

Reo Distributor For Central Pennsylvania



GEORGE G. MCFARLAND President and General Manager of the Harrisburg Automobile Co.

The largest distributors of Reo automobiles between New York and Detroit is the distinction enjoyed by this city. George G. McFarland, president and general manager is an optimist of the cheeriest kind, which, no doubt contributes materially to the success of the local concern.

"Going Like a House A-Fire Now" Says Reo Official

"While Timid Ones Are Wondering What America Will Do—America Has Gone Ahead and Done It"

try. At first it cost a little more, but now the cost is coming down. As for the cost of course we have as fine chemists in this country as there are in the world, so we are getting that, too.

"I am not greatly in sympathy with this movement that so many well-meaning but misguided persons have taken up," says R. C. Rueschaw, sales manager of the Reo Motor Company.

"The reason I am not in sympathy with it is because I think it unnecessary and therefore foolish."

"It reminds me of an incident that happened on one of the early Glidden tours. We were riding along over the country road feeling happy, having a perfect score in our pocket, as it were, when we met a horse and buggy. The old horse was mooching along, as if he were not in a hurry, and it seemed not to have a worry in the world.

"At that the horse pricked up his ears, began to trot around and wonder what was the matter. He had seen the automobile ahead and did not suppose there was any necessity for warning him of its approach. He expected to pass it all right, but for a moment previously, we got into his head that he ought to 'enlarge the horse.' He assumed that the horse was going to get frightened, so he began nervously to draw in the reins, and to caution the horse to 'Whoa, boy! Whoa, boy! Steady now, steady.'"

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"The other day I was talking to a prominent business man, and I asked him about it. 'Why,' said he, 'within two weeks after the war broke out we were making everything in this country. At first it cost a little more, but now the cost is coming down. As for the cost of course we have as fine chemists in this country as there are in the world, so we are getting that, too.'"

"This instance can be paralleled as many times as you like. Two or three cases will suffice. Carbolic acid was also made in Europe. Not that it was a secret or that we could not do it, but that the European makers were so well entrenched, and the Americans hesitated to enter competition against them. Thomas A. Edison had to have carbolic acid. Inside of ten days after the war broke out, he began to produce it. At first it cost more, but as facilities were perfected and quantities produced, the price began to come down, and now, it is said that if the war ended to-day, we would probably not buy any more carbolic acid from Europe. We can make it better and cheaper here."

"About three months ago, when we were talking to the president of one of the large knitting machine concerns in America, he said that he was putting it mildly—he was panicky. 'We haven't more than ninety days to run,' he said, 'and I don't know what to do. We can't do in this country. Everything will have to stay white until the war is over.'"

"The other day I met him again; asked him how business was. 'Running to all about the same,' he said. 'What about those dyes? I asked. Why, we are getting all the dyes we want, and better than ever imported,' he replied, jubilantly.

"Still another: A wallpaper maker told us that the demand for colored wallpaper was so great that it was impossible to make colored wallpaper for the same reason as the American people will be before the war is over. 'What to make a long story short, we are making in this country to-day better wallpaper than we have ever before in the history of the industry.'"

"The point I want to emphasize is that we bought from Europe, not because we could not get it here just as good and just as cheaply, but because in certain things that formerly we had to buy from Europe, we had become so strongly entrenched and America feared to invest the amount to build an American plant. What we are doing now is to get out of Europe for a share of the business. Now the business is ours without even fighting."

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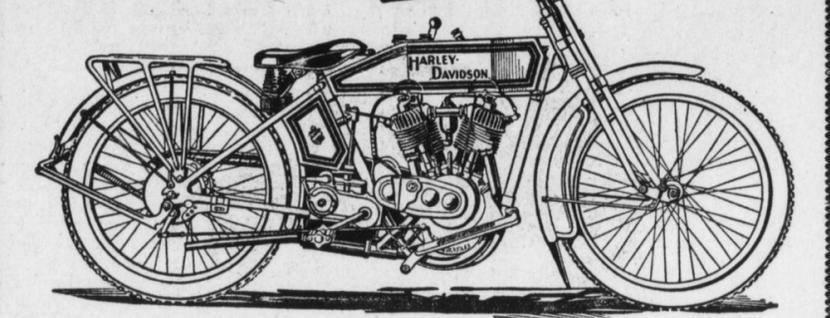
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1915 HARLEY DAVIDSON IS HERE



11 Horsepower Guaranteed, 98 Refinements, 3 Speed Sliding Gear Transmission Call, Phone or Write For Demonstration HEAGY BROS. 1204 NORTH THIRD STREET OPEN EVENINGS Catalog on Request

The Cigar That's Been on Gift Lists For 23 Years

Pretty safe to give a smoker a cigar with such a reputation!

