

### Make Winter Automobile Starting Sure with an Exide Starting & Lighting Battery

**YOUR automobile is much harder to start in cold weather than in warm. Your battery must be in good condition for satisfactory winter service.**

All makes of automobile batteries recharged, repaired or replaced.

You can assure yourself of a sure start every time by equipping your car with an "Exide" Battery.

Excelsior Auto Co.  
Exide Battery Service Station  
11th and Mulberry Sts.

Bigger Better more Powerful

## Velie for 1917

Whether you represent a large family or are looking for a car for your individual use, you'll find the model exactly suited to your needs among the eight body styles for 1917—and each model breathes with the luxury and good breeding always found in Velie.

Velie-Harrisburg Co.  
Sixth and H. F. Herr Sts. Willoughby  
Bell Phone 271-J.

## Your Ford CAR

You won't get the last full measure of satisfaction that comes from driving a Ford until you install a

Heinze-Springfield Starting and Lighting System  
Price, \$85, not installed

Front-Market Motor Supply Company  
109 MARKET STREET



5-Passenger Touring ..... \$695  
3-Passenger Clover Leaf Roadster ..... \$695

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

## PAIGE

The Standard of Value and Quality  
Fairfield "Six-46" seven-passenger.  
Fleetwood "Six-38" five-passenger.

E. L. COWDEN  
R. J. CHURCH, Salesmanager  
108 Market Street

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

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



HEADQUARTERS FOR SHIRTS SIDES & SIDES

Use Telegraph Want Ads

### Case in One Type of Chassis Only This Year

Among the popular makes of motorcars that make their debut in a new dress at the automobile shows is the 1917 Case Forty. It will be especially distinctive for the reason that in the latest creation carrying the rampant eagle trademark are incorporated several changes that give added efficiency, comfort, convenience and beauty.

The car is listed at the same price as last season's model, \$1,190. In this respect the 1917 Case is especially noteworthy, for many automobile manufacturers have increased the price of their product the advent of the new year.

During the coming season the Case Company will manufacture only one type of chassis, retaining the four-cylinder motor, famous as the "Flexible Four." For 1917 the Case will also appear as a tourabout.

The changes over last year's touring car are refinements rather than radical alterations. The motor has been further improved for economy. The camshaft drive is by helical gears of special material, which makes for quietness and simplicity. Last year's cellular radiator has been replaced by one of the vertical tube type of the company's own make. The former starting and lighting equipment is now displaced by the Autolite system.

This change in the electric equipment also results in a desirable change in the location of the lighting and ignition switch, both of which are now placed on the steering column. The starting button has been moved to the floor, where the driver operates it with his heel instead of by hand. A feature of the electric system is a safety "cut-out," which automatically turns off the flow of current from battery should the switch be left "on" while motor is not running. This prevents exhaustion of the storage battery. The 80-ampere hour battery formerly used has been displaced by a three-cell 90-ampere hour Willard battery.

Its graceful lines and greater comfort have been attained by body changes. The hood line between cowl and radiator is now more nearly horizontal, thus adding much to the appearance of the car. A slanting windshield adds materially to the sweeping curves of the car. In the tonneau the pivotal auxiliary seats have been replaced by folding seats of the disappearing type.

For the convenience of the driver the hand brake lever has been shifted from the left to the center. The fuel tank filler spout has been moved toward the right for convenience. Equipment includes one-man top, Stewart speedometer, and electric exploring lamp. Five Hook wire wheels are furnished in place of regular wood wheels, at a slight extra charge.

### Smith Farm Truck Has Proved a Popular Seller

The Smith Motor Truck Corporation of Chicago, manufacturers of the famous Smith Form-a-Truck, declared a dividend at the rate of two per cent on its preferred stock, payable January 15, 1917, to all stockholders of record as of December 31.

