

NASH VIEWS OF TRUCK MARKET

Firms Forced to Motorize Transportation During War Are Now Increasing Fleets

"The new field which has opened for the motortruck is so large that it is difficult for any one to comprehend its full magnitude," says C. W. Nash, president of the Nash Motors Company.

"The events of the last two years have brought the truck as a means of commercial transportation to a point which might have taken years in ordinary times to accomplish. For the old adage that necessity is the mother of invention has worked out perfectly in the case of trucks."

"If you will consider for a moment the situation of this country when Government demands virtually usurped the railroad facilities, you will see what I mean. The Nation generally had to look for a new way to deliver goods, especially over the shorter haul. True, the motortruck had been used for inter-city work and there had been some suburban trucking, but the greater bulk

of the shippers had as yet found no pressing reason to take up motortrucks. When it came, they had to try out trucks or do without. We, as truck builders, knew what the result would be in advance, but even we had no thought of some of the business uses to which the motortruck was to be put."

"The situation opened the eyes of even one to new and greater possibilities for motortrucks. And more than that, it demonstrated the use of motortrucks in a practical way. The motortruck arrived on the scene to help business out of its difficulties, and it is going to stay on the job."

"There are many firms in this country which probably would not have a single motortruck to-day if necessarily had no need for them to motorize their transportation. Now, being forced by experience the benefits of motor transportation, they will not again be without it. Instead they are planning to enlarge their facilities. There is no one particular class of firms or style of truck which will be affected by this new development. Every business will want trucks. Whatever particular type is best suited to it. Moreover, many firms who were not so situated that motortrucks were essential during the war are going to find them essential now. Competition will determine that."

"The next few years, I believe, will see bigger gains in the truck industry and in the use of trucks than has ever been known before. In addition to it will come improved roads and better facilities for using motortrucks to their full value. Moreover, I think we, who are building trucks, already are prepared to meet the demand prepared by years of manufacturing experience which have made the motortruck what it is to-day—a vital part of our national transportation system."

Selden



A SEA OF SELDEN TRUCKS TO BE DRIVEN OVERLAND TO THE COAST AND SHIPPED TO THE BATTLEFIELDS OF EUROPE.

To Help the Allied Nations Bring The World War to a Successful End



1877-1919

The first gasoline motor propelled road wagon was a SELDEN. The present types of SELDEN TRUCKS are the result of years of continuous experiment, observation and experience in manufacture since the day of their inception in 1877.

Shipload after shipload of SELDEN TRUCKS was transported overseas—to England, to France, to Italy, to Russia, to Japan—and mile after mile of SELDEN TRUCKS were driven overland to army camps and industrial plants in this country.

Economy, speed, rugged construction, power, absolute dependability and endurance to the limit were the requirements of war service. Selden "IN-BUILT QUALITY" met them all.

One to Five-Ton Models. Write for complete information.

IT HAS BEEN SELDEN SINCE 1877

SELDEN TRUCK DISTRIBUTORS

1017-25 Market Street

Harrisburg

We have a fully-equipped machine shop and can give immediate service on all repair work.

Trucks

SELDEN TRUCKS ARE ON EXHIBITION

AT OUR SPACIOUS SALESROOMS

1017-21 Market Street

Next week we specially request every person interested in Motor Trucks in any way to come to our salesrooms at the above address where we have on display the various SELDEN models. We will be glad to demonstrate the many salient qualities of the SELDEN and at the same time show you our large repair shops where we do every kind of machine and motor repair work known.

DON'T WAIT FOR A SPECIAL INVITATION—COME

SELDEN TRUCK DISTRIBUTORS

Sales and Service

1017-21 Market Street

PRINTER TELLS OF BETHLEHEM FEAT

Story Which Reveals Unusual Interest and Shows Worth of Strong Chassis

was driving on the crown of the road, apparently to minimize slipping. Just as the Bethlehem truck neared the crest of the hill near the farm, a Ford car came into view and the truck driver swung over to the right to get out of its way, in doing so his car skidded and made a complete circle striking a concrete electric light pole with sufficient force to snap off clean about two feet above the ground.

The car, however, was not damaged with the exception of one or two spokes broken out of a rear wheel. The accident is made even more interesting by the fact that the truck was heavily loaded with bags of cement and had made the hill easily in high gear and was running at a very rapid rate when the accident occurred.

BOLSHEVIKI DEFEATED

By Associated Press.

Archangel, Thursday, March 20.—Patrol activity has increased considerably along the Vologda rail-

way and on the Dvina front. On both sectors the Bolsheviks have been defeated by the American and allied troops.

U. S. Halts Japanese Attempt to Acquire Land in Lower California

By Associated Press.

Washington, March 22.—As a result of telegrams from Senator Phelan, of California, giving information of a proposal by Japanese interests to acquire a large tract of land in Lower California owned by Americans, the State Department has called the attention of the owning corporation, the California-Mexico Land Company, of Los Angeles, to the attitude of the United States government toward such a sale of property which might be used for military or naval purposes.

