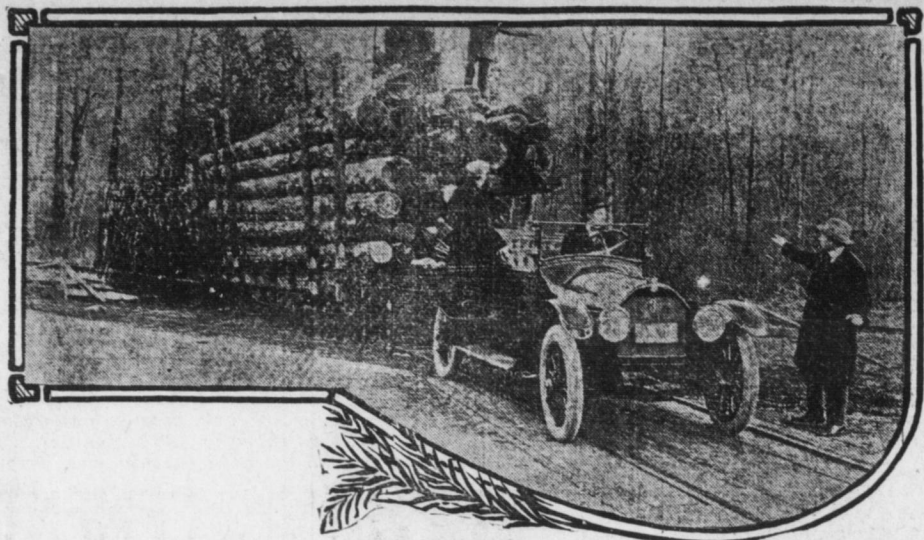


FEAT OF OVERLAND "SIX" SURPRISES LUMBERJACKS



The logging camps of the Northwest are numbered among the few remaining places in this country where the automobile is more or less of a stranger.

It is only on rare occasions that the lumberjacks of the north woods have an opportunity of seeing a motor car perform in their midst.

That is why the appearance recently of an Overland Six touring car in a Washington logging camp was the signal for all hands to stop work and crowd around it in wonder.

The boss of the prospective buyers of a motor car, and a nearby Overland dealer had driven out to see him with the object in view of taking him for a

ride and selling him on the merits of the Overland.

"I haven't any time to monkey around in an automobile to-day," said the boss. "I've got to hoof it over to camp right away and see what is left of that engine of ours. The boys just phoned me that it jumped the track this morning and we've got a carload of logs that must be brought out before night."

The dealer sympathized with him and was about to leave when he thought struck him that he might be of some assistance. He told the boss to jump in the car and he would drive him to the scene of the accident. No other way being open, they had to follow the railroad, and in the course of an hour or so came to the place where the engine had left the tracks. It had toppled over onto the rails and it would be impossible to right it again without the aid of block and tackle.

"That load of logs will have to stay where it is to-day and I'll try to get a

wrecking crew out here the first thing to-morrow morning," he said.

In the meantime the dealer had been sizing up the load and the lumberman seemed to think he was joking when he offered to haul the logs and all back over the route he had just taken.

"The motor you've got there is pretty powerful," said the boss, "but I guess you don't know much about the weight of lumber. Why, if you hooked that machine up to that carload of logs you would either smash your motor or tear out the whole rear end of your car."

But the dealer was insistent and said he would assume all responsibility for the car. The result was that they coupled the two together, threw on the power gradually and with little apparent effort moved off toward the mill while the crowd of lumber jacks cheered them on.

Reduce Doctor Bills by Riding Motorcars

"One of our salesmen hit the nail on the head the other day, when he said to a prospect, 'Swap your doctor bills for a car,' said E. C. Ensminger, local distributor for the Dort. "The driver of an automobile and his family travel the royal road to health. No other form of amusement offers equal pleasure, recreation advantages, freedom from household care and business worries and the unlimited supply of pure fresh air, that the automobile gives to its devotees. "Until the automobile came into general use there were few of us who really knew what the country was like for more than forty miles around. Now even the young lads of twelve and fifteen can tell you all about the road, the drives and the places of interest in the three surrounding States, and a trip of 150 to 200 miles is looked forward to by them just as ordinary Sunday or holiday occurrences. No one will deny that our children to-day are more healthy, better informed and happier for the automobile. "Then take the grown-ups; have you noticed the very busiest of them are

