

OF INTEREST TO MOTORISTS

PAIGE

"The Standard of Value and Quality"

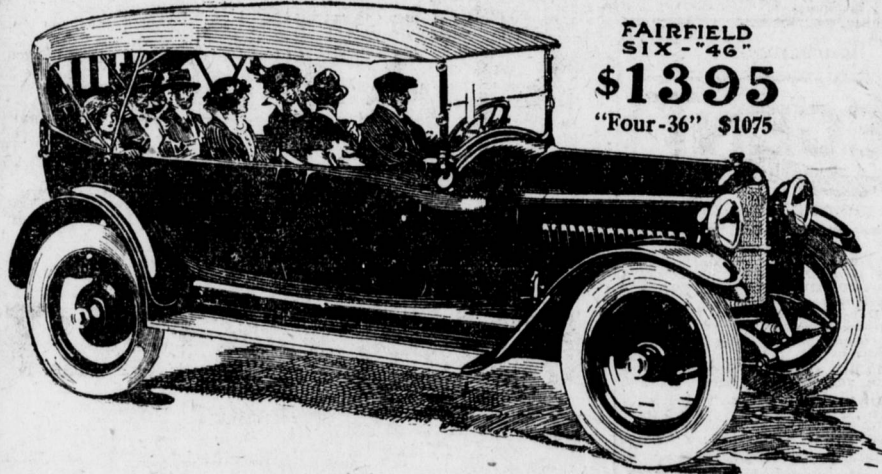
Pleasant Proofs of LEADERSHIP

WE find success a cheerful thing, pleasant to contemplate. This is the hour and day and year of Paige Leadership. In contemplation of it we feel only gratitude for the courage, brains and good sportsmanship of those who have competed with the Paige, splendidly though unsuccessfully. In proof of our claim of Paige Supremacy we have, we believe, only to point to a single, amazing and conclusive fact: To the best of our knowledge and belief, the Paige in actual sales from December to March has led all competitors in each and every one of the Automobile Shows. Paige cars in the astounding aggregate of one million dollars worth were sold at the New York and Chicago Shows alone. The Philadelphia, Detroit, Kansas City, Minneapolis and Baltimore Shows added another million to the amazing Paige sales.

The reason is fundamental, though the record is unique. The Automobile Shows have exhibited all American cars—alongside the Paige. The Automobile Shows have offered an open forum of paralleling comparison and intelligent, unbiased judgment. And that inevitable, popular verdict has brought victory, nation-wide supremacy, along with gratitude and well won content to the Paige. So, we call these Pleasant Proofs of Leadership and herein and hereby voice our very proper and very genuine appreciation to those discriminating judges—our fellow Americans.

Paige-Detroit Motor Car Company, Detroit, Michigan

RIVERSIDE GARAGE, Rear 1417 N. Front
George R. Bentley, Dealer Bell 3731 R



REO COMPANY SWAMPED 4 TIMES THEIR CAPACITY

R. C. Ruenschaw, Sales Manager, Says These Are the Biggest Days in the History of Firm—Rush Season Just Starts

"We have seen some big days at Lansing but never days like these," writes Sales Manager R. C. Ruenschaw, of the Reo Motor Car Company, in a letter to Geo. G. McFarland, president of the Harrisburg Auto Company, local Reo dealers.

"To say that we are swamped with orders is to put it mildly. We have heard from every Reo dealer in the last two weeks and every one has asked for at least four times as many automobiles as we can possibly supply him. It takes us back to the time when there were about twenty buyers for every one car that was produced and when a man who owned a car was envied. The morning's bunch of grief smashed all previous order records. One of our distributors sent in orders for 25 carloads of cars, all to be shipped direct to his sub-dealers at once. Bear in mind the orders were all signed-up specifications from the sub-dealers, and this is only the third day of the month. You can imagine what this dealer will want before we get to the 31st. Added to this, his contract calls for the delivery of 60 cars this month, which we thought when he made out his estimate was just about right and that if we gave him that many he would be a happy man. I am satisfied that this same dealer would take 300 if he could get them.

