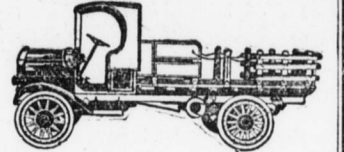


AUTOMOBILE SECTION

AUTOMOBILE NEWS AND ADVERTISING



SALESMEN DON'T WAIT FOR TRAINS

Light Business Car Enables Them to Make Quick Trips From City to City

To eliminate expensive selling methods, many wholesale houses have equipped their sales forces with light delivery cars, with the result that their representatives have been able to triple the number of towns visited, carrying their samples with them.

This growing practice bids fair to alleviate to a great extent the troubles of the traveling salesman. Isolated towns and once-a-day railway trains have made many a salesman throw up his hands in disgust and desert his profession for fields less wearisome and nerve-wrecking. Not only do such railway facilities tend to reduce the ranks of the traveling salesman but they were responsible for an increased selling cost. Drygoods, shoes, groceries, hardware, hats and similar staples. Using the railroads, the salesman was able to make but one town a day, where several hours were sufficient to call on the trade. The remaining hours were spent in enforced idleness, with the result that

weekly hotel bills and expense accounts soared.

But the development of the motor car, and particularly the light commercial car, is rapidly doing away with these old-fashioned methods of wholesale selling. An interesting sample of the successful use of such a car is that of B. A. Rives, a shoe salesman in Southern Alabama.

In August, 1918, Mr. Rives bought a Dodge Brothers business car and abandoned the southern railroads as a means of covering his territory. Since that day the car has been in continual use, carrying the salesman, driver and a bulky 700 lbs. of samples. To the Dodge Brothers dealer from whom the car was purchased, Mr. Rives wrote: "I find that I can make nearly three times as many towns in a week as I formerly could by railroad and the weekly expense is no greater. The pulling qualities of your business car cannot be excelled and the upkeep has been too little to count. The pleasure of not having to wait for trains would overbalance the entire expense of the car. Refer any of the boys on the road to me if they have a heavy load and I will go along without any trouble."

STANDARD OIL DIVIDEND
By Associated Press.
Cleveland, Ohio, Aug. 16.—Directors of the Standard Oil Company of Ohio have declared the regular quarterly dividend of \$3 per share and an extra dividend of \$1 per share payable October 1 next to stock of record August 29.

BUYING A TRUCK NOT DIFFICULT

Organization Behind the Car Counts For Much in the Selection

In addition to considering design, workmanship and materials in selecting a motor truck, the wise buyer looks also at the organization behind the truck.

"For in buying a motor truck there are a lot of things to be considered in addition to the merits of the truck itself as a transportation unit," says C. H. Barker, of the Keystone Motor Car Co., local dealers for GMC trucks. "Purchasing a motor truck is not like buying many other staple articles, because a truck requires attention throughout its entire life and necessitates a careful watch, on the part of its maker, as long as it is in service. That is, such follow-up is needed if the truck buyer is to get the proper results from his purchase.

"Already in the truck field there are thousands of owners of so-called orphan trucks. Orphan trucks, I presume it is well understood, are trucks whose makers have ceased to do business. These machines, in many cases, are well built, well designed trucks and would give excellent service to their owners had they still a parent organization. As it is, many of them are out of service permanently because of the lack of some part of service which only a factory could give to them.

"Not only is this a distinct financial loss to the owner of an orphan truck but it also is a bad thing for the truck industry generally. Owners who are unfortunate enough to get an orphan truck are many times led away from their own business suffers as well as the truck business because of the ownership of an orphan truck, except for each individual buyer who does not make of truck that he knows is back-made by an organization of sufficient soundness and strength to insure the life remaining in business during the life of his truck.

"It is different with furniture, certain types of machinery and many other articles. The failure of the manufacturer means simply that no more of that particular product ever will be made. The articles already in the hands of the consumer will serve their days of usefulness perfectly and the owner will come only as customers seek complete replacements and cannot get the same article as before. The truck owner, whose truck maker has come out of business, may have a good efficient working truck to-day; tomorrow it may be only so much scrap iron.

"Were I a truck buyer, permanency and reputation of the truck manufacturer would have an equal weight with the merits of the truck itself when I was making a decision to purchase. I believe that sound reliability and long life in the truck maker would be worth cents to me, nine times as much as the price of the truck that was back-made for the same price. I would rather buy a truck without a solid organization behind it. Moreover, I would consider it money well spent."

