

**TRY THIS FOR A COLD--IT'S FINE!**

"Pape's Cold Compound" ends severe colds or grippe in few hours.

You can end grippe and break up a severe cold either in head, chest, body or limbs by taking a dose of "Pape's Cold Compound" every two hours until three doses are taken.

It promptly opens clogged-up nostrils and air passages in the head, stops nasty discharge or nose running, relieves sick headache, dullness, feverishness, sore throat, sneezing, soreness and stiffness.

Don't stay stuffed-up! Quit blowing and snuffling! Ease your throbbing head—nothing else in the world gives such prompt relief as "Pape's Cold Compound," which costs only 25 cents at any drug store. It acts without assistance, tastes nice, and causes no inconvenience. Be sure you get the genuine.



**Auto Gloves**

Far and Lamb Lined

Forry's

FOWNE'S Gloves 3rd & Walnut

**HUPMOBILE**

7-Passenger	\$1340
5-Passenger	\$1185
Roadster	\$1185

(f. o. b. Factory)

Will demonstrate against any six, eight or twelve-cylinder car.

Ensminger Motor Co. THIRD AND CUMBERLAND STS. Distributors



5-Passenger Touring	\$695
3-Passenger Clover Leaf Roadster	\$695

Ensminger Motor Co. THIRD AND CUMBERLAND STS. Bell Phone 3515

**AUTO STORAGE—**

First class, fireproof garage, open day and night. Rates reasonable.

**Auto Trans. Garage**



**PREDICTS FOURS WILL BE STANDARD**

Salesmanager of Reo Motor Co. Says Four-Cylinder Motors Will Always Predominate

"It's a dangerous thing to become known as a prophet, but it's a fascinating occupation, at that," says R. C. Rueschaw, "and having hit the nail on the head twice in succession, I'm inclined to tempt fate again."

"Of course a prophet is only a prophet as long as he is right, so in making the following prophecy I take a long chance on losing my standing in that profession."

"In this case, however, it looks to me as if it isn't a prophecy, but just a simple deduction."

"I'm going to predict that four-cylinder cars will from now on and forever more dominate the field."

"Considered in the light of the fact that the past year has seen more multi-cylinder cars than ever before, we've had a plethora of Twelve and Eight's, not to mention the Six, which has become standard in the larger sizes, still I maintain that all signs and portents point unerringly to the Four as the standard car of the future."

"When you get right down to brass tacks you will find that there never was any engineering or mercantile reason for cars above four cylinders."

"In saying that I'm not forgetful of the fact that a very large proportion of the Reo output is Sixes. I am certain that the Six will continue to be popular with a certain class of buyers. It will always be popular with that class of people who want a car of exceptional passenger capacity. No, I didn't say speed, because, as a matter of fact, all world's speed records are held by Fours. But when you come to passenger capacity, say, for seven people, it is better engineering practice to add two cylinders than to increase the bore of the four cylinders you already have."

"But the seven-passenger car will not be the standard automobile. The five-passenger car will always be that, because the average family is five. And that is why I say that the Four will dominate from now on."

"Of course, being an enterprising person and prone to fall for anything in the form of a novelty, we Americans had to satisfy that propensity by first experimenting with cars with as many cylinders as we could think of. We always do that. We always carry things to an illogical conclusion before we are satisfied to settle back to sanity."

"During the past two years we have tried that, and, like the man who has once flown to the maximum height an aeroplane will carry him, we are now satisfied to keep a little closer to terra firma."

"We manufacturers need not flatter ourselves that we have discovered the superiority of the Four. On the contrary it is the customer who has discovered it, and inasmuch as the customer has always been the court of last resort, his decision will stand and we makers will build to meet his demand, not our preference."

"Just take the case of Reo during the past year. We felt certain that the Reo Six would outsell the Four. Planned to make them in almost equal ratio."

"The Six did enjoy a prosperity beyond our most sanguine hopes—but the demand for the Four was so hopelessly in excess of our plans for production that we were swamped from the very first."

"We sometimes flatter ourselves that by our advertising we create a demand for a certain type of car. A glance at the order books, soon takes the conceit out of us and proves that no matter what we may want, the customer to want, he insists on wanting anything he likes."

"For example, some makers have, for years, argued to him that cars of more cylinders are as economical in their consumption of gasoline as the Four. But have you ever met a user who believed it? I never have. It isn't a fact, that's why."

