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CRISPEN MOTOR CAR CO.
311-315 S. Cameron Street
HARRISBURG, PA.

PRICES MAY RISE AGAIN ON CARS

General Manager of Reo Co. Says Cost of Material Goes Steadily Up

"There is no doubt about it, if prices of materials continue to soar, automobile manufacturers generally will be compelled to announce another increase of price within the next few weeks," says Richard H. Scott, vice president and general manager of the Reo Motor Car company.

"Even those concerns like Reo, who, because of their financial standing and credit, have been in the habit of 'covering' for two years in advance for their requirements, now find their two-year-old contracts expired and no possibility of renewing them at the former prices. Advances all the way from twenty-five to one hundred per cent. are announced, and worst of all, few supply houses can guarantee deliveries or prices even at present quotations.

"Everybody is in the same boat. The fact of the matter is, there is a shortage of raw materials, or if you prefer to put it the other way, an over-demand for them.

"I have never known a time when market conditions were so uncertain or when the manufacturer had so much difficulty in estimating his costs as that which now exists.

"Just take one item that the average buyer would never think of—the shortage of railway cars. Who would suppose that that would be a serious item in the increased cost of making automobiles?

"When I tell you that we frequently pay as high as \$2,500.00 in express charges in one day in order to get materials that otherwise would seriously hold up the factory, you will see that this is an item of production of today.

"Every time you stop a big factory like this, you entail a tremendous expense and consequent increased cost of the product that is being made.

"The customers who are clamoring for cars cannot appreciate the problems that beset the manufacturer, first in getting the material to his factory, and then getting the finished product out again to the customer.

"Many times the raw material shipped to us gets lost, and in the present state of confusion it is almost impossible to trace and locate. Sometimes this material cannot be replaced. We have had cars lay around sometimes thirty days to six weeks on an obscure siding somewhere. Meantime we have run out of stuff and must get the heavy material by express.

"It costs money, too, to keep men scouting around at different plants to see that our stuff is shipped as per schedule—and that is the only way it can be done. Our own men must chase up freight cars and see that the material is loaded into them on time.

"Machinery has doubled in value; tool steel is out of sight; die makers and die sinkers are earning twice and three times as much as they did a year ago; working hours are shorter and wages are higher. Then look at the price of steel—just to mention the uncertainty of the supply.

"Everything that goes into an automobile has taken an upward trend, and as the Reo policy is to make cars better and better, it is necessary, and hence cannot accept substitutes for the material specified by Reo engineers—our costs are most seriously affected.

"So far, we have weathered the storm and steadfastly refused to increase prices, but there is no certainty how long we may be able to do so. As stated before, if conditions do not change for the better soon, not only will we have to announce an increase of price, but other manufacturers, who have previously done so, will have to announce another."

HUPMOBILE MADE REMARKABLE RUN

From Capital to Capital in Every State the Car Demonstrates Efficiency

No better example can be found of the efficiency of the modern motor car or of its ability to serve the needs of any American—no matter what or where his business—than the performance of the four cylinder Hupmobile, which was sent around the United States on its twenty-thousand mile journey by J. Walter Drake," says Lee Anderson, vice-president of the Hupmobile Motor Car corporation.

This car had to negotiate every sort of road condition through every kind of climatic condition. There is no condition which an owner of an automobile would have to meet that has not been faced and overcome by the members of the Hupmobile capital-to-capital party on its journey around the nation. The good roads of the far east and the far west, the partly improved roads of the central west, the gumbo of the northwest, the snow covered passes of the Rockies; the mountain roads which called for travel at all altitudes, the deserts of the southwest and the rain-soaked roads of the south, proved all allied for this sturdy little car. It plugged along on its steady grind day after day for four months without any chance for rest, and motors require rest the same as human beings.

This car traveled farther in four months than the average owner drives his car in four years. It demonstrated more than was ever demonstrated in any of the automobile contests, whether they have been held on race track or road—just what an owner would have to overcome in driving a car in these United States.

The Hupmobile was sent away from Washington without any more preparation than any other car receives coming out of the Hupmobile factory. The party was given no set itinerary except to visit the capital of each State in the Union. They were instructed to just tour the country, make reports of what they saw and take the necessary road pictures.

It was not a contest, but a demonstration. No supplies of oil and gasoline preceded them. They bought everything as they went along, taking bad with the good. One of the features of this demonstration was the proof that an owner can travel anywhere in the country and obtain supplies. Although many times the distances between stations were great, there was never a time when they could not carry enough to meet their needs.

