

CHANDLER DEMAND SHOWS INCREASE

Contracts For \$30,000,000 Worth of Sixes For 1917

The Chandler Motor Car Company of Cleveland has closed contracts with its distributors, totaling more than \$27,000,000 worth of cars for 1917, figuring the value of these cars at the touring car price only. Taking into consideration the fact that a large number of closed cars will be produced and sold during the year, the total value of cars already contracted for by distributors will exceed \$30,000,000. Add to this the many Chandlers which will be sold abroad, and it can readily be seen that the Chandler business is indeed a big business.

Our distributors recently visited the factory to complete arrangements as to allotments of cars, territories and other matters for the coming year, said Sales Manager Dunlap. "To say that they were enthusiastic would be putting it mildly indeed. For more than a month it was pretty swift work, but pleasant. Chandler dealers are prosperous. They had a great year in 1916 and know that they have the best sales proposition in the industry, and as a result of the increase in the number of cars, some distributors who showed as much as 200 per cent. increase in 1916, are figuring on just as great an increase for the coming year. They realize that the Chandler has never before been in such a strong position as it is now. It's bound to be another Chandler year."

One of the largest single export shipments of high-grade American-built cars has just been completed by the Chandler Motor Car Company of Cleveland. In this shipment were 217 Chandler Six touring cars, all going to one foreign agent. These were delivered and boxed within ten days, ready for shipment to the seaboard, where a waiting steamer took them on their overseas journey.

"The Chandler Company now has nearly fifty foreign agencies, all doing a prosperous business," said James M. Dunlap, sales manager.

"Within the past month large shipments have been made to Brazil, Denmark, Uruguay, New Zealand, Siam, Norway, China and other countries. Chile took 32 Chandlers in one month recently."

"Orders from Madrid indicate that the Chandler will soon be one of the most popular cars in the Spanish Capital."

"Export orders come through to the factory daily. Wherever it is introduced, the Chandler has met with almost instant approval. An importation from any country has, without exception, been the forerunner of big business."

"The approval with which it has met in foreign fields, is substantial testimony to the mechanical excellence of the Chandler car. These export orders do not come as a result of the wide popularity of the car in the United States, but solely as a result of the eminently satisfactory service rendered by the Chandler, and because of its better design and construction, and because of its marvelous motor."

"Boxing the Chandler Six for its long overseas journey has been a well-trained workman. In packing for these export shipments the car is first run on the bottom of the box, and the top of the car has been thoroughly tested, where the wheels, top and windshield are removed. The car is secured in position by heavy braces and the sides and top of the box are then placed in position. The top of the box is then placed on flat cars, two automobiles to a flat car and about twenty-five flat cars to each train."

HALF OF A HAIR IN PRECISION

Overland Inspectors Watch For Variance of Even Less Than a Human Hair

Can you imagine an object two-thousandths of an inch in thickness—less than one-half the width of a human hair?

It isn't very likely that you can measure, much less see an object of such minute proportions, unless you are equipped with micrometer or microscope.

The cylinders of automobile motors are subject to such rigorous inspections in some manufacturing plants that a variance of two-thousandths of an inch is sufficient cause for the rejection of the cylinder under examination.

All Willys-Overland motors are tested by "go" and "no go" gauges. The "go" gauge, which allows for one-thousandth of an inch clearance, makes sure that the cylinder is not too tight for the piston. The "no go" gauge, one-thousandth of an inch larger than the bore of the cylinder is used to make sure that it isn't too large, for should that plug fit into a cylinder it would be promptly rejected. However, rejections from this cause are few and far between, because of the accuracy of the manufacturing operations through which the cylinder has passed.

Two-thousandths of an inch variance does not run a motor, but the aim of the Willys-Overland Company is to manufacture as perfect a product as human endeavor and specially constructed machinery can make it. Consequently all Overland motors are tested to insure a perfect piston fit inside the cylinders, so that there can be no loss of power through improper compression.

