

1916

GLIDE

Light Six "40" \$1095
Compare These Features
With Those of Other Cars

SO we ask you, in the light of your knowledge of automobiles, to judge the Glide strictly on its merits. The specifications will help you—but better still, see the car—ride in it—drive it. Then compare it part by part with other sixes of the same class and size, and when you have done this, compare the price. In the new Glide Light Six "40" you will find the true yacht-like streamline body—unbroken lines from the headlights to the rear tonneau.

Roomy Tonneau. Flush Type Doors and Concealed Hinges. Superb Finish. Genuine High-Grade Enamelled Leather Upholstery. Goodyear Demountable Rims. Goodyear 34x4 No-Rim-Cut Tires—Non-Skid on Rear Wheels. Rutenber High Duty Motor, Six Cylinder, 355. 12-Plate Dry Multiple Disc Clutch. Spicer, Dust-Proof, Self-Oiling Universal Joints. Tubular Propeller Shaft. Spiral Bevel Driving Gears. Pressed Steel Rear Axle Housing. Brown-Lipe Differential. Hotchkiss Drive. Crowned Fenders. Rim Type Tire Carrier.

Unit Power Plant. Two-Bulb Headlights—Conforming with City Ordinances for Dimming. Lincoln-Covered Runboards. Storage Battery Under Foot-board. Brown-Lipe Transmission—Aluminum Case. Stewart-Warner Vacuum Gasoline Feed System. Westinghouse Ignition System. Westinghouse Starter, Bendix Drive. 18-inch Corrugated Walnut Steering Wheel. One-Man Top. Jiffy Curtains. Rain-Visor Windshield—Integral with Body. Wheel Base, 119 Inches. Weight, 2600 Pounds. Price, \$1095 f. o. b. Peoria.

Universal Motor Car Co., 1745 N. 6th St.
Distributors Eastern Pennsylvania and Maryland

Scripps-Booth Co. States Policy on Price Cutting

There's no doubt about how the Scripps-Booth Co. stands on the subject of price cutting. This company has come out with a "Policy" announcement that is truly gratifying in its outspoken frankness. "Policy is the background of progress," reads the announcement, "the basis of commercial success." And then—"Scripps-Booth policy stands for continued advancement and betterment irrespective of price, and has nothing in common with the present frenzied cutting of motor car prices." Some very pertinent opinions are given. According to Scripps-Booth policy, price-cutting should be looked upon as "unsound in principle and unfair in practice." Furthermore, and again we quote, "Spectacular announcements of so-called new yearly models at greatly reduced prices have been used as an unnatural means to stimulate sales. That this results in an immediate and unwarranted depreciation in the market value of every owner's car at the time the new announcements are made is easily seen. Such cars become at once out of date." There is a convincing "punch" in this statement. "Announcements cannot be rushed up to date in a few weeks and made perfect by loud announcements." The Scripps-Booth car is featured and everywhere recognized as a master product. That its maker will never resort to price-cutting to stimulate demand may be gathered from the following extract: "The Scripps-Booth Company believes that the policy which will best protect the interests of Scripps-Booth owners is the policy that will best maintain the reputation of Scripps-Booth cars. To such a policy will the Scripps-Booth Company strictly adhere. Its object is to produce the smartest looking and easiest riding roadster it is possible to build, which shall be efficient in construction and perfect in operation—a pride alike to those who buy the car and those who sell it." "We will take no part in the frenzied slashing of prices now in vogue, believing it unsound in principle and unfair in practice. We refuse to impair the quality for 1916; we strive conscientiously to improve it; we cannot, therefore, reduce the price." "Scripps-Booth prices always will be consistent with the standard quality which this firm insists upon as its foundation of growth."