Preferred stock in the Smith Motor Truck Corporation was issued in November, 1916, and the action of the board of directors in declaring this first dividend only three months after the stock was issued, is the most convincing demonstration of the remarkable era of sales development Smith Form-a-Truck has just passed through.

An unprecedented demand for this attachment which combines with any Ford, Maxwell, Buick, Chevrolet or Overland chassis to make a fully guaranteed one ton truck, has created a new sales record in the field of motor truck transportation.

At a recent meeting of the district managers a minimum production of 30,000 was set for 1917, with every indication that this would be practically doubled before the end of the year.

The Smith Motor Truck Corporation has already achieved the distinction of making more sales than any other manufacturer of motor trucks or motor truck attachments during the past year, which is the first year of its development. There is hardly a city or town in the entire country in which Smith Form-a-Truck is not represented either by live aggressive dealers or by enthusiastic users.

### Chalmers Makes Record Run of 79 Miles

A new record, for the run from Buffalo to Rochester has just been made by a Chalmers car. This run is one of the many disputes which have occurred recently. The distance is 79.2 miles over rough roads. A Chalmers Six-30 stock car covered the distance in one hour and 23 minutes. This time is 23 minutes faster than the best previous time.

A. J. Stuart and A. E. Higgins, members of the Mason B. Hatch Co. of Buffalo, dealers in Chalmers cars, accomplished this feat recently and hung up the new record, which it is said, is one that will be heard to beat.

The car which they sent over this course was one which had been driven over 8,000 miles. It was fully equipped and in every sense of the word a strictly stock car.

The recent performance is evidence of what the Chalmers cars can do when put to an actual test.

### Advantages of Eight Defined by Apperson

A definition of an eight-cylinder motor by Edgar Apperson, prominent motorcar manufacturer of Kokomo, Indiana, is so simple that any novice can get a clear understanding of this type of power plant.

"The eight-cylinder motor," he says, "is like the flow of Niagara." By this simile it is meant to illustrate the fact that the power of the eight is continual.

"The eight gives you four power impulses for every revolution of the flywheel, an impulse every quarter turn. The overlapping is so complete that the turning effort is practically constant. The eight is the ideal power plant for there is no hesitation between impulses."

### YES, SIR

We give the 1917 look to those 1916 automobiles. We clean, polish and refinish radiators, windshields, and

**We Repair Auto Lamps**  
We refinish, repolish and repair all glass and metal work, including band instruments. Charges most reasonable. All work guaranteed.  
Bell Phone 2532  
Harrisburg, Penna.

**NUSS MFG. CO.**  
11th & Mulberry Sts.

### Thirty Million Dollars Worth of Overland Material

Those big companies which foresaw the possible shortage of materials due to the existing demand for motorcars, and fortified themselves against that shortage are congratulating themselves to-day on the fact that they were not caught totally unprepared to cope with present conditions, conditions which have been especially trying to the Willys-Overland Company, the second largest automobile manufacturing organization in the world and the greatest producer of medium and high-priced cars, whose products are the least affected of all by this upheaval in the material market. While it is true that all quantity producers of motorcars felt the sudden change, the Toledo concern had taken the precaution to protect itself in a measure against just such an emergency.

Long before prices started to shoot skyward, the Willys-Overland Company had tucked away in its storerooms and subcellars huge quantities of raw materials. To-day it has more than \$30,000,000 worth of parts on hand, fully 30 per cent of which was bought at pre-war prices.

This preparedness policy on the part of the Toledo concern is responsible, it is said, to a large degree for the high standard of quality which the factory has been able to maintain in its 1917 production, without any extraordinary advance in its selling prices.

And, although material such as steel is hard to get at any price these days, every carload that arrives at the Overland plant is as rigidly inspected as it was when conditions were normal. In order to protect itself and Overland and Willys-Knight owners, the company employs the state of expert chemists and metallurgists to test carefully each batch of raw material delivered for use at the factory.

