

TRUCK SUCCESS ONLY BEGINNING

Garford Head Declares General Public Awakening to Necessity of Trucks

The future of few lines of manufacturing endeavor is more widely discussed than that of motor truck building. During the last twelve months, the increase in the commercial vehicle business has been the talk of the business world. Its success has been well-nigh phenomenal.

Among the men directly responsible for the development of the motor truck to its present high state of efficiency is E. A. Williams, Jr., head of the Garford Motor Truck Company, of Lima, and he is among those who refer to the success of the industry as still being in its infancy.

Every department of the plant is now complete. There is the force with its girding, steam hammer, used in making the drop forgings. In the heat treating department, are the massive ovens for annealing the furnaces for heating and the tanks for all and water quenching, used in the process of properly treating the metals before they are built into the trucks.

Next, there is a model machine shop with its vista of modern machinery of every description that seems to display almost human understanding. Then come the sheet metal building, the tire room, the chassis assembling department, the test work department, the test track for the finished products. Every department is as complete as its neighboring department and all combined, tend to produce that thoroughness in manufacture which has spelled success for the Garford.

Although the advantages of the motor truck are more widely recognized to-day than ever before, there are many reasons why we, who understand the situation, believe that the present popularity of that type of vehicle is but the beginning of a splendid era of success.

Several circumstances have combined during the last year to awaken the public to the necessity of commercial vehicle transportation. For example, the unprecedented volume of freight which our common carries were suddenly called upon to transport last year, in some instances involving an excess of 50 per cent, was an ill-wind that blew good to the motor truck business.

The freight car shortage resulted in the need of a more efficient motor trucks. Horses were discarded in favor of the power vehicle, because the motor truck would help alleviate the freight transportation conditions. An ever-increasing number of trucks, engaged in intercity trade, resulted and trucks made many new friends.

Had the freight car shortage existed five years ago, it is probable that business conditions would have been paralyzed. Motor trucks, however, saved the situation. Necessity proved that they had solved the "short haul" problem and every one of those thousands of new owners of commercial vehicles are staunch supporters of that method of transportation. To-day, they are telling their friends about it. Their friends are buying trucks and the original owners are buying more trucks.

The advantages of the motor truck from the standpoint of business efficiency, economy and endurance, have been most satisfactorily demonstrated. The additional motor truck service during the last few months, has been the biggest selling factor in the history of the business.

Chile Enjoys Boom Through War Supplies Before August, 1914, Europe and the United States looked upon Chile as a country which offered vast opportunities for trade in goods which would absorb all sorts of raw and manufactured materials.

great future value in the manufacture of fertilizer. When Germany began its march through Belgium and the great part of the civilized world began making ready to wage war on a scale hitherto unheard of, the nations workers of England, France and the United States suddenly realized the war would be fought to a finish with explosive nitrate exports from Chile.

And since that time the amount annual value of Chilean nitrate exports has risen meteorically. As a result Chile is enjoying a state of prosperity unknown anything in its history. This condition, according to Senor Carlos Puelma Besa, head of the House of Besa and Company, dealers in Dodge Brothers motor cars at Valparaiso, Chile, will be responsible for a large increase in most every line of business.

He is particularly optimistic about the automobile situation, while in the past few days ago arranged for a much larger number of cars than had been shipped to his firm in any previous year. The increase in motor car business already has resulted in the formation of several automobile clubs, eight of which have had quarters in Santiago, the capital and three in Valparaiso, the leading seaport. The Automobile Club of Valparaiso was organized only two months before Senor Besa left for the United States and in that time the names of more than three hundred members have been written upon the rolls.

The initiation fee for this club is 200 pesos, a peso being equal to 34 1/2 cents. The dues amount to 10 pesos per month. Profiting by America's example of the economic value of good roads, the Valparaiso organization is already striving for systematic federal aid in building and maintaining the roads. Their efforts in that direction have been somewhat simplified by the existence of a law which empowers the national government to double any gift for good roads—for example, if some public-spirited citizen offers 100,000 pesos for the construction of hard-surfaced roads, an additional 100,000 pesos is automatically available for the same purpose from the national government.

Numerous difficulties presented themselves to automobile dealers when they began business in Chile. For instance, gasoline sells for 6 1/2 cents a gallon in the larger cities and more in the less accessible places, while lubricating oils are correspondingly high.

So unaccustomed was the average Chilean to the use of machinery that when motor cars were first imported, chauffeurs were employed to operate them. These chauffeurs received salaries ranging from 200 to 300 pesos a month. A Dodge Brothers touring car with a uniformed driver and occupied by but a single passenger was no uncommon sight on the streets of Valparaiso or Santiago.

More recently, however, a great majority of the young Chilean men have learned to drive their cars and chauffeurs are becoming comparatively rare, being restricted to wealthier families. Women drivers are almost an unknown quantity, according to Senor Besa.