This car carried all the baggage necessary for the party, each member had a suitcase for his personal belongings. A large amount of extras in the way of a camera outfit, were also carried by the car—far more than an owner would require or undertake to carry. In fact, when fully loaded with the equipment necessary for its mission, this good roads car had an excess weight of over 1,400 pounds. The handicap of this extra weight can be better understood when I state that the regular weight of the car when ready for the road is 2,750 pounds.

At times through the gumbo regions, the car would pick up as much as 300 pounds of heavy mud. This added of course, to its difficulties and certainly made the strain much greater.

While this trip demonstrated that American roads need much in the way of improvement and that some states are far behind in the improvement of their highways, it also proved that as a whole, the nation is pretty well equipped with good roads. The pictures taken by the party show that



The Original 4-Wheel Drive Truck of America

—The one that controls all the basic patents of four-wheel drive trucks
—The truck that takes up where trucks of two-wheel drive let off
—The most wonderful thing on wheels

If we were to tell you of the possibilities of this wonderful Duplex Four-Wheel Drive Truck, you'd scarcely believe us. We'll not try to tell you. But we ask that you select some work that you now think is impossible for ANY truck to do, then we'll show you what a whale the Duplex is for work.

We have always been enthusiastic and exclusive REO dealers, having decided long ago never to take on any proposition without REO standards, REO efficiency, REO quality and REO energy back of it. Duplex has all of these—and more! That's why we have taken on this Seventh Wonder of the world for a five year's contract covering Central Pennsylvania.

We believe that our success with REO is sufficiently well known to put the Duplex Four-Wheel Drive Truck right beside the Reo, and in some kinds of work to lead even the Reo. After fourteen years in the automobile business in Harrisburg, we believe that the public realizes that we know a good thing when we see it—that we know what we are doing when we pin our faith and guarantee to the Duplex. Let us show you.

A Bit of Duplex History

The Duplex 4-Wheel Drive Truck has been made for the past eight years in Charlotte, Mich., by the inventor and patentee. His business out-grew his capital. On December 4th, 1916 he asked some Lansing, Mich., business men for some money to help him increase his plant. A number of Reo Motor Car officials heard of it and in forty-eight hours they bought out the inventor and subscribed a million dollars to put the greatest truck proposition of America on the map. Since then they have doubled the factory output and are now building a fifteen-acre plant at Lansing, Mich., the home of the Reo. The Duplex is now being built by the same people who made the Reo the greatest car of its kind in the world.

Harrisburg Auto Co.

Duplex and Reo

Jackson Scores Big in Kansas Endurance Run

Of 50 stock cars which contested for supremacy in a dealers' endurance run out of Kansas City, Mo., recently, the "Wolverine Eight," the new Jackson model, was one of the three to make a perfect score, according to word just received by P. H. Keboch, Jackson district manager.

The car, picked off the dealer's sales floor, went the entire distance of 800 miles with a clean score, at the same time establishing a new eight-cylinder economy record, by averaging in excess of 18 miles to the gallon of gasoline.

"The engine never failed to work perfectly at all times during the run," writes W. E. Mallary, president of the Jackson distributing agency in Kansas City. "We were very much pleased indeed when the Jackson Automobile company developed this great

Ferro-Jackson motor, which, with its small bore of 3 inches and stroke of 3 1/2 inches is credited with producing more power per cubic inch of piston displacement than any other motor ever built.

"We have been selling Jackson cars out of Kansas City for over nine years and the 'Wolverine Eight' with the Ferro-Jackson motor has created such a sensation in Kansas City that we predict for the manufacturers the greatest sales in the history of their business.

"One of our traveling representatives has driven a 'Wolverine Eight' nine thousand miles, without the least bit of trouble. Many of our customers owning the new 'Wolverine Eights' have equally good records to report."

Numerous congratulatory letters have been received by the Jackson company from dealers throughout the United States, on the incorporation of the Ferro-Jackson motor in the "Wolverine Eight."

Speed of 105 Miles Predicted by Aitken

That racing cars will attain the speed better than 105 miles an hour this year, was the prediction of Johnny Aitken, the American Speedway champion. During the Chicago show, many motor officials paused long enough to see Aitken awarded that title and the big cash prize that went with it.

