

Credit to Whom Credit Is Due

MANY automobile manufacturers in their advertisements make such broad claims that there is nothing left for the other fellow—and the public sometimes forgets to analyze these claims.

ONE says: "Pioneers in the automobile world for years," when they really never pioneered anything, but have always been trailers. And so it goes.

CADILLAC gave to the public the first high grade automobile at a medium price, by reason of standardization and quantity production. Cadillac gave you light by the simple turning of the electric switch and relieved you of the dangerous and laborious crank. Cadillac discovered for you the possibilities of the V-type motor.

THE Cadillac "Eight" to-day gives you a proven out car and the utmost in performance and luxury at a reasonable price.

Crispen Motor Car Co.
413-417 S. Cameron Street

WHEN YOU MOTOR ON WILLIAM PENN

Casper Dull Tells Autoists What They'll See on Motor Club's Great Run

Interesting sidelights on the wonderful country through which the "so-called" run of the Motor Club of Harrisburg will follow, was explained by Caspar Dull, a member of the club, at a joint gathering of the local and Carlisle motorists.

Most of the trip from here to Johnstown follows the route of the William Penn highway. The return, via Bedford Springs, will follow a portion of the Lincoln highway.

Mr. Dull, who is thoroughly familiar with the country, told the story as if already in a sight-seeing car, and pointing out places of interest along the route. He said in part:

The Run
Pennsylvania in which every turn of the road will suggest some historical, beautiful, interesting and instructive; telling a little here and a little there of our forefathers; of the toll and suffering they sustained that we might have civil and religious liberty.

"Let us start at the Juniata 'Narrows.' You will notice along the south, or river side of the road, a stonewall extending the length of the 'Narrows.' That you will recall the monument left to old canal days. Did you ever know that the State, when considering the public improvements, sent to New York for the same engineer, or his son, who had planned the Erie canal? All canals were alike to him, so he recommended a ditch. Had he grasped the resources at hand he could have built a slack water channel on the Juniata, north and west branches of the Susquehanna and perhaps from Havre de Grace to Williamsport on that river. Then as we drive by in automobiles on this run we would see powerboats running on the river by our side. Yet that stonewall tells us that while it withstood for nigh a century the ice and floods and made good its promise to keep the river on one side and the ditch on the other, had the river been fretted with dams the question of cheap transportation would have been solved for the farmer and small manufacturer. But this is a drive over the central part of our State, not a soliloquy.

Out of the 'Narrows'
"Emerging, how the word fits the description from the 'Narrows' we run into and through the prosperous Lewistown and on to Reedsville. Between these places is Logan's Spring, where the great Mingo chief had his wigwam at one time. Let me here relate an instance told to me by the late Andrew Reed, from whose family Reedsville got its name. Reed's great grandfather, one of the first settlers, was leaning over the spring in the habit of drinking when he saw the reflection of an Indian. As he snatched up his rifle he was met by a haughty, dignified chief who turned his own rifle upside down and poured the powder from the pan of the flintlock into the palm of his hand and tossed it into the spring, thereby signifying friendship to Reed. That friendly feeling lasted as long as Reed and family as Logan remained in that section.

"Now, turning west we enter the Kishacoquillas Valley, a hard way to spell, meaning, I am informed, 'Standing Stone Valley.' It is a valley of rare beauty, known locally as the Big Valley to distinguish it from Furgerson's or Little Valley to south, over the left hand mountain.

On the Way
Then after twenty-odd miles we run into Huntingdon, Standing Stone. There you may see in an open space an ancient car speeds along a tall shaft about eighteen feet high by three by nine or ten inches at the base. The stones placed there by nature, was the great rendezvous, or camping place of the Indians.

"Then we go on to Hollidaysburg and thence to Johnstown where the night will be passed. The next day we start on our homeward run, via the Lincoln highway.

The Lincoln Highway
"We reach the Lincoln highway, the old turnpike from Baltimore to Pittsburgh. We travel the old turnpike from Philadelphia to Pittsburgh, and shortly after we get on that highway we see ahead of us what is said to be the longest 'straight-away' in the State, a little over seven miles. It seems in the vista to narrow to a thread, and to be climbing a long hill, but it is not. Its width doesn't change, neither does its grade, and presently we are on the eastern face of the Alleghenies. Here is a look-out, and we might anticipate a few miles to tell now what McMaster told in his history of the 'American People' of that view.

"Describing what the soldiers of Washington saw on their march in 1793-4 to subdue the Whisky insurrection, he said: 'Never before had they been so far from home. They had grown up in a country where nothing higher than low hill was to be seen, and now they beheld that wild region set off with all its splendors.'