Motorcycle Equipment For Machine Gun Co.

Businessmen of Portland, Ore. have raised a fund and purchased twenty motorcycles, fifteen of which are fitted with sidecars, to equip the machine gun company of the Third Oregon Infantry.

The campaign to equip a company with two-wheelers was started by 200 members of the company. They solicited funds for the purchase of the equipment from businessmen and houses the city over and met with marked success. The five solo machines are to be used for carrying and signal corps work, and will also serve the sergeant in charge of range finding, while the sidecar machines will be used for carrying three members of the company each. Machine guns will be carried on one side of the sidecar, and engine and machine tools on the other. The guns will be removed from the sidecars for action.

The machine gun company is made up of Oregon's most famous track and road racers, and they are well drilled, all of them having been on the Mexican border last summer. The company is now doing patrol duty guarding the railroad bridges which span the Columbia and Willamette rivers and connect the East with the Pacific coast.

Lemoyne to Give Reception to Machine Gun Company

Lemoyne, Pa., July 21.—There is little doubt but Lemoyne's adieu to the machine gun company of the Eighth Regiment on Monday night will be a success. In the first day's campaign for contributions a large sum of money was secured from the business community. Together with the contents, was destroyed by fire Thursday afternoon and the loss will reach about \$1,000. The town has no fire department and a bucket brigade prevented the flames from spreading to adjacent buildings.

Our Method of Doing Business Is an Open Book to the Public. Our prices are Attractively Low at present.

CANNING RULES ARE EXCHANGED BY HOUSEWIVES

YOU with hundreds of other housewives have successful methods of canning, preserving and drying foods and fruits which have either been handed down to you from generations of your ancestors or which you have evolved. The feature of the HARRISBURG TELEGRAPH is designed to help you exchange your ideas with other housewives. Send your favorite receipts and methods to the editor and they will be placed before thousands of other housewives. In this way they can be placed before the public and do the maximum amount of good.

PRESERVING - CANNING - DRYING

without previous experience, and with no other equipment than that to be found in almost every home, anyone, adult or child should be able to can food satisfactorily by the methods outlined here. They are a combination of the best methods found by the Government and the housewives of Central Pennsylvania. By the methods various vegetables, soups, meats, fish and practically any other food or combination of foods can be canned, as well as fruits and tomatoes, the products most commonly canned.

The simple, general rules necessary for successful canning, by the one period, cold pack methods will be given. In all home canning it should be born in mind that when hermetically sealed containers are difficult to obtain, food products which cannot be preserved easily in other ways should be given preference. This would make inadvisable in most cases at times like the present, the canning of such products as hominy, dried beans, potatoes and similar foods.

Table showing approximate number of cans or jars that can be filled per bushel of various fruits and vegetables. Includes items like Windfall apples, Standard peaches, Pears, Blackberries, etc.

Brines of various strengths are used in canning some vegetables. The table following shows the proportions of salt and water required to make brines of given percentage strengths. Strength of Salt: Water necessary.

Seasoning. In seasoning foods it should be kept in mind that most vegetables as well as meats are injured in flavor and quality by an excessive use of salt for seasoning in the canning process.

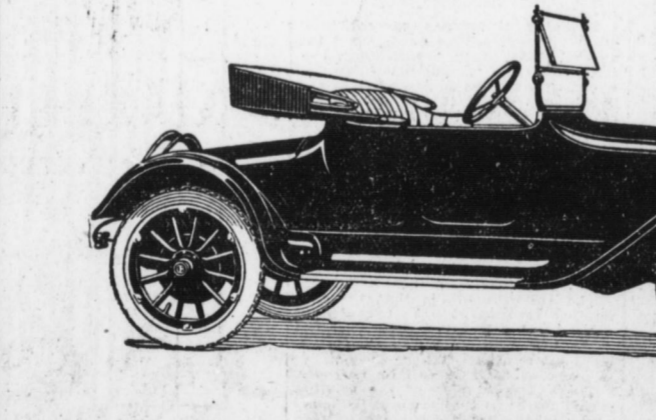
Syrups. Syrups are employed usually in canning fruits. A formula much used in some sections for syrup is three parts sugar to two parts of water, boiled to a thin, medium thin, medium thick or thick syrup.

FOURTH REGIMENT MUSTER

Columbia, Pa., July 21.—Colonel E. C. Shannon and staff, of the Fourth Regiment, National Guard, Pennsylvania, and Captain A. H. Baxter, with Company C, and Captain W. S. Detweiler and the headquarters company, were mustered into the Federal service at the armory here Thursday by Major Roger O. Mason, U. S. A. Company C now has 150 men and three commissioned officers. There are 52 officers and men in the headquarters company.

It will pay you to visit us and examine this car. The gasoline consumption is unusually low. The tire mileage is unusually high.

