

AUTOMOBILE NEWS AND ADVERTISING

AUTOMOBILE SECTION

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ALFRED P. DAVIES, Auto Editor

BUSINESS MEN FAVOR TWIN SIX

Wants Permanent Design and Stability of En-graving

When men of large affairs go into the market to buy an automobile, what do they look for in the car they choose to serve their business and personal transportation needs?

Some interesting information in response to that question has been furnished the Packard Motor Car Company recently by its passenger transportation representatives in different cities. They interviewed prominent Packard owners who within the last month have bought either their first Twin Six or added another to their motoring establishment.

Permanence of a design already proved is valued most highly by such engineering design as an assurance of continued service of the order they or their friends have had from cars of the same engine equipment.

In the case of the Twin Six, so they reported to the Packard passenger transportation department, they had at their command a car based on an engine design thoroughly tried in the service of 24,000 owners. In the four years since its first appearance, the Packard 12-cylinder power plant has outrun in performance the best of the engines had predicted for it, and, improved by minor refinements incorporated from model to model, has set a standard that probably will endure for many years.

Among the men at the head of great national businesses who have bought Twin Sixes quite recently are Edsel B. Ford, president of the Ford Motor Company; L. P. W. A. and F. J. Fisher, of the Fisher Body

Keystone Sales Company to Handle Scripps-Booth

A recent announcement made by the Keystone Sales Company, 118 Market street, is to the effect that they have taken over the local agency for the Scripps-Booth automobiles. One of the new 1920 models has just been placed on display at their salesrooms and has been attracting very favorable attention.

The streamline body design is very attractive and patterned along new lines with leather upholstery, deep, comfortable cushion seats, plate glass windows in the rear curtains, and with the top lined with gray mixed serviceable material.

This new model is built in five-passenger touring, roadster, and closed-car types, all in the moderately-priced class.

Corp.; D. M. Ferry, Jr., of D. M. Ferry & Co.; Pierre S. Ernest, Philip F. and Mrs. E. B. DuPont, of the DuPont de Nemours interests; Dr. John B. Deaver, of Philadelphia; Theodore W. Cramp, of Philadelphia; A. L. Pierce, of Newton, Mass.; Jules S. Bache, of the banker; Henry Doherty, silk manufacturer; George C. Boldt, owner of the Waldorf, W. M. Crane, Jr., paper manufacturer; Col. A. Colgate, soap manufacturer; Murray Guggenheim, of the American Smelting Co.; Vincent Aston, capitalist; W. W. Fuller, former chief counsel for the American Tobacco Co., and R. H. Stoneham, owner of the New York baseball club, all residents of New York or vicinity.

Tire dealers in small towns are showing an increasing tendency to put in a line of solid truck tires, says the United States Tire Company. This is largely due to the impetus given to the motor truck industry during the war period, and the demand even in small towns for solid tire service facilities. The most expensive part of the installation of the line is the purchase of a press, but the opportunity for good business is overcoming this difficulty.