National Design Appeals to the Women Drivers

Due, no doubt, to their associations with racing, which is certainly no pink tea affair, National cars have always been known as a real "man" proposition. There is a certain style and distinctive appearance about the National that has caused it to be known as an aristocrat among automobiles, carrying an appearance of more masculinity, perhaps, than any other, extremely high grade car. As the National design has tended toward refinement, it has avoided effeminacy. The lithe, low-lined body design of the National, today, tells of the raciness of its ancestors. The National is a car with fight in its blood and strength in its sinews, and with an outward appearance that bespeaks these inner characteristics. "This year, more than ever before, have National cars been sold to lady drivers," said George M. Dickson, general manager of the National Motor Vehicle Company. "This is extremely gratifying, as it has been our endeavor to put into the National every refinement, style and beauty that would appeal to lady drivers, and yet, at the same time, avoid any appearance of effeminacy." "Now that Nationals are proving to be favorites among the fair sex, does not mean that they are any less masculine in make-up than heretofore."

Men Past Eighty Years Drive Cadillac Cars

An indulgence in motoring, that runs not to excess is said to produce steadier nerves and better health; and if aught were needed to prove it, the Cadillac Motor Car Company could point to at least two notable examples. These are both men who are past the eightieth year of their ages; and one of them is a physician. Jacob Huffman, who lives near Grand Rapids, Ohio, is 81—he celebrated his birthday anniversary early in September. The car he drives is a Cadillac Eight and is the third automobile he has owned. His first was also a Cadillac, though it had but one-eighth as many cylinders as his new one, for it was produced in 1905. Mr. Huffman is an automobile enthusiast, and he says his cars help wonderfully in keeping him in trim. The doctor is C. E. Waife, of New Albany, Ind. He enjoys his car in spite of the fact that he has seen 83 of life's milestones speed backward beside the road.

Pullman \$740 DELIVERED



1916 MODEL

Stand the Pullman five-passenger at the curb beside any car in its class or out of it and it retains its own air of snap and distinction. It is heavy enough to hug the road at any speed—light enough to save tires and gas. The roomy luxury of the Pullman sets a new standard for cars at anything like the price.

Two, Three and Five-Passenger Models

SPECIFICATIONS: 114-inch wheel base, 32 H. P. four-cylinder motor, 34 by 44 non-skid tires all four wheels, cantilever rear springs, independent electric starting and lighting system, separate high tension magneto, Mayo radiator, one-man top, full floating rear axle, extra large body to accommodate seven passengers if desired.

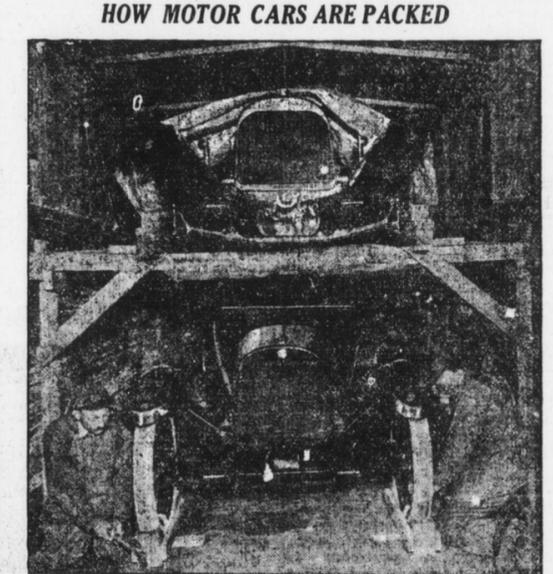
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\$640 Complete Delivered
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DISTRIBUTORS

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Sales **Overland** Service
TRADE MARK REG.
Long, underslung rear springs, large tires and cloth-covered divan upholstery make Overland Model 83 one of the most comfortable cars in the world to ride in.
Call, telephone or write for demonstration. Prompt Deliveries.
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DISTRIBUTORS FOR CENTRAL PENNSYLVANIA
Showroom: 212 North Second Street
Service Station: 127-9 Cranberry Street
Bell Phone 3883
Overland 83
\$750.00
F. O. B., Toledo

HOW MOTOR CARS ARE PACKED



The enormous demands made on the railroads by motorcar companies is little realized by the public. The average man reads of the thousands of automobiles being produced each year, but he gives no thought to the complicated task of distributing these cars about the country. But it is a subject to which the traffic departments of the motorcar plants have given considerable thought and attention and many ways have been worked out to utilize the last bit of space in the freight cars. The method used by Dodge Brothers is typical. From this big plant at Detroit, completed motorcars are shipped five to the freight car. This is accomplished by virtually arranging for upper and lower berths for the cars. In loading, a complete car is run into one end of the freight car. Chain tackles are attached to the roof of the car at either end of the automobile and it is lifted to the top of the car. A staunch frame work is built under it after the wheels have been detached. It is carefully blocked and braced and another car run underneath. The wheels remain on this car and they are carefully blocked. Two cars are packed in the other end of the freight car in the same fashion, and the fifth motor car is placed in the center of the car. All the cars are carefully covered with heavy wrapping paper.