The gauges used are made of the hardest steel, each one is cooled to the exact size, so that there is virtually no wear on them. Yet to be positive of this the Willys-Overland Company employs a corps of men to daily check the accuracy of the gauges used in all inspections and tests.

Servicemen Taught To Know Cadillac Car

Going to school in overalls, working hard in class, and ending the course with a examination including a drive of the automobile—this is an experience no boy's school days ever included, but it is what happens as a regular thing to the servicemen's class at the Cadillac plant in Detroit.

A standard Cadillac Eight is the subject on which the pupils are instructed. The school is made up of the servicemen employed by Cadillac dealers all over the country, and Cadillac owners are the chief beneficiaries of the instruction they receive while in charge of the factory expert.

The course covers a period of two weeks. The first work to take down the car completely. Then begins the work of reassembling, and as this progresses, particular attention is given to the various adjustments. Special instruction is given on the electrical system and an insight into Cadillac manufacturing methods is afforded by a trip through every department of the plant.

After the car has been reassembled comes the real test. The class is taken for a ride in the car. At a convenient spot the instructor stops the car and the class is invited to alight and become interested in the surrounding country. While they are so absorbed, the instructor installs a defective coil, carburetor or some other part in place of the good part, or devises some other way of disabling the car to ascertain the ingenuity of the men. The class is not permitted to proceed until the trouble has been located and remedied, and the car put in first-class running order. This is followed by a rigid written examination, and the class is awarded to the dealer who sends him to the factory.

This school has been a feature of the Cadillac policy since 1915. The students come from all parts of the United States and Canada, as well as from foreign countries.

FOOD RESTRICTED IN SWITZ.

Berne, Feb. 23, via Paris, Feb. 24.—The Bundesrat announced this afternoon the long-waited restriction of food distribution whereby Switzerland will have henceforth two meatless days weekly, must do without whipped cream and other similar dishes and must limit its egg consumption.

SCHOOL DAYS

eat all the bread an' milk up in the house — lika know how 'is gonna make no pancakes in 'm mawin' thout no sou'milk — know's well 's'l does yo ma don' low yo to come into the house uth yo skates on — wan' some mo' bread? huh?

Speak for it, Billy.

Bread and Milk.

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GUARDSMEN TO ARRIVE TO-MORROW

(Continued From First Page)

Watch For the Troops

Formation of Parade—State and Third streets.

Route of Parade—Out Third to North, to Fourth, to Market, to Market Square, to Second, to Army.

Time for formation will be given by signal, two hours previous to the arrival of the troop train in Harrisburg.

practically everybody in town will have a chance to join in the welcome home. Few people work in this city on Sunday and from late indications the troops will be home in time for folks to greet them and still get to church.

At noon to-day the Eighth Regiment was at Columbus, Ohio, a ten-hour journey from Pittsburgh, and eighteen hours at least from Harrisburg. The box cars transporting the regiment's equipment are not of standard size and a change to standard size cars had to be made at Columbus. The guardsmen are very unlikely to reach Pittsburgh until tonight.

One hour after the train leaves Altoona the Pennsylvania railroad will notify City Electrician Clark E. Diehl. He will send in taps to the firehouses, and the bells will ring out the news. Industrial whistles will also blow for

Alba B. Johnson Made State Commerce Head

Alba B. Johnson, president of the Baldwin Locomotive Works, was chosen president of the Pennsylvania Chamber of Commerce at a special election of members of that body held in the Bellevue-Stratford Hotel, Philadelphia, yesterday. Howard B. French, former president of the Philadelphia Chamber of Commerce, was elected first vice-president of the State body, and A. B. Farquhar, of York, Pa., second vice-president. Three other vice-presidents were chosen. Members were selected for an executive committee of which Mr. Johnson was made chairman. J. W. Reynolds, of Bellefonte, Pa., was named chairman of the finance committee. No secretary for the new body has yet been chosen. Paul D. Littlefield, however, is acting in that capacity.

