

**A Good Car, Like a Good Friend, Is Reliable Always. It's the Fact That RELIABLE USED AUTOS Are Reliable Always—All Ways. That Has Made Our Customers Our Best Friends.**

1916 HUDSON 6 cyl. touring, tip-top mechanical shape; bargain. 1916 STUZZ Roadster: tip-top condition; splendidly equipped; low price. 1916 SCRIPPS-BROTH Roadster: tip-top condition; \$350. 1916 BUICK Touring: D-45; used only four months; \$425. 1916 OVERLAND Touring: like new; \$500. 1916 HUPMOBILE Touring car: good as new; \$725. 1916 DODGE Touring: fully equipped; \$250. 1916 CHANDLER Touring: 6 cyl.; 7 passenger; \$775. 1915 BUICK Roadster: used very little; shows no wear whatever; model C-35; \$250. 1914 MERCER Roadster: wire wheels; one extra wheel and tire; big bargain. 1915 FORD Touring: fully equipped; \$290. 1916 MAXWELL Touring: excellent condition; fully equipped; \$450. KRIT Touring car: 25-hp.; fully equipped; \$250. 1914 OAKLAND Touring car: electrically equipped; \$400. HUPMOBILE Roadster: splendid little car; \$200. MARION Touring: 25-hp.; very powerful; excellent condition; \$275. 1915 PACKARD: 6 cyl.; touring; splendidly equipped; perfect mechanical shape; \$300. 1915 FORD Roadster: \$225. TRUCKS & DELIVERY WAGONS, 1/2-ton to 5-ton capacity. ATTOCAR: 1 ton; \$475. FEDERAL: 1 1/2 ton; \$650. ALCO: 3 ton; excellent mechanical shape; \$850. SAMPSON: 5 ton; excellent condition; tires like new; \$1000. WHITE: 1 ton; big bargain. FORD: Delivery; \$250. VIM Delivery: excellent equip shape; \$425.

**Reliable Automobile Company**  
(All That the Name Implies)  
249-251 N. BROAD ST., PHILADELPHIA  
Agents Wanted. Open Sunday 9 to 2.

**Send for Bargain Bulletin**

**CHALMERS MODELS FOR NEXT SEASON**

Seven Body Styles on Two Wheel Bases to Run Out 3,400 r. p. m. Lengths

Following a record seven months' business in which the entire 1916 production was disposed of Chalmers Motor Company is among the first of the big automobile concerns to announce new models for 1917.

"When our dealers contracted last November for \$22,000,000 worth of Chalmers cars, we counted upon that figure as covering a big year's production," said Hugh Chalmers. "At the end of May, just seven months from the time our Six-30 was announced, our dealers had delivered the \$22,000,000 worth of cars into the hands of owners. We have gained not only 792 per cent. sales for the past seven months, but have added 631 new dealers to our representation in that period."

"In every respect the Chalmers Six-30 has been the most successful model ever produced by our company. It has been driven over 1,000,000 miles by owners, and our service records show a percentage of 99.21 per cent. perfect. In response to the demand of our dealers we are continuing this model with slight improvements as a leader in our 1917 line. "We have never made a car so good, so it is only natural that we should build on the 3,400 r. p. m. Chalmers as a basis for our 1917 product."

For the coming season, the 3,400 r. p. m. Chalmers will be produced in two lengths of wheel-base: a 116-inch five-passenger car and a distinct touring and closed body styles have been built, incorporating the most advanced trend of design.

The seven-passenger Chalmers reflects the influence of foreign design on American body lines. From the slant of the hood, on through the tilted windshield and double cowl, the car has the appearance of an expensive European creation. The extra inches over heelbase insure a tonneau of full capacity for five passengers, without crowding the driver's compartment in any way.

Deep nine-inch leather upholstery increases the comfort of passengers on long tours over country roads and on ill-paved city streets. Two leather backed auxiliary chairs fold into the rear of the front seats, out of sight when not in use. A highly polished black walnut panel in the rear cowl brightens the appearance of the whole. The front compartment is roomy and comfortable. The conventional instrument board has been superseded by a cluster arrangement of the instruments, carried in an aluminum housing convenient to the driver.

Equipped with the 3,400 r. p. m. motor, the seven-passenger Chalmers is ideally suited to the needs of the average American family. The price of this model is \$1,280, Detroit.

Offered also, on the 122-inch wheel-base, for 1917, are three handsome closed car models, now being shown for the first time to the public. The town car, and limousine embody distinct advances in design, affording at the same time ample room for seven passengers. The touring sedan is one of the handsomest all-year-round types ever mounted on a Chalmers chassis.

