Makes Forfeit Guarantee

of Production Leadership

Tire Economy by Care of Tires in Winter

Demand For Twelves of Airplane Type

Most Miles

per Gallon

ness and industry.

standard in equipment.

turers two things.

their present prices.

vision that has been made real.

Boosting Business Makes Bond Buying Better

on Tres

Cadillac Convention of **Dealers Big Success**

The greatest optimism over the outlook for the coming year's business was expressed by 102 Cadillac distributors who attended the Dealers' convention held recently at Detroit

distributors who attended the Pearers' convention held recently at Detroit.

As Sales Manager E. C. Howard
expressed it, "It was very gratifying
to realize that not merely certain
sections of the country reflect this
condition, but that virtually every
distributor from the Pacific coast to
the Atlantic, and from Canada to the
Gulf, is looking forward to the biggest year he has ever had.

"And practically every distributor," he continued, "had some constructive thoughts along the line of
efficiency, which could be profitably
used by the entire organization. This
interchange of ideas has given every
distributor something to think about,
and shown them ways in which they
can even more intensively cultivate
their territory."

At the banquet held during the
convention, R. H. Collins, president
of the Cadillac Company, delivered
a stirring talk on the importance of
maintaining the quality for which the
Cadillac has always been noted, and
showed how, in the face of rising
costs, that there had never been the
slightest thought of saving money by
jowering the standards which have
prevailed during the entire fifteen
years of Cadillac history.

Theodore F. MacManus also delivered a masterful address on the
power of insistent and consistent advertsing.

of insistent and consistent ad-

Classic Concert Given by Irving College Faculty

Mechanicsburg, Pa., Nov. 3.—Last evening a faculty concert was given in Columbian Hall, Irving College, which was enjoyed by a large and appreciative audience. With Miss Elizabeth R. Campbell, soprano; Miss Florence Lukens Newbold, reader, and Missi Beatrice N. Knight, pianist and accompanist, the following program was given: "Care Selve" (from opera "Atlanta") (Handel); "Bohemian Cradle Song" (Smetana-Schindler), "Der Schmeld" (Brahms), Miss Campbell; "Flora's Bit" (John Oxenham), Miss Newbold; Macdowell (a) "To a Wild Rose"; (b) "In Autumn"; (c) "To a Water Lily"; (d) "Hungarian Etude" op. 39, Miss Knight; "The Lost Word" (Henry Van Dyke), Miss Newbold; "The Road to Yesterday" (Woodman); "Mattinata" (Leon Cavalla); (a) "Allah"; (b) "The Danza"; (c) "The Rose Leans Over the Pool' (Chadwick), Miss Campbell; "Sunday School Experience" (from the Pettison Twins), Marlan Hill-Miss Newbold; "Valse Caprice" op. 74 No. 7 (Cyril Scott); "Prelude in C Sharp Minor" op. 3 No. 2 ((Rackmanioff), Miss Knight. Mechanicsburg, Pa., Nov. 3.-Last

Maryland Soldier May Have Been Wounded in Battle

Waynesboro, Pa., Nov. 3.—Fritz D. Hurd, of Williamsport, Md., well known in Waynesboro where he was the guest on several occasions of Mr. and Mrs. Walter T. Todd and who. is the son of Mayor G. W. Hurd of Williamsport, has probably been wounded while serving with the United States expeditionary forces in France. Mr. Hurd received a letter from his son, who is at Base Hospital No. 10, France, stating that he is in a hospital under treatment, but his condition was improved at the time. The letter did not state the nature of the young man's illness. He left the United States with the first divisions and has been in France several months.

New Nash Six Holds **Taking Eighty Parts** Center of Stage

From the Eight Motor
is the elimination of eighty parts. This makes the Apperson the simplest eight built to-day.

Records for speed, power and gas-

ARMY BALLOON SERVICE OPEN TO YOUNG MEN From the Eight Motor

The Apperson Brothers have made over the eight-cylinder gasoline monstration of the Apperson efficiency with which they have been accustomed to stir up the motoring world.