Points of Interest to Motorists When Visiting the Capitol City

- CAPITOL PARK—Walnut to North between Third and the P. R. R.; 45 acres. Contains Capitol, Library and Museum, Hartranft Equestrian Statue and Mexican War Monument. EXECUTIVE MANSION—313 North Front street. HARRIS MANSION—219 South Front street; built in 1765 by the founder of the city. Former residence of U. S. Senator Cameron. GRAVE OF FOUNDER OF CITY—River park in front of Harris Mansion. FORMAL CITY ENTRANCE—Front and Market streets. Old State Capitol columns as ornamental pieces. MARKET STREET BRIDGE—Nearly a mile long, across the Susquehanna. On site of old Camel Back bridge built in 1816. Port Washington on heights at western end. WALNUT STREET, CUMBERLAND VALLEY AND P. & R. BRIDGES—Cross Susquehanna river. Walnut street bridge contains trolley tracks to the Cumberland Valley. MULBERRY STREET VIADUCT—From Fourth street to Mulberry and Sylvan Terrace streets; length, 1,841 feet; made of concrete. POST OFFICE—Located in Federal Square, Third, Walnut, Court and Locust streets. PUBLIC LIBRARY—Front and Walnut streets. DAUPHIN COUNTY COURTHOUSE—Market and Court streets. DAUPHIN COUNTY PRISON—Walnut and Court streets. PUMPING STATION—Front and North streets. Pumps water from filtering plant on island to reservoir in Reservoir Park. ISLAND PARK—Public playgrounds, athletic field, filtering plant, nursery, etc. Reached by crossing Market or Walnut street bridge. RIVER PARKS AND DRIVEWAY—Along the Susquehanna; more than four miles in length. HARRISBURG FRONT STEPS—Walk and steps along the River Front. SOLDIERS' MONUMENT—War of the Rebellion, Second and State streets. UNION STATION, P. R. R.—Fifth and Market streets. PHILADELPHIA & READING STATION—Ninth and Market streets. RESERVOIR PARK—Eastern city limits; entrance, Walnut and Eighteenth streets. Natural golf links, Elks' monument, pavilions, etc. WILDWOOD PARK—Northern city limits, extends to Rockville. Drives entrance at Twelfth and Maclay streets. Beautiful lake view and view of river towns in Cumberland and Perry counties. CAMERON PARK—Lower city limits. Entrance at Cameron and Elliot streets. Passes County Almshouse and Contagious Hospital and outskirts of Paxtang Park. MECHANIC TRUST BUILDING—Third and Market streets. UNION TRUST BUILDING—North Market Square. TELEGRAPH BUILDING—216 Locust street. Home of Central Pennsylvania's largest newspaper, the Harrisburg Telegraph. COMMONWEALTH TRUST BUILDING—222 Market street. HARRISBURG CLUB—Front and Market streets. MASONIC TEMPLE—State and Third streets. SOUTHWEST MASON'S CAFE—216 North street. ELKS CLUB—216 North Second street. MOOSE CLUB—Third and Boas streets. HARRISBURG HOSPITAL—Front and Mulberry streets. Y. M. C. A.—Second and Locust streets. Y. W. C. A.—Fourth and Walnut streets. CENTRAL HIGH SCHOOL—Capital and Forster streets. TECHNICAL HIGH SCHOOL—Walnut and Aberdeen streets. CHESTNUT STREET MARKET—Chestnut and Court streets. BROAD STREET MARKET—Third and Verbeke streets. STATE ARSENAL AND PARK—Eighteenth and Herr streets. STATE LUNATIC ASYLUM—Cameron and Maclay streets. ARMORY BUILDING—Second and Forster streets. PENN-HARRIS HOTEL—Third and Walnut streets.

C. W. Nash Talks to University Students

A great part of the trouble between labor and employer to-day is that the employer, as soon as he gets a little money, feels he should put on a stiff collar, sit in an office and be surrounded by a lot of secretaries so that an ordinary man cannot go to him. Always play with your cards on the table—don't try to do things that are "cute" or "sharp." Be natural—don't try to appear something that you are not. The biggest men to-day are those who are the most democratic. A man that is humbly born, if he goes along as honorably and honestly as he knows how will be as highly respected as the man who has a millionaire for a father.

E. L. Cowden Drives New 1920 Apperson From Ind.

E. L. Cowden of the Keystone Sales Company, 108 Market street, has recently returned from a six hundred and fifty mile trip, from Kokomo, Indiana. The trip was made in one of the new 1920 Standard model Apperson eight-cylinder touring cars. The journey included many hard, hilly roads, being made entirely in high gear. Mr. Cowden kept a careful record of mileage and gasoline consumption during the trip. The results showing that over sixteen miles to the gallon of gas were made. The trip was made via Columbus, Zanesville, Cambridge, Wheeling, Uniontown, Cumberland and Hagerstown. Mr. Cowden left Kokomo at 10.30 Tuesday morning and arrived in Harrisburg at 6.30 Saturday evening. Mr. Cowden, who has been so patiently waiting for these new models to come through their natural trip through the factory just couldn't wait until the cars took to the final checking station, but "went west right in and took it from the finishing department," as he didn't intend running the chance of someone else getting it at the delivery department of the factory, and when he did get it he lost no time in preparing to start for home. In speaking about his trip Mr. Cowden couldn't restrain himself in complimenting the wonderful roadability of this new Apperson model, for he was positive in his statement that he never saw an automobile perform with so much grace, and ease in mounting the long stretches of mountain roadway, climbing grades on high that other cars take on second and accelerating from a low to a high speed without the slightest degree of hesitancy, than this newcomer in motordom. "This trip has more firmly welded me to Apperson cars," continued Mr. Cowden, and want everybody to know that in placing this car in the hands of the motoring public we do not fear telling what the Apperson can do—and we're not afraid of proving it, for there has been a tendency on the part of salesmen for certain cars to tell people what beautiful lines a car had—and quit. The Apperson way of selling a car is decidedly different—we deal in facts, for as Mr. Jarrard, vice-president of the Apperson Bros. Automobile Company says—"Sell the Apperson on its acceleration in high of one to forty miles in twenty seconds. Tell about the Apperson emergency stop from forty miles an hour to a standstill in four seconds—forty yards. The foregoing are excerpts from a talk by Charles W. Nash, president of the Nash Motors Company, to students of the University of Wisconsin. "Honesty, loyalty and energy are the three necessary ingredients for success to-day," said Mr. Nash. "As to honesty, it may be hard at times to tell the truth, but I think there is little difference between deceit and a lie. "At the Nash factory in Kenosha we are a real family. Every man in the plant knows he can come to my office at any time and be greeted cordially. "Too many of us to-day measure success by the dollar sign. If I have to buy my way into any place but a show, I don't want to get there. Furthermore, I don't see any use in acquiring a great amount of wealth. You can only wear one suit of clothes at a time and eat only one meal at a time, anyway. If one makes a success of life, money is very likely to come. But as you go along through life, see that those who are working with you benefit by you. It is worth more to a man to be able to say he never did anything dishonorable in his life than it is to have a lot of dollars behind him.

