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The Standardized Car

One has at all times a feeling of security, no matter how swift the pace, for the weight of the car is centered close to the ground. The motor is set low in the frame, thus eliminating all tendency to skid.

Demonstrations now being booked.

Bowman's
AGENTS

PRAIRIE SCHOONER ON PATHFINDER CHASSIS



The "Schoonermobile" as it is called, is manned by Ezra Meeker of Seattle, Washington, who is being accompanied by I. S. Sheffer. In this modern manner they will retrace the ancient highways of the country, the Cumberland road from Washington, D. C. to St. Louis, and the Oregon trail from St. Louis to Olympia, Wash. At the completion of the journey of 2,500 miles they expect to report to Congress conditions and probable cost for building a national transcontinental military highway, which is the main object of this trip across the continent. One of the canvas signs on the side of this Pathfinder car reads: "First traversed by hardy men on foot alone; followed later by ox team and stage coach; not destined to be thronged by automobiles, history records this as the greatest world thoroughfare of record. You can aid in reviving this ancient way by casting your influence to induce Congress to pass a bill now pending for inaugurating this work for a great national highway as a measure of preparedness of development and of duty to perpetuate the memory and to honor the pioneers who first opened the way." There is also a map of the proposed highway painted on the canvas top, showing the route, which starts from Washington, D. C., and passes through Pittsburgh, Columbus, Indianapolis, St. Louis, Kansas City, North Platte, Casper, Pocatello, Twin Falls, Boise, Baker, The Dalles, Portland, Vancouver, and concluding at Olympia, Washington. The trip is being made in a twelve-cylinder Pathfinder automobile, which is the same make car that has been used in transcontinental runs by various organizations and the office of public roads, United States Department of Agriculture, for many years. The car is finished with a blue body shaped like the ancient prairie schooner, with a top of white canvas. The equipment includes a small cook stove, the pipe of which extends through the top; table, cooking utensils, hunting and camping outfit, etc.

COUNTESS WANTS BROTHER JAILED

Ida Says He Is Threatening to Put Her in Asylum; Married to Sunbury Man

Philadelphia, May 20.—Countess, as she calls herself, Ida von Claussen Dona, who has been in the limelight many a time, asked Chief Postal Inspector Cortelyou yesterday, to have the Federal authorities arrest her brother, Matthew B. Claussen, of New York, on the ground that he has threatened her through the mails. She had evidence in the shape of scores of letters. She said her brother threatened to send her back to an asylum for the insane, unless she kept out of the public eye.

Throughout her interview, Dona, her husband, a Sunbury, Pa., man, stood outside, in the hall, and preserved the same reticence that has marked his bearing since the marriage.

The Countess said her brother had so persecuted her through the mails and so injured her peace of mind that she felt she should have protection. She

thought that arrest and trial would be the surest means of causing the annoyance to cease. She told George Broadstreet, clerk in the United States Court, that there was no law in America and that if there were it did not apply in her case. She completed her argument by saying that Theodore Roosevelt ruled this State and that lawyers and Government officials, although she has a good cause, were afraid to do anything to help her.

Mr. and Mrs. Dona refused to say how long they were going to remain in this city.

WALTER MILLER DIES

Wormleysburg, Pa., May 20.—Walter Miller, aged 21 years, son of Postmaster Miller, died at his home here yesterday, after an illness of several weeks from inflammatory rheumatism.

CONTROL VITAL TO COAL TRADE

Chief Roderick Makes Some Interesting Comments Upon the Business

James E. Roderick, State chief of mines, in a review of the State's coal mining operations issued today declares that "it would be a fortunate thing for the trade if no new operations were started during the next five years and existing corporations could be controlled to meet the demands of the market." This statement, which is made in the course of a discussion of the movement now being worked out to restrict the State's bituminous coal trade, the chief says would remove the danger of operation protraction and breaks in prices which affect both operators and men.

In the course of the discussion of the subject of control of the coal trade Mr. Roderick says:

"The beginning of what may finally result in a wise and beneficial restriction of the bituminous coal trade is being made in some mining sections where the operators are combining in such a way that they may have more control of the output. Coal operations are now conducted on a large scale and in many cases there is a tendency to purchase plants that are well developed rather than make new developments. This course will gradually eliminate some of the smaller concerns and make it possible to control or restrict the output. It is merely a movement to meet more fully the economic law of supply and demand. Another feature of this tendency is seen in the effort to transfer the control of existing plants from weak to strong hands. Powerful interests are gradually reaching out and getting control of many of the lesser operations. This effort, following as it does the effort made in recent years to control the coal-bearing lands by certain great interests, may lead eventually to the control of both the lands and the plants. It will take this and money to accomplish a program of this kind, but it is one of the things to which the coal trade is tending."

