

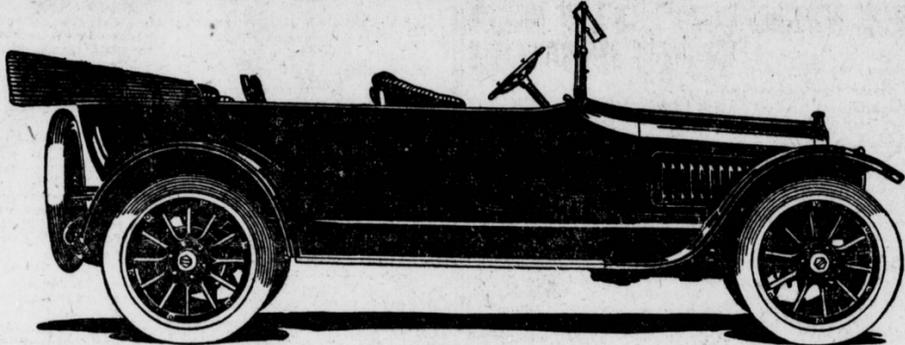
OF INTEREST TO MOTORISTS

Come In and See the New
Seven-Passenger

CHANDLER SIX

The Pioneer Light-Weight Six

\$1295 IF you are one of the hundreds who have been waiting to see the new seven-passenger Chandler, this announcement will bring you good news. For it's here. We have just received our first shipment. Come in and see this wonderful car the very first thing. It meets, and even excels, our most hopeful expectations. It is everything, and more too, that the factory said it would be. You simply cannot help being enthusiastic about it.



No Cramping, No Crowding
The seven-passenger Chandler is a long, roomy car, luxuriously finished and upholstered, and with a genuine seven-passenger body.

Up in front is that same marvelous Chandler motor that in three years' time has made the Chandler the recognized quality leader of light sixes—one of the really famous American cars.

It doesn't seem possible that such a car could be built to sell for \$1295. No other manufacturer has produced such a splendid car for such a low price.

Still, the Chandler has always offered seemingly impossible value ever since the company brought out the first high-grade, light-weight six selling for less than \$2000.

Chandler has led all the way in the light-six field.

Tried and True, Not Experimental

One of the most pleasing things about the new seven-passenger Chandler is the fact that, except for its longer wheel-base and big roomy body and a few general

improvements, it is the same car you have heard so much about the past year—the same car that sold so successfully, with only five-passenger body, at \$1595.

That's a point the motor-wise will recognize as very important. It is not a new model, not a new design, not a new motor, designed to meet price tendencies.

Not a single feature of design or materials has been cheapened in quality to make the price possible. It is the car that for two years has established price tendencies, not followed them.

No Other Car at Less Than \$2000 Possesses All these Features

- The exclusive Chandler motor, of Chandler design and built in the Chandler factory. A powerful, quiet, economical, beautifully finished motor that any man may well be proud of.
- Bosch Magneto, and Bosch Spark Plugs.
- Gray & Davis Electric Starting Motor.
- Rayfield Double-Jet Carburetor.
- Mayo Genuine Mercedes Type Radiator.
- Worm-Bevel Rear Axle, smooth-running and silent.
- Cast Aluminum Motor Base extending from frame to frame, giving rigidity to the engine mounting, providing pedestals for magneto, water and oil pumps and generator and doing away with necessity for a dirty, rattly sheet-metal drip pan.
- Three Silent Chains, enclosed and running in bath of oil, for driving motor shafts.
- Genuine Hand-Buffed Leather Upholstery.
- Firestone Demountable Rims.
- Stewart Vacuum Gasoline Feed.
- Gold Patent One-Man Top covered with high-finish Never-Leak.
- Jiffy Curtains.
- Bair Patent Top Holders.
- Motor-Driven Horn.
- Stewart-Warner Magnetic Speedometer.
- Instantly Adjustable Tire Carrier (no straps) at rear of tonneau.
- All the usual incidental equipment.

Easy Adjustment of Auxiliary Seats

You will be delighted with the lines and grace of the seven-passenger body. And with the comfort and convenience of the seating arrangements.

The tonneau seat and the driver's seat are wide and deep and thickly cushioned. The auxiliary seats are of the most clever design. When not in use they fold away into the floor and back of the front seat, leaving the tonneau free from any marred obstruction and converting the car into an extremely roomy five-passenger carriage.

No thumb-screws or levers of any sort are necessary for the adjustment of these seats. One direct motion of the hand raises either seat, ready for use, or lowers it away, completely out of sight.

Order Early If You Want To Be Sure

With new buildings and added equipment the factory has increased its production greatly for this year. But even this big production will not be enough to fill the demand.