CHELSEA AUTO WRECKING CO. Economy vs. Service Buying parts for your car entails a lot of expense. To buy wisely is to buy economically. This is why you should investigate the extremely low prices we maintain on Used Cars, Parts, Bodies and Tires WE BUY, SELL AND EXCHANGE Get Our Prices We Specialize in Repairing Electrical work and all kinds of repairing given prompt attention by experts. A. SCHIFFMAN, Mgr. 22-24-28 N. CAMERON ST. CHELSEA AUTO WRECKING CO.

KISSEL Custom-Built Six Appearance Worthy of a Paquin The exclusive richness of its accoutrements—the snappy, youthful lines blending with matron dignity, its foreign atmosphere modified by American solidity, give that well-bred aloofness of the custom-built motor car—unmistakable evidence of a master body designer. Its counterpart graces the Champs de Leys Bois de Bologne—The Strand—Piccadilly—Monte Carlo. But its new Kissel custom-built chassis with the new Kissel custom-built motor are engineering triumphs only Kissel can produce after thirteen years' designing and construction experience. M. Brenner and Sons Motor Co. THIRD & HAMILTON STREETS

U. S. TIRES USED IN TAXI SERVICE

Brooklyn Firm Used 200 Tires Without Single Adjustment

The average automobilist can learn many things about values from the taxi owner. The average owner usually drives one car, and gets the experience that comes from operating that single machine. But the taxi owner has a string of cars in his service, and is in a position to find out by actual test the exact merits of various types of automobile equipment.

In addition to having more cars, the taxi man is able to study the type of service given by cars and equipment under the most strenuous conditions. The gruellings, racking treatment that falls to the lot of the taxicab in a big city makes it possible to make a proper estimate of the value of each item of equipment.

The modern taxi company runs on efficiency lines and keeps cost and service sheets that tell him just what he gets for his money. The United States Tire Co. is in receipt of the following letter from S. H. Miskand, president of the Blue Taxi Co., one of the big taxi firms in Brooklyn, N. Y.:

"You will probably be interested in the records we have recently compiled on two hundred United States tires, 34x4 1/2 chains and 38x4 1/2 chains, that we purchased a year ago this month. Although they were used on heavy white taxicabs in all kinds of weather and under the usual taxicab conditions, we have not had one single adjustment. Every one of these tires gave satisfaction. "Feeling that a manufacturer would be interested in a record of their goods, we are advising you of these facts with the idea that you may at some time want to refer someone to us in the same line of business who contemplated buying what we would recommend them very highly."

Car owners appreciate a type of tire tread which makes it possible to use the tire on either front or back wheels. There come times when it is desirable to change the tires about, and the owner regards it as important to be able to make the change without changing all round. Another advantage in all this is necessary to carry only one spare. The United States Tire Company regards the fact that the tread design of its Royal Cord is such that it can be used successfully on all four wheels as one of the reasons for the great popularity of the tire. Use McNeill's Pain Exterminator—Ad

DUPLEX PROVES ABILITY IN OHIO

Toledo Fire Department Uses It to Pull Trucks Out of Mud

M. R. Himes, president of the United Garage Company, of Toledo, won an order for a Duplex four-wheel drive truck from the Toledo Fire Department by demonstrating it in a unique way.

A large part of the fire apparatus is motorized, but Toledo's streets have not kept pace with the growing city and many of the back thoroughfares are unpaved.