Some persons who select gift cigars "fall" for fancy bands and fussy packages.

A smoker can't enjoy these things—he wants quality tobacco—and he gets it when you give him a box of King Oscar 5c Cigars

They don't have any frills, but each one is stuffed as full of quality as Santa's pack is full of good things.

You surely can profit by what others have been doing for 23 years.

Box of 25, \$1.15 Box of 50, \$2.25 Box of 100, \$4.50

MR. HUSTLER!

Do YOU Want to Make More Money?

Europe is now crying for American foodstuffs and America can hardly supply her own demands.

Everybody knows that a big boom has just started in the Cattle and Hog Raising Business in this Country.

A group of business men, including Western bankers and Eastern brokers, have recently formed a large Company and have purchased over 37,000 acres of fine land in the famous cattle and hog raising State of Missouri, within sixty miles of the great St. Louis livestock market.

This new \$2,000,000 corporation plans to RAISE CATTLE AND HOGS ON A LARGE SCALE, and additional money is now being raised by disposing of some of the Company's shares to private investors.

You don't have to be an experienced stock or bond salesman to sell this security, for it will almost sell itself; therefore, if your references are O. K. we will show you how to build up for your future a clientele, and if you are a worker, you can make next year the most profitable one in your lifetime.

Address Financial Department, MISSOURI CATTLE & HOG RANCH CO. Broadway and Wall Street New York City

THE super excellence of Moja quality is due to the knowledge gained through 50 years' experience in cigarmaking. Ability to discriminate in leaf selection—to discard as well as accept—to blend the Choicest Havana to best please the tastes of the smoker who demands all that goes with a 10c smoke.

MOJA 10c Cigars

are all Havana—rich and fragrant—and safest to give the connoisseur.

Made by John C. Herman & Co.

Address Financial Department, MISSOURI CATTLE & HOG RANCH CO. Broadway and Wall Street New York City

Addition to Hudson Factory Begins at Once

Plans for the big addition to the Hudson motor car plant at Detroit are finished and work is to begin immediately. It is expected that the enlargement will be completed and occupied by March 1, 1915.

The floor space of the present factory is approximately eight acres. The addition of the third story means an increase of space of over three acres, or nearly 50 per cent. increase in floor space.

It is stated that the company's business has been increased so largely by the popularity of the 1915 Hudson light six, that the added space is absolutely necessary in order to handle the production for next season.

SILVERWARE 26 pc. Set, consisting of 6 knives, 6 forks, 6 teaspoons, 12 tablespoons, butter knife and 1 sugar shell, from \$5.98 up.

JOS. D. BRENNER Diamond Merchant and Jeweler No. 1 North Third St.

MONEY TO LOAN at less than legal rates, in any amount. Payable in installments. No surety required. Positively lowest rates in the city. Pennsylvania Investment Co. 132 WALNUT STREET

CAMEO JEWELRY Brooches, from \$3.50 up; Lavalieres, from \$2.00 up; Scarf Pins, from 75c up; Rings, from \$4.00 up.

JOS. D. BRENNER Diamond Merchant and Jeweler No. 1 North Third St.

MONEY FOR SALARIED PEOPLE and others upon their own names. Cheap rates, easy payments, confidential. Adams & Co., R. 304, 5 N. Market St.

FOR SALE The four-story brick dwelling house, No. 109 South Second street, Harrisburg, Pa., fronting twenty-six feet on Second street, and extending in depth ninety-five feet to an alley. First floor now occupied as a wholesale liquor store. Title perfect.

FREDERICK M. OTT Executor of Mary E. Winters, Deceased, 222 Market street, Harrisburg, Pa.