"The association movement, a movement that contemplates the creation of a statistical organization in the major-producing districts for the purpose of gathering data for production and sale or consumption of coal, is another effort in the same direction. With the figures of production in the hands of the operators, they can tell to what extent their own production and can also tell what the result on prices will be if the same rate of production is continued. This organization will also complete the cost of production and the cost of selling and be intelligently informed as to the minimum selling price each producer must get in order to avoid loss. The originators of this movement hope to get the coal producers to sell their product for not less than the actual cost of production including all expenses attending it."

"It will thus be seen that what might be termed a practical mastery or control of the bituminous trade is slowly being accomplished. The coal lands and the plants are being controlled, as well as the method and degree of operation, but it will no doubt be a long time before these efforts can accomplish very great results. What has been done, however, may be looked upon as the beginning of a rational control of the great industry. It would be a fortunate thing for the trade if no new operations were started during the next five years and the existing operations could be controlled to meet the demands of the market. It would remove the danger of over-production and the consequent break in prices that always proves ruinous to some of the operators just at a time when a profit seems to be in sight and also seriously affects the comfort and welfare of the employees by lowering their wages."

PEACH TREES DOOMED

Waynesboro, Pa., May 20.—Blight known as "yellows" has made its appearance in some of the orchards of peach growers in the Blue Ridge mountain section and, judging from the rapid progress it is making in its spread, hundreds of trees seem doomed to quick destruction.

AGRICULTURAL OUTLOOK BETTER

Hay and Fruit Prospects Are Reported as Improving in Reports to State

Summaries of reports made to the State Department of Agriculture are generally favorable just now and the late winter and Spring does not seem to have wrought much damage.

The May 1 reports from all sections of the State show a decided gain in the prospects of a normal peach crop over the indications of a month ago. In Adams county, the center of the peach belt the indications on May 1 were for 75 per cent of a normal crop against 52 per cent on April 1.

According to reports from all sections of the State the livestock is in splendid condition. In twenty-one counties the condition is reported above the average while in twenty-six counties the condition is normal. Little disease is reported and the livestock has spent a splendid winter.

Reports from crop correspondents state that the clover, meadows, wheat and rye have been very little damaged this Spring by heaving and splendid crops are expected.

"Building cars that will sell themselves is the only road to continued success," said Mr. Soward, "because this nation of good buyers looks first for quality and value. No salesman, no matter how expert he is, can continue to sell cars if they do not possess these two things."

Motor Cars That Sell on Merit Builds Big Industries

The automobile industry is making its spectacular progress because it is working on the principle that the United States is a nation of good buyers rather than one of good salesmen," said E. G. Soward, sales manager of the Thomas B. Jeffery Company in an interview yesterday.

"Building cars that will sell themselves is the only road to continued success," said Mr. Soward, "because this nation of good buyers looks first for quality and value. No salesman, no matter how expert he is, can continue to sell cars if they do not possess these two things."

The instantaneous success of the new Jeffery Six was a striking example of the principle, according to Mr. Soward. This car was introduced at the New York Motor Show, almost without a line of advertising, but within two months the Thomas B. Jeffery Company was compelled to double its planned production because of the immediate appeal of the quality and value of the car.

"The Jeffery Six has the simplest chassis of any car on the market," continued Mr. Soward, "and produces speeds that are a striking example of its quality. It is a roomy, comfortable, beautiful car. But the thing that influences the buyer, was that he could see for himself more good value quality and value for every dollar of its price than he had ever expected to see."

So long as the automobile industry continues to work on its present principle — one on which the Thomas B. Jeffery Company worked even in the old days when it was manufacturing bicycles, it will continue to grow according to Mr. Soward. As soon as it begins to depend on salesmanship rather than on quality and value, it will begin to decline.

Indian Motorcycles Adopted by Spanish Artillery

As testimony of the efficiency and adaptability of the Indian, the Hendee company at Springfield, Mass., has recently received photographs of the Spanish Army Dispatch Unit, equipped with the Indian Cradle Spring Twins, ready for instant service by riders or, with the side carriages attached, as conveyances for officers in their quick dashes from post to post.