Roadster or Touring Car, \$835; Winter Touring Car or Roadster, \$1000; Sedan or Coupe, \$1265 (All prices F. O. B. Detroit.)



KEYSTONE MOTOR CAR CO. 57 to 103 S. Cameron St. HARRISBURG, PA. C. H. BARNER, Manager

Fisk Rubbr Co. Buys Gibney Tire Interests

On July 9, the Fisk Rubber Company acquired by purchase the plant of the Gibney Tire and Rubber Company at Conshohocken, Pa., where it will continue the manufacture of solid tires on a larger scale than has ever been purchased by the Gibney concern, a triple or even quadruple production being promised to consumers and trade.

By the purchase, users and the trade generally are assured that Gibney tires will continue to be available in increased quantities. For some time Gibney affairs had been clouded so that a creditor's committee was named. It was to this committee that the Fisk company made its offer, through its president, H. T. Dunn, about two months ago, basing its price on market value.

Suburban Notes

HUMMELSTOWN Mrs. Newton Gordon and Miss Estella Kilmer attended the Reformed reunion at Pen Mar. Mr. and Mrs. Thomas McCall Sr. and Mrs. Thomas McCall Jr. visited at Harrisburg, save for James G. Mr. and Mrs. William Landis and daughter, Mary Esther, are guests of Mr. Landis' parents, Mr. and Mrs. Alfred Landis, at Pen Mar.

U. R. Kilmer, Dr. Ruf and Misses Pearl Kilmer, Margaret Mullin and Ruth Kilmer motored to ePn Mar on Thursday. Mrs. Mary Stafford and Miss Julia Stafford, of Lewistown, were guests this week of Mrs. Barbara Nye. Miss Myrtle Garrett left Friday for Rochester, N. Y., where she will be the guest of her uncle, Dr. Haddup. Robert Mumma, of Steelton, was the guest of his aunt, Mrs. Lizi Baer.

Miss Grace Hoerner, after spending a month at Shippensburg with her aunt, Mrs. John Fackler, returned home Friday. Misses Minnie Basom and Grace Schaffner entertained their Sunday school classes on Dr. Nissley's lawn on Thursday afternoon.

Mrs. Dowden, of Brooklyn, N. Y., is the guest of Mrs. John Baker. Mr. and Mrs. George N. Hofer and son, Wilbert, have returned to their home in Lafayette, Ind. Miss Susie Collins, of Philadelphia, is spending the summer with the family of R. J. Walton.

Mr. and Mrs. Aaron Runkle were the guests of Mr. Runkle's sister, Mrs. Alfred Landis. Misses Annie E. Nye and Marjorie Nissley were guests of Miss Adeline Russell at Waynesboro.

Social and Personal News of Towns Along West Shore

Miss Martha Miller has returned to her home at eBrook after spending three week with relatives at Shiremanstown. Mrs. Lizzie Benz, of Dillsburg, visited Mrs. John Wolley at Shiremanstown on Wednesday. Milton Kline, of Chicago, Ill., is visiting Mr. and Mrs. John Snyder at Shiremanstown.

Mrs. Harvey Crowl and sons, Paul and Chester Crowl, have returned to their home at Altoona after spending some time with the former's sisters, the Misses Eschenbaugh, at Shiremanstown. Mrs. Mary Zimmerman, of Shiremanstown, spent Thursday with Mr. and Mrs. Benjamin Zimmerman at St. John.

Miss Alice Seabold, of Camp Hill, visited the Misses Seneman at Shiremanstown Friday. Mr. and Mrs. William Wagner and grandson, Clayton Wagner, have returned to their home at Washington, D. C., after spending several days with the former's sisters at Shiremanstown. Harry Miller, of Shiremanstown, is spending some time at Detroit, Mich.

Mrs. E. F. Young President Columbia Telephone Co.

Columbia, Pa., July 21.—At the annual meeting of the stockholders of the Columbia Telephone Company the following officers were elected: President, Mrs. Esther F. Young; secretary, Charles E. Taylor; general manager, Harvey A. Oberdorf; Superintendent H. W. Marks having been recently commissioned a first lieutenant in the United States signal reserve corps, and now on duty, he was granted leave of absence. The other directors are Dr. S. S. Mann, E. L. Lennig, Samuel W. Hinkle, Charles L. Fibert and Horace Detweiler.

Miss Cynthia Goshert is visiting in Shippensburg. Mrs. Dowden, of Brooklyn, N. Y., is the guest of Mrs. John Baker. Mr. and Mrs. George N. Hofer and son, Wilbert, have returned to their home in Lafayette, Ind. Miss Susie Collins, of Philadelphia, is spending the summer with the family of R. J. Walton.

