

Paige Orders For New Year Close to \$5,000,000

Nation-wide prosperity and confidence in continued good times are indicated in the flourishing condition of the 1200 Paige dealers throughout the United States and the amount of new business they have been piling up on the desk of Henry Krohn, sales manager of the Paige-Detroit Motor car company.

Shortly before Christmas Paige dealers had sent to Mr. Krohn orders for new Paige models which totaled about \$4,500,000; and at the rate in which the new business was mounting daily it was very apparent that the Paige men in the field would turn in over \$5,000,000 worth of business before the bells had rung in the New Year.

Mr. Krohn regards this situation as significant, considering the ample evidence of the success of 1917 as a year of big business, not alone in the motor car field, but in industry in general.

STUDEBAKER NOTES

A skating compartment in which a lady carries her skates on the way to the ice rinks of the city is the latest innovation for the Studebaker town car, designed for Mrs. W. C. Graves, leading society woman of San Francisco.

A 1909 Studebaker "39" which has run 200,000 miles to date and is still in good shape and ready to go at any time, has been discovered in Oklahoma.

The Lorraine-Grosjean Mills will resume work Thursday, after a shutdown of a month, due to repairs at the plant.

Closed Models Are Now Motordom's Chief Interest

"Winter motoring is the usual thing to-day, even as it was an impossibility in the infancy of the industry," says R. T. Hodgkins, general sales manager of the Studebaker corporation.

"Cold weather has been robbed of all its terrors by the resourcefulness of the designers and the motorist can well enjoy all the comforts of his own fireside and his home while chattered along from tea to card party or afternoon call in her cozy touring sedan, now adapted to every change and mood of the weather.

"To the designer of the interiors of the modern automobile is the transformation due, in no degree less than to the sterner brother who made possible the smooth-running motor that bids defiance to all weather.

Texas Saxon Dealers to Attend New York Show

Twenty-eight Saxon motorcar dealers from the State of Texas will journey northward to New York for show week and will spend the days of the big automobile exhibit in getting pointers for their work in Texas.

Heretofore Chicago has been the big motorcar show for the West and southwestern dealers and each year has seen more and more of them attending the exhibition in the Coliseum.

THE CAUSES OF CAR SHORTAGE

Renschaw, Sales Manager For Reo, Tells How Sidetracks Are Used For Storage

"I don't like to tell tales out of school and everybody in the trade knows I'm no knocker," says R. C. Renschaw, sales manager of the Reo Motor Car company.

"Here's the idea: A lot of concerns are eager to make a good showing—on paper. They play on the fact that the public that deals in stock margins does not know that automobiles shipped from the factory may not be automobiles sold, though on the surface it looks like it.

"So they ship on dealers' allotment schedules—made some months previous. Many dealers are not prepared at this time to pay the 'sight draft,' and take deliveries, and the result is a carload of automobiles standing on a siding for days, weeks—yes, months, in some cases.

"And, mind you, those are the biggest, best boxcars the railroads have—50 feet long, extra high, and with 10-foot doors made especially for shipping automobiles standing on a siding for days, weeks—yes, months, in some cases.

"If they would all follow the Reo plan, half the congestion would be relieved—it never would have occurred in the first place.

"We Reo folk never ship on a dealer's contract allotment only on monthly specifications. In other words, while a dealer, when signing up in July, may specify for example, 150 cars per month in December, January and February, we do not ship until he sends us November's specifications for the coming month, indicating that he needs that many.

"You'll find no Reo cars stored in freight cars on sidings, nor anywhere else, for that matter. For we have even in 'bleak December'.

"It's becoming quite the thing," says R. C. Renschaw, sales manager of the Reo Motor Car company.

"I know of nothing better calculated to preserve the temper of a person, than a thoroughly dependable automobile.

"Imagine, for example, a car whose starter wouldn't begin; one whose brakes would fail to brake; a steering gear that was 'tipsy'; and above all, a balky motor—can you imagine how difficult it would be, even for a preacher, to deliver a sermon with words or thinking unkind thoughts?