These chemists know that a certain proportion of carbon, together with certain quantities of other elements, when united with pure iron produces a steel that will stand certain strains. They also know that if the proportion of nickel, manganese, chromium or other elements vary even as much as a fraction of one per cent, the steel will be either too weak or too brittle.

If the samples undergoing inspection come up to the required standard and pass successfully the tests of the metallurgical and chemical laboratories, the cars from which the samples were taken are accepted by the company. If the samples come through without an OK the car or cars are rejected on the spot.

Some of the scales used in the Overland laboratories measure accurately to one-thirtieth of a gram, and the slightest defect in physical structure of a sample of steel can be detected by microscopes that magnify many thousands of diameters.

### Driver's Ease a Feature of the Cadillac Eight

"Much has been said—and with full justification—about the charms which the Cadillac eight-cylinder engine has contributed to motoring, but other noteworthy features of the car's operation and control have not attracted equal attention," is the view expressed by E. C. Howard, Cadillac sales manager.

"There is much in the wonderful smoothness of the motor, its quick pick-up and flexibility, and its remarkable work on the hills. Owners have experienced these qualities to their hearts' content, and found them even more than they had been led to expect. But along with them they have discovered other good points which are important in the operation of a motorcar anywhere, and especially in touring.

"When a man drives from a hundred to two hundred miles for a day's run, he naturally will feel considerable strain if constant effort is required to steer the car and keep it in the road. The Cadillac Eight becomes noted for the ease with which it handles these two respects. A gentle influence on the steer wheel guides the car, and it holds the road with practically no effort on the driver's part.

"Then the clutch releases easily, and it engages with marked softness. The brakes are manipulated scores of times a day without muscle-strain, and without material exertion to get full effectiveness. There is hardly a pressure of the foot puts the brakes 'on,' either lightly or firmly as circumstances demand.

"Such things make a long drive a pleasure, because they prevent the strain and fatigue of long-distance driving. And such qualities are not so common that they can be regarded lightly by men who like touring, either behind the steering wheel or in the comfort of a tonneau seat."

### Chandler Increases Wages and Will Pay Bonuses

An increase of ten per cent in wages to all of its employes working on an hourly basis and a very liberal bonus in addition, has been announced by the Chandler Motor Car Company of Cleveland. The ten per cent wage increase became effective January 2.

In addition to this, the company will pay on July 20, 1917 to the men employed on an hourly wage basis who are on the company's payroll July 1, 1917, a ten per cent bonus on the entire amount paid to the company during the year July 1, 1916 to June 30, 1917. To employes who have been with the Chandler Motor Car Company for five years this bonus means about five weeks extra pay. The Chandler Company's notice came to its employes as a complete surprise.

The Chandler Company has had a very prosperous year, and its business is generally considered to be one of the most firmly established in the whole industry. This latest move on the part of the management of the company would seem to indicate a desire to put its employes on what amounts to a profit sharing basis, in addition to a liberal wage scale.

### Pittsburgh Wireless Men Hear German Messages

Pittsburgh, Jan. 20. — Following the installation of what is known as the ultraudion receiver, the wireless operators at the Carnegie Technology Institute station talked direct with the German stations at Nauen and Elivese yesterday. He distance from Nauen to Pittsburgh is 8980 miles.

Diplomatic conversation heard was in code. Then came important news dispatches, censored by the German officials, followed by the financial report and the news columns of the thought to be in connection with the peace notes of President Wilson.

### Gives Board Full Power to Build \$1,900,000 Bridge

Bethlehem, Pa., Jan. 20. — The board appointed by the public service commission to take charge of the funds and construct a hill-to-hill bridge here met yesterday and organized by electing Achibald Johnson chairman. W. D. A. Ainey, chairman of the utility board, at the conference gave the board full power to secure plans and erect the \$1,900,000 structure.