Conferees Agree on Diplomatic Measure

Washington, Feb. 24.—Senate and House conferees agreed to-day on the diplomatic appropriation bill, retained the Senate provision appropriating \$50,000 for a second Pan-American Financial Conference in Washington at a time to be fixed by the President. Appropriations of \$40,000 for the nineteenth conference of the Inter-Parliamentary Union and \$10,000 for the Fifteenth International Congress Against Alcoholism, both to be held in the United States at unnamed dates, were retained.

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BARREL STRAWBERRY PATCH FOR CITY BACK YARD

A vortion of an especially attractive "barrel strawberry patch" is pictured in the March Popular Mechanics Magazine. This barrel is one of several owned by a Los Angeles man whose back yard was too small to admit of a regular strawberry bed. It was found that these unusual holders occupied about one-fifth as much space as an ordinary patch containing the same number of plants.

PAIGE

"The Most Beautiful Car in America"

Paige cars are manufactured as carefully as the finest Swiss watches. Only the most expert mechanics are employed in the factory and practically every labor-saving device known to modern shop practice has been installed to insure economic production.

The Paige Car is superbly built. For that reason it is a glutton for hard work and constant service.

The Paige Car is superbly designed. For that reason it is universally recognized as "The Most Beautiful Car in America."

| | |
|--------------------------------|-------------------------|
| Stratford "Six-71" 7-passenger | \$1495 f. o. b. Detroit |
| Linwood "Six-39" 5-passenger | \$1175 f. o. b. Detroit |
| Fairfield "Six-46" 7-passenger | \$1375 f. o. b. Detroit |

Complete Line of Enclosed Cars

Paige-Detroit Motor Car Company, Detroit, Mich.

E. L. COWDEN, Distributor
108 MARKET ST. HARRISBURG, PA.
R. J. CHURCH, Sales Manager. Bell 4458.

GORSON'S WHEEL CARS

The car that lights every inch of the way to better and permanent satisfaction in used car buying. Our THOUSANDS OF CUSTOMERS will tell you, if you want a Good used car, go to Gorson's.

BRAND NEW 1916 Roadster: original price \$550; our price \$385.