This makes the Apperson the simplest eight built to-day.

This makes the Apperson the simplest eight built to-day.

Records for speed, power and gasoline economy prove the value of this latest example of Apperson ensile accounts and the simple still to see the proof. They have given another demonstration of the Apperson efficiency with which they have been accustomed to stir up the motoring world.

This makes the Apperson the simplest eight built to-day.

Harrisburg men may now enlist in the new Army Balloon School which was recently opened at Fort Amaha, only and the passing still. The motoring public is interested and enthusiastic. Local sales of the Apperson Eight are the proof. Motorits of this part of the country have found the Apperson more than equal to the most severe tests they can give it.

This makes the Apperson the simplest eight built to-day.

Harrisburg men may now enlist in the new Army Balloon School which was recently opened at Fort Amaha, olline economy prove the value of this latest example of Apperson ensuring the new Army Balloon School which was recently opened at Fort Amaha, olline economy prove the value of the new Army Balloon School which was recently opened at Fort Amaha, olline evant please of the new Army Balloon School which was recently opened at Fort Amaha, olline evant please of the new Army Balloon School which was recently opened at Fort Amaha, olline evant please of the apperson ensuring the new Army Balloon School which was recently opened at Fort Amaha, olline evant please of the apperson ensuring the new Army Balloon School which was recently opened at Fort Amaha, olline evant please of the apperson ensuring the new Army Balloon School which the n



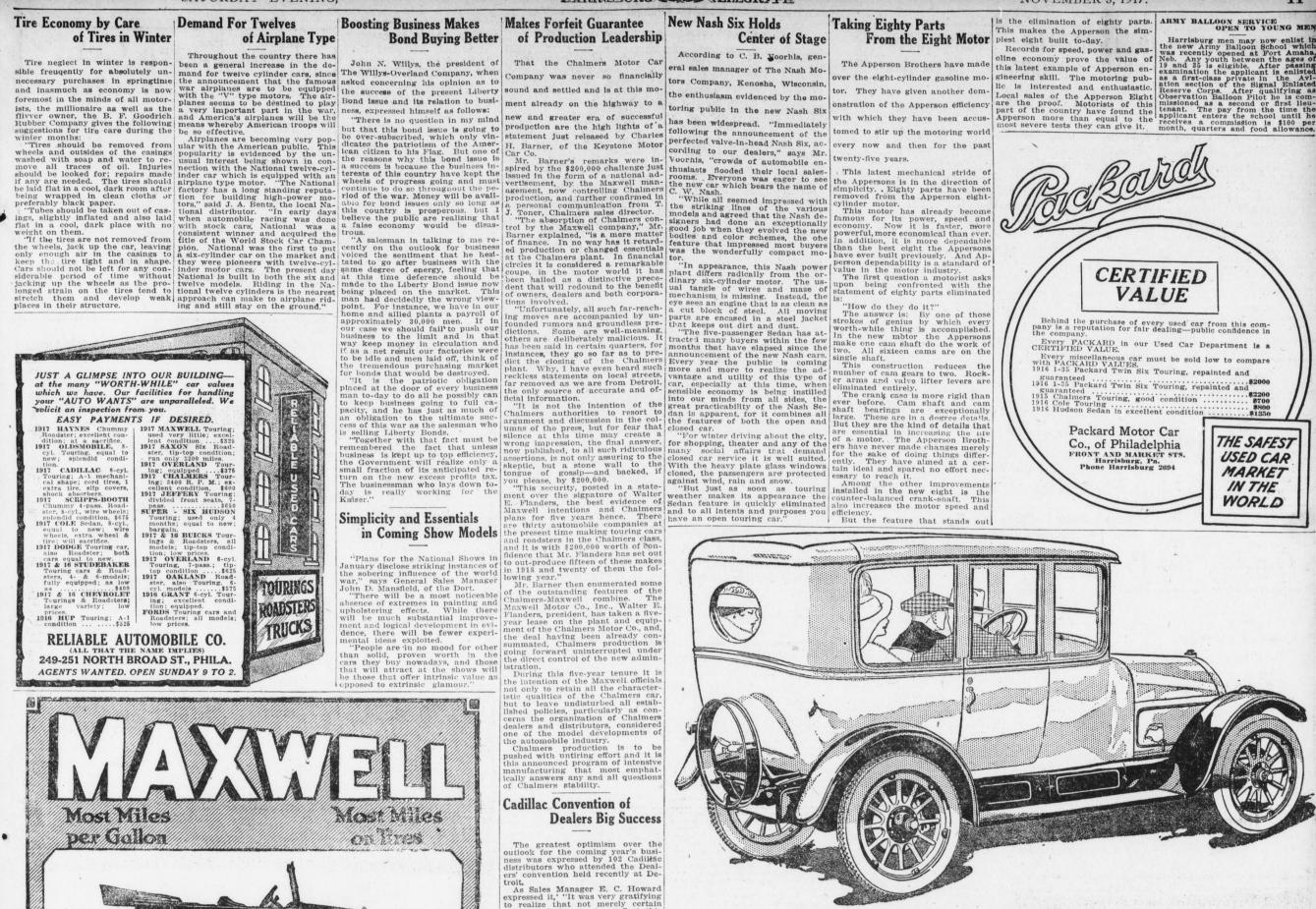
Behind the purchase of every used car from this com-pany is a reputation for fair dealing—public confidence in the company.