HARRISBURG TELEGRAPH

Vol. 1, No. 29. HARRISBURG, PA., MARCH 15-21. Our Yank Edition.

The Meal They Planned to Feed the Rest of the World



NEWS OF THE WEEK BOILED DOWN FOR OUR BUSY SOLDIERS

Saturday, March 15

The ninth annual exhibition of the Harrisburg Motor Dealers' Association opens today with an unusually large exhibition of automobiles and accessories.

It is announced that almost 10,000 income tax returns are filed at the local income tax offices.

Sportsmen of upper Dauphin county have started a vigorous fight to prevent the closing of thousands of acres of land, which is being planned.

The Harrisburg Motor Rummage Sale will be held on April 7.

The last liveried stable where horses have been rented for thirty-one years, will shortly be out of business and be turned into an automobile livery.

Edward Bailey, president of the Harrisburg National Bank, is named to the board on the housing committee of the Harrisburg Chamber of Commerce.

Monday, March 17

Local Red Cross issues appeal for more women workers to aid in making refugee garments.

St. Patrick's Day is quietly celebrated here.

Blame for the Pennsylvania Railroad freight wreck which resulted in the deaths of five men is placed by Public Service Commission on engineer and flagman.

Ralph D. Gettier is instantly killed when he falls from a roof.

Automobile shows prove to big success both form number of sales made and the attendance.

Local breweries plan making of beer with alcoholic contents small enough to come under the prohibition rulings.

Revised figures show that approximately 13,000 persons filed income tax returns in the Harrisburg district.

William H. Snyder wins the E. J. Stackup Cup in the annual Harrisburg Auto Show.

Eddie Gilroy was not worried when his lawyer failed to turn up in court; he plead his own case and was acquitted, the jury placing the costs on the county.

Tuesday, March 18

Harrisburg's first sight of army tanks when it rattles through streets on way to automobile show.

City and county officials plan meeting to discuss new joint city hall and courthouse.

John N. Perego, well known Mason and insurance man, dies.

"Your name is on the sucker list," warn Liberty loan committee when bonds men try to float stock stocks for bonds.

Christopher Harmer, 80, Civil War veteran dies.

Two cases of new "sleeping sickness" develop in Mercersburg.

Tribute paid memory of late Dr. Nathan C. Schaeffer, superintendent of public instruction.

Plans for the building of a new edifice for Christ Lutheran Church are outlined.

Iran Madras, Greek champion, is bested in wrestling bout in Chestnut street hall by Wladek Zbyszko, former world's champion.

Council passes ordinance authorizing widening of Walnut street along Capitol park.

Wednesday, March 19

Representatives of church organization and the theatrical world appear before legislative committee to speak for and against bill which would amend the Blue Laws so as to permit motion picture exhibits and concerts on Sunday.

John Middleton is the original "hard luck guy." He is in the hospital with nose bleed as the result of a blow in a restaurant where he works. Middleton was beaten and robbed by footpads and later his automobile was stolen.

Lieut. Hamor, stationed at the Midtown aviation depot, entertains the city with aerial gymnastics over the Capitol.

Representatives of church organization and the theatrical world appear before legislative committee to speak for and against bill which would amend the Blue Laws so as to permit motion picture exhibits and concerts on Sunday.

Lebanon Valley freshmen hold their banquet at the Penn-Harris after the Sophs make many attempts to break up the affair. Four Frosh are captured before hotel authorities intervene, it is said.

Sales and attendance records are broken at the ninth annual automobile show in this city. J. Clyde Myton, secretary of the Harrisburg Motor Dealers' Association, announces

GARFORD WINS IN SECRET TEST

American Truck Excels Those of Foreign Make in Trials Made By Danish Military

News of a secret test conducted by military authorities of Denmark and involving 20 American and foreign built motor trucks has just been received in the United States.

The trials resulted in a victory for American Automotive engineering. A Garford truck won first place in the competition.

The information concerning the investigation comes in a letter to President E. A. Williams, Jr., of The Garford Motor Truck Company from F. Bulow & Company of Copenhagen.

The test was a unique one, secretly conducted. Without announcing their intentions Danish military officials obtained one each of 20 different makes of trucks, both American and foreign. These trucks were disassembled and accurate and minute measurements were made of cylinder bores, bearings, gears and various parts were made as before, various supposedly is much wear.

The trucks were then reassembled and placed in regular military service. For two months the trucks underwent the most rigid tests. Over roads which in this country would be impossible and in all sorts of weather they hauled heavy materials for gun factories, munitions works, etc., and supplies.

The work was proportionately only among 20 trucks and accurate records were kept in order that all should cover the same mileage and operate under the same conditions as to load, road and weather.

At the end of two months the trucks were torn down a second time

and accurate measurements of the various parts were made as before. This, of course, was to ascertain the strength of the trucks withstand the results disclosed that the Garford led all competitors.

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