This has resulted in various pieces of apparatus being stalled in making runs to outlying districts. The fire chief discovered that the Duplex truck could always be depended on to negotiate these back streets and not only get through itself but give aid to stranded trucks.

He several times called on the United Garage Company to provide a Duplex to pull a hosecar or an engine out of the mud and snow and at last came to the conclusion that it would be both efficient and economical to have a Duplex in the department.

The result was the purchase of an especially built service truck designed and made by the Duplex Truck Company of Lansing, Mich.

In addition to ample space for hose for use in an emergency, the truck carries equipment so that it can add any piece of fire apparatus which may get into trouble because of road conditions.

During the spring season when the streets were bad, the United garage advertised in the local papers that the Duplex would pull out trucks that were stuck and they were frequently called.

In every instance, according to Mr. Himes, the Duplex made good, and this has led to the sale of several Duplex four-wheel drive trucks.

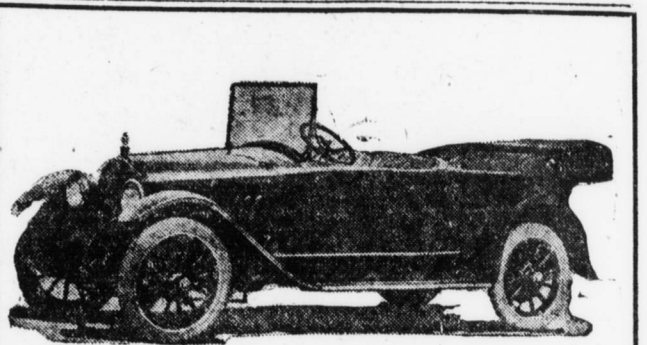
Atlantic Refining Co. Builds New Plant in Ga.

Atlanta, Ga., July 26.—The Atlantic Refining Company is building an \$8,000,000 oil refinery at Brunswick, Ga. The new refinery, which will serve the section south from Virginia and east of Mississippi, is hailed as a distinct boon to the industrial development of the new South. Situated along the Turle River, the Atlantic refinery will enjoy the finest harbor and wharfage facilities in the South for tankships and barges. Loading tracks will have room for fifty tank cars at one time, assuring quick handling of materials and prompt deliveries at all times. The capacity of the new refinery will be 10,000 barrels of crude oil a day. This will be brought in the company's own fleet of tankships. The equipment for transforming

this large volume of crude petroleum into fuel oil, paving asphalt, gasoline, lubricating oils, and other derivatives will be among the most complete and up-to-date in the country.

The new plant, a branch of the Atlantic Refining Company of Philadelphia and Pittsburgh, is being built as a distinctly Southern institution for the promotion of Southern industrial interests. Offices will be established at Atlanta, Ga., which will be the administrative and distributing center. Branch offices and distribution centers will be located throughout the entire territory covered by the refinery.

According to present plans the Brunswick refinery will be in operation about the first of September. Attention will be centered at first \$504.—adv.



AMERICAN SIX

Satisfaction in the ownership of an automobile depends upon the riding qualities, the appearance and the economy in operation. All three of these qualities are to be found in a large number of cars on the market to-day, but none to such a marked degree as in the American Six. The American Six is the last word in motordom, its looks are instantly appealing, its riding quality is superb, and its economy will satisfy anyone. It is truly a balanced six. Every American bears the personal O. K. of Louis Chevrolet on the inside of the dash—it is your guarantee of supreme quality.

American Auto Company SALES DEPT. State and Cameron Sts. Penn-Harris Taxi Garage. SERVICE STATION 1807 N. Seventh St. Federick's Garage. OFFICE Penn-Harris Taxi Company, Stand Penn-Harris Hotel.

The Franklin CAR How the amount of change from a \$5 bill converted the owner of a heavy, powerful car to Franklin ownership A well-known Georgia cotton man was driving his car—one known for bigness and power—over the Tennessee mountains. While stopping to let the boiling water in the radiator cool off, an air-cooled Franklin Car passed him. "We came the same distance, over the same mountain, over the same roads. Yet the Franklin owner passed me—and it cost him but 90 cents to make the trip, and me \$3.60. Where is the advantage of high power and racing speed?" Similar incidents are multiplying and with them the number of Franklin owners. The advantages of the Franklin car are so apparent that no other result is possible. The index of all-around economy and performance of the Franklin is— 20 miles to the gallon of gasoline 12,500 miles to the set of tires 50 per cent. slower yearly depreciation. FRANKLIN SALES and SERVICE Fourth and Chestnut Streets. J. L. Weibley, Dealer Bell 4454.