1917 HAYNES Touring car: new; extra equipment; bargain price.

1917 HUDSON Super Six: 7-pass.; run 2500 miles.

1917 MITCHELL Touring car: shows no wear whatever; big disc wheels.

1917 CHANDLER Touring. \$700.

1917 CHANDLER Roadster: perfect condition; will service.

1917 CHAINERS Touring car: excellent shape; all up-to-date equipments.

1916 MERCEZ Speedster: A-1 running order; win shields; new tires.

1916 OVERLAND Sedan: beautiful up-to-date; run 2500 miles.

1917 INFER-STATE 4-pass. roadster; like new; snap.

1916 STANLEY-KNIGHT Touring car: 8-cyl; run 2000 miles; extra tire.

1916 FORD Touring car: crack-jack shape; costs little to run; \$425.

1916 OLDSMOBILE Touring car: 4-cyl. 4-pass.; slip covers; bumper, etc.; bargain.

1916 WILLYS-KNIGHT Coupe: very attractive; only slightly used; \$695.

1916 OLDSMOBILE Touring car: mechanical condition; \$1200.

1917 CRYSLER-BOTHY Roadster: 5-pass.; attractive and economical; \$400.

1916 MAXWELL Touring car: used as demonstrator; all factory equipments; \$225.

1916 PREMIER Touring car: very powerful; excellent shape; \$450.

1916 OLDSMOBILE Roadster: run 2000 miles; extra; \$375.

1916 CHEVROLET Touring car: electric lights and starter; a snap at \$350.

1916 COLE Touring car: plenty of power; like new.

1916 CADILLAC Touring car: perfect run; like new.

1916 METZ Roadster: all electric equipment; like new.

1916 BUICK Touring car: "D-35"; excellent condition.

1916 FORD Touring cars, and Roadsters; \$190 up.

1916 BUICK Sedan: two tops; run only 1500 miles; \$400.

1916 OVERLAND Roadster: perfect from undercar to top; \$215; \$275.

1916 STUDEBAKER Touring car: like new; up-to-date equipments; bargain.

1916 OAKLAND Touring car: light Six; \$350.

1915 LOZIER Roadster: lights and starter; like new; \$375.

1916 OLDSMOBILE Touring car: excellent mechanical condition; extra equipment; \$500.

GORSON'S AUTOMOBILE EXCHANGE
238-240 North Broad Street, Phila.

Formation of Parade

First Division
Chief Marshal, Henderson Gilbert.
Chief of Staff and Marshal of First Division, Edwin C. Humber.
Aides: Dr. H. M. Stine, Philip Meredith, Frank A. W. William Laubenstein, William Newcomer, Philip German, Albert Atticks, Christian Nauss, Noah Walmer, Wilson Black, Frank Hoy, W. S. Hess, Augustus H. Kreidler, Thomas Numbers.
Municipal Band.
City Grays' Veterans Association.
Grand Army Posts.
Sons of Veterans, Camp No. 15.
Spanish American War Veterans.
Veterans of Foreign Wars.
Ex-members Association of the Governor's Troop of the National Guard.

Second Division
Marshal, Thomas P. Moran.
Aides: C. E. Covert, Mercer B. Tate, Arthur Bailey, Charles W. Burnett, Clark E. Diehl, Cameron L. Baer, Alvin Hollinger, C. Eugene High school, David Ellinger, H. E. Sanderson, John K. Royal, Harry L. Hershey, E. E. Beideman, Major A. M. Porter, Albert Koopig.
Technical High School.
Central High School.
Warrior Eagle Tribe, No. 340, I. O. R. M.
Employees of Dives, Pomeroy and Stewart, with band.
Employees of the New Store of William Strouse.
Chamber of Commerce.
Harrisburg Rotary Club.
Members of the Post Office Athletic Association.
Employees of Master Mechanics' Department, Pennsylvania Railroad.
Other organizations will be given a

Division Formation

First division of make-up will form on south side of State street, right resting on Third.

Second division, of civic make-up, will form on north side of State street, right resting on Third.

Third division, composed entirely of firemen and band, will form on east side of Second street, right resting on State.

Willys-Overland Motor Cars

Success — Its Value to You

Overlands in use now represent a public investment of nearly \$400,000,000.

During 1917 the public will buy Willys-Overland Motor Cars in excess of \$180,000,000.

All this has been accomplished in eight short years by steady, consistent, unswerving, unremitting effort and steadfast adherence to publicly known and approved policies.

Such progressive industrial facts should be borne in mind by you. They should be considered when you buy your next car.

For any concern that can point to such a record must be a pretty safe, sane and satisfactory house with which to do business. Think it over.

| | | | |
|----------------------|----------------------|----------------------|------------------------|
| Light Four | Big Four | Light Six | Willys-Knight |
| Touring . . . \$655 | Touring . . . \$850 | Touring . . . \$985 | Four Touring . \$1285 |
| Roadster . . . \$650 | Roadster . . . \$835 | Roadster . . . \$970 | Four Coupe . . \$1650 |
| Country Club . \$750 | Coupe . . . \$1250 | Coupe . . . \$1385 | Four Sedan . . \$1950 |
| | Sedan . . . \$1450 | Sedan . . . \$1585 | Four Limousine \$1950 |
| | | | Eight Touring . \$1950 |

All prices f. o. b. Toledo and subject to change without notice

The Overland-Harrisburg Co.

OPEN EVENINGS 212 NORTH SECOND ST. BOTH PHONES

The Willys-Overland Company, Toledo, Ohio
Manufacturers of Willys-Knight and Overland Automobiles and Light Commercial Cars

"Made in U. S. A."