Daughter of British Food Controller to Visit in America

London, Aug. 16.—Margaret Haig Mac Keith, second Viscountess Rhonda, daughter of Lord Rhonda, the late British food controller, sailed for America yesterday for Peace River, George, she is going to Peace River, Canada, to look over her properties there, and then will proceed to New York, where she will spend two months.

Lady Rhonda is Britain's busiest business woman, whose entry into the commercial world is a modern and thirty important. British industries and the sole heiress to her father's estate in Wales. She has carried on his business since his death last year.

ANOTHER BOAT LAUNCHED

Philadelphia, Pa., Aug. 15.—The cargo carrier Bird City, named in honor of Cheyenne county, Kansas, for its work in the Liberty Loan drives, was launched yesterday at Hog Island. Miss Bertha Kerndt, of Bird City, Kansas, was the sponsor.

The Bird City was the forty-ninth ship launched at Hog Island.

Use McNeil's Cold Tablets. — Adv.

HEADLIGHT LAW NOT CONFUSING

Requirements Plainly Stated in Law Now in Effect

The new motor law, especially the clause pertaining to headlights—in fact lights on all vehicles—should not be confusing to any one who reads the clause carefully. There are certain requirements in this law, such as dimming lights when another vehicle is approaching you, the diffusion of rays, amount of candle power permitted, height from ground that rays should carry, spotlight requirement, and so on. This law went into effect July 1 but has not been rigidly enforced until the present time, but it is understood that the Highway Department intends making violators pay a pretty penny for non-compliance, inasmuch as they have now had plenty of time to equip their car with the proper kind of lenses and to be thoroughly familiar with the requirements of the law.

There has been no particular lenses designated to be used, there being several on the market that meet every requirement. It is positively forbidden to carry any other than a white light on the front. Yellow lights and other colors must be done away with.

Spotlights are permitted but they too, must not throw the ray more than 42 inches above the ground, at a distance of 15 feet ahead of the car and must not be used to illuminate the left side of the road.

Every vehicle must show a light when on the highway at night. This includes wagons as well as motor vehicles. The clause pertaining to lights, carried in the new motor vehicle law follows:

"Every motor vehicle on the public highways shall, from one hour after sunset until one hour before sunrise, or whenever it is impossible to see clearly for a distance of two hundred (200) feet, show at least two lights of approximately equal power on the front of such vehicle that shall be clearly visible for a distance of two hundred (200) feet. Provided, that motorcycles to which no sidecar is attached need not have such lights. The light shall be displayed on any motor vehicle standing on the left-hand side of the highway.

"Every motor vehicle equipped with an electric light or lights of more than four (4) candlepower not equipped with a permanent deflecting or diffusing device, upon any of the public highways of this State, shall be provided and equipped with some practical and efficient device or devices whereby the forward lights of such vehicle may be dimmed or lessened at the will of the operator to such an extent that such electric light or the reflection therefrom through said forward lights shall not be visible to the sight of, nor temporarily blind the vision of the driver of an approaching vehicle, and it shall be the duty of every operator of such motor vehicle equipped with an using electric lights upon the public highways of this State to effectually apply such dimmer to the forward lights of the vehicle operated by him or her, whenever such lights to be dimmed or lessened so as not to interfere with the sight or temporarily blind the vision of the operator of any approaching vehicle.

Every motor vehicle, including motorcycles, shall also, whether standing or in motion, display one red light on the rear of such vehicle if a trailer or another motor vehicle is being towed so as to obscure such red light, then a red light shall be displayed on the rear of such vehicle or such trailer.

"The registration plate on the rear of every motor vehicle, including motorcycles and trailers, shall be clearly illuminated during the same period.

"Whenever there is not sufficient light within the limits of the highway to clearly reveal persons, vehicles or substantial objects at a distance of two hundred (200) feet, the front lights shall, when the vehicle is in motion, clearly illuminate the road for a distance of at least two hundred (200) feet in front of such vehicle, and for five (5) feet to the right of such vehicle at a point twenty (20) feet in front of the lamps.

"No lights of more than thirty-two (32) candlepower shall be used on any motor vehicle, and all lights in excess of four (4) candlepower equipped with reflectors shall be so arranged, designed, diffused, or deflected that no dazzling rays of light shall, at a point seventy-five (75) feet or more from the lamp, rise more than forty-two (42) inches above the level surface on which the vehicle stands.

"All additional or supplemental lights, including variable spot lights or searchlights, shall fully comply with these restrictions, and the rays of light from any such searchlight or spot light shall at no time extend to the left of the center of the highway.

