

### OAKLAND SIX HAS POWER TO BURN

#### In Hill Climbing Contest It Shows Remarkable Ability to Get There

Andrew Redmond, the local distributor of the new Oakland Sensible Six, in an interview the other day, tells how this car performs on a hill. He says:

"There isn't a hill around Harrisburg but what this little car will go over the top on high gear. And there are some hills. The horsepower rating is exceptionally low, enabling the owner to get in on the lower rate for his license, yet when you get behind the wheel, you only realize just what this car can do. It only weighs 2,100 pounds fully equipped, and with the small sized tires it takes it makes an exceptionally economical car.

In beauty of outline it is the equal of many of the higher priced cars. The clear-cut, graceful lines of the hood sloping back to the sloping windshield, bring out the distinctive features of the better car. From the front doors to the back end of the car, every thing is made not only for good looks but for comfort and service. The large, roomy seats both in the rear and the front are all that can be desired. The upholstery

is of the best, soft and comfortable. Extraordinary popularity has marked the history of the Oakland Six since its advent into the market of moderately priced cars—a popularity based on an unusual combination of characteristics which is to-day more strongly in demand than ever before."

### Auto Radiator Repair Co. Opens New Establishment in 11th Street

During the past week a new firm entered the field in the automobile repair business. E. Sherman, who is well known in this city and who has been connected with the radiator repairing concern, has established the Auto Radiator Repair Company at 125 South Cameron street in the same building with the General Auto and Machine Shop.

These two firms under the same roof cover all kinds of auto repairing. Any kind of radiator, fender, lamp or body repairs are taken care of by the Auto Radiator Company and general auto repairing and machine work is done by the General Auto and Machine Shop.

**TO UTILIZE LOTS**  
Vacant lots and fields in Harrisburg will not stand idle this summer, according to present indications. They are being taken by amateur gardeners even more rapidly than last year and the number of the lots are leased and others are let without charge, the owner being sufficiently repaid to have the weeds and grass kept down.

### Motorcar Aiding in War Savings Activities

"I christen thee Ginger Special," said Harry Lauder as he smashed a bottle of sparkling ginger ale, with fitting ceremonies, over the radiator cap of a new six-cylinder Studebaker touring car. And the famous Scotch comedian, known the world over for his inimitable songs and stories, but saddened now through the loss of his "first bairn" in the great war over there, could not hide the pleasure that was in performing the rites on this occasion. For here was to be a demonstration of another way the motorcar can be helped in winning the war—and hasn't Lauder given up fame, fortune and his only son in doing his bit to accomplish this result?

The Studebaker car, christened by the Scot and consecrated to the cause that is foremost in every loyal American's heart, was the gift of the Los Angeles Studebaker club, to be used by the state committee on war savings and thrift stamps. It is a high powered, vividly hued, patriotically decorated and has already attracted widespread attention on the coast.

At present the manager of the state bureau of advertising of war savings and thrift stamps committees, with her staff—for the manager is one of California's brilliant public women—is making weekend trips to the outlying cities in the "Ginger Special," spreading the gospel of patriotism and thrift broadcast throughout the land. Some of the towns there is a local committee and it is the aim of the travelers to visit the various chairmen and put "pep" and "ginger" into their workers.

So far the "Ginger Special" has exceeded the expectations of those in charge of the great war savings drive. It has seldom failed to startle the inhabitants of the country towns who are curious to learn what these city folks are doing with a frey-red car decorated with all manner of advertising banners and flags.

Thousands of Southern California people have been enlisted in the cause and a steady flow of silver has been turned into Uncle Sam's commendous pockets. Everybody has begun to roll up his sleeves and, according to the pilot of the Studebaker, the car, it will be but a short time before Southern California's federal allotment of \$25,000,000 will be raised.

**Present Demand For Cars Unprecedented**  
"The present demand for cars is the greatest and the most insistent in all my experience," reports Henry Krohn, sales manager of the Paige-Petrol Motor Car Company. "I have known some big selling seasons, but nothing like what we are now experiencing. The call for Paige is not coming from any special section of the country. The demand is fairly universal and there is no part of the United States in which the market is not active at this time.

"Last fall after an extensive trip through the country and a close study of conditions, I predicted that the dull period which then prevailed would be followed by a rising market which would develop into a great spring drive and I advised and warned our dealers to prepare for it. There were sound reasons for such a prediction. The present demand, however, is beyond anything that I anticipated, and it has filled me with amazement.