"The beauty of the little town of Bedford shut in on three sides by hills, filled them with amazement. But it was not until they reached the eastern slopes of the Alleghenies that their surprise was the greatest.

On the Lookout
"At the 'Lookout' for a few minutes, try to take in the beautiful wide, extensive view. We then start our cars, throw out the clutch, look well to break, keep your eye on the 'emergency,' for ahead is a coast of four and a-half miles into the town of Bedford. This town has a history that is interesting in highest degree to a Pennsylvanian. In 1775 Major-General Braddock was joined here by Colonel Washington. It was a fort, and the troops were assembled to march on Fort Duquesne, to capture the fort at that time in the hands of the French and Indians. Braddock refusing to follow Colonel Washington's advice lost the victory and his life. At the turn of the road to the famous Bedford Springs, is the location of the old Fort Bedford.

"In 1793-4 Washington visited Bedford. Times had changed and we changed with them, our country had declared and established its independence since his last visit and now as President of the United States of America, commander and chief of its army, he was in Bedford a second time. If some of the members of the club whose family comes from Bedford were with us, we might see the furniture used by Washington on his second visit. This second coming was to put down the 'Whisky insurrection.' Washington left Philadelphia, stopped over night at Harrisburg, and joined the army, part of which had crossed the river south of Columbia, at Carlisle.

Coming Home
"Leaving Bedford, the afternoon run of 110 miles to Harrisburg, you will see along the road many good-sized, old-fashioned houses and many of them were, in ye olden times, road houses, where the teamsters put up for the night. You will see off to the left or north the old line of the Susquehanna Railroad, and from the deep cuts and the high fills we can readily believe that \$5,000,000 was sunk in the enterprise. Then into Chambersburg, and at the 'Square' we turn east, recall that at that same 'turn' Lee turned south to meet Meade in Gettysburg many years ago.

"And then to Harrisburg. So we see that this ride is over a part of our grand old Commonwealth filled with interest, instruction and beauty, second to none in our great country.

Steeplejack Buys Maxwell, Wants Car That Can Climb



The ordinary human being, when deciding on a motorcar may be content with a car that is merely an ordinary climber. But when a steeplejack wants a car, he wants one that has something of his own ability in it. He wants a car that can climb anything.

Harry Garusnet, known by all his fellow citizens in Kansas City as "the human fly," because of his uncanny ability to scale the sides of "the buildings," has purchased a Maxwell. But he didn't buy until he was satisfied that the Maxwell is a climber extraordinary.

To convince Mr. Gardiner of the super abilities of the Maxwell as a sky-soarer, the salesman drove the car to Kansas City's famous Colonnade, which rises up 20 steep steps. Mr. Gardiner insisted on being a passenger during the ride up the steps.

The Maxwell took the climb easily and gracefully.

"Here's your check," said the steeplejack when the Maxwell arrived at the top of the Colonnade. "I admit that I have found a competitor in the Maxwell."

Yellowstone Trail Completed to Atlantic

The Yellowstone Trail Association to day announced its extension from Chicago to the Atlantic Coast at Plymouth, Massachusetts. The route is as follows:

From Chicago to Hammond, Indiana; Hammond to Ft. Wayne, Indiana; via Valparaiso, Plymouth, Warsaw, Pierceton and Columbia City; Ft. Wayne to Akron, Ohio, via Hicksville, Fremont, Bowling Green, Napoleon and Norwalk; Akron to Kingston, New York, via Warren, Ohio; Franklin and Oil City, Pa.; Olean, Hornell, Elmira, Binghamton and Utopia, N. Y.; Kingston to Plymouth, Massachusetts, via Salisbury, Norfolk, Hartford and Putnam, Connecticut; Providence, Rhode Island; Taunton and Middleboro, Massachusetts.

This alignment of towns was selected by the Yellowstone Trail only after long study of the situation, and a personal view of the roads by agents of the Yellowstone Trail, and the work of marking the new road with the official mark of the Yellowstone Trail, will be begun at once.

The Yellowstone Trail is the one transcontinental highway organization that has a definite and fixed organization. It is incorporated and maintains its own general offices at Aberdeen, South Dakota, with a complete staff devoted to the work of promoting this highway exclusively. It is the only road in the country which maintains an active and cohesive organization from one coast to the other.

A GRAPHIC GRAPHITE TALE
French-made cars came mighty near monopolizing the chief honors at the International Sweepstakes Gasoline Derby held May 30th, at the Indianapolis Motor Speedway. Dario Resta, first to finish the 300 miles, drove a Peugeot, a French car. French was two minutes behind him was Wilbur D'Alene in an American car, the Duesenberg. Again, it was a French car, another Peugeot, with Ralph Mulford at the wheel, finishing third. The English Sunbeam, Joe Chaitans driving, finished fourth. All of these cars were Dixon-lubricated throughout.