"I got a wire from Boston this morning telling us to ship whatever we could and all we could. Our Kansas City friends burned up the wires, and the day isn't half over. From now on it looks like a case of side-stepping and sparing for wind. We're doing everything we can to increase the production and have men on the job in the warehouse cleaning that up so we can assemble some cars in that building. We don't believe it is wise to put on a night and day shift because cars may go out here that are not up to the standard, so we rather keep to the factory schedule and make every car that goes out of here sell another.

"I didn't think we could beat the demand we had last year, but you can take it from me that there is absolutely no comparison between the demand now and the demand at any time last year. Total order to-day, 405—some orders. And we're only just heading into what is called—the rush season."—Adv.

SMALL COST RUNS REO TRUCK

L. M. Bricker, Proprietor of West Shore Bakery, Operates One for \$3.94 Per Week

L. M. Bricker, proprietor of the West Shore Bakery, Lemoyne, Pa., purchased a two-ton Model "J" Reo truck from the Harrisburg Automobile Company on September 23, 1914. The body of this truck was specially constructed to handle a great quantity of full or empty bread crates, hauling them to the different stations, bringing back the empties and also as a trailer for the bread wagons around this territory. Mr. Bricker keeps a very close and accurate account of cost and operation of everything about his establishment and his truck cost sheet shows that this truck has been driven between 25 and 40 miles a day at a cost of oil, gasoline, grease, repairs and upkeep, in fact everything conceivable except the driver and the investment, of not over \$3.94 a week, in fact, this is the highest week's expense he has had on the truck since he has had it. Of course the truck has given him no trouble. He has a very efficient driver, Mr. Chas. E. Hoerner drives this truck and has complete charge of it and Mr. Bricker does not allow the truck to go out unless Mr. Hoerner is on the job.

It is being demonstrated very forcibly that a good moderate-priced, well-constructed truck is far cheaper than the horse-drawn vehicle.—Adv.

CHALMERS COMPANY NEVER LOSE ON FACTORY SALES

Ross Morton, Local Dealer, Says When Purchasers Visit Plant in Detroit and See Cars Made, They Always Buy

"We have never lost a sale to any prospective purchaser of an automobile who has visited the Chalmers factory in Detroit and seen these cars in the making," said Ross Morton, of the Keystone Motor Car Co., local Chalmers dealers the other day.

"Every day" finds visitors from many parts of the country making a tour of the great plant in Detroit. "Among the most recent distinguished visitors was Elbert Hubbard, who after thoroughly inspecting the factory placed his order for a Chalmers 'Master Six' Torpedo. Mr. Hubbard plans to use this car for himself and Mrs. Hubbard.

"On the occasion of his recent trip, Mr. Hubbard expressed his surprise at the growth which the Chalmers factory has shown since he last visited Detroit. He mentioned particularly the famous \$100,000 Chalmers 'hill' which in reality is the dynamometer test that scientifically measures the efficiency of every car before it leaves the factory. He was deeply interested also in the giant press which was installed at a cost of \$72,000 for making the graceful molded oval fenders which are a feature of Chalmers cars.

"The rigorous methods of securing accuracy and testing every part to see that it measures up to the absolute standards of perfection caused favorable comment on the part of Mr. Hubbard. This is a feature incidentally, that has helped to give the Chalmers factory the reputation for turning out a product of such a high standard as to cause the Chalmers company to adopt the slogan 'Quality First.'—Adv."

MOTORCYCLE NOTES

"Motor Follies of 1914," was the title of a play staged on the evening of St. Patrick's Day by the Indianapolis Motorcycle club.

About 100 members of the Racine, Wis., Motorcycle club attended the motorcycle show recently held at Milwaukee.

The New Jersey Motorcycle club of Newark is arranging for a series of lectures on subjects of interest to riders.

Easter morning will find a large number of motorists of Philadelphia and their friends, chugging out of the Quaker City for a day's run to Atlantic City.

A decorated motorcycle and automobile parade will be an opening feature of Automobile Week at Newark, N. J. The Twin Ports Motorcycle club of Duluth, Minn., and Superior, Wis., is planning the erection of a summer club house at some lake near Duluth.

The police department of Alliance, Ohio, has added motorcycles to its equipment. April 25 is the date set for the Grand Rapids, Mich., Motorcycle Club's first endurance run of the season. This will be a one-day affair and will cover about 200 miles.—Adv.