"The reasons we gave last fall for the belief that spring would see a great demand for cars were big crops, high prices, consequent abundance of money among the farmers, and the general prosperity everywhere due to the placing in circulation of the billions raised for war contracts.

"With the return of confidence and business optimism, the demand that right normally be expected has been increased by the addition of buyers who were in the market last fall but because of the uncertainties that then prevailed postponed the purchase of a car.

"There is also this fact to be considered and we are just beginning to realize its full significance. The motorcar is now an indispensable utility. In these days more than at any other time, with the extra demands the war is making on us, time and energy must be conserved so that everyone can increase his production to the utmost. The motorcar has become a necessity and men of affairs find they cannot be without one. This realization of the practical utility and daily service of the automobile is a big factor in the present insistent demand.

"The situation has also been materially affected by the curtailment of production so that the probable shortage of cars combined with the excessive demand will doubtless result in creating two buyers for every available car.

"We are doing everything in our power to meet this situation and, while freight conditions are bad, we are supplementing our regular shipments with daily drays so as to get the cars to their markets as fast as possible. The Paige dealers who are co-operating with us are going to have their biggest year."

### New York Artist Wins Overland Design Contest

Mary R. Cornwell, a student of the New York School of Fine and Applied Arts, has the distinction of winning the unusual contest of Wills-Overland, Inc., for the most effective and artistic combination of car and top design.

A few weeks ago when the contest was announced, students of the following schools qualified as entrants: The New York School of Fine and Applied Arts; the New York School of Applied Design For Women; Church School of Arts, of Chicago; Pennsylvania School of Industrial Arts, of Philadelphia, and the Art Institute of Chicago.

Each student in the foregoing schools had the privilege of submitting three designs and James H. Henry, Director of Art of the New York City Public Schools, and Mrs. James W. Parker, chairman of Department of Art of Illinois Federation of Women's Clubs, were selected as judges.

Besides the first prize, awarded to Mary R. Cornwell, a second prize went to Geraldine Eggers, of the Church School of Arts, and a third prize to Anna G. Gallagher, of the School of Industrial Arts.

### Winning Wars With Miles and Minutes

"There are many problems, and grave ones too that motor trucks with America's entrance into the great world conflict but none more important than the great factors of time and distance," said S. M. Williams, Sales Manager of the Hartford Motor Truck Company, at the plant in Lima, Ohio. "We must produce more. And to produce more we must link every industry closer together. Again every industry closer together. Again we find these two requisites to speedier production looming up.

"Time and distance must be overcome. They must lose any former significance that we have placed upon them and be measured by newer standards which are on a plane with the gigantic tasks we have before us. There are two potent factors that motor trucks are putting production on a war basis," declared Mr. Williams. "These are the open road and the motor truck. Better roads mean more miles in fewer minutes and more trucks are putting production on a war basis, dependably relieving freight congestion equally well in both winter and summer, mean the speeding up of industry.

"This newer epoch in the demands upon industry is evidenced by the congestion at railroad terminals which has become a direct result of the greater load which is borne by the manufacturer. The government is doing everything that is humanly possible to correct this condition. It is a question whether any great relief is expected for some time. In the meanwhile, trucks are patriotically and speedily assisting in the necessary relief.

"As the importance of mechanical transport becomes impressed upon the American people, then the matter of better roads and highways becomes a more important factor," continued Williams. "For the highways of this country will become as necessary as the railroad right-of-ways.

"And just as the railroads have spent time and money to lessen distances between points by straightening out their routes so that they would represent a bee-line between cities and have established grades which mean easier hauls, it will be the great highways be planned and improved to facilitate motor truck traffic.

"The old Romans appreciated the great importance of the military roads and many of these marvels of engineering skill are still in evidence: lasting monuments to their prowess. Had the old Romans been possessed of the modern motor truck transportation, they could have subjugated the whole world.

"But we, today, are preparing through war for peace. The war has but served to open our eyes to our needs in highway transportation."

**Oil Preparation Protects Cars on Drive-Aways**  
During the automobile shows throughout the country, now drawing to a close, many visitors who admired the sleek and span beauty of the Paige Larchmont and other members of the Paige family, were much surprised to learn that—in many instances—the cars had been driven from the factory to their shipping destination. Not a mark or blemish of the minutest kind marred the original beauty of the cars which had been driven through slush and mud hundreds of miles over the worst possible roads. The wondering visitors were informed that the secret of the matter was very simple, merely the application of a well known product—white paraffin oil.

