

## Holman's

 fifleens In the Windows TonightEver Since 1620
White Pine Lumber has been universally recognized as the one perfect building wood.

## Michigan

White Pine
is easy to work, can be
stained any color and is stained any color and United Ice \& Coal Co. Forster \& Cowden Ste
 Mr. Cassuben is the first man who has ever crossed the Isthmus of

Panama on a motorcycle. | Will Go on Two Weeks' Hike; Put in the Fool Class and Told |  |
| :--- | :--- | :--- |
| Another Sham Battle to Be | to Get Better Information | Staged

E1 Paso, Texas, Sept 19. - Colonel About Finances


## PA. TROOPS TO PALMER ROASTED MARCH 250 MILLS BY THE GOVERNOR



Russian Tactics Against



## Stopl:

Motor Car Owners
who have not equipped their
cars with non-glaring head-
lights should come here for
the Warner-Lenz.
Harrisburg Auto Co., Thirrd and

OUT OF \$56,000,000 JUST $\$ 250,000$ IS SPENT IN FINAL TESTS TO MAKE DOUBLY SURE YOUR CHALMERS IS RIGHT-DEAD RIGHT

This $\$ 56,000,000$ "run" on the $\mathbf{3 4 0 0}$ r. p. m. Chalmers has not stampeded the Chalmers factory
Quite the contrary. The cars are coming out of there so fine, so exact, so thoroughly tested, that all we have to do now when we take them off the freight cars is to pour in oil, gas and water, run them a few miles, and deliver.
There's an excellent reason for this condition. The Chalmers Company has a young army of eagle-eyed inspectors who take great pride in finding a fault in a car when it comes out of the plant.
This costs just $\$ 250,000$ a year in cold cash_just one quarter of a mil lion dollars a year to "catch the little things."
We firmly believe that most factories would let "go by" nine cars out of ten that the Chalmers inspectors waylay.
It sounds like a lot of money, but when a company maintains the slogan of "Quality First" and bases a $\$ 56,000,000$ business on the quality idea, then it becomes quite clear.
We firmly believe that three times $\mathbf{\$ 2 5 0 , 0 0 0}$ is returned to the cash drawer of the Chalmers Company every year through such a policy
It certainly makes selling a Chalmers car anything but a difficult matter And that accounts for the "run" on the car. For "run" it surely is.
We are handling from three to five times as many Chalmers cars as this territory ever absorbed before.
Last November the Chalmers Dealers bought $\$ 22,000,000$ worth of $\mathbf{3 4 0 0}$ r. p. m. Chalmers in forty minutes.

These Cars were all made and delivered before summer rolled around. Then 10,000 more were added. These were taken up during the summer months.
Now 20,000 more are coming through.
That means that this model will be continued without change in design into next season.
It also means a $\mathbf{\$ 5 6 , 0 0 0 , 0 0 0}$ business. Which is twice more than the most optimistic Chalmers executive ever dared dream.
The quality in the car is the answer.
Drive one a mile, and you won't be able to get your monogram painted

DEALERS:

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 A. T. Somberzer, Greenceastile Pa. Now Einerrart, GearGettysburg, Pa. ${ }^{\text {arabe, Geo. F. E }}$
Keystone Motor Car Co. 1019-1025 Market Street


