

1000 HIGH GRADE USED CARS
1917 CADILLAC Touring: run 2000 miles; extra
equipment. Big Reduction.
1918 BUICK Touring; brand new, at a sacrifice;
run 150 miles.

run 150 miles. 1917 PACKARD Twin 6 Limousine. Only slightly

Roadsters; all have starters; \$215 up.
1917-16-15 OAKLAND Tourings are sters and Tourings; very economical to run. \$500 up.
1918-16-15 OAKLAND Tourings are sters and Tourings; very economical to run. \$500 up.
1918-16-16 OAKLAND Tourings are sters and Tourings; very economical to run. \$500 up.
1918-18-19 OLLD SIDE TOUR SETS ALL STANDARD TOURING TOUR BUICK Roadster; A-1 shape, and \$500. The fouring A-1 condition: original price \$150. The fouring and Roadsters; all in good running order: \$400. The fouring and the fouring a 1911-19-20-20 Roadsters; all in good order, \$400 up.
1917 CHALMERS Touring; light 6; roomy 5-pass. Crackerjack

The rear axle is of the internal gear drive type; a heat-treated onepiece drop forging

for carrying the load, and a live axle

for transmitting

ternational solves them.

813-815 Market Street

power.

shape. 1916 MOLINE-KNIGHT Touring, CONVENIENT WEEKLY OR MONTHLY PAYMENTS GORSON'S AUTOMOBILE EXCHANGE ® 238-240 North Broad St., Phila., Pa.

MANUFACTURER'S
RESPONSIBILITY

Today When Sale Is Made
Deal Is Not Closed, but
Service Begins

There was a time when manufacturers, after having closed a sale of their product to a consumer through their dealer or retailer, considered their association with the consumer a a matter of no further importance. While this condition existed for a number of years, it has generally been changed by the more progressive and business-like concern until to-day almost all manufacturers have adopted some method or other whereby a consumer once sold is automatically linked in some way with the manufacturer whose product he is using.

There is hardly any better illustration of this condition than that existing in the automobile and automobile accessory field.

Let us considers as an example this consumer-and-manufacturer relationship as applying to the sale of the "Exide" Battery, so extensively used for automobile starting and lighting. The manufacturer of the "Exide" battery realizes that trouble frequently results from the car owner's lack of attention to the storage battery used for his starting and lighting. Like any other mechanical or electrical device subjected to continuity. Like any other mechanical or electrical device subjected to continuity. Like any other mechanical or electrical device subjected to continuity. Like any other mechanical or electrical device subjected to continuity. All the continuity and the relationship as applying to the sale of the "Exide" service station and a competent mechanic all the holder to a regular monthly test of his automobile accessory field.

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BOARDS AWAIT DECISIONS

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Carlisle, Pa., Sept. 22.—Local ex
certical device subjected to continu
cous wear and tear, the storage bat
tery requires a certain amount of at
terticon. Neglect naturally causes un
terestancessary depreciation and may results

n the ruin of the battery, while a

reasonable amount of care will im
reasonable amount of care will im
measurably increase its life and effi
tiency.

While it is almost impossible for a

manufacturer to keep in active touch



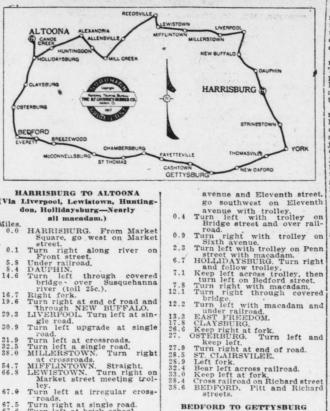
1917 PACKARD Twin 6 Limousine. Only slightly used: a beautiful car.
1918 OLDSMOBILE Chummy Roadster; 8-cyl. 4-p.s.; bought new 2 months ago.
1918 OLDSMOBILE Chummy Roadster; 8-cyl. 4-p.s.; bought new 2 months ago.
1917 MTCHELL Touring.
1917 MTCHELL Touring. 1-pass.; slightly used as demonstrator. Bargain.

MERCER Roadster; very attract live and fast; fine condition; snap.
1917-16-15 SAXON Tourings and lots of power.
1916 SEARNS-KNIGHT Touring.
1917 MTCHELL Touring.
1918 OLDSMOBILE Roadsters; 215 1916-15 OLDSMOBILE Roadsters and Tourings; very economical to run. 1800 up.

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Week-End Tour

Specially Prepared For the HARRISBURG TELEGRAPH by the Goodrich National Touring Bureau (Copyright 1917, The B. F. Goodrich Rubber Co.)