INITIAL TRADING IN MARKET WAS STRONG

Degree of Caution on Part of Buyers and Sellers Was Noted

New York, Dec. 12.—Open trading in shares was resumed on the Stock Exchange to-day after an interval of 111 business days. The tone of the initial trading was strong, but indicated a degree of caution on the part of the buyers and sellers.

By Associated Press. New York, Dec. 12.—The statement of the actual condition of Clearing House Banks and Trust Companies for the week shows that they held \$1,492,400 reserve in excess of legal requirements, a decrease of \$2,473,230 from last week. The statement follows:

PHILADELPHIA STOCKS Philadelphia, Dec. 12.—Stocks closed steady. By Associated Press. Philadelphia Steel... 42 1/2 General Asphalt, Pfd... 67 1/2 Lake Superior Corporation... 12 Lehigh Valley... 66 Lehigh Valley... 66 Philadelphia... 53 1/2 Philadelphia Company... 34 1/2 Philadelphia Rapid Transit... 12 1/2 Western Union, Incl... 58 1/2 Union Traction... 29 1/2 U. S. I... 66

PHILADELPHIA PRODUCTS Philadelphia, Dec. 12.—Wheat—Higher: No. 2, red, spot, export, \$1.13 1/2; No. 1, Northern, Duluth, export, \$1.28; No. 2, yellow, local, \$1.08 1/2. Firm: No. 2, white, 54¢; No. 2, yellow, 54¢. Bran—Steady: winter, per ton, \$25.00; spring, per ton, \$25.00; 25.50. Refined Sugars—Market steady; powdered, 4.95¢; fine granulated, 4.85¢; confectioners', 4.80¢. Butter—The market is firm; western, creamery, extras, 33¢; nearby, fancy, 34¢. Eggs—The market is firmer; Pennsylvania and other nearby firsts, free cases, \$2.00; 12 per case, do, current receipts, free cases, \$1.10; 11 per case, western, extras, firsts, 14¢; small, 12¢; 13¢; chickens, 11¢; turkeys, 13¢; ducks, 13¢; geese, 13¢. Live Poultry—Weak: fowls, 12¢; turkeys, 12¢; ducks, 12¢; geese, 12¢. Potatoes—Market weak; Pennsylvania, per bushel, 55¢; Jersey, per bushel, 45¢; Jersey, per basket, 35¢.

PHILADELPHIA CATTLE Philadelphia, Dec. 12.—Hogs—Receipts, 2,000; slow. Bulk of sales, \$5.85; 7:10; light, \$6.50; 7:15; mixed, \$6.65; 7:15; heavy, \$6.60; 7:15; rough, \$6.60; 7:15; pigs, \$6.00; 7:00. Cattle—Receipts, 200; steady. Native steers, \$5.70; 11:00; western, \$5.25; 11:00; cows and heifers, \$3.25; 9:50; calves, \$5.50; 9:25. Sheep—Receipts, 10,000; weak. Sheep, \$5.20; 10:00; wethers, \$5.50; 10:00; lambs, \$5.50; 8:60.

MEAT PRICES TO SOAR SOON European Armies Eating Beef Faster Than It Is Being Produced

Chicago, Ill., Dec. 12.—Shortage in the world's meat supply and higher prices in the near future for consumers in the United States are seen by Chicago livestock experts. The shortage is due to the immense quantities of meat consumed by the armies of Europe, beef being used faster than it is being produced. There are only two fields from which to draw—Argentina and Australia.

FRENCH OCCUPY WEST BANK Paris, Dec. 12.—The French official bulletin given out in Paris this afternoon says that French troops now occupy the west bank of the Yser canal. Artillery engagements, all of them resulting more or less advantageously to the French, are reported in the region of Arras, near Nampcel, in the Aisne, in the region of Perthes, near the forest of La Grurie, on the heights of the Meuse, and in the Vosges.

POPE'S PLAN FOR TRUCE IN EUROPEAN WAR FAILS Rome, Dec. 12.—The Vatican authorities to-day made public a document setting forth the efforts made by the Pope to obtain a truce in the European war during the Christmas season. The efforts of the pontiff, unfortunately, failed, according to the Vatican announcement, "owing to the opposition of a certain power."