Brothers Ascend Pike's Peak on Indians
To the summit of Pike's Peak on motorcycles is the unique experience of Jerome, Louis and Joseph Unser, of Colorado City, Col., aged respectively 16, 18 and 18 years, who on September 19 made the trip by way of the new Pike's Peak auto highway on two Indians, one of which had a sidecar attached. They left Manitou at 9:45 in the morning and reached the summit two hours and fifteen minutes later. After leaving Glen Cove the party experienced a number of serious difficulties, as blasting was in progress and in a number of places the road was practically impassable and several times they were forced to carry the machine. The sidecar was the first ever to be driven to the top of the peak. The engine was so powerful that it would "spin" the rear wheel with three men on the machine in places where road conditions made it hard to force the machine ahead.
PREACHING AT TRINITY CHURCH
New Cumberland, Oct. 16.—There will be preaching by the pastor in Trinity United Brethren Church to-morrow morning. The Christian Endeavor Society will hold their annual rally service in the evening, at 7 o'clock.

USED BIGGEST VALUES IN AUTOS THE U.S.
1916 BUICK, small model.
1916 OVERLAND Roadster, practically new, all in shape.
1916 DETROITER, 8 cyl., practically new, fully equipped, only \$850.
1916 OLDSMOBILE Touring, in elegant shape.
1916 SCRIPPS-BOOTH Roadster.
1915 BUICK small Touring at a great reduction.
1915 CADILLAC, 8 cylinder.
1915 IMPERIAL Touring car, \$500.
1915 IMPERIAL Roadster, brand new, all in shape.
1915 HUDSON Touring, in elegant shape.
1915 PAIGE Touring, fully equipped, \$500.
1915 STUDEBAKER, 6 cyl., Touring, \$600.
1915 LOZIER Touring, 7 pass. This car is in extraordinary condition, \$500.
1914 LARSON Touring, thoroughly overhauled.
1914 PACKARD "35" Touring, electric equipment, wire wheels.
1914 SPEARNS Touring, wire wheels.
1914 STUTZ, 6 cylinder, Touring, wire wheels, very classy and powerful, only \$750.
1914 HUP Touring, fully equipped.
"31" HUP Roadster, \$350.
1914 HUDSON "8" Touring, a bargain.
1915 BUICK "cut", elegant shape.
1914 BUICK Touring car, 8 pass., \$3.75.
PACKARD "30" Touring, 7 pass., \$600.
PACKARD "18" Touring, \$450.
CHALMERS Touring "20", \$300.
NATIONAL Touring car, best of condition, \$400.
CADILLAC Touring, electric starter and lights, \$500.
MAXWELL Roadster, \$300.
1914 HAYNES, 7 passenger, \$475.
FORD Touring Cars and Roadsters, \$150 up.
KRIT Roadster, electric lights and starter, \$200.
1915 KRIT Touring, excellent shape, \$250.
HUP "20" coupe and roadster bodies, \$250.
1914 REO Touring, \$400.
1915 CHEVROLET Touring, \$400.
REGAL Touring, electric lights and starter, \$300.
OVERLAND Touring, good shape, \$350.
Hundreds of other Touring Cars, Roadsters, Limousines, Trucks and Delivery Wagens.

Gorson's Automobile Exchange
Agents Wanted 238-240 N. Broad St., Philadelphia Send for Free Barrain Bulletin
HARRISBURG AGENT, FOR SALE OF USED CARS
H. W. HELLER, 1826 Boas Street, Harrisburg.

Bringing Up Father



By McManus