, 21.4 seconds. In one hour speed test it covered 75,889 miles. Its highest average rate per hour was 76.75 miles.

More gratifying still to Hudson officials was the endurance shown by the Super-Six in these tests. In all it ran about 1,350 miles at a speed exceeding 70 miles per hour. The engine was taken down at the factory. Not a trace of wear was discoverable on the bearings.



"ROUND" FIREPROOF GARAGE  
10x14 feet, painted  
f. o. b. factory, . . . \$71.00  
24-gauge Steel—Rear Window Wire Glass  
C. FRANK CLASS  
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### Used Motor Cars

Come in and look them over.

Largest Stock In Central Penna.

All overhauled and repainted and guaranteed in good running order.

## Ensminger Motor Co.

Green and Cumberland Sts. Bell Phone 3515

# PULLMAN

## \$740

Factory at York now making 35 cars a day.

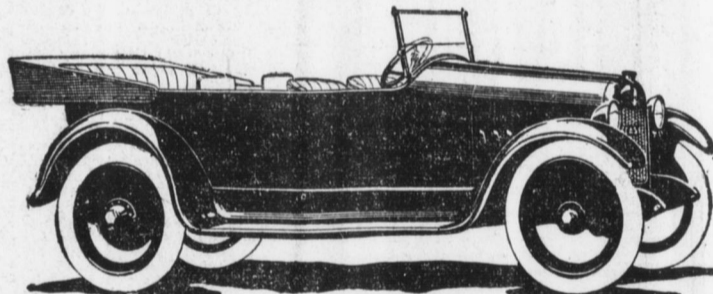
How would you like a free trip to the factory and see your car made?

### BENTZ-LANDIS AUTO CO.

DISTRIBUTORS FOR

Pullman and Jeffery Pleasure Cars and Jeffery, Standard and Vim Trucks

### The New Case 40—\$1090



## Inherited Merit

The new Case 40 has the basic engine that bestowed upon Case the title of "The Car with the Famous Engine." Yet there are many new features—many natural evolutions.

So, more than ever, men may still place their absolute faith in this famous engine. Full power is there—like-wise genuine simplicity, flexibility and real economy. Come in and study this engine and its many apparent excellencies. See where we have spent where others must save.

After you know this new Case 40, then go up and down the scale of prices and make comparisons. You can count on the new Case 40 and the name behind it, as guaranteeing all that is sane and practical—a factor not to be overlooked in these days of innovation. For the car is deliberately built on a high mileage basis. Come in and study the

car—the more you know about it the better we shall like it. It will show you how many features we include that are found only in higher priced cars.

We can justly call it the 100,000 mile car. We want the opportunity to show you the new Case 40 at \$1090, and explain its many features not found in other cars at its price. Today?



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