Spain has profited by her lesson of 1898, and prompted further by the danger of being drawn into the present conflict, she has been untiring in her efforts to build up a strong defensive army equipped with the most approved machinery of modern warfare adequate to maintain her borders from all corners. And to this end there have been severe tests of all equipment in an effort to develop a fighting unit equal in efficiency to any army in Europe.

The rough mountain roads among the Pyrenees take the endurance and worth of any vehicle, and their steep ascents demand power and range of speed in its highest development. Moreover, dispatch riding is not a pastime—it is a life-and-death errand requiring nerve, vitality, endurance, and above all ability to take advantage of every opportunity afforded amid the hazards of war. These qualities are demanded not only of the rider himself, but also of that which he rides, be it flesh or machine; and right there is where the Indian scored twice in its tests before the Spanish military authorities.

MOLDERS' STRIKE ENDS

Waynesboro, Pa., May 20.—Molders on piece work in the foundry of the Emerson-Brantingham Company who walked out of the shops Thursday morning, leaving their work unfinished, met with Superintendent O. M. Peters and the differences were adjusted, and the men went back to work again.



It Costs Me Less to Maintain Three 2-Ton Reo Trucks Than It Costs My Competitor to Keep One Going

"BUT OF COURSE his isn't a Reo!" THAT'S WHAT ONE OWNER tells us. And hundreds of other business men endorse every word he says.

THAT LOW MAINTENANCE cost, for which this Reo 2-Ton Motor Truck is famous, is after all, the chief reason for the tremendous Reo success.

AND THAT IN TURN—that extremely low cost of upkeep—is directly due to that Reo safety factor "50 per cent over-size in all vital parts."

50 PER CENT EXTRA strength—50 per cent surplus stability—you cannot over-estimate the value of that to you as an owner.

WHEN YOU OWN REO TRUCKS you know—you are absolutely certain—that when one starts out with a load—even an hundred per cent overload—it will deliver it and return on schedule—on the minute.

OF COURSE Reo accuracy in machining, following as it does Reo precision in designing, add their quota to Reo stability—Reo dependability.

AND WHEN ALL'S SAID and done, you can sum it all up in the one word Reo—which stands for most in Good Intent, in Integrity and in Experience.

GET A REO and be sure—you have neither time nor inclination to experiment when for the same price or less you can buy certainty, security.

SPECIFICATIONS

Capacity—Normal capacity, 4,000 pounds. Maximum capacity, including body, 5,000 pounds.

Speeds—(Controlled by governor) Three forward speeds and one reverse speed: 15.3, 8.48 and 4.17 miles per hour on forward, and 3.07 miles per hour on reverse at 1250 R P M of motor.

Wheel Base—146 inches.

Tires—Front 36x4 inches, solid. Rear 36x3 1/2 inches dual, solid.

Chassis—Length over all, 225 inches. Width over all, 76 inches. Total height over all (top of cab) 97 inches. Dash to front of seat, 21 1/2 inches. Dash to rear of seat, 41 inches. Rear of seat to rear of frame, 146 1/2 inches. Width of frame 35 inches. Special pressed channel, with gussets of boiler steel forming the most rigid type of frame possible.

Front Springs—Semi-elliptic, 2 1/2 inches wide and 4 1/4 inches long, one leaf with total thickness of 3 inches.

Rear Springs—Semi-elliptic, 2 1/2 inches wide and 42 inches long, eleven leaves with total thickness of 3 inches.

Motor—Horsepower 27 S. A. E. rating. Four-cylinder cast iron with overhead valves. Four-cylinder ignition—Dial system. National low tension magneto and battery of dry cells.

Carburetor—Holley float feed type, water jacketed. Air intake connected with stove on exhaust and dash to motor.

Cooling System—Positive water circulation by gear driven centrifugal pump. Flat vertical tube radiator. Individual radiator sections, facilitating repair. Air circulation by fan, belt driven.

Clutch—Enclosed dry multiple disc.

Transmission—Sliding selective type. Three speeds forward and one reverse. Control located amidship on sub-frame.

Drive—Shaft drive with two universal joints from gear case to jack shaft. From jack shaft the power is transmitted by side chains, roller type.

Brakes—Two service brakes, drums 1 1/2 inches diameter, 2 inches face. Bendix bands. Revostop lined, located on jack shaft. Two emergency brakes on rear hub. Drums 1 1/2 inch diameter. 2 inch face. Bendix bands, Revostop lined.