HARRISBURG TO ALTOONA Liverpool, Lewistown, Hunting don, Hollidaysburg—Nearly all macadam.)

all macadam.)

HARRISBURG. From Market
Square, go west on Market
street.
Turn right along river on
Front street.
United through
DAUPHIN
Turn left through covered
bridge over Susquehanna
river (toll 25c.).
Right fork.
Turn right at end of road and
through NEW BUFFALO.
LIVERPOOL. Turn left at single road.
Turn left upgrade at single
road, the terespreads. road.
Turn left at crossroads.
Turn left a single road.
MILLERSTOWN. Turn right

58.9 MILLERSTOWN. Turn right at crossroads.
54.7 MIFFLINTOWN. Straight.
66.8 LEWISTOWN. Turn right on Market street meeting trolley.
67.0 Turn left at irregular cross-

roads.
Turn right at single road.
Turn left at brick school.
Turn left at single across railroad.
Turn left across railroad,
YEAGERSTOWN.
REEDSVILLE,
Left fork.

12.9 Left fork.

88.0 ALLENSVILLE.

97.9 MILL CREEK.

101.9 SLOW. Under railroad.

103.0 SLOW. Under railroad, then cross bridge.

103.6 HUNTINGDON. Straight; under railroad. der railroad.

104.1 Cross long iron bridge, then

104.5 Left fork, then keep right.

105.5 Keep right upgrade.

110.3 Right fork with macadam.

111.8 Turn right across Juniata 17.8 Up hill.
19.7 Direct through McIlvaine's.
19.9 East foot of Sidling Hill.
22.8 Summit. Direct through
24.3 BEAMER'S.
25.0 East foot of Sidling Hill; direct past
25.5 MANN'S.
26.3 GREEN HILL HOUSE. Direct through 111.9 ALEXANDRIA. Turn left at 113.3 ALFRATA. Keep right across railroad, then left with

27.7 HARRISONBURG. West foot of ridge. with macadam.
120.2 FRANKSTOWN.
132.6 HOLLIDAYSBURG. Turn right
on Penn street, meeting trol-28.5 Summit.
29.0 Cross bridge; east foot of ridge, west foot of Scrub Ridge;
20.5 Summit.
31.4 East foot of Scrub Ridge; direct through
24.3 McCONNELLSBURG. Garage.
West foot of Cove Mountain;
straight on.
27.5 Summit.
East foot of Cove Mountain; 137.0 Turn right at end of street and cross railroad on Sixth

avenue.
Turn left in Seventeenth street
with trolley. 138.6 Kep period then left with trolley on bridge.
138.9 Turn right with trolley on Eleventh avenue,
139.3 ALTOONA Eleventh street and Elewenth avenue.
ALTOONA TO BEDFORD
(Via Hollidaysburg and Claysburg—First half good macadam—Balance fair to good dirt.)

Miles. 0.0 ALTOONA. From Eleventh What are the most important features of a Motor Truck?

> The engine that supplies the power—the rear axle that

> The engine is remarkable both for its power and economy. It is one of the few motor truck engines that stand up under the trying day-by-

day conditions of commercial work.

Motor Truck plant at Akron.

straight on.

East foot of Cove Mountain;
direct through
direct through
direct through
for Chromas Direct through
for Chambers Burg. Garage.
(For CARLISLE 32 mHes,
HARRISBURG, 50 miles, turn
left at square. For GREENCASTLE 11 miles, HAGERSTOWN 22 miles, turn right
at square.) Keep straight
alead; cross railroad at
WEST FAYETTEVILLE. Direct through.
60.3 WEST FAYETTEVILLE. Garage; pass
65.5 Caledonia Park. Caledonia Park.
Graffenburg Inn.
Pass road on left.
Summit of South Bear right, direct through
CASHTOWN. Direct through
McKNIGHTSTOWN
SEVEN STARS.
Cross railroad. Turn left into
GETTYSBURG.

converts that power into mileage.

The engine and rear axle of the International Motor Truck are built

Truck are built

GETTYSBURG TO YORK

GETTYSBURG From square go east to fork of old pike and Hanover road.

0.3 At schoolhouse, take left fork, and straight through

10.5 NEW OXFORD.

14.5 ABOUSTOWN.
14.7 Toll gate (30c.). Get tickets and leave at 22.1 and 25.8.

THOMASVILLE. Straight on.
29.2 YORK.

YORK TO HARRISBURG

on North George street with
trolley.