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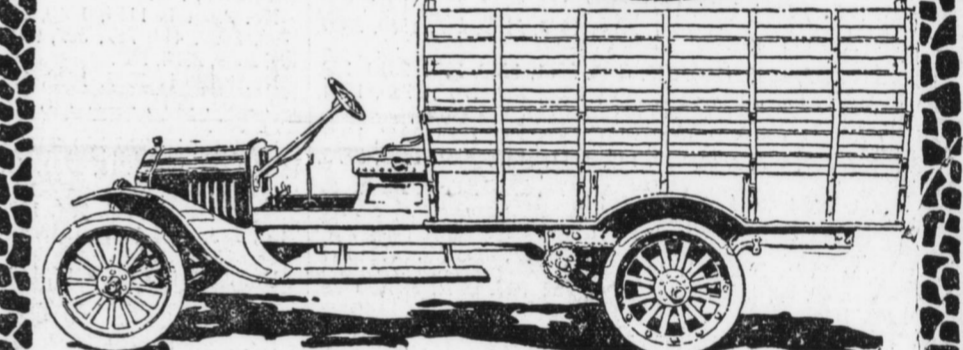
ENGINEERS CLUB MEETS

Cove, Pa., July 21.—The Middle Division Engineers Finance Club held its quarterly meeting at the summer home of Samuel Donnelly here. The members enjoyed themselves and greatly appreciate the luncheon that Mrs. Donnelly and her family provided. Members present were: Thomas Yost, president; William W. Winn, secretary; Howard Beaser, treasurer; William Shull, Samuel Shull, Andrew Shull, B. F. Crohn, C. H. Dougherty, H. F. Krebs, W. H. Yocum, Samuel Donnelly, J. W. Dunmire and H. H. Paige.

EXCUSES DON'T PAY

Thomas E. Wilson, the Chicago packer, has written an article for the American Magazine in which he gives some of the experience he has had as head of large companies. He says in the August issue: "An employer should be slower to fire a man than to hire him. To refuse to employ a man probably does him no great harm, but to discharge him may leave a permanent imprint on his character. He may regard himself as having been tried and found wanting—a failure. I would seldom fire a man for a single mistake. Many men are stronger for having once made a blunder. They have profited by it and are resolved that nothing like it shall ever occur again. I should much prefer to have a man make mistakes—as long as he isn't a repeater—than to make excuses. A little excuse is a dangerous thing. It is a habit that grows on one. A man gets to depend on excuses for careless work instead of striving to do the work properly. The fellow who never has an excuse, even for poor work, shows that he is trying his best to do it right and has at least a clear conscience.

Pilot THE CAR AHEAD 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



Sell all your Horses except those you need for Work-in-your-Field. Haul Cheaper-Faster with Smith Form-a-Truck

YOU are losing money—losing time—delaying farm work—when you take your horses out of the field to do your hauling. Get a Smith Form-a-Truck—let it carry the manure—your hay—your fertilizer. Use it for hauling crops—feed—lumber—coal—and everything on the farm. If you are a dairy farmer, sell all your horses. Use Smith Form-a-Truck. Save two thirds your time. Treble your profit.

Twice the Work of 4 Horses. Amazing Economies. Hundreds of farmers are proving in actual daily performance that one Smith Form-a-Truck will do twice the work of two teams. And at half the cost. Yet Smith Form-a-Trucks costs you no more than a good team and harness—\$350. Save 3/4 the Time. The best speed a team can make on the road with full load is three to four miles an hour. Smith Form-a-Truck can carry the same load at the amazing rate of 12 to 15 miles an hour—one-third the time of slow, costly horses. Think what this tremendous saving means in drivers' wages!

Goes Anywhere. Use Smith Form-a-Truck any place on your farm—over roughest roads—through worst fields—through deepest sand—through mud, sand, snow. No hill is too steep for it. Costs Nothing While Idle. Farm horses work only 1,000 hours a year—100 days of 10 hours each. Yet they get—get veterinary services and extra care for 365 days. Think of the tremendous money you are losing. 265 days of idleness. Use your Smith Form-a-Truck as many hours a day as necessary—for 365 days every year. When idle, it costs you not one penny. And when it works, it makes big profits for you.

Now for 6 Cars. Smith Form-a-Truck attachment combined with a Ford, Maxwell, Dodge Bros., Chevrolet, Buick or Overland chassis makes a fully guaranteed, powerful, strong one-ton truck. Double construction—the strongest known to engineering. 90% of load carried on Smith Form-a-Truck rear axle. Ford rear axle merely acts as a jack-shaft. Comb in NOW. Let us show you how Smith Form-a-Truck on your farm will save you big money.

Camp Curtin Garage 7th and Camp Streets Bell 1093-J

RELIABLE AUTOMOBILE COMPANY (All That the Name Implies) 249-251 North Broad Street, Phila., Pa. Agents Wanted. Open Sunday 9 to 2. Write for Free Bargain Bulletin.