"The single cylinder is the most economical consumer of gasoline, and by the same token the Four is more economical than the Six; the Six than the Eight; the Eight than a Twelve, a Twelve than a Sixteen. Granted, all ways, of course, that the same ability enter into each, and nowadays, there's not so much difference between engines as rival advertisers would lead you to believe."

"Of course we expect to sell a lot

of Sixes in the future, simply because a certain proportion of buyers must have a seven-passenger car, and it goes without saying that it costs more to carry seven passengers than to carry five. But it's useless to try to prove to the man who is driving a car every day—who is looking at his speedometer at the same time that he pays for his gasoline—that a car with more cylinders is as economical as a Four to

drive. It won't go down. You pay for what you get; that's the answer. "If people felt that they got enough more in a car with twice the cylinders they'd be willing to pay the difference, but anyone who has observed carefully the trend of the demand in the past two years, during which time we have gone to the extreme in the matter of cylinder multiplication, must admit that, in spite of all the manufacturer may do, the customer is going to continue to want and to have Fours."

**City Test of Car Is as Severe as in the Country**

"It is a mistake," says E. C. Ensminger, local distributor for the Dort line of cars, "to suppose that the real test of a car's merit is determined by country driving alone. The exigencies of city driving are quite as severe and as many, although they are different in character from those encountered in the country. Not only does the city-driven car run up far greater mileage during the season, but it is subjected to a fearful strain in the sudden stops and starts that are necessarily a part and parcel of all city driving. The racking effect of stopping and frequent starting and stopping on a car is most severe, and many motorcars fail to stand up under it. This is minimized in country driving where a car is driven for considerable stretches at a smooth, steady rate of speed, even though the roads are rough. There is no question that the performance of a motorcar over rough country roads is a better index of its worth than the power of the motor; but no country driver, unless specially arranged, exactly duplicates city conditions in demonstrating the flexibility of the motor or the efficiency of the brakes."

"To say that almost any car will give good service on the smooth pavements of a city is to exhibit a lack of motoring knowledge. The car that cannot 'pick up' quickly for instance, is at a marked disadvantage in the city driving, so is the one that does not shift easily or in which the brakes are not extra efficient. In the last qualifications the Dort stands in a class by itself, and my experience is that there is not another light car like it for quick get-away."

"Transcontinental runs and mountain climbs are all very well in their way, but in themselves they do not sell cars," says Mr. Ensminger, local distributor of the Dort. "These sensational performances and the like form interesting sporting events, but the average man who buys a car wants a more practical test. Besides, he does not feel quite sure that the car that has traveled from New York to San Francisco in seven hours is exactly the same as the car he will get if he buys one of that make."

"For him a car that will go as fast as the average man desires, run smoothly over average roads and be comfortable for himself and the members of his family, and economical in operation, fills the bill, provided he is sold on the responsibility of the manufacturer behind that car. My experience of late has been that people are scrutinizing the guarantor behind the car much more than the guarantee. What they want to know is the real responsibility of the manufacturing organization, and the dealer who is selling the Dort, has a big story to tell on this point."

Willys-Knight Motors Preferred by Taxicab Co.

Following in the steps of the London Omnibus Company, the largest taxicab and transfer company of the

world, which has Knight motorized its entire fleet of 3,500 cars, a number of taxicab and transfer companies on this side of the Atlantic are installing Knight-motored cars in their service. Most recent examples are the Toledo Transfer Company and the Yellow Taxicab companies of Cleveland, Cincinnati, Columbus and Toledo all of whom have just recently installed a number of Willys-Knight limousines.

A. B. Uhl of Toledo is president and owns a controlling interest in these companies. He was first persuaded to install several Overland cars in his home town.

They proved so popular with his patrons that he installed eight Willys-Knight limousines in the other companies in which he is interested.

"Ability to come closer to 365-day-in-the-year operation than any other

cars in our service, naturally has made these cars the leading part of our equipment," says Mr. Uhl in discussing his Willys-Knight limousines. "The simplicity of their motor mechanism makes for minimum repairs. In a Knight-motored car there are no valves to grind; no adjustments to make, and no carbon to clean out, for Knight motors run smoothly as they accumulate carbon."

"Add to this economy of operation, ability to run almost continually, and their improvement with constant use—the quietness and flexibility of their motors, coupled with the beauty and grace of their body lines, which have made them most popular among our trade, and it doesn't take a mind reader to see why we are Willys-Knight motorizing our equipment."