"No red light shall be displayed on the front of any motor vehicle.

The State Highway Commissioner may, after proper road and laboratory tests, approve certain devices for controlling the front lights on motor vehicles so that they shall comply with the provisions of this section, upon the payment of such fees as he may deem necessary to cover the actual cost of such tests, not to exceed the sum of fifty (\$50) dollars, and may issue a certificate to the applicant, describing the device and certifying that such tests have been made, and that the device when properly applied complies with the requirements of this act."

Harvard Fund Appoints Chairmen for Japan

New York, August 16.—The Harvard Endowment Fund chairman for Japan and Porto Rico, just appointed by Thomas W. Lamont and Elliot Woodworth, joint chairmen of the National Committee of the Fund, are Takashi Komatsu, of Yokohama, and Edward A. Bailey, of Manati, Porto Rico.

The endowment of \$11,000,000 is to be used to increase salaries of teachers and administrators at Harvard.

STEARNS AGENCY LOCATED HERE

New Firm Appointed Distributors For Central Pennsylvania

An agency for Stearns-Knight motorcycles has been established in this city by the Harrisburg Motor Car Company, who will act as the distributors for Central Pennsylvania.

A salesroom has been opened in the Fishman Garage building at 104 South Fourth street. This is on the western approach to the Mulberry street bridge. Service will be maintained temporarily in the Fishman Garage.

The Stearns, while a new car to Harrisburg, is well known over the country. It has the famous Knight sleeve valve motor and is in the class of medium priced cars. It has the stream line body effect with gasoline tank and tire equipment in the rear. There are several models of the Stearns, including both open and closed cars.

The Harrisburg Motor Car Company is also considering taking on a well known truck for distribution in this territory as well as an eight-cylinder touring car. Announcements of these cars will be made at a later date.

Newspaper Justified Edith Cavell Killing

Copenhagen, Aug. 16.—An attempt to relieve German authorities of blame for the execution of the British nurse, Edith Cavell, in Brussels, October 12, 1915, is made in an article printed in the Berlin Deutsche Allgemeine Zeitung received here yesterday. The article, which is based on documentary evidence, says Edith Cavell, as an assistant of Prince Reginald of Croix, abused the trust placed in her as one engaged in philanthropic work, by concealing officers and men of Allied nationalities until they could cross the frontier.

Ms. Cavell's guide, Gillies, is said in the article to have conducted 900 men over the border. Sentence of death was imposed upon Miss Cavell by the court-martial, it is asserted by a unanimous decision, and the sentence was confirmed principally because the Germans held that the nurse had been guilty of breach of trust.

Bearcat Product Co. to Open Warehouse Here

D. A. Evans, eastern representative of the Bearcat Product Company, of Oklahoma City, manufacturers and distributors of automobile accessories has opened a warehouse at the corner of Drummond and Sixteenth streets. This warehouse will be the eastern distributing point for Bearcat products, covering a territory of several states. Bearcat products include fan belts, rubber patches radiator seals, carbon removers and other accessories. The fan belt, made by the Bearcat company, is made of staple South Sea Island fabric.

Advice to the Lovelorn

Dear Miss Fairfax:
I have been engaged to a young man for several months. I love him dearly in every respect but one, and that is jealousy. He is very, very jealous. Is there a cure for this?

H. M. W.

If you marry a jealous man you must be prepared to meet the trying and often groundless accusations a jealous husband will make. This, as you must realize, will take more than the average amount of devotion and patience. Do you care enough about this young man to accept him under these conditions? Better give this subject your thoughtful consideration while the matter is still in your own hands.

Our Repair Policy

Recharging, repairs, testing of batteries and general service. We have the training and equipment to do this work well, at the best price consistent with good work.

Cheap work isn't cheap at any price, and would only lose us customers.

But we regard this service as a part of our obligation to make Willard Batteries last as long as possible at least expense.

Another of our obligations is to distribute for Willard a battery that will last longer and don't need so many repairs—the Willard Battery with Thresh-Rubber Insulation.

It gives longer life with fewer troubles just as a cord tire does. Drop in and let us tell you its remarkable performance record after over four years of service.

Willard SERVICE STATION
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MOTOR ELECTRIC SALES CO., Rgd.
Forster Street Near Front
Bell 2850-J Dial 6956

Archbishop Dougherty Is 54 years Old Today

Philadelphia, Aug. 16.—Archbishop Dennis J. Dougherty is spending his fifty-fourth birthday quietly in the city to-day. At his own request there was no formal observance of the anniversary.