Since we first saw the new seven-passenger model, we have tried hard to double our order to the factory. We want more cars, and so does every Chandler dealer all over the country, but we can't get them. This car is so far out in front of all others, that we know we could sell twice as many.

We will have to be content with what our contract calls for. But that is our loss, not yours, if you place your order early. We are going to try to keep a sample car on our floor. There is one here now. Come in and see it. Come and have a demonstration of this leader car.

Bring your family along, or your family and friends, and see how comfortably the Chandler seats seven.

"The Six with the Marvelous Motor," Touring Car or Roadster, \$1295

ANDREW REDMOND, Third and Boyd Sts.

Bel Phone 2133
United 418

CHANDLER MOTOR CAR COMPANY, Manufacturers, CLEVELAND, OHIO

SHIPMENTS IN RED AUTOS VERY HEAVY, SAYS D. E. BATES

Secretary and Treasurer Claims He Never Saw Drafts Taken Up So Quickly—Motor Car Business Strictly Cash Paying One

"Business is wonderful and collections are more so," says Donald E. Bates, secretary and treasurer of the Reo Motor Car Company, in a letter to George G. McGarland, president of the Harrisburg Auto Company, the local Reo dealer.

"Never have we known a time when drafts were taken up so promptly as during the past few months.

"Fortunately for all concerned, the automobile business is a strictly cash business. Such a thing as credit is unknown either between factory and dealer or dealer and customer. So to speak, collections being good seems like a contradiction. All automobiles are shipped from factory to dealer 'sight draft attached to bill of lading,' however, and when one considers that the minimum amount involved is about \$4,000 (a carload being the minimum shipment) while a trainload which is a common thing with us nowadays aggregates from \$120,000 to \$150,000 and the average is nearly \$20,000, it will be seen that the average dealer is confronted with a real financing problem when his cars arrive. In fact, in normal times, there are always a few straggling cases where dealers leave the cars on siding for a few days or even weeks.

"On April 30 the Reo Motor Car Company had outstanding in drafts for cars in transit a total of only \$450,000. That is about four days output of the factory.

"And more remarkable, not a draft out was dated earlier than April 7—on cars en route to Pacific Coast Florida and other distant points.

"When it is considered that the average freight time is more than a week and that the aggregate of all drafts out was only four days business, it will be seen that this is a remarkable—in fact an unprecedented condition.

"It shows that not only is buying free but that the cash is ready to pay for the cars. For, when a dealer takes up a carload or ten carloads or a trainload of Reos on the day it arrives, paying the draft at the same time as he must, it proves not merely that he has a ready demand, but that the cars have actually been sold before arrival and that the buyers are there waiting for them."—Adv.

BIG FEATURES IN HAYNES CAR

Meets Requirements in Speed, Hill Climbing and Durability

Automobile comments furnished by Hoin & Roberts, local Haynes car distributors:

Every Haynes car is delivered to its owner as an investment and the many miles of smooth, pleasant riding are the dividends.

Whether you desire thrilling ability or speed, hill climbing, easy riding or economy of operation in your car, the Haynes "Light Six" will meet your requirements for it possesses all these features in combination.

A demonstration in this car is more convincing than hours of argument. The performance of America's Greatest "Light Six" is its greatest "talking point."—Adv.

PRaises CHANDLER LIGHT SIX

L. A. Faunce Drives Car 3,500 Miles Without Having Trouble

Last September, L. A. Faunce purchased from Andrew Redmond, the local dealer, a Chandler, "light six." Mr. Faunce says he has already driven the car 3,500 miles and has never experienced either any mechanical or tire trouble; that he has owned and driven three other makes of automobiles and that the Chandler is the first perfect machine he has ever possessed.

Mr. Faunce says he never has occasion to give the car thought, cannot overhaul it and has never met a hill on the road that he could not readily climb.—Adv.

LAWYERS' PAPER BOOKS

Printed at this office in best style, at lowest prices and on short notice.

Harrisburg Hospital

The Harrisburg Hospital is open daily except Sunday, between 1 and 2 o'clock p. m. for dispensing medical advice and prescriptions to those unable to pay for them.

OUR BRIGHT BLUE SUN.

It is the Air or Moisture That Makes It Look White or Red.

There is a general belief that sunlight is white and therefore that the sun is white. But this is a long way from the real condition of things. The sun is a bright blue, as blue in color as seems the water of a deep mountain lake. It is the air that makes the sun seem white.