Lady Duff Gordon, more familiarly known as Lucile, and famous in New York, London and Paris as a modiste, has designed the interior trimmings, and upholstery for all Chalmers closed cars for 1917. As a result, excellent taste and the richest of materials have been combined to form a series of closed cars deluxe for milady of the American family.

In the Chalmers touring sedan, perfect driving comfort is afforded at all seasons of the year. In warm weather, the front and door windows can be dropped into the body. If still more breeze is desired, the windshield can be dropped, and the rear quarter windows and window pillars can be stowed away in a special compartment back of the rear seats. The replacing of the windows, transforming the car into a vehicle for inclement weather, can be accomplished in a few moments.

The driver's seat is of the club chair type, deeply upholstered. Next to it, but separated by an aisle is a folding chair seat that swings back against the right side wall when not in use. An auxiliary seat swings out from the back of the driver's seat if seating capacity for six passengers is desired.

Ebonized interior moldings harmonize with the refined interior appointments of the compartment. All seats are upholstered with finest quality curled hair and covered with heavy Bedford cloth in either black and white or buff.

The Chalmers Town car has enclosed seats for five passengers with room for driver and extra passenger on front seat. Here too, Lucile has specified the interior furnishings, including upholstery, carpets and silk window hangings. When the two auxiliary seats in the passenger's compartment are not needed, they fold into the compartment wall out of sight. In warm weather, the door windows may be lowered or adjusted to any position by means of an automatic regulator. The Town car is the ideal machine for the city dweller and is built to meet a big demand in the metropolitan centers for a car of this type.

The limousine seats seven passengers and also has a handsome interior by Lucile. All Chalmers closed car equipment is very complete including electric dome lights, vase for cut flowers, champagne speaking tube, lounging pillow, hassock and robe rail. A dainty toilette case and tsmoking set are concealed in panels which are released by a touch of an ebony button.

On the 115-inch chassis, the Chalmers Six-30 will again be continued in touring, roadster and cabriolet styles. The Chalmers cabriolet has already won high favor among those motorists desiring an all-season car. Comfortable seating capacity for three passengers is provided, the driver's seat being advanced to allow greater ease of operation. For physicians and other professional men who must drive in all varieties of weather the cabriolet is the ideal type.

Wire wheels are optional at extra cost on the Chalmers roadster and Cabriolet models.

**Overland**

**Six \$1145**

45 horsepower 125 in. wheelbase J. O. B. Toledo 7 passenger 35" x 4 1/2" tires

**—if—and the Six**

- if we were not the world's largest producers of Four and Six cylinder automobiles
  - if the Overland factory were not the largest automobile plant in the world
  - if our facilities, equipment and resources were less
  - we could not sell the Overland Six at \$1145.
- But it is because of our size, resources, methods and means that we can.
- The Overland Six is acknowledged to be the most remarkable automobile value of the year.

Before you buy look it over.

**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



**Bell Company to Increase the Factory Capacity**

The Bell Motor Car Company, which was organized in this city less than a year ago, for the purpose of manufacturing automobiles, has increased its capitalization to \$1,000,000.

They have just purchased a fifteen (15) acre factory site in East York at Rockburn Station, upon which they propose to erect, between now and the first of the year modern factory buildings.

This firm has been placing upon the market this season, two (2) models, a pleasure car and a light, one-thousand (1000) pound commercial car, and their product has been received in such a manner by the automobile trade that they have been seriously handicapped in their production, owing to cramped conditions in rented buildings.

The success which this company has attained with their cars this year's output has interested outside capitalists, who have become connected with the company and who will furnish capital to equip the new site with adequate factory buildings in which to produce their forthcoming models, which will be of two (2) types: A straight one-thousand (1000) pound commercial model, equipped with electric lights and starter. This will be a strictly commercial car and not a reconverted pleasure car, also a beautiful line of pleasure cars, which will be second to none in the United States at the price.

As soon as the new factory buildings are completed this concern expects to be able to provide employment for at least five hundred to one thousand men. W. J. Marks is the local representative, and Moist & Moist distributors for adjoining counties.

**Almost \$100,000,000 Worth of Overlands in Year**

Few people outside of those familiar with the finances of a big automobile manufacturing concern like the Willys-Overland Company, have any conception of the enormous amount of money represented in the shipment of cars from the factory.

They know in a general way that hundreds of cars are shipped from the Toledo plant every day but the mere mention of these figures is of little interest to them. The shipment might vary anywhere from one hundred to one thousand cars a day without attracting the attention of the average man or woman who reads the newspapers.