The board as an initial step decided to request the county to erect a temporary structure across the Lehigh river,

### Paige Well Fortified With Material in Stock

So great has been the demand for motorcars in this country during the past two years that many of the leading manufacturers have been unable to supply the necessary number of cars. Both the dealers and the motor-buying public are familiar with this condition of affairs.

The consumer has either had to wait, in many cases several months, for a delivery, or else has been forced to buy a less desirable car. Consequently some dealers have suffered a loss in volume of business. This condition of being over-sold has been brought about by several causes—among them, exceptional country-wide prosperity and the shortage in machinery, parts, supplies and labor because of diversions to munition making.

A recent announcement made by the Paige-Detroit Motor Car Company will be of interest to those who have suffered from this congested condition or who have been fearful that 1917 will find the output still below the demand. The Paige factory now has on hand \$2,600,000 worth of stock for the immediate manufacture of its cars and within ten days deliveries of additional stock and material of all kinds will increase this total to about \$4,000,000 in value.

This announcement reflects the strong position the Paige has secured in the matter of production and delivery and should be welcome news to Paige dealers and those who contemplate buying Paige cars. It is also a significant reflection on the foresight of Paige executives, their knowledge of the market and their ability to get what they need when they need it. Thus fortified the Paige officials believe that in 1917 the Paige factory is going to make the contest between production and demand a neck and neck race.

### Big Field For Commercial Cars Says Studebaker Man

The theory that the market for commercial cars is restricted pretty much to large cities is disproved in figures compiled by the Studebaker Corporation and announced through Henry T. Myers, sales manager of the commercial car division.

"Commercial car sales in towns of 5,000 to 50,000 inhabitants are considerably greater in proportion to the population than in the large cities," says Mr. Myers. "We can name instances even where Studebaker commercial car sales in certain small towns have been in excess of pleasure car sales during a past four months."

"There are several Studebaker commercial car dealers who in the past three months have sold between ten and twenty-five commercial cars in towns of not over 25,000 population. One dealer who lives in a town of a population of some 35,000 people has sold as many commercial cars to merchants, liverymen and farmers as the total sales of each of three large branches.

"Selling commercial cars is not a matter of location or population. It is wholly a matter of getting out and going after commercial car business along well defined and systematic lines."

Of the 10,000 half-ton and one-ton models to be produced during 1916 by the Studebaker Corporation, a large proportion have been spoken for by distributors in towns of a size that were not considered seriously as a market for commercial cars two years ago.

### Tremendous Demand For Motorcars This Year

Fathers residing in Kokomo, Indiana, who entertain presidential or equally lofty aspirations for their little Toms, Dicks and Harrys, long since gave up the "observe the busy bee, my son" bromide and substituted "watch the Haynes factory double itself over night."

Although the Haynes has been building cars and selling them since back in the nineties and has always had a good-sized factory, some 22 months ago it produced the Haynes "Light Six," which a high-powered, light-weight, economical-to-operate car of striking good looks from an artist's point of view. It became a headline immediately with the result that Haynes strides have been of the seven-leagued sort variety ever since.

Despite 24-hour a day factory schedules, despite multiplication after multiplication of factory buildings, despite a steady influx of new workers, the three and a half years and more since the advent of the "Light Six" have denied the Haynes people even a breathing spell. "One car sells two more" is the way they put it, and judging from the ever-increasing demand it must be true.

The present 350,000 square feet of floor space will soon be increased to nearly 1,000,000 square feet, it is planned. The 1917 output will be three times that of 1916, and 1918 far over-shadowed the year preceding—100 cars a day is the capacity goal for 1917.

### Kaiser Replies to King of Wurttemberg on Endorsement

Amsterdam, via London, Jan. 20.—According to German newspapers, the emperor, replying to a telegram from the king of Wurttemberg endorsing the emperor's address to the nation following the entente's reply to President Wilson's note, telegraphed: "You have strongly expressed, in the name of your brave Swabians, the feeling of indignation and determination which, in these days of the most unmaking of the enemy's plans of destruction, are the entire nation's. Accept my heartfelt thanks for your fresh expression of loyalty. Hold on with blood and treasure until the arrogant of our enemies is shattered by the unshakable will to victory of the fatherland and its loyal allies."