Everybody has noticed when the air is very foggy that the sun appears as a red ball, as red as a red-hot poker. Yet we know the sun hasn't changed at all. It is the mist in the air that makes the color seem different. And in the dawn and dusk, no matter how clear the air may be, the sun is much redder in color than when it is overhead in the middle of the day. The reason for this is that in the morning and evening we see the sun through a thicker belt of air. It is this thicker air which makes it look redder, just as it is the fog which has the same effect. If the air were taken away entirely, then we should expect the sun to be still less red.

Since in the middle of the day the sun is white, how could it be less red? By being blue.

The atmosphere is really like a thick orange colored veil spread between the world and the bright blue sun. Like a veil it dims the light, and its color acts as a filter. Actually the air stops most of the blue rays, but lets nearly all the orange colored rays come through.

It has been quite definitely shown that if it were not for the orange colored veil of the air we could not live upon the earth today. Even as it is the actinic rays of sunlight give sunstroke in summer, and it is in the blue and violet rays that the damage is done. The air softens the sunlight enough for us to bear it.

A few million years hence the sun will be yellow, and already some of its earlier blue heat is gone. But for a million years ahead—"we should worry!"—New York American.

TAKING A PERFECT BREATH.

Proper Method of Filling the Entire Lung Cavity With Air.

It does not suffice to breathe pure air. It must be properly breathed. All breathing should be done through the nose—never through the mouth—and, if possible, in the open air, or, at least, before an open window, and several times daily.

The passage of air through the nose has the advantage of being warmed and moistened and, in reality, filtered.

While deep breathing has been advised and written about during recent years, it is interesting to know that oriental teachers and philosophers have known and practiced it for generations. This best of all practices may not promote muscular strength or increase the size of the biceps, but it surely makes directly for the health of the lungs, heart, liver and abdominal organs, and thereby greatly and surely serves the brain.

To take a perfect breath:

Stand erect by an open window or out of doors. Pucker up the lips as though starting to whistle and slowly blow out the breath and empty the lungs of air. Then, closing the mouth, breathe through the nose, inhaling slowly and steadily, filling the entire lung cavity, which is done by bringing into play the diaphragm, which, descending, exerts a gentle pressure on the abdomen. In the final movement the lower part of the abdomen will be drawn in, which movement gives the lungs a support and also helps to fill the highest points of the lungs. Retain the breath for a few seconds. Then once again pucker up the lips as if to whistle and through the small opening slowly and gently exhale the breath.—Boston Post.

The Sun in Alaska.

Noon on Dec. 21 at Fairbanks, Alaska, is identical with midnight, June 21, at the same place except that it is usually 130 degrees colder and there is snow on the ground. In winter the sun in interior Alaska rises about 10 o'clock and sinks out of sight again about 2 in the afternoon.

The temperature in the latter part of December usually is 40 degrees below zero. Sometimes it goes down to 60 below. In summer the thermometer on June 21 will often show 90 degrees in the shade, thus giving a range of 150 degrees.—Popular Mechanics.

Exchange of Courtesies.

One of the keenest journalists and wits, Moritz Gottlieb Saphir, had the better of the irate stranger against whom he ran by accident at the corner of a street in Munich. "Beast!" cried the offended person without waiting for an apology. "Thank you," said the journalist, "and mine is Saphir."

From an Author's Journal.

I mortgaged my home to purchase an automobile; then the auto, in a humorous freak, ran down and disabled for life the man who held the mortgage. And to think I had so many enemies I had hoped to put out of business with that same machine!—Atlanta Constitution.

At Our Boarding House.

"We become what we eat," said the theosophist without any excuse whatsoever.

"No wonder I feel like a menagerie," volunteered the cheerful idiot. "I've been eating hash for a month."—Philadelphia Ledger.

Bells.

The invention of bells is attributed to the Egyptians, who are credited with having made use of percussion instruments to announce the sacred fetes of Osiris.

One of the vagaries of the human mind.

One of the vagaries of the human mind is to desire a faraway land. Only the rose tinted possibilities of the distant prospect appeal, and the obstacles, disappointments and hardships of present conditions stand out like gloomy fate. That was what peopled the barren west from the east and is behind the present call of Alaska to the discontented youth of the states.

REYNOLDS, TOBACCO MAN, BELIEVES IN ADVERTISING

He Has Had a Remarkable Career in the Industry and Tells in an Interesting Way How His Business Grew

From boyhood days, as a tobacco factory laborer to president and active director of one of the world's largest tobacco industries, tells the snap-shot life story of Richard J. Reynolds, of Winston-Salem, N. C.

Mr. Reynolds believes in advertising. When it is known that in 1914 the R. J. Reynolds Tobacco Company's output amounted to many millions of pounds of tobacco, it isn't difficult to understand just what two or three per cent. in advertising means in dollars and cents.