But when the value of the shipments is given in cold dollars and cents it leaves no room for doubt as to the magnitude of the business. The American dollar is recognized as a standard of value the country over and as such it is the simplest means of illustrating the volume and extent of Overland shipments from the factory.

At the present time the average daily shipments of cars from the Toledo plant are valued at \$612,000. This has run as high as \$778,000 in a single day, when the factory broke all records by shipping the greatest number of medium and popular priced cars ever made in twenty-four hours.

During the month of April cars left the factory valued at \$12,654,550, which is nearly three times the value of April shipments a year ago.

The first third of the calendar year ending April 30 was the biggest in the history of the Toledo concern. Over \$47,782,930 worth of cars were shipped which is all the more remarkable considering the fact that this tremendous demand for cars came at a time when half the country was in the clutches of winter weather.

Since April 21, 1915, shipments valued at \$95,681,780 left the Overland factory. Although this amount is staggering and almost beyond the comprehension of the average reader, it represents but little over half of the estimated value of the shipments for the year 1916.

**Dodge Brothers Are Independent of Combines**

With all the talk of motor car combines, either actually prospected or rumored, the name of Dodge Brothers has not been mentioned.

The reason is that this big concern is absolutely independent. There is no stock on the market as the two brothers—John F. and Horace E. Dodge—own the entire business.

No outside money has ever been brought into the concern and they have done a business of more than \$62,000,000 since they began the manufacture of complete motor cars a year and a half ago.

Dodge Brothers are fourth in the production of motor cars in the country, with the business constantly increasing.

The great plant of Dodge Brothers at Detroit is one of the largest in the country, with a floor space of more than 60 acres.

It is recognized among efficiency men as one of the model manufacturing institutions of the country, and that has endeared Dodge Brothers to build a car of the quality possessed by their product.

The business itself has made all of the money invested in the plant. The Dodge came up from the machine shop and won their way to the front through the excellent work they did in making automobile parts. They had manufactured the vital parts for more than 500,000 cars before they brought out a car bearing their own name.

It sprang into immediate popularity. In fact, there was a nation-wide demand for the car, because of Dodge Brothers' reputation, before manufacture was started. And this demand has been increasing steadily ever since.

**Proper Air Pressure Essential in Summer Also**

"Hot weather does not increase the air pressure in tires to an extent that will in any way injure them," says F. A. Mosher, local manager, 19 South Third street, Fisk Rubber Co.

"It is the general impression that one must carry tires at low pressure. This is decidedly the wrong thing to do. It has been definitely determined by careful tests that the expansion caused by hot weather and hot roads is so slight that it cannot cause any damage.

"On the other hand the decreasing of air pressure really increases the heat of the tire because side walls are subjected to greater bending strain and friction between the layers of fabric.

Under-inflation causes excessive flexing of the fabric and tends to loosen it and weaken the tire.

"If proper air pressure is carried unnecessary annoyance and expense will be avoided. Regular testing of air pressure is as essential as any other detail of the care of motor cars."

**MARRIED AT GETTYSBURG**  
Special to the Telegraph

Gettysburg, Pa., June 17. — Miss Helen Roth, daughter of the late Rev. Dr. and Mrs. O. C. Roth, of Chambersburg, and George W. Immel, also of Chambersburg, were married by the Rev. Dr. Luther Kuhlman, at the Theological Seminary here. Dr. J. A. Singmaster, president of the seminary, assisted at the ceremony.

**"TED" MOLTZ IMPROVES**

Theodore H. Moltz, 1335 Derry street, who received a fracture of the skull in an automobile accident at Detroit ten days ago, was reported out of danger to-day. He is still in the hospital at Detroit. His father, G. Warren Moltz, returned from Detroit several days ago.

5-Passenger Touring ..... \$665  
Roadster Type ..... \$540

**Ensminger Motor Co.**  
THIRD AND CUMBERLAND STS.  
Bell Phone 3515

**FRANKLIN**

**Ensminger Motor Co.**  
Third & Cumberland S  
DISTRIBUTORS

**Hupmobile**  
Car of the American Family

**ENSMINGER MOTOR CO.**  
THIRD AND CUMBERLAND STS.  
Distributors.

**EIGHT CYLINDER KING**

"The Car of No Regrets"

The King is the second oldest automobile in the United States; 1916 model ..... \$1150  
7-Passenger Touring .. \$1350

Good Territory For Live Dealers

**King Car Sales Co.**  
80 S. CAMERON ST.

**AUTO STORAGE**

First class fireproof garage, open day and night. Rates reasonable.

**Auto Trans. Garage**  
27-29 North Cameron St.

**Save Your Hair With Newbro's Herpicide**