LEBANON BOY WINS DEBATE

Grandson of Bishop Stanford Honored for Orator on Immigration

Lebanon, March 20.—"The Law-rence," published at Lawrenceville, N. J., referring to the Inter-Society debate on the "Literacy Test for Immigration" held there yesterday, pays this tribute to a Lebanon boy, son of Vice President F. S. Becker, of the Lebanon National Bank, and grandson of Bishop W. M. Stanford, of Harrisburg.

The second prize for oratory was won by Frank S. Becker, Jr., of Lebanon. Mr. Becker was captain of the Philo debating team which took the negative side of the question. The judges were Professor Osgrove, of Princeton; Professor Erskine, of Columbia; and Mr. Theiler, of Massachusetts. The judges decided by a unanimous vote that the Philo team won the debate.

FARMER BURNS TO DEATH

Goes to Second Story for Valuables and Is Overcome by Smoke

Beaver, Pa., March 20.—W. H. McJordie, 78 years old, a farmer in Hope-well township, was burned to death when his home caught fire from an unknown cause Thursday night.

McJordie went to the barn to feed the stock and noticed flames issuing from the top of the house. He told his wife to remain outside while he went upstairs to get some valuables and clothing. When her husband did not reappear Mrs. McJordie went through the smoke to the second floor and found him unconscious on the floor. She made an effort to drag his body from the room, but was unsuccessful and had to leave the building for her own safety. She was burned badly.

JURY GIVES DOCTOR \$15,000

Physician Recovers Damages for Injuries Received While Using Phone

Ebensburg, Pa., March 20.—Dr. C. B. Jones' attempt to use a Pennsylvania Coal and Coke Corporation telephone will cost that concern \$15,000, according to a verdict given by a jury here yesterday.

Dr. Jones was called on May 15, 1913, to attend a man hurt in the company's mine at Ehrenfeld, and went to the company's office to use the telephone. A power line connected with the mines had fallen across the telephone wire and when the physician lifted the receiver about 10,000 volts of electricity shot through his body. Both thumbs and the ends of several fingers were burned off.

Gambling Law Passed in Disguise

Carson City, Nev., March 20.—A few minutes before the Legislature adjourned sine die yesterday, the gambling bill, which was defeated Thursday afternoon, was revived and rushed through both houses under disguise.

Poker, stud poker, whist, five hundred solo and other forms of gambling are legalized under the provisions of the measure. Games conducted under "a dealer" remain felonies.

SECOND DEGREE FOR COPE

New Conviction Less Serious Than One That Was Set Aside

Doylestown, Pa., March 20.—John A. Cope, who had been on trial here a second time for the shooting of his niece, Florence V. Cope, near Buckingham, Pa., was last night found guilty of murder in the second degree. The jury was out about three hours. Counsel for Cope filed motions for a new trial.

Cope, in telling his story on the stand, had flatly contradicted all testimony pointing to his guilt, declaring that he was in no way responsible for the death of Miss Cope. He talked coolly in a very matter-of-fact way, denying that he had made threats or used vile language. Among his declarations were that he did not load the gun, or have his finger near the trigger, but said that one of the girls pushed him against the wall, and Florence grabbed the gun, which was discharged. The last witnesses in the case were Joseph Gumper, B. Frank Cope, Dr. W. S. Erdman and several character witnesses, who said that Cope's reputation for peace and order was good.

GETS NEWS OF RICHES

Sunbury Man Sole Heir of Wealthy Aunt in Chicago

Sunbury, Pa., March 20.—Harris A. Barnes received word yesterday from Chicago that he is the sole heir of a wealthy aunt he had not seen in many years and who he thought had forgotten him.

The Sunbury man is known for his charity and often takes the penniless and destitute into his home.

Merger of Water Companies Approved

Flora, March 20.—The merger of the Florin Water Company, the Mt. Joy Township Water Company and the East Donegal Township Water Company, Lancaster county, has been approved by the State Water Supply Commission, and the new company is now operating under the name of the Florin Water Company. A number of improvements are to be made.

BIG TRACTION AND POWER CO. BUYS NINE PAIGE CARS

The Selection, Based on Economy, Made After the Severest Possible Tests in Which Cars of All Classes Competed

The Rochester Railway and Light Company, a large railway and power corporation in Rochester, New York, has just closed contracts with the Seneca Motor Car Company, Paige distributors in that city, for the purchase of nine Paige cars, eight Glenwood Fours and one Paige "Six-46," which will be used by this company for various purposes in the transaction of its business.