Every other car that finished inside the money, ten prizes having been offered, was American-made. And every one of the ten was lubricated throughout with Dixon's Graphite Automobile Lubricants made in Jersey City. Still more remarkable is the fact that every car which completed the course was Dixon-lubricated throughout. The fellows who fell by the wayside can take their cue from the winners and the other wise ones who know that Dixon's always run true to form when it comes to scaring off Old Man Friction.

Hupp Business Seventy-Six Per Cent. Greater

Sales records were again surpassed by the larger automobile concerns during May and the demand for machines continued unabated. May, of course, was the start of the real touring season, but found the dealers throughout the country without their usual excess supply from the winter months so that there has been a general shortage and the cars are being sold far in advance of delivery from the factories.

"The automobile situation has now developed into a production problem," says Lee Anderson, commercial manager of the Hupp Motor Car Corporation. "The big demand which continued throughout the winter months left both manufacturer and dealer without the usual supply for the Spring rush.

"As a result even with the factory working at top speed, and production far ahead of past months we have been unable to cope with the situation. For the last two weeks we have been flooded with telegrams for cars for immediate shipment.

"Our predictions last Fall that the winter business would be a record breaker and our winter forecast of the Spring shortage have been fulfilled. I am making no predictions about the summer because there appears no chance of our catching up with orders. It is simply a case of our speeding up production as much as possible to meet the demand.

"The situation is best explained by our sales records for the last two years. In our fiscal year starting last July we have produced and sold 53 per cent. more cars in eleven months than we did in the entire twelve of the preceding year. May showed a gain of 54 per cent. over May, 1915, which was one of our big months. And yet we closed May with over 1,200 orders on our books for immediate delivery. With orders on file our sales for 1916 are 70 per cent. greater for eleven months than the twelve of the preceding season.

"The demand for cars come from no particular section, but is general all over the country, showing that prosperity is general and does not come from a few localities, in fact our whole business shows a consistent gain rather than in spurts as is evidenced by our 54 per cent. gain for the month of May and our 53 per cent. increase for the whole year.

REYNOLDS WITH PAIGE
The Paige-Detroit Motor Car Company announces acquisition to its staff of E. H. Reynolds, Jr., who will act as a special representative for the Paige. Mr. Reynolds comes from the Champion Ignition Company, of Flint, Michigan, a concern he was with for five years. During his connection with the industry, Mr. Reynolds has acquired a thorough knowledge of conditions in the middle west and northern states and an intimate acquaintance with all motor car dealers in that territory.

FRANKLIN

Ensminger Motor Co.
Third & Cumberland St
DISTRIBUTORS

Production and Price

Do the great variety of Sixes and the fluctuating prices seem confusing and perplexing?

Let's reason it out.

What controls price? Production.

As a manufacturer's production increases, his production cost, per car, decreases.

Therefore the plant with the largest production is in a position to give more of everything and charge less for it.

We are the world's largest producers of Six and Four Cylinder Automobiles.

Consequently you get in the Overland Six a larger and more powerful motor—a longer wheelbase—the convenience of electric control buttons on the steering column and an almost endless list of other comforts and refinements.

—yet what is the price?

Not \$1200 or \$1300 but \$1145.

And when it comes to a Six Cylinder performance, remember the Overland Six is the star of them all.

One ride will convince you.

The Overland-Harrisburg Co.

Open Evenings 212 NORTH SECOND ST. Both Phones
The Willys-Overland Company, Toledo, Ohio

"Made in U. S. A."



Time Payment Plan

No need to wait any longer. Get your new car now. No need now to dig deep into your savings or to scrimp for months in order to pay for your car in one lump sum. The "GUARANTY PLAN" makes that unnecessary.

You can now get any Overland or Willys-Knight Car for a small payment down. Then you can pay the balance monthly—a little at a time.

That in a word is the "GUARANTY PLAN" — a thoroughly organized, financially sound system of time payments to help people buy Overland or Willys-Knight Cars.

The "GUARANTY PLAN" is one which we can heartily recommend to all.

Come in right away, learn all about it and pick out your car. It's just the sort of plan everyone has been waiting for.

And now it's here—an accomplished fact.

Of course there'll be a rush to take advantage of it.

So don't wait until we're slowed up on deliveries. Get your order in now—specify immediate or later delivery as you wish, but make sure of your car to-day.

Open Evenings

The Overland-Harrisburg Co.
212 NORTH SECOND STREET