In speaking of his record of 105 miles an hour Aitken said, "Record breaking at that speed was, it will not stand long. True, I cannot tell to-day just what car or driver can better it, but I am positive it will be broken next summer. It will be my natural ambition to 'beat myself.' Since 1904 I have been driving in races; the first being stock car twenty-four events, when I was on the job with a National on the Indiana State fairgrounds in a round the clock exhibition hill climb; road races; speedway contests. I can remember when we thought at the National factories that we had reached the peak of speed. Then the foreigners came along and showed us their dust, so we kept on studying and working until we in turn showed our dust to the foreigners, the notable occasion being when Joe Dawson piloted the famous National car (which was practically stock) to victory in the Indianapolis Speedway five hundred mile race.

Fair Carriage and Auto Works Occupies Dill Bldgs.

C. A. Fair Carriage and Auto Works has taken possession of the Dill building formerly occupied by the I. W. Dill Carriage and Auto Works and in addition, occupy a building at the rear which will be utilized as a painting shop for automobiles and automobile bodies. This car shop has developed rapidly in the past few years and with these buildings, will have a total area of 12,000 square feet of floor space. New machinery has been added which, according to Mr. Fair will enable them to greatly expedite their work. The Fair Shops will be devoted to the making of auto tops, curtains, cushions, and auto backs; repairing and making up a variety of auto bodies, straightening axles, wheels, etc., converting pleasure cars into business cars, painting lettering, striping and building auto bodies. The repair department will be equipped to straighten out wrecked and bent-up cars. The location of the Carriage Works is conveniently located at the east end of the Mulberry street bridge.

Calder Post Inspection to Be Held Wednesday

Captain Howard L. Calder, Post 31, Veterans of Foreign Wars, and the Ladies' Auxiliary of the Post will hold a meeting on Wednesday, February 8, at 8 o'clock, to inspect the organizations and to arrange for memorial services on the anniversary of the sinking of the battleship, "Maine," February 15.

On that date all comrades of the Veterans of Foreign Wars, wherever they may be, at 2:40 p. m., stands at "attention" for one minute as a tribute to the dead of the ill-fated battleship.

Tech High School Notes

Midyear examinations will begin Monday and continue throughout the week. For Monday the Seniors will be examined in history, chemistry and electricity. The Juniors will also have history, chemistry and electricity. The second-year boys will take English and physics, while the Freshmen will have literature, composition and physical geography. Winter class basketball games will be played next week because of the examinations.

The Tech Camera Club yesterday decided to display photographs at the open house in May.

Six sections of the Freshman class are working under Professors Grubb and McCune making models in physical geography, showing the formation of the earth's crust. The Tech laboratory in this subject is one of few in high schools in this part of the country.

LUSITANIA MEMORIAL DAY Proposed For Shipping of World With Wireless 'Avenge' Ward

Paris, Feb. 3.—M. Guernier, president of the Merchant Marine Committee of the Chamber, has advanced the proposal that the anniversary of the torpedoing of the Lusitania be declared a legal commemoration day and observed annually by vessels throughout the world half-masting their flags for victims of German submarines.

M. Guernier recommends that everywhere at the same moment, after a signal by wireless, all ships shall communicate and send out the following word, "Remember." The appeal is addressed to ship owners and captains and crews of vessels.

much work is being done throughout the nation, each state having its own method of doing the work.

It also demonstrated that on average there are pretty good hotel accommodations throughout the nation. They

are not always the best, but were good enough, so that nowhere would it have been necessary for the party to have camped out if they had not cared to.

With all its long journey ahead, this

four cylinder gave practical demonstrations of its ability along the line. Before starting from Washington it was checked by the representative of the American Automobile association as a stock car.

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5-Passenger Touring \$695
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Franklin

--the efficiency car more miles—less gasoline—more comfort—less weight—

at the Auto Show.

E. W. Shank 107 MARKET ST.

Announcement To Automobile Men

We now occupy the entire building of the original I. W. Dill Carriage and Auto Works, and, in addition, we have a building in the rear for auto painting, etc., which will give us 12,000 square feet of floor space. We have also installed some new machinery which enables us to execute work promptly and at a most reasonable price.

Our Line

We make auto tops, curtains, cushions and backs; make and repair all manner of auto springs; straighten axles, wheels, etc., convert pleasure cars into business cars; straighten out wrecked and bent-up cars; paint, letter and build bodies.

Your patronage is solicited and appreciated.

C. A. FAIR

East End of Mulberry St. Bridge Carriage and Auto Works