Every PACKARD in our Used Car Department is a CERTIFIED VALUE. Every miscellaneous car must be sold low to compare with PACKARD VALUES. 1916 1-35 Packard Twin Six Touring, repainted and guaranteed 1916 1-35 Packard Twin Six Touring, repainted and

> Packard Motor Car Co., of Philadelphia FRONT AND MARKET STS. Harrisburg, Pa. Phone Harrisburg 2694

guaranteed 1915 Chalmers Touring, good condition 1916 Cole Touring 1916 Hudson Sedan in excellent condition

THE SAFEST USED CAR MARKET IN THE WORLD



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Closed Cars

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A closed car when you need it without suffering delays

Substantial Saving

These cars were built when material prices were lower—you profit

TOW is the time of year for closed cars. And here they are!

Above is a Double-Barrel reason for ordering your four or six cylinder Overland Sedan or Coupe, at once.

But a bigger reason—is because of the cars themselves.

They are beauties!

Better still, they are most practical and serviceable.

They are built for hard use—continuous use!

Ample protection and comfort are combined with remarkable sureness of per-

You can depend upon them to render the desired results at all times—in all weather for all occasions and on all roads.

They have the powerful thirty-five horsepower four cylinder Overland motor or the 35-40 horsepower six cylinder motor, as you prefer.

Let your Willys-Overland dealer show you.

Model Eighty-Five Four Sedan \$1485 Coupe \$1285 Prices are f. o. b. Toledo— Tax Free

The Overland-Harrisburg Company

BOTH PHONES 212-214 North Second Street OPEN EVENINGS NEWPORT BRANCH—

OPP. RAILROAD STATION
SERVICE STATION AND PARTS DEPARTMENT, 26TH AND DERRY STS,

Model Eighty-Five Light Six Sèdan \$1620 Coupe \$1420 Prices subject to change without



There are visions now and then in busi-

The Maxwell motor car is a wonderful

The fixed purpose of the Maxwell builders

Many years experience in production on a

One is that such a car as they have always made their aim—a car in which efficiency, durability, economy, comfort, beauty and standard equipment are all present-cannot be built for less than \$745, with materials at

The other lesson is that, for more than

In other words, they are convinced—and .

\$745, they could not give you anything more than the Maxwell now has except greater

they have convinced us-that they have found

the great MIDDLE LINE where you get dollar

size or luxuries, pure and simple.

was in the beginning, and is now, to produce a

car which would be, in the highest sense, effi-

cient, durable, economical, comfortable and

vast scale has taught the Maxwell manufac-