

Our Styles Have Won the Approval of Harrisburg Women

Ever since we opened pur shop, over a week ago
we have been busy constanty with the many
 us. It proves that women appreciate geting
tyish apparel tor a m mall sum. And that is ex.



New Suits Have Arrived $\$ 25.00$ and $\$ 29.50$

 Many Other Exclusive Suits $\$ 35$ and $U_{p}$

More New Capes and Dolmans \$19.50, \$25.00 and \$29.50 New ideas are shown here this week in, these pop-


Another Group of Georgette Waists Specially Priced \$4.95
These are the most charming waists you have seen





## THE ACID TEST

The Templar car and the men back of it have stood the acid test. The Templar Motors Corporation is a producing and growing business with its feet on solid ground. This is clearly shown by the businesslike and substantial progress made since its inception two years ago.

To supply the world-wide demand for Templar cars additional equipment and factory space is necessary. On February 24th an order was issued by our Sales Manager not to only take orders for Templar roadsters for after June 1st delivery. The demand for Templar cars means the enlargement of our production facilities. Templar Motors is like a robust country boy who is growing too fast for his clothes.

## Subconscious Co-operation

Templar Motors has over 11,000 stockholders. Its goal is twenty thousand. The element of co-operation enters into the motor business more than any other industry that can be named. No doubt you, yourself, have been approached by a person owning a certain make of car, whe make of car, and there is not one chance in a hundred that he owns stock in the company which has manufactured the car. It is this subconscious co-operation on the part of the car owner that has helped to raise the motor industry to the third largest in the world.
You can readily realize the value of itwenty thousand stockholders and their co-operation in distributing the prod ucts of a company. The Pennsylvania Railroad has ninety thousand stockholders, Westinghouse has eight thousand, Standard Oil has eighty-eight thousand. It is for this reason that Templar Motors wishes to make a wide distribution of its stock.

## Largest Money Maker

No other industry is yielding as big a return for the amount invested as the automobile industry. The United States Steel Corp., which is the largest, no doubt, in the world with a capitalization of $\$ 1,465,000,000$, shows an average of from seven to ten per cent on the company's ing the past few years. With the many millions of dollars'
worth of war orders on hand, the net earnings were raised worth of war orders on hand, the net earnings we
to twenty-five per cent on the total capitalization.

On the other hand, the combined capitalization of the tweive largest automobile companies is $\$ 365,000,000$. This includes the stock held in their treasuries.
The net earnings of these twelve companies including about one-third of the amount of war orders earned $35 \%$ on their entire capitalization. Figures show that in spite of the greatest boom the steel industry has ever experienced, dur $25 \%$, the latter shows a net earning of $10 \%$ more on its capitalization.

## Have You Waited Too Long?

Have you not passed up the opportunity to invest in new enterprises. It climb to success, instead of the large established firms, that multiply money for the investor many, many times. You have to judge a new business concern by its possible earning power-by its futurd earnings-not by what it has earned or is earning. No man has ever cashed in on the past. It is investing in the future that has always paid. the leaders, actually earning big profits, you have passed up your big opportunity. It is too late.

## Templar Units-of-Interest

Templar is divided into five hundred thousand units-of-interest. When you invest in these units-of-interest you are putting your money into a concern that is building a super fine small car of world-wide demand which is backed by a thorough and most competent motor organization.
Templar Motors was one of the first companies to be placed on a $100 \%$ automobile production basis after the Armistice was declared, as more than ninety per cent. of the factory was engaged in war work. Since-that time the factory has been dismantled of shell finishing machinery and reequipped with motor manufacturing machinery

## Demand Exceeds Production

Templar Motors is way batzind in its delizery of Templar cars. During the past werk orde-s wgre meeived for over $\$ 300,000$ worth of cars.
Production is increasing daiiy, bit not at the rate at which orders are being received. Contracts have been placed for the manufacture of 3600 cars for 1919.

## Established Selling Organization

Dealers have Deen contracted with in the following cities: Boston, Altanta, Pittsburg, Chicago, Houston, Kansas City Larned, Kans; Denver, San Francisco, Los Angeles, Hollywood, Johnsonville, Macon, Augusta, Miami, Memphis, Norfolk, Richmond and Columbia, South Carolina.
Orders for Templar cars have been pouring in. During the past four days orders have been received from the following dealers: 18 from Atlanta, 21 from Chicago, 6 from Sweden, 10 from Houston, Texas; 9 from Denver and 11 from Pittsburg. We have in hand orders for Templar cars yet to be shipped to fifteen different foreign countries.

## On a Divided Paying Basis

At the January meeting of the Board of Directors, Templar stock was placed on a $12 \%$ annual basis, payable quarterly. Checks for the first quarter will go into the mail during the first part of this month.
Templar Motors is established. It has a motor building organization. It has a motor selling organization. It is producing 2 superfine car. It is on a dividend paying basito. Your careful consideration and investigation of this investment is requested.

Have You Failed in the Past to Invest in a Substantial Enterprise That Has a Big Future? Now is the Time for You to Buy as Many Units-of-Interest in Templar Motors as Possible.

| ${ }^{\text {The }}$ Thempler Motern Corporation |
| :---: |
|  |
| xumm ........................ |
| Adacmen ............................. |
| Ocoupham |

Units-of-Interest- $\$ 15.00$ Each
The
Templar Motors Corporation
GUardian bullding
CLEVELAND


