

Motor Cars Needed to Carry Troopers

When it comes to matters military, little Visalia, Cal., is not only patriotic but strictly modern. A short time ago the recruiting officers in that town were informed that a machinegun company was needed in a hurry by the Second California Infantry.

A rapid-fire recruiting campaign produced the men in 24 hours and then a dozen businessmen of Visalia, who own Dodge Brothers motorcars offered to set the new recruits at the Presidio at San Francisco in record time.

This was the first attempt at moving troops long distances by motor in the San Joaquin Valley and it was watched with much interest by military men.

The 230-mile run was made in eight and one-half hours, with an average speed of 27 miles an hour. The first half of the trip was completed with a 35-mile average, but rain and slippery roads cut the average to 27 before the ferry at Oakland was reached.

While the number of men moved in this particular instance was small, the run demonstrated that the number of troops it would be possible to rush to a given point would depend wholly on the number of motorcars available.

The only delay reported on the entire trip was occasioned by five punctures. The performance of the Dodge Brothers cars aroused high praise from the officers who accompanied the recruits on the trip.

Pilot THE CAR AHEAD \$1200 Double Cow! Five-Passenger Touring Car. Get Chummy! Four-Passenger Roadster.

Season after season, for seven years, Pilot Motor Cars have retained an individuality or personality which has elevated them above the common run of cars and made them the unhesitating choice of exclusive buyers.

Ensminger Motor Co. Green and Cumberland Streets

Smith Form-a-Truck \$350. Illustration of a horse-drawn truck and a motor truck.

One Smith Form-a-Truck will haul as much as your Two Best Two-Horse Teams.

NOW sell all your horses—except those you need for work in the field. If you use horses for hauling, you are losing money—delaying farm work. One Smith Form-a-Truck will haul twice as much as two teams. And at half the cost. Yet Smith Form-a-Truck costs no more than a team and harness—\$350.

- Save Like This: Use it for hauling milk—grain—and farm products to town. Haul manure, hay, fertilizer, feed, crops, lumber, coal—everything. In 2/3 Less Time: Make your trips to town in one-third the time of horses. Save two to three hours time of two drivers every day in the year. 1200 hours—120 days—\$240 pay. Costs Nothing While Idle: Your horses are devouring profits in feed whether they work or not. Sundays and holidays are feast days for them. Smith Form-a-Truck costs nothing while idle. The minute the engine stops, its cost stops. 8c Per Ton-Mile: 12 to 18 miles per gallon of gasoline—12 to 15 miles per hour—6000 to 8000 miles per set of tires. And repair costs are practically nothing. Amazing Invention—8-in-1 Farm Body: An exclusive Smith Form-a-Truck feature. Simply pull lever and get any one of eight combinations of farm bodies—stock rack—basket rack—hay rack—hog rack—grain—flat rack—high flare board—flat rack scoop board down. Then change from one type to another in an instant—without tools. Now for These Cars: Now attach Smith Form-a-Truck to a new or used Ford, Maxwell, Dodge Bros., Chevrolet, Buick or Overland chassis and you get a fully guaranteed, powerful, strong one-ton truck. Don't put up with costly horses any longer. Come in at once, for you can make far bigger farm profits with Smith Form-a-Truck.

CAMP CURTIN GARAGE 7th and Camp Streets Bell 1093-J

Saxon Economy Run to Be Held July 18

Saxon dealers in every part of the country will hold their third annual economy test Wednesday July 18, when a 300-mile run will be staged with accurate attention paid to fuel and oil consumption as well as wear and tear on the cars.

It is estimated that around 1,000 dealers, each driving a Saxon "Six" will be entered in the contest and every dealer must furnish a complete table of expense including gasoline consumption, oil consumption, tire expense, if any; also a statement from the observer, an outside party, who will note other features of the particular car's performance. These records will then be compiled and an estimate of depreciation allowed so that the average record made will be an accurate estimate of Saxon operation costs.

The Saxon Motor Car Corporation has continually supported the statement that Saxon is the most economical of light Sixes and has in other years arranged tests which have demonstrated its contention. Only last year 206 dealers averaged 23 1/2 miles to the gallon in a 300-mile nonstop run. This year's contest will not be nonstop, however, it being the belief that such a contest does not approximate actual running conditions as much as a run where stops are permitted.