As the Paige, like many of the other big factories, has been doing its utmost to help the government relieve the freight congestion by developing the drive-away to its utmost possibilities, the employment of some means of protecting the glossy new bodies of the cars was inevitable. White paraffin oil serves this purpose admirably. Purchased at any drugstore, a gallon of it when applied with both hands to the body of any car. If, however, it is sprayed on—as is done at the factories before a drive-away—a gallon will be sufficient for four cars.

The spray of white paraffin oil forms a protecting film over the body of the car and catches the mud and dirt of all kinds which can be absorbed by the body finish. When the car reaches its destination a thorough washing is sufficient to remove all signs of travel, the oil causing the dirt to scale off. A thorough cleansing with warm water and a good car soap, a cold douche and a rub down with a polishing cloth leaves the body of the car as fresh and unscathed as when it left the hands of its makers.

The success of this treatment has done much to induce dealers to drive their cars away by the hundreds.

**6,000 BOOKS COLLECTED**  
More than 6,000 books for soldiers were collected by the Boy Scouts unit, last evening. Today H. Stine, scout executive, will announce the total number of books collected.

### Captain Stine Elected Head of City Reserves

Captain Henry M. Stine, for many years a National Guard member, and only recently invalided home from active duty, was elected major commandant of the Harrisburg Reserves last night, when members of the organization desiring to see it continued assembled in accordance with a call issued last week.

Major A. M. Porter, whose term as major commandant expired, was elected a member of the board of directors. Other directors are Benjamin Strouse and Henry B. McCormick. Mr. Strouse presided at the meeting. All the members voting to continue the organization pledged themselves to be present at the drills.

Major Stine will take charge of the drills next Friday night. All companies will be abolished and he will reorganize.

### Penbrook Woman Hangs Herself While Ill

Dependent upon a lingering illness, Mrs. Sarah M. Ludwig, 2725 Main street, Penbrook, last night hanged herself from a rafter in her home. She was found by her husband. After an inquest Coroner Eckerling declared that death was due to strangulation at her own hands. She is survived by her husband, Emanuel Ludwig, two daughters and one son.

### New Bureau to Relieve Transportation Perplexity

Raymond, Beck, director of the B. F. Goodrich Rubber Company's national touring bureau, and now Chief Engineer of the highway transportation committee of the Council of National Defense, declares that the proposed establishment of Return Loads Bureaus in all cities east of the Mississippi river will materially relieve the transportation perplexity. Fourteen of these bureaus have been in operation in the state of Connecticut for the past six months and have proved so successful, declares Mr. Beck, that they will probably be retained as permanent fixtures. Their function is to bring the mover of goods and the shipper of goods to a thorough understanding of each other's problems and needs.

When all established, the bureaus will work directly under the guidance of the various state Councils of National Defense.

This is the plan: In as many centers as possible will be established a bureau whose function will be to expedite the use of the automobile in hauls. It is felt by officials at the bureau that empty trucks should be put to advantage wherever possible, or, in other words, a truck should be loaded both ways, so as to obtain the maximum efficiency. In communities where many trucks are engaged in short hauls, it is believed reciprocity will solve the question. Once a truck operator has delivered a load in a certain center, he is permitted to telephone the bureau located there, which is generally the local chamber of commerce, and advise them that if any shipper has a consignment of goods destined for that spot which he is returning, or a way town, he will be glad to accept it. The same practice should be followed by the shipper or operator befriended when the latter has a load to be shipped to another community. This system gives the small shipper or operator greater breadth of operation, and decreases the upkeep cost for the larger operator by performing the same service to him.

According to Mr. Beck the highway transportation committee is compiling maps of highways showing the location of possible Return Loads Bureaus. The state headquarters of the bureaus send out postal cards to all truck owners, requesting information as follows: the number of trucks operated by the owner; whether or not the trucks are available for overland hauling; the sizes of the trucks; what they can best carry; and the routes they usually travel and how often. From this information a file is compiled which is sent to each of the local bureaus. The routes are numbered and in this manner each bureau eyes directly which trucks are available for each and every route in the state. Thus a shipment from one town can be routed to almost any other section of the state. A record is also furnished the truck operators of the firms desiring short haul service, the character of the goods to be carried and the approximate size of the shipments.

"Aside from the inter-city hauling, our committee is making an effort to add to the efficiency of both horse trucks and motor trucks in their work on city streets," said Mr. Beck.