DEADLOCK BROKEN IN OHIO Bellaire, Ohio, Dec. 12.—The deadlock between miners and operators in the eastern Ohio coal field which has existed since last April, when the miners struck for increased wages, was broken to-day with the announcement that 2,000 men at the Fairpoint mine would return to work Monday under the Pittsburgh scale.

KAISER'S CIGAR BRINGS \$72 London, Dec. 12.—A cigar, which the Kaiser one time presented to Lord Lansdale, was sold at auction to-day for the benefit of the Red Cross. It brought 114 lbs 10s (72.50).

NO CHRISTMAS TRUCE FOR CZAR Rotterdam, Dec. 12.—German newspapers assert that Russia has absolutely rejected the Pope's suggestion for a truce during the Christmas holidays.

\$10 FOR BELGIANS Trinity Lutheran Sunday school at Lemoyne to-day contributed \$10 to the Belgian relief funds through the Harrisburg Telegraph. The payment was made by L. F. Baker, the treasurer.

LODGER'S MONEY STOLEN James Leonard, a machinist, a lodger at 107 Chestnut street, last night reported that \$100 was stolen from his room.

REAR ADMIRAL WATSON DIES Washington, Dec. 12.—Rear Admiral Eugene W. Watson, U. S. N., retired, died at his home here last night, aged 71.

Elizabeth, N. J., Woman Is Refused License to Wed Day After Husband Died Special to The Telegraph

Elizabeth, N. J., Dec. 12.—Arthur Irwin, 27 years old, a painter died Thursday night, and his widow yesterday was angry because the city clerk refused her a marriage license on the grounds that a death certificate for her husband had not been furnished.

Austria Has Sued Serbia For Peace, Rome Hears Special to The Telegraph

Rome, Dec. 12.—The Austrian government made unofficial overtures to Serbia for peace a few days before the last crushing Austrian defeat and before the Servians had received fresh supplies of ammunition. The Austrian overtures, which were resolutely rejected, is interpreted here as evidence that Austria realizes the enormous difficulties of an advance into Serbia and wishes to have her troops free for the defense of Hungary.

RUSSIA SAYS GERMAN LINE IS PIERCED AT TWO POINTS By Associated Press

Petrograd, Dec. 12, via London, 3.05 P. M.—Russian military observers contend that the Germans in withdrawing before the partial successes of the Russians along the battle front to the north of Warsaw are following tactics of delaying the advance of their opponents as long as possible by holding each successive trench until it becomes untenable. Reports reaching Petrograd indicate that the German front has been pierced at least on two points between Clechanow and Przasnys, which has resulted in severing communication between the German columns.

NEW PERSONNEL MEASURE WILL END PICKING BOARD Special to The Telegraph

Washington, D. C., Dec. 12.—The new personnel law soon to be transmitted to Congress by Secretary Danahy of the War Department, provides for the elimination of the so-called naval picking board, for the creation of an active reserve list of officers and the promotion of naval officers by the joint process of selection and selection up.

WARSHIPS NEAR PANAMA Panama, Dec. 12.—It is persistently reported here to-day that a squadron of six British warships met four British colliers yesterday at a point on the high seas fifty miles south of Panama and coaled them. It is believed locally that these warships came from Australian waters.

SOLD SOAP ILLEGALLY John A. Forney, a soapmaker at 10 Argyle street, was arrested by Patrolman Green this morning for selling soap without a license and running an automobile with an Ohio license. He was allowed to go on the promise that he would take out the proper license. The automobile was the property of a relative.

\$1,083,923 FOR DISABILITIES By Associated Press

Washington, D. C., Dec. 12.—A total of \$1,083,923 has been paid out by the Federal Government during the past five years to more than 14,000 of its employees who met with accidents in the course of their employment under the Federal compensation act of 1908.

IMPORT DUTY IS SUSPENDED Melbourne, Australia, Dec. 12, via London, 11:07 A. M.—Owing to the shortage of the Australian wheat harvest, the Government of the Commonwealth has suspended the import duty on wheat.

GERMAN STEAMER SEIZED London, Dec. 12, 3.25 A. M.—A German steamer with a cargo of 7,000 tons of oil, proceeding to Italy from the United States has been seized at Gibraltar by a British warship.