buying cars? Have you noticed too how they enjoy them, how the automobile has improved their dispositions and made them better fellows? "These men realize the value of a ride in the evening after a nerve racking day at the office. They realize too what the evening ride means to wife and the kiddies. The swift speeding through the country at dusk, the exhilarating crisp air is for them all a better tonic than any doctor can prescribe. For them the automobile stands for "preparedness," a preventive measure, or whatever you choose to call it—the thing that keeps the doctor away. In fact you will find that the doctors themselves are among the automobile's most enthusiastic supporters. "Only yesterday a woman came to me and said, I wish you'd have that Dort touring car my husband bought of you delivered just as soon as you can. Since he sold his other car we are simply lost without an automobile. We used always to take a ride just before bedtime and you have no idea how well the fresh air made the children sleep. Since our car has been gone they are restless at night and irritable in the daytime. Please hurry our car up."

Reo Not Interested in Various Merger Rumors

In a letter to George G. McFarland, distributor for this district, the Reo Motor Car Company says: "Our object in writing this letter is to establish in the minds of our dealers that the Company has and will stand apart from any possibility of a merger. The air has been charged with rumors of big interests merging various automobile factories into a combination due to financial reasons. Wall street manipulations and other mysterious moves, and the Reo Motor Car Company has often been mentioned as a part of these mergers. "We want our good friends to know that we have taken no part in these propositions or have any intention of doing so. We desire to become affiliated with any other maker. This Company was formed with the purpose in view of maintaining its present personnel to manufacture REO cars and trucks at the old stand, build up a growing and lasting business by producing good, honest cars and giving the public full value, allowing the dealer and ourselves a fair profit. That is the purpose behind the REO organization. That we have succeeded is evidenced by the tremendous demand for REO cars and trucks and the splendid satisfaction they are giving the owners. Making as it were, nearly every unit that goes into the construction of REO cars, we are able to save the assembler's profits, furthermore, put in that sterling quality that has gained for the REO reputation as being the best cars in their class. "Our manufacturing facilities, as every dealer knows for making steadily high-grade cars are unequalled. The equipment is the best and most expensive that is made. The workmen employed are above the average. Over sixty per cent have been with us for the last five years. Many of the workmen have been with us ever since the Company was incorporated. They have become specialists in their work. Every one of our engineers understands his particular line. Our engineering building is one of the most up-to-date and complete in the business. We have spared no expense in equipping it with every modern up-to-the-minute. Experiments are being carried on at all times and whenever we discover anything that is practical it is added, thus keeping our product right up to concert pitch. These and a great many other things in connection with the manufacturing and conducting of our business are too well-known to every one of our REO dealers so it is unnecessary to repeat or bear down on it in this letter. "What we want our friends to know is that we shall continue to carry on our business independently regardless of what other makers do. With our financial strength, our manufacturing facilities and the reputation of our goods and the organization behind it, there is every reason to look forward to greater and more profitable business, and those dealers who are handling REO cars and trucks can rest assured that they can well afford to put their individuality behind the line and build up for the future. The financial standing of the Reo Company is the second strongest in the industry. The standing of REO dealers is probably in as good or better financial condition than the dealers of most any other manufacturer, and the bankers' all over the country, knowing the stability and sound footing of the Reo Company, have always shown a disposition to extend favors to the REO dealers. We are heading into a time right now that means bigger and better business than at any time in our history and we hope every one of our dealers will take advantage of the situation with the assurance that we will do our level best to take care of orders and give service that spells success.

Get This Insurance Behind Your Business

—Put it up to the Firestone Branch to give you the tire equipment and the service that will keep your trucks going most efficiently. Result—less cost per mile for tires and trucks.

Firestone Tire and Rubber Company 231 North Second St., Harrisburg, Pa. Home Office and Factory: Akron, Ohio

USED CAR SALE

Quite a Number of Good Serviceable Cars of Older Types \$125 UP Nothing Misrepresented Must Be Sold Within A Few Weeks No Reasonable Offer Refused 2 Packards Haynes Chandler 5 Chalmers Everett Mitchell Overland National Regal Rambler Pullman Electric Several rebuilt Cadillacs.