In 1894 Mr. Reynolds first realized that, properly applied and backed by tobacco worth all he asked for it, advertising was profitable. He invested \$4000 that year and saw his business grow over 200,000 pounds. Next year he spent five times as much—and his business doubled!

From that period to the present the R. J. Reynolds Tobacco Company has rushed forward with sincere belief in the quality of its brands—and firm confidence in marketing them with intelligently conceived and applied newspaper and magazine advertising.

Mr. Reynolds talks interestingly.

"I started my career in growing and manufacturing tobacco when I was a boy," said the founder, as he chatted in the big executive building at Winston-Salem a few weeks ago, "serving my time as a laborer in a tobacco factory. At the age of eighteen I was promoted to superintendent of this factory. In those days tobacco factories only ran four months in the year and the other eight months I was engaged as a tobacco salesman."

"In 1872 I felt the need of a more thorough business education and gave up this work to take a course at a business college. In 1873 I began the manufacture of tobacco in a log cabin factory sixty miles from a railroad in Patrick county, Virginia, with a capital of \$2700. The first year in business I manufactured 40,000 pounds, the next year 80,000 pounds and then sold my brands and trade-marks to my partners, and moved to Winston-Salem for the benefit of railroad facilities, and on account of this town being located in the center of the belt in which the finest tobacco in the world is grown.

"I erected here a plant that cost \$2400 and began business with a capital of \$7500, taking in a partner, whom I bought out two years later. We manufactured the first year 150,000 pounds, which was the capacity of the plant. From then on, about every other year, this factory was built on top, bottom and additions made to each end, until the business was increased to 1,000,000 pounds, having taken eighteen years to secure this volume.

"In 1892 the business amounted to 1,085,929 pounds, in 1893 the business amounted to 1,006,101 pounds. Seeing that my business had lost over the previous year and having had accumulated more capital than was necessary to run the business, I decided to experiment in advertising. It was really my first experience and I have found it profitable ever since.

"I spent about \$4000 in 1894 and secured an increase to 1,215,328 pounds. Seeing that the profits on the increase I made more than reimbursed me for the money invested, I was influenced to make an appropriation for the next year of \$40,000 and erect a building with a capacity of ten times the business that was being done at that time. The \$40,000 expenditure increased the business that year to 2,126,762 pounds.

"The sixth year this factory was overworked, the output representing 11,389,822 pounds. Since that time the appropriation for advertising has been increased year after year proportionately with the increase in business.

"Probably the best example in this history of advertising is Prince Albert pipe and cigarette tobacco. Six years ago it was a new brand. Real and true tobacco quality being every printed word has made Prince Albert tobacco the largest selling brand of smoking tobacco in the world! It is to-day sold in every civilized country.

"Camel Cigarettes is another example. Less than a year ago we introduced Camels to the public, and through advertising, backed by unquestioned quality, are now selling in a national way. This company has several other brands that are by far the largest sellers in their respective markets."

1,386,000 PRISONERS OF WAR IN HANDS OF DUAL MONARCHY

Copenhagen, May 22.—The total number of war prisoners now in Germany and Austria-Hungary is 1,386,000, according to the Frankfurter "Zeitung."

The paper says that this total includes 1,000,000 Russians, 250,000 French, 25,000 English, 50,000 Belgians and 50,000 Serbians.

Harrisburg Hospital

The Harrisburg Hospital is open daily except Sunday, between 1 and 2 o'clock p. m. for dispensing medical advice and prescriptions to those unable to pay for them.

FLOWERS

For DECORATION DAY

POTTED PLANTS

PETUNIAS

PETUNIAS

FUCHSIAS

COLEUS

LANTANA

3 for 25 cts. Per dozen, 85 cts.

CEMETERY VASES

10 cts to \$2.00

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106-8 South Second Street

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Open Saturday Evenings

Both Phones

Union Tires and Self-Sealing Inner Tubes

Guaranteed 5,000 Miles Against Punctures and Blowouts

FIRST COST the LAST COST

We keep them in repair free of charge during the life of the guarantee.

UNION SALES CO., Inc.
Second and North Streets

Regardless of extravagant claims on other makes,

Kelly-Springfield Tires

are the only tires actually GUARANTEED to give the mileage that is claimed—Ford sizes; plain, 6,000 miles; Kant-slip, 7,500 miles. Other sizes; plain, 5,000 miles; Kant-slip, 6,000 miles.

For this reason Kelly-Springfield Tires are more economical than cheaper makes.

On sale here only, in Harrisburg.

Bowman's
318 Market Street

ARTISTIC PRINTING AT STAR-INDEPENDENT.