Front Axle—Solid round section 2 1/2 inches diameter. Timken roller bearings.

Rear Axle—Solid rectangular section 2 1/2 x 3 inches. Timken roller bearings.

Steering Gear—Left side drive, adjustable belt pinion and sector type, controlling front wheel by forged levers. Diameter of steering wheel 18 inches. Spark and throttle lever control under steering wheel.

Turning Radius—26 1/2 feet.

Tank Capacity—Gasoline 19 1/2 gallons. Lubricating oil 3 quarts. Water 2 1/2 gallons.

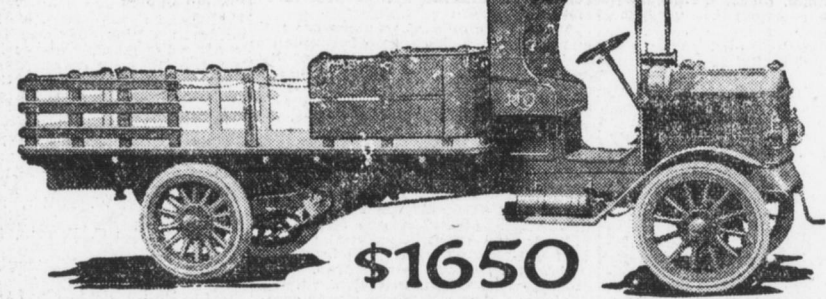
Standard Stake Body—Inside length back of seat 146 inches, width inside 6 feet. Height of high stakes 52 inches. Height of platform from ground, light 44 inches, loaded to capacity 39 inches.

Standard Express Body—Inside length back of seat 146 inches, width inside 48 inches. Height of sides 14 inches. Height of platform from ground, light 44 inches, loaded to capacity 39 inches. Loading height under canopy top 63 inches.

Driver's Seat—Width 48 inches. Depth 18 inches. Price, with Driver's Seat and Cab only—\$1,650. F. O. B. Lansing, Mich., U. S. A.

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Little used cars of the best makes, in condition almost equal to new, at a FRACTION OF ORIGINAL PRICES.

1916 HUDSON touring "Super 6" brought brand new one month ago. 1918 Saxon touring, light Six, practically new \$500. DODGE touring car: run 2000 miles: extra equipment. 1916 BUICK touring: only slightly used. 1920 CHALMERS touring car: \$1250 model: at \$700. 1916 FAIRBANKS touring: practically brand new: at a large discount. 1916 OLDS touring: eight cylinder: run 2000 miles: at a big price. 1916 HUDSON roadster: all factory equipment: at \$500. 1916 CHANDLER touring: used only at auction: at a big price. 1916 KINGS touring: eight cylinder: extra fine: bargain. 1916 AMERICAN touring car: very attractive: price: \$425. 1918 BUICK touring car "D-35": run 1500 miles. 1916 MITCHELL, perfect condition: extra equipment.

1914 MERRY touring: very economical to run: \$400. 1916 OVERLAND: A-4 from start to finish. 1916 MERCEDES roadster: perfect condition: two extra tires. 1916 PULLMAN touring: no difference between this and a new car: \$475. 1916 BUICK touring car: "25": excellent running order. 1916 FAIRBANKS thoroughly overhauled: complete tool kit: \$300. 1916 MAXWELL touring: above average whatever: 40 per cent off list price. 1914 FAIRBANKS touring car: electric lights and starter: \$375. 1916 STUTZ roadster: very attractive: demountable rims: brand new tires: \$400. 1915 BUICK touring "027": perfect condition: excellent value. 1916 BUICK touring car: thoroughly overhauled and maintained: \$500. 1916 OLDS touring car: light Six: big bargain. 1915 IMPERIAL roadster: brand new: 40 per cent off list price.

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The King is the second oldest automobile in the United States: 1916 model \$1150
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Los Angeles to New York, 3,471 miles—
7 days, 11 hours, 52 minutes

NEARLY FOUR DAYS UNDER OLD RECORD

E. G. Baker who had never driven a Cadillac until ten days before this run, is so enthusiastic that he says no road record can stand before himself and an Eight Cylinder Cadillac.

Everyone who drives a Cadillac says it is the nicest driving car in the world.

Drive our demonstrator and see how you like it. No obligation.

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