The light weight of Saxon which has been responsible for its economy of upkeep and tire cost will figure in the run. The estimates on tire wear and depreciation are designed to furnish additional data on this point.

WENT TO JAIL FOR LICENSE

Sunbury, Pa., July 14.—Miss Anna M. Harrold, of Milton and Dallas M. Huntington, of West Milton, surprised Warden Barr of the Northumberland county prison by applying there for marriage license. "Nothing doing in that line here," smiled the warden, "we get some of the husbands afterwards," and then he sent them to the courthouse. The wedding took place at Milton, when the Rev. V. R. Adams, of the First Methodist Episcopal Church, tied the knot.

ARMY OFFICERS SET NEW RECORD

Exhaustive Tests of Important Highways by War Department Officials

A great deal of significance is attached to the activities of the War Department, not only in adopting the road maps and logs prepared by the National Touring Bureau of The B. F. Goodrich Rubber Company, but in conducting military tours of the strategic roads which will be available in quickly transporting supplies. One of the most recent tests was made by Captain O. R. Bird, Q. M. Department, U. S. A., who shattered all Los Angeles to Salt Lake City records in his dash, over the new Arrowhead trail in the remarkable time of 34 hours and 14 minutes. The Silverton equipped Oldsmobile driven by C. H. Bigelow contained Captain Bird, a sergeant and a corporal, constituting a regulation military patrol, and again proving the new Arrowhead trail in the shortest route between Salt Lake City and Los Angeles. The old record of 55 hours held by Barney Oldfield was made over another route.

Since the War Department has decided to purchase 70,000 trucks for the transportation of troops and supplies, military tests are being made choosing the best available routes between important points. With every important road in the United States carefully mapped, log-booked and posted by them, the Goodrich National Touring Bureau recently offered the government complete access to its records. Captain Bird's test is a result of the offer and the satisfaction over the run is being expressed in the following words, the following is a part of a signed statement issued by the army officer: "In all my experience on military test runs and cross-country record runs, I have never seen road and weather conditions more adverse than those encountered upon the trip made by the military patrol. The automobile between Los Angeles and Salt Lake City when the round trip record was broken by more than thirty-eight hours. "We were very materially helped over the trail by the sign posts, which have been very advantageous," placed by the Goodrich National Touring Bureau. "It is no exaggeration for the tourists on record breakers to get as far as the trail, and the Goodrich Company is to be highly complimented for signing this road, as before very long it is bound to become one of the most traveled cross-country routes."

Trucks Convenient For Moving to Summer Homes

"Never before have transfer and storage firms been confronted with such a large number of household moving jobs from the great centers of population to the smaller towns as this year," said C. L. Guyman, assistant truck sales manager of the Packard Motor Car Company. "This business combined with the usual hauling of household furniture to summer cottages, is opening a great field for the motor truck. The Allor Storage, of Detroit, only three months ago, is using a two-ton Packard truck for long-distance hauling of this kind. In that short time it has traveled 2,100 miles and has made trips varying from ten to seventy-five miles to points outside the metropolitan districts. "Those places inside the fifty-mile circle are easily reached, and the return trip made in less than an hour. It includes loading and unloading the furniture. The truck made a complete trip to Ann Arbor and returning in only seven hours, an average of nearly twelve miles for the eighty-mile run. "Those who have freight or household furniture to transport for distances of twenty-five, fifty and up to 100 miles, are turning more and more to the motortruck to solve their problems in these days of railroad freight congestion. Even where the rate for truck service is a little higher than that of the railroads the element of time often is the deciding factor. A truck can do in one day what it often takes the steam roads three days or a week to accomplish. And in moving household goods by motortruck, the labor and expense of crating are almost entirely eliminated. "Lack of good roads in certain districts is all that confines the activities of motortrucks, yet despite this handicap Packards are hauling goods from 100 to 500 miles."

Jap Salesman Head of Sales in Los Angeles

One of the most sought-for passenger car and truck markets in California is the Japanese trade, and according to John Troy, president of the Troy Motor Sales Company, Nash distributors in Los Angeles, the success of this company in securing a goodly share of the Japanese business may be attributed to the principle of talking to the prospect in his own language. All of the Japanese sales are handled through George Kosugi, a native Jap, who has led the marketing force in number of actual sales during the past few months. His field consists mostly of trucking and hauling about Los Angeles, where most of the market gardening is conducted by Japanese farmers. The Oriental has been quick to grasp the economic need for trucks in speeding up delivery and rapidly discarding the horse and wagon as unprogressive. Mr. Kosugi does not specialize on any special unit, but sell them all, passenger cars and truck alike. He has also solved the problem of getting in the money, in proof of which the Troy Motor Sales Company has just sent a picture to The Nash Motor Company at Kenosha, Wisconsin, showing E. Kosugi delivering to R. F. Chesley, cashier, the list price of the Nash Quad in gold and silver which he had just collected.