### CEMENT COMPANY ADDS \$6,000,000 TO CAPITAL

Allentown, Pa., Jan. 20. — An increase in capitalization of from \$12,000,000 to \$18,000,000 was authorized at the annual meeting of the Lehigh Portland Cement Company, when the following directors were re-elected: Colonel Harry C. Trexler, Colonel E. M. Young and George K. Mosser, of Allentown; John D. Ormrod, of Emaus, and A. Y. Gowen, of Chicago.

Seven Passenger  
**\$1285**  
f. o. b. Toledo

**Willys-Knight**

## The New Willys-Knight

You will concede the luxuriousness and beauty of this car without argument.

Its practical advantages finally determine its purchase.

The motor has no equal—no near approach in any similar car selling for so moderate a price or for hundreds of dollars more.

It is a Willys-Knight sleeve-valve motor,—12000 produced last year and giving the most remarkable satisfaction.

Everyone knows that nothing has ever seriously challenged the noiselessness of this type of motor.

It has the softest "purr" combined with the greatest power for its size.

Its velvet smoothness puts all other motors of like power to shame.

It loves carbon and hates the repair shop.

It will serve you years longer—thousands of miles farther—than any other type of motor.

And it is the only motor known that does its best work in its old age, after putting all rivals to rout in its youth.

The Willys-Knights are value pre-eminent because they share proportionately in the economies of our vast production of a complete line of cars.

See us now about your new Willys-Knight and avoid the possibility of delayed delivery during the spring rush.

**The Overland-Harrisburg Co.**  
212 N. Second St.  
OPEN EVENINGS BOTH PHONES

**The Willys-Overland Company, Toledo, O.**  
"Made in U. S. A."

## WILLYS-KNIGHT

The New Willys-Knight Eight Seven Passenger	\$1950
f. o. b. Toledo	
Willys-Knight Four Touring	\$1285
Willys-Knight Four Coupe	\$1650
Willys-Knight Four Limousine	\$1950
Willys-Knight Four Sedan	\$1950
f. o. b. Toledo	

### Yesterday Was the Birthday Anniversary of—



FELIX M. DAVIS

He is superintendent of transportation for the Harrisburg Railways Company. To-day he reached the half-century mark. For twenty-eight years he has been a Traction Company employe, having started with the East Harrisburg Railway Company. He is celebrating to-day, to-night he will give a theater party to a number of friends at the Crpheum.

### PILES CURED AT HOME BY NEW ABSORPTION METHOD

If you suffer from bleeding, itching, blind or protruding Piles, send me your address, and I will tell you how to cure yourself at home by the new absorption treatment; and will also send some of this home treatment free for trial, if requested. Immediate relief and permanent cure assured. Send no money, but tell others of this offer. Write to-day to Mrs. M. Summers, Box P, Notre Dame, Ind.

**ALLIED MINISTERS SATISFIED**  
London, Jan. 20. — Ministers at Athens of the entente powers are thoroughly satisfied with present attitude of the Greek government in carrying out the entente demands, according to telegrams received to-day by the British government from Athens. The release of Venizelos adherents who had been imprisoned is ready has begun and a considerable number of them have reached their homes. Moreover, the dispatches say, the movement of Greek troops from Thessaly in pursuance of the demands of the entente allies is proceeding rapidly. It is stated here that if the attitude of the Greek government remains satisfactory as it is at present a speedy return of normal relations between Greece and the entente powers is certain.

## Republic Motor Trucks

will be exhibited at

### Pennsylvania Farm Product Association Show

held in  
**Emerson Brantingham Building**  
JANUARY 22-26  
**PEN-MAR AUTO CO.**  
M. K. Thomas, Mgr.