1.4 Cross two railroads and iron
bridge over Codorus creek.

1.4 Toll gate (2c.), leave trolley
and turn sharp left around
toll house.

3.2 Take right fork.
4.5 Five-corners; take left fork,
and then keep right at second fork immediately beyond. ond form among the property of the property of

22.5 Cross visature over F. and R. railroad.
22.5 LEMOYNE. Straight on.
24.0 Gounder two railroads and turn right.
24.1 Bear right under railroad leave trolley and cross toil bridge over Susquehanna
24.9 End of bridge; straight ahead one block.
25.0 HARRISBURG, Market Square.

During the month of July, 1513 International Motor Trucks were sold in the United States to be used for commercial purposes. Some of these concerns had problems just like yours. Ask us to show you how the In- Dyke's Auto Encyclopedia

Is Greatly Improved

"Dyke's Automobile Encyclopedia" is a book deserving of mention. Mr. Dyke, of St. Louis, is reported to have published the first practical book on automobiles in America. Mr. Dyke also is said to have originated the first auto supply company in America—1897. His twenty-one years of experience in the automobile business as a supply man and publisher is now represented in this new edition of this book.

The book isn't what you would term an encyclopedia in the true sense of the word, yet it is a yery complete reference work on automobiles: any subject, trouble, remedy or repair you can think of can be found in the 6.000 lines.

Harrisburg, Pa.

Cross railroad at MOUNT DALLAS.
Direct through EVERETT.
Cross covered bridge, past McGraw's "The Crossings"; direct through
BREEZEWOOD.
Up hill.
Direct the

rating and lighting are simplified with hundreds of clear illustrations and diagrams.

There are 775 illustrations and 279 pages to the electric subjects in the book, including the storage battery and ignition subjects.

In addition to the book there are two supplements on the Ford and Packard, with 332 illustrations and 91 pages, part printed in two colors. There are also five colored inserts. Also a dictionary.

Supplement No. 1 deals with the Ford, qf which there are 59 pages and 307 illustrations. Such subjects as how to get more miles per gallon, how to overhaul a Ford, how to make a Ford do sixty miles per hour, how to convert a Ford for commercial use, how to construct a combination-body, how to construct a Ford racer, "fine-point" adjustment, etc., are dealt with in the Ford supplement.

Supplement No. 2 treats on the Packard twin-six. Here we have a complete detail description of this multi-cylindered car with many two-colored illustrations. The principle, operation and adjustments are simplified.

The inserts illustrate the subject of

operation plified.

The inserts illustrate the subject of different makes of engines, as the Continental, Franklin, Haynes, Sterling, Wisconsin aviation engine and

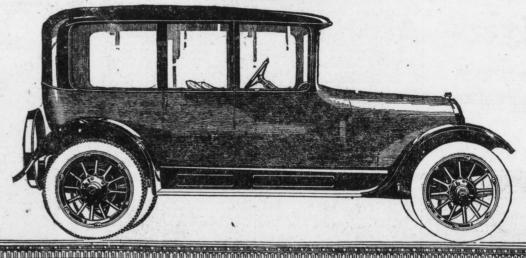
ling, Wisconsin aviation engine and many others.

A feature of the inserts is that of a four-cylinder engine, illustrated with blank space for the student to draw in the parts, in order to more clearly understand just where the









Immediate Delivery Of Low Cost Luxury

Materials were purchased when prices ruled much lower.

And factory foresight has provided these luxurious closed cars ahead of time so that you need not suffer the delay so often encountered in the delivery of a closed car.

It will probably be a long time before the factory can again produce such luxurious cars for such low prices. Both the Sedans and the Coupes are the convertible type—the sides of the car may be made entirely open from end to end or entirely closed. The change can be made easily and quickly.

We have these cars here now-ready for immediate delivery.

Come in today and see them.

Prices f. o. b. Toledo and subject to change without notice

The Overland-Harrisburg Co., Dist., 212-214 N. 2nd St., Open Evenings Both Phones Newport Branch-Opp. Railroad Station York Branch-128-130 W. Market Street Service Station and Parts Department, Twenty-sixth and Derry Streets.

Motor Truck Department, 619-21 Walnut Street

Other Branch Houses located at Baltimore, Elmira, Parkersburg, Pittsburgh and Philadelphia.

Do you know that a man can move a fully loaded Interna-

tional Truck on a level dirt road by turning the drive shaft

with one hand? A good engine has an easy time furnishing

There is a size and style for your business - 1,500, 2,000, 3,000 or

4,000 pounds capacity, at \$1,450 to \$2.550 for the chassis (f. b. factory).

International Harvester Company of America

power to a truck built as wellas that.