ENGAGEMENT ANNOUNCED

Mechanicsburg, Pa., July 14.—Tiny cards attached to a spray of pink roses announced the engagement of Miss Orea Zora Miller and Howard Benton Burritt, of Philadelphia, at a party given Thursday evening at the home of the bride-elect, in South Walnut street.

The guests were entertained with a reading by Miss Watts, of Harrisburg, and a vocal solo by Miss Miller. Refreshments were served. A talented musician with a beautiful voice, Miss Miller is the vocal instructor at the Pennsylvania Institute for Instruction of Blind, at Philadelphia, and is a graduate of the Elizabethtown College. She is a daughter of the late Harry Miller. Mr. Burritt is a graduate of the University of Philadelphia, and is a son of the superintendent of the blind institute.

BOY MAY BE BLIND

Sunbury, Pa., July 14.—Keller Haupt, three years old, son of Mr. and Mrs. Samuel Haupt, may be blinded as the result of being struck in the eye by a companion while playing "horse." The Haupt boy was "horse," and when the other shouted "giddyap," he struck him in the eye with a switch.

MARRIED AT SUNBURY

Sunbury, Pa., July 14.—William R. Teitsworth, of Lewistown, and Miss Ruth M. Eisenberg, only daughter of Councilman and Mrs. Harry Eisenberg, were married at the home of the bride by the Rev. Dr. B. C. Auckerman, of the First Presbyterian Church and the Rev. C. E. Roth, of the First Reformed Church.

Cadillac Eight Leader in War Work in France

Private Cyril Hartley, of the Canadian Army Service Corps, on duty in France, has written to friends in this country of the work being done in France by the Cadillac Eight.

Private Hartley is an American, who drove a Cadillac in Los Angeles. He is now in the motor division of the Canadian army, and his letter is the first information received regarding the great number of Cadillac cars which are in active service. His letter says that the Cadillac Eights are standing up better than any of the cars they have over there. They are a great many of them, mostly 1916 models, in service in England and France. They are used principally for ambulance service. He says he cannot describe the hard usage they get. The hardest desert work is nothing to compare with the things these Cadillacs have to do. The Cadillacs always get the most important work and every day they are showing their superiority over all other makes. They average, Private Hartley says, from twelve to fifteen miles on a gallon of petrol, which is considered very good in this work.

New Closed Car Models in the Velle Line

Several new and superior closed car models are now being shown by the Velle Company. The summer Sedan with concealed windows and adjustable seats is perhaps in greatest demand as it serves the entire family the year round. There then is the Doctors' Special, a roomy cabriolet wide enough for three, with large side windows. Then My Lady's Coupe, seating four, wonderfully finished and equipped and simply controlled, and finally a Town Car or Brougham developed upon the request of many owners of large private stables who appreciate the advantage of the lighter and less costly vehicle in these times of necessary economy. The new Velle closed car line is well worthy of inspection and shows the strides made in fine body design this past year.

\$15,000,000 Trade Made by Maxwell Co.

A \$15,000,000 automobile deal has just been closed by the Maxwell Motor Sales Corporation, of Detroit. The contract is with The Harry Newman-Stratton Company, of Chicago. The company is one of the four largest automobile distributors in the world. The contract was signed Monday by Harry Newman, of the Chicago company.

It is one of the largest automobile transactions in the history of the industry. The new Maxwell distributors possess one of the biggest selling forces in the automobile trade. Arrangements have been made for The Harry Newman-Stratton Company to occupy the former Maxwell salesrooms in Chicago. They are the finest salesrooms devoted to the automobile business in the world. What will be the largest electric display sign in Chicago is being erected by The Harry Newman-Stratton Company at Michigan avenue and Randolph streets. The sign will advertise the Maxwell cars. Cars of every make produced by the Maxwell company will be handled by the Chicago firm. The famous one-ton trucks will be distributed through the progressive Chicago company. The contract calls for thousands of cars.