"That simple rod control strongly appeals to them. Then too they look to appearance, and at the same time must count the cost—a consideration that must weigh heavily in the selection of a Reo.

"One dealer who recently sold three Reos—two Fours and a Six—for Christmas presents for the parson, insists it is because he and so many other Reo folk are good churchmen that they get the preference.

"But that doesn't entirely account for it, for we all know a Methodist priest, and a society woman, will willingly buy a car from a Presbyterian dealer. Beside, Fred Volger, of Portland, Ore., recently sold two Reo cars for parsons' presents—and he spends most of his Sundays fishing, as all his townsmen know!

"Must be the car," says I. "Anyway, no automobile could be put to better use—nor a more useful present selected; for the dominie's time and radius are multiplied, and his field of usefulness vastly broadened when, with his own car, he can call on the needy and the sick and the unhappy and minister to them.

"Recently I was honored for a subscription for a Reo for the parish priest, and although I don't attend his church, I fell for it.

"Does me good, too, every time I see him drive by on an errand of mercy I wish every Reo could be put to such good use."

Tests Cadillac Eight; Calls It Masterpiece

"From an engineering standpoint, the Cadillac Eight is a masterpiece," says F. Paul Anderson, dean of the College of Mechanical and Electrical Engineering of Kentucky State University, after testing and demonstrating the car before the students.

"From an engineering standpoint, this car is a masterpiece, and we were a little surprised when it ran with no vibration at 53 miles per hour, which was the highest we ran it.

"We will say that since the installation of our testing plant, this is the only car that has ever been able to keep itself cool under a high speed test; our usual practice being to cool the radiator with auxiliary water connection, which you understand is to compensate for that part of the cooling due to windage on the road."

LATE CAR SERVICE FOR WATCHNIGHT WORSHIPPERS

For the convenience of the members of the city churches who will attend watchnight services to-morrow night, late trolley service will be maintained by the Harrisburg Railway Company, until 11 o'clock, Monday morning.

Sport Model at Low Price Unusual Overland Product

Originality and distinctiveness furnish the keynote for the latest product of the Willys-Overland company of Toledo, Ohio—the Country Club, a smart four-passenger sport model, at \$895 f. o. b. Toledo.

The Country Club is the only sport model in the small car class and bids fair to be one of the greatest successes of the season.

Heretofore "sport model" has been associated with "high price," but in the new car the Willys-Overland company offers a model of marked distinction, at an unusually low figure.

The outstanding feature of the Country Club is its unusual body design, which gives it a compact custom-built appearance. This is strengthened by a color scheme of rich gray for the body, long-grained upholstery and mohair top.

The seating arrangements are equally distinctive. In front are two comfortable chairs which move independently forward or back to the length best suited for the driver and his companion.

The wide aisle that divides the front seats makes the rear compartment easy of access. A roomy, comfortable rear seat for two is close up, although allowing ample leg room. Four grown persons can comfortably ride in the Country Club.

Wide "U" doors, front-hinged, with large pockets for tools and other accessories are provided. Frequently the volume of power developed by its four-cylinder motor and the smoothness and ease of operation, according to the Willys-Overland company, are going to be a source of charm and lasting satisfaction to Country Club owners.

The Country Club has a wheelbase of 104 inches. The motor is of the four-cylinder emboic type; 3 1/2-inch bore and 5-inch stroke. The ignition is furnished by the battery and distributor system. The car is equipped with Tillotson carburetor.

The 12 1/2-gallon gasoline tank is under the rear deck; the vacuum feed assures an even fuel flow under all driving conditions. A bracket is provided for a spare tire in the rear of the car. An extra wire wheel is included in the equipment.

Early shipments of the Country Club have found a ready welcome among discriminating people to whom low price and economy in operation promised gratification of long-cherished desire for an out-of-the-ordinary car as well as with those whose choice of an automobile is in no way governed by its price.

It is on this satisfaction which the Country Club has already created, that the