The Overland Company now has

Willys-Knight cars in taxicab service in nearly every large city in the country. But it was on the other side of the Atlantic that the Knight motor gained its initial prestige in taxicab service. The London Omnibus Company was the first to try out Knight motors some years ago. Several sleeve-valve motorcars were put into their fleet. They were put through an exhaustive test lasting for a whole year. At the end of that time, the superiority of the sleeve-valve motor over the poppet type was clearly defined. This resulted in gradual change in the London Omnibus Company's fleet. Every poppet valve car was replaced by a Knight-motored car, the company deeming the additional first cost was more than counter balanced by the economy and efficiency of these motors.



**Makes The "Going" Good All Winter**

Winter—and it's almost here—has no terrors for the family with a good, dependable car.

Without it many a good time will be missed or marred—many a duty slighted or performed with discomfort.

But this dependable, comfortable \$795 Overland will easily cover all the winter activities of the whole family. It will make the "going" warm and dry all winter.

This is the big 112-inch wheelbase Overland—the roomiest car ever sold for \$795 or anything like as low a price.

It has the reliable 35-horsepower Overland motor developed to perfection in the building of over a quarter of a million of the big Overlands now in use.

With its long wheelbase, four-inch tires and long forty-eight-inch cantilever rear springs, it is easily the easi-

est riding car that \$795, or a great deal more, will buy.

You ought to have a car this winter and there's no such value to be had in any other car at anywhere near the price.

See us today, get your \$795 Overland and go where you will when you will in warm dry comfort regardless of the weather.

Same model, six cylinder, 35-40 horsepower, 116-inch wheelbase—\$925 at Toledo.

**The Overland-Harrisburg Co.**

OPEN EVENINGS 212 NORTH SECOND ST. BOTH PHONES

The Willys-Overland Company, Toledo, Ohio

"Made in U. S. A"

**DODGE BROTHERS ROADSTER**

It is easy to see why this roadster enjoys such a remarkable sale.

It represents a happy combination of smartness and utility. It is light and fast, the weight being only 2150 pounds. The wide, deep seats and the angle at which they are tilted encourage comfort. Luggage room is unusually generous.

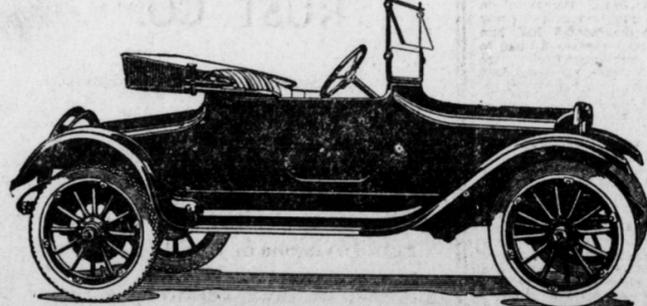
It will pay you to visit us and examine this car.

The gasoline consumption is unusually low.

The tire mileage is unusually high.

The price of the Touring Car or Roadster complete is \$185 (f. o. b. Detroit).

The price of the Winter Touring Car or Roadster complete including regular mohair top is \$250 (f. o. b. Detroit)



Keystone Motor Car Company 1019-1025 Market Street C. H. Barner, Mgr.



**—It's DEFINITE**

It's DEFINITE—that's the BIG difference in this Studebaker Service. Expect you know all about the other kinds that promise this or that or invite you to "drop in if anything happens."

Studebaker Service is a NEW development in the field. When you get your car, a service of DEFINITE dates are written on a card and given you. On those days, your car comes into our garage, and expert mechanics go over it—make 41 distinct inspections, oilings and adjustments tightening up and tuning up the whole car. And when the car comes back, it's in tip-top shape and you are given advice to help you keep it so.

Month after month, it gets the same thorough attention. And the result is that by the time a few months have passed, your car is not only running like a clock, but you know how to take proper care of it yourself, and you know how to cut your maintenance costs down to the bone.

It's the ONLY Service of the kind in existence — protects your car and insures you 100% pleasure and usefulness from it—and doesn't cost you a dollar for the entire SIX months' attention. Come in and get more details—like to show you that Studebaker Service Agreement you get with your car.

Driscoll Auto Co. 147 S. Cameron Street