POINTS

It requires skill to replat gold, silver and metal that will give lasting satisfaction. Our skill, experience and facilities are unequalled by any other similar concern in this city.

The refinishing of chandeliers, brass beds and automobile work a specialty.

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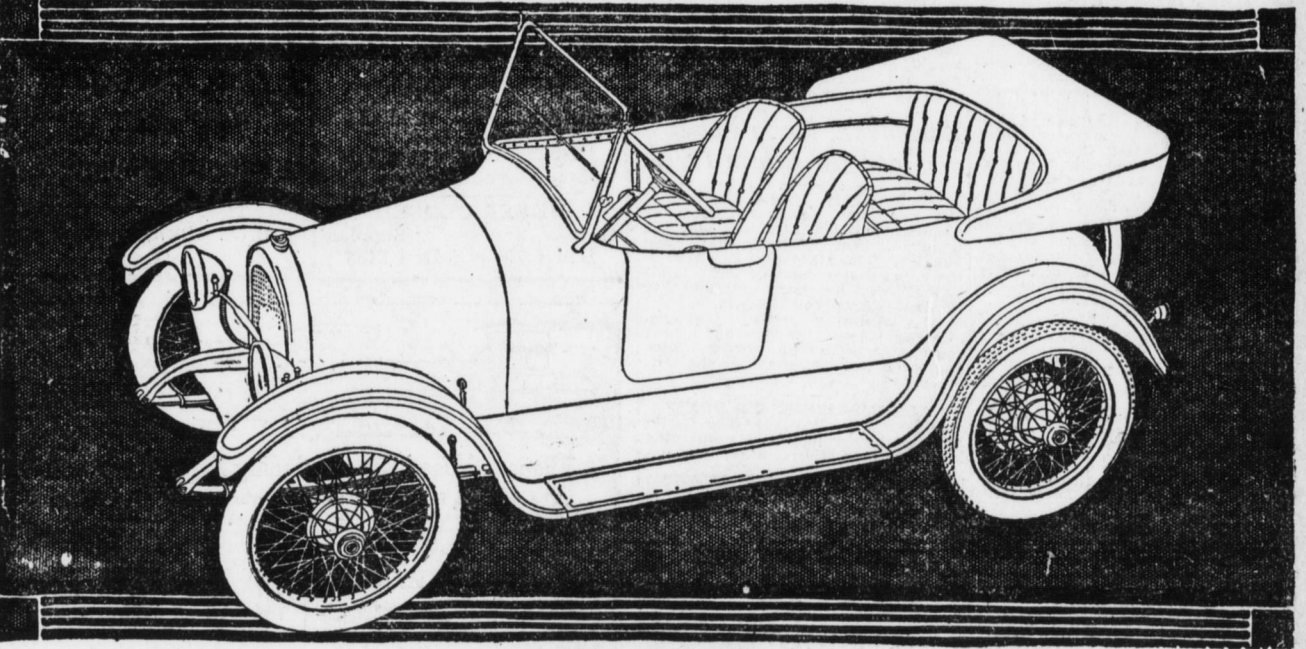
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NO matter how old your car is or what make or model starting or lighting system it has—we have an improved machine-pasted plate USL battery that will fit it.

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Overland TRADE MARK REG

America's Only Smart Utility Sport Model

This is the only car built in America today that combines the smartness of the sport model with economy and utility. The individual front seats, with aisleway between, are adjustable forward or back, to suit the reach of the driver and his companion.

It is a strikingly smart, stylish car, entirely original-looking with a design all its own. The rear seat is roomy for two. Front and back, four large people ride sociably in real comfort.

Extreme measures have been taken to give it a most exquisite finish in a rich gray, trimmed with black enamel and brightened with an occasional flash of polished nickel. It has four-inch tires and cantilever rear springs—buoyant riding!

A fashionable dash of color is added to its striking lines by the red wire wheels. The motor is powerful, it is surprisingly economical in the use of gasoline as compared with other cars of similar size.

Country Club \$795

THE OVERLAND-HARRISBURG CO., DIST. OPEN EVENINGS 212-214 NORTH SECOND ST. BOTH PHONES Service Station and Parts Dept., 26th and Derry Sts.

The factory will issue a new price list affecting certain models possibly during July and certainly not later than August first