Archbishop Dougherty was born August 15, 1865, at Ashland, Schuylkill county, Pa. When a small boy, his parents moved to Girardville and at the age of seventeen he entered St. Charles Seminary, Overbrook.

He distinguished himself there and was finally selected to complete his studies at the American College, Rome. He carried off the honors of his class and received the degree of doctor of divinity in 1890.

Upon his return to the United States, the late Archbishop Ryan at once made him a member of the faculty of St. Charles Seminary. He first occupied the chair of philosophy there, and later that of dogmatic theology.

In 1903 the archbishop was the first American priest chosen by Rome to take charge of a diocese in the Philippines. While bishop of Nueva Segovia, he braved the ravages of the cholera epidemic which swept the islands at that time, and also did notable work among the lepers in the colony with his diocese. In 1915 the Pope transferred him to the Episcopacy of Java, a larger and more important diocese.

The climate of the Philippines, which the average American endures for about two years, finally, however began to tell upon the then bishop. Near the close of 1915, he was called back to the United States and given the diocese of Buffalo.

Ask Strikers to Abide by War Board Ruling

Pittsburgh, August 16.—Receivers for the Pittsburgh Railway Company in a statement issued last night told the 300 striking motormen and conductors who walked out last night, that if they would not abide by the recent decision of the National War Labor Board which awarded them a five cents an hour wage increase they would be compelled to adopt the old system of dealing with all employees as individuals. The men, who asked twelve cents advance, it is alleged, agreed with the receivers to abide by the board's decision, following the suspension of the strike, last May.

Steps taken yesterday toward settlement of the strike, which has tied up transportation completely, were made by the International officers of the Street Railway Men's Union and by the strikers. The officers urged the men to return to work and abide by the War Labor Board's decision. The strikers announced they would petition the Federal courts, either with or without the consent of the trolley company's receivers to grant them twelve cents an hour.

HAY FEVER relieved and prevented by new discovery and invention. Those who suffer from annual attacks can avoid same by consulting the MAN-HEIL Demonstrator at Gorgas' Pharmacy, 16 North Third street.—Adv.

Do Not Expect Mexico to Reply to U. S. Note

Washington, August 15.—No answer to the reply of the Mexican government to the State Department's warning that failure to protect Americans might result in a radical change of policy, will be made. Officials explained that the United States would wait until President Carranza displayed either unwillingness or inability to afford Americans the protection they had a right to expect, before taking further action.

One of the first possibilities of action, should the Government be forced to it, would be to withdraw diplomatic representatives or even to withdraw recognition of the Carranza government. Active intervention is considered in most quarters a remote measure at this stage.

The Carranza government specification has been receiving arms and ammunition from the United States, but it was indicated to-day that the decree forbidding exportation of war munitions to Mexico would be applied to the government as well as to individuals until further proof had been given that foreigners would receive adequate protection.

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Horsford's Acid Phosphate for diminished vitality or depression. A wholesome and refreshing tonic.

Free Air Prompt Service
WEST END TIRE REPAIR SHOP
W. G. STRETCH & SON, Props.
General Tire and Tube Repairing—Accessories
All Work Guaranteed
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Become a Practical Mechanic!

GRASP the opportunity to-day to become an expert mechanic and chauffeur. We teach you between your working hours to become an expert and for only seven dollars a week. Learn a practical trade. Make application at once.

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Kelly-Springfield Trucks

For a truck that will meet your requirement—in fact any requirement that may be placed upon it—that truck is a Kelly-Springfield.

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Immediate Deliveries
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ROWE WORM DRIVE TRUCK

Before you buy any truck stop in at the Sunshine Garage and investigate this wonderful truck. Built up to a standard that assures real service under all conditions. 2 to 5 ton capacity—solid or pneumatic tires; 2 1/2 ton special—8-cylinder. Tired with giant pneumatics.

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J. L. RIGGIO, Prop. 27 N. Cameron St.

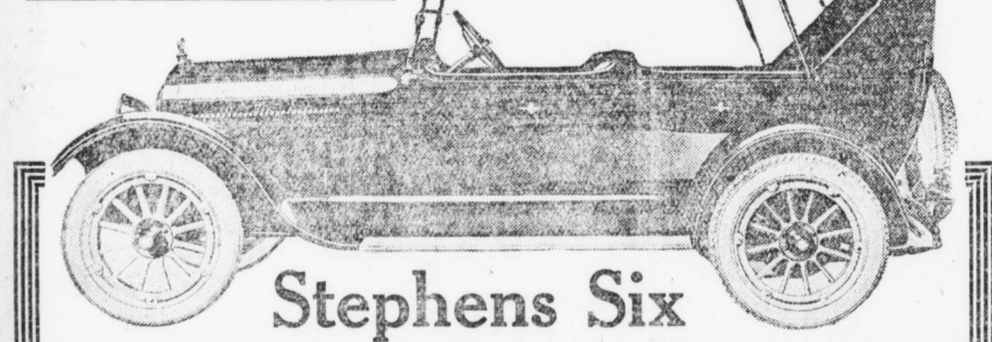
TIRES

United States Sterling Goodyear We Sell Them All Leaders All Sizes Perfection Montford Goodrich

ACCESSORIES--MOTOR OILS GASOLINE

KEYSTONE SALES CO.
108 MARKET ST. HARRISBURG, PA.

The 1920 Series



Stephens Six

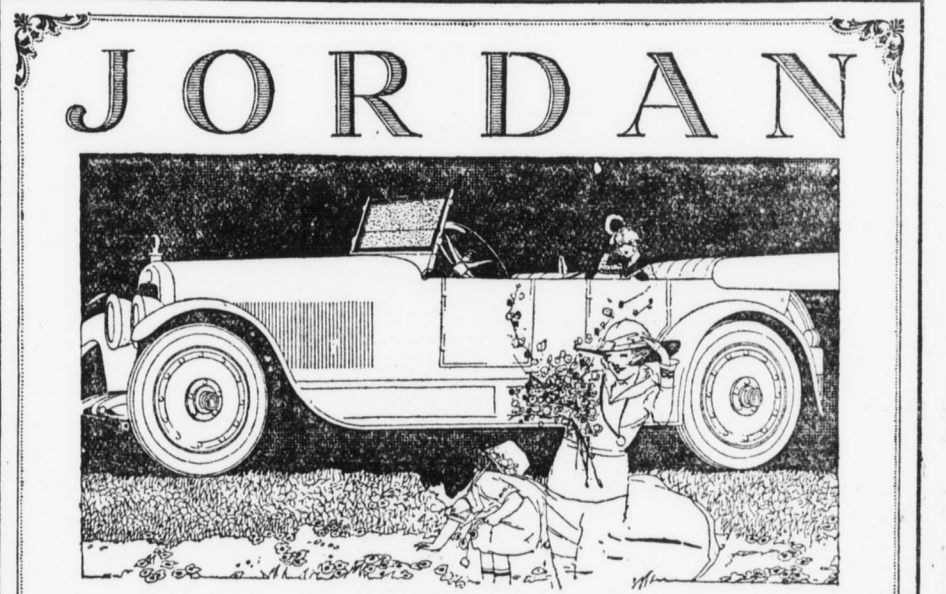
Perhaps no other car at any price more fully demonstrates the ideal requirements of the motor of today than the Stephens Six. It is a car that is at once attractive to the eye—appealing in every sense of the word. It is a car that has more than enough of power—enabling hill climbing of the most severe kind; slow speed when idling is desired; a rapid get-away when needed; and a smoothness that is alluring.

Other features of the Stephens Six are indeed numerous. Worthy of mention in this limited space is the economy of operation of this remarkable car. In gasoline consumption; in oil consumption; in tire mileage and in wear and tear the Stephens has attained a high point of perfection.

The one sure way to realize these many points of advantage is to ride and drive in the Stephens. We will gladly give you a demonstration. Bell 1003.

Immediate Delivery

J. S. SIBLE, Jr.
DISTRIBUTOR
THIRD AND CUMBERLAND STS. HARRISBURG, PA.



Dominant Jordan Features

The new Jordan Silhouette possesses the sturdy, substantial appearance of the heavy cars with the beautiful contour, lowness and balance of the light, thoroughbred racing class.

The chassis, including all the finest universally approved mechanical units, is the lightest on the road for its wheel base.

Weight is scientifically distributed. Spring suspension is delicately fixed to eliminate side sway. And patented spring shackles prevent the rattles common to most cars.

The all-aluminum body is a little more slender. There is a new French angle at the dash. Perfectly flat top-edge. Broad-opening doors. Tailored top. Instrument board in gun metal to eliminate squeaking and paint checking.

Hand buffed French leather upholstery. Marshall cushion springs.

Delightful position at wheel, with restful tilt and pedals just right.

Two optional colors Brewster Green and Burgundy Old Wine. Built for four or seven passengers.

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