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

Goodrich Distributing Valuable Book on Trucks

A man who is planning the purchase of a motor truck and who would like to have an opportunity to compare the essentials of the various makes with one another, without having to peruse a great mass of literature and without being continually called upon by truck salesmen, will find "Motor Trucks of America" to be exactly what he wants. This book of 144 pages is issued annually by the B. F. Goodrich Company, makers of Goodrich Wireless Truck Tires. It is announced that the 1916 edition is ready for distribution. It contains photographs and brief descriptions of the important features of all the important motor trucks made in the United States. It is a very easy matter to compare one make with another and to decide on several makes that are worthy of consideration. The detailed specifications given in the book are furnished by the manufacturers themselves. "Motor Trucks of America" is regarded as the most authoritative compendium of information regarding present day motor trucks that is published. Also Describes Efficiency Attachments

Cadillac Beats Train 55 Times in 4 Days

Various parts of the country have reported again and again how the Cadillac Eight has beaten trains in races between gasoline and steam. But none of the previous feats has been quite so unique—or caused quite so much comment in its immediate neighborhood—as that just performed by the car in Iowa. This car beat a train, too—not once, but 55 times in a four-day period. The Commercial Club of Waterloo, Iowa, was making a "get acquainted" tour in a special train, visiting 55 towns. C. A. Morris, the Cadillac dealer at Waterloo, arranged to accompany the train in a Cadillac over the entire route. He arranged with a bank or a newspaper in each of the towns to send with him to the next town to be visited someone familiar with the road. The result was that the Cadillac, though leaving each town at the time the train pulled away, invariably arrived at the next stopping place before

Farmer Prefers Super-Six to Higher Priced Cars

"A farmer with a fortune near the million mark has just bought a Super-Six from me," says L. H. Hagerling, Hudson distributor for this territory. "This farmer has owned about eight different makes of cars, and they have all been high priced ones. This Spring he decided to purchase a new car. Agents for a couple of the high priced cars were hot on the trail of my farmer prospect and gave him demonstrations. Then he came to me and said he'd like to see what a Super-Six was like. I demonstrated the car to him and got his order. "I feel pretty proud of this sale, as the farmer in question has the means to pay as much as he wants for a motorcar, and is reputed to have owned several cars of the \$5,000 class."

Military Drills Among U. S. Tire Co. Employees

The United States Rubber Company, one of the leaders in practical preparedness among the great corporations of the United States, has taken still another step to insure peace. The employees of the executive offices of the United States Rubber Company in New York have, on their own initiative, formed a war-strength company of infantry, which is now drilling twice a week in the armory of the Twelfth Infantry, National Guard of New York. The operating council of the United States Rubber Company has granted an extra half-hour at lunch twice a week for such employees as desire to

Harley-Davidson Wins

Australian road records were smashed recently by Australian riders on American made motorcycles, the Harley-Davidson, when they took the fastest circuit prize of the Victorian club at Mortlake, doing the circuit of 102 miles in 97 minutes, and also winning the Canberra club 50-mile road race at Goulburn.



Homer George, in the Chalmers Six-30 with which he lowered the Atlanta-Chattanooga road record, beating the best time of the Dixie Flyer between the two points.

Just for Dollar Day

Read the announcements on page 3 of this issue and learn of the wonderful savings.

Make Your Dollars DO DOUBLE DUTY

Read the announcements on page 3 of this issue and learn of the wonderful savings.

Where Burglars Never Tread

ROBBERS and burglars may loot private homes but everything in a safe deposit vault is absolutely secure. Rent a box in our vault for the safekeeping of your important papers and valuables. The rental charge is \$2.00 and upward a year according to size of box. 213 Market Street Capital \$300,000 Surplus \$300,000

Advertisement for Dauphin Deposit Trust Company, featuring a building illustration and text about safe deposit boxes.

Large advertisement for Firestone Tires, featuring a balance scale with 'Volume' on one side and 'Quality' on the other, and a large tire illustration.