**Appearance, Performance, Comfort, Service and Price**  
Light Four Model 90 Small Sedan, \$1240  
Light Four Model 90 Touring Car, \$795

**Auto Radiator Co.**  
Formerly with Nuss Mfg. Co.  
125 S. CAMERON ST.  
BELL 4193 DIAL 4154

**5-Passenger Touring Car \$865**  
**3-Passenger Clover-Leaf Roadster \$865**  
Ensminger Motor Co.  
THIRD and CUMBERLAND STS.  
Bell Phone 3515

### H.B.G. AUTO CO. GETS BIG ORDER

#### Places Several Trucks With Harrisburg Banana & Fruit Co.

During the past week the Harrisburg Auto Company has landed several large orders in both trucks and tractors.

One order placed with this company by the Harrisburg Banana and Fruit Company at Second and Chestnut street, consists of two three-quarter ton Reo Speed Wagons and a Reo Model J two-ton truck. One of these three-quarter ton trucks will be delivered at once and the other three will be delivered as soon as the Harrisburg Auto Company can get them, which will be some time in April.

This makes a fleet of six Reo trucks (three 2-ton and three 3/4-ton), that is required to do the delivering for this progressive wholesale produce house.

**Big Tractor Sales**  
In addition to doing a booming business in automobiles the Harrisburg Auto Company has sold a large number of both the Cleveland Caterpillar and the Beeman Tractors. These two tractors are creating a sensation in the farming world. The tractor on the farm is as much in advance of the old slow horse methods of doing the work as the present day binder is over that of the days of cradling wheat. How many farmers use the cradle or scythe to harvest their crops to-day? Not very many. And the farmer is as progressive as any one in the business world. They realize the golden opportunities in motive power on the farm and are taking to the tractor as a duck takes to water.

There are hardly any uses that

you could put a horse to on the farm that a tractor cannot do in half the time and at half the cost. They not only increase the speed with which the work is done but they lower the cost, and speed and economy are the two big items in today's business world.

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The Truly Economical Car.

Until now, the owner of a high-priced car owned a large car, expensive to operate. And the owner of a small car owned a cheap car—also expensive to operate. The New Hupmobile is not merely light in weight, and moderate in size, it is also superlative in quality, and therefore inexpensive to operate. It is luxuriantly comfortable, this "Comfort Car," and it has a smooth, lively, powerful motor, Hupmobile built, which gives this quality car quality performance. It is the rich man's demand—Quality and Economy. It is the poor man's need—Economy and Quality. A gratifying certainty of Marked Economy, not only in gasoline but in tire mileage. We invite you for demonstration, no obligation to purchase.

HUPMOBILE SALES CORPORATION  
103 Market Street  
SALES AND SERVICE  
R. J. CHURCH, Manager.



# Overland The Thrift Car



For Those Who Value Their Health, Time and Money

This practical and fashionable car is successful, because no necessary convenience or feature is lacking. Its two doors are staggered, the front on the left and the rear on the right. One need pay no more for complete year-round motor-advantages. The windows drop into the sides of the body and doors and are adjustable. The entire top and sides are decorated with gray and black striped cloth. There is ample room for five adults without crowding or cramping. The two front seats are individual with aisleway between.

In both front and rear a tall man can stretch his legs and be at ease. It has 4-inch tires, non-skid rear; 106-inch wheelbase; Auto-Lite starting and lighting and vacuum fuel system. The body is Brewster Green with black top. While you are profiting by its endless time-saving advantages you are also improving your health. Its efficient performance and ease of handling make it a pleasure to drive it as well as good-business to buy it. Order your Model 90 Sedan now.

Appearance, Performance, Comfort, Service and Price

Light Four Model 90 Small Sedan, \$1240  
Light Four Model 90 Touring Car, \$795

# CHANDLER SIX Famous For Its Marvelous Motor



## Right Car at Right Price; Chandler Leads

THE Chandler Company has striven for five years to give the public the best Six at the best price. And it has succeeded, year after year, in this aim. The Chandler for 1918 offers real motor car worth approached only by other cars selling for hundreds of dollars more. There is no inflation in Chandler price. And Chandler quality is maintained in every detail.

SIX SPLENDID BODY TYPES

Seven-Passenger Touring Car, \$1595 Four-Passenger Roadster, \$1595  
Four-Pass. Dispatch Car, \$1675; Five White Wire Wheels, \$110 Extra  
Convertible Sedan, \$2295 Convertible Coupe, \$2195 Limousine, \$2895  
(All prices f. o. b. Cleveland)

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