The sale was consummated only after a prolonged and exhaustive investigation and series of tests in which cars of nearly every standard make were represented. The Rochester Railway and Light Company is no novice in the field of motor transportation, as it has used automobiles for a number of years. Its selection had to be based largely on the question of economy of operation and repair maintenance and for some time it had been using a car that is famous for these virtues and sells more than five to one beyond the production of any other make.

To determine, therefore, its selection for its new fleet the company put all competitors to the severest tests it could devise to bring out economy of operation and maintenance, using its own machines for this purpose and finally turning over each competing car to an engineer, a well-known member of the Society of Automobile Engineers. Questions of fuel consumption, tire wear, weight in relation to durability and economy, power, reliability—in fact all the big and little points that are involved in such a matter were brought out in a thoroughly practical manner.

And the result was that the Paige won—won out over all others on economy and durability—and got the order for the nine cars, a victory which Paige executives feel is a peculiarly telling endorsement of their assertions that Paige cars have a value represented in economy, power and durability that is exceptional.

George R. Bentley, local dealer and proprietor of the Riverside Garage, is exhibiting the Paige cars at the Sixth Annual Auto Show being held this week at the Arena. He reports that these cars attract many interested lookers and that he has met with much success in contracts with local purchasers.—Adv.

LINCOLN HIGHWAY NOTES

Chambersburg Renames Streets Lincoln—Fifteen Months' Effort Results in Passage of Ordinance

Chambersburg, March 20.—The Lincoln Highway Association and the local enthusiasts have been trying for the last fifteen months, or ever since the great coast-to-coast road was originally announced, to get the main streets of Chambersburg renamed "Lincoln Highway" in accordance with the plan which is being worked out all across the country. Without a dissenting voice a resolution changing the name of Market street, Baltimore avenue, and Pittsburgh avenue, to Lincoln Way was passed by the council.

The Newark, N. J., Motor club has moved into new quarters on the Lincoln highway in Newark, and the members expect to keep open house whenever there is a run scheduled over the famous thoroughfare.

DODGE BROTHERS' AUTOS

Manager Says Dealers Are Keeping Salesrooms Clear of Sales by Quick Sales

Enthusiastic reports of business in Southwest territory have been brought back by A. K. Philp, general sales manager of Dodge Brothers, who has spent the past week in that section. Mr. Philp addressed two large gatherings of Dodge Brothers' dealers in St. Louis and Dallas, Texas, meeting many of the company's dealers for the first time.

"While the cotton situation in the South has not improved to any extent, our dealers in that territory have found the demand for cars to be in excess of the supply," says Mr. Philp. "The cotton growers are just about breaking even on the year's crops, but there is a marked increase in sales in the cities. The shutting off of the European market for cotton has at least taught the southern cotton grower the value of raising his own food products, and diversified farming has become a reality in the last few months.

"In every section where the farmers are raising quantities of grain the prosperity is reflected in the sale of automobiles. Not a single dealer with whom I talked had a sufficient number of cars for his prospective sales, in spite of numerous shipments of cars to that section. Dodge Brothers' dealers are delivering their cars to waiting customers on the day of arrival."—Adv.

Pleased With the Arena Auto Show

I. W. Dill, of the Hudson Agency, exhibiting his extensive lines of automobiles and trucks, is delighted with the attendance at the sixth annual show at the Arena and with the interest shown by the many buyers and visitors. Adv.

Baltimore recently purchased 21 motorcycles for the city engineer's department, the park board and the electrical commission.



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It is made manifest to Haynes owners day after day—year after year—by dependable performance under all conditions.

The Proof Is in the Car Itself

Compare and Critically Inspect—See it at the

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7-Passenger Phaeton

3-Passenger Roadster

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"Trucks for Every Purpose"
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3 1/2 to 6 Tons

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We Repair and Remodel Automobiles of every make. All work guaranteed. Let us estimate on your repairs.

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It's part of our tire service to loan extra tires for trips of any length, and you are always safer in taking an extra one along.

Before purchasing tires, investigate our low prices on Kelly-Springfield—Goodyear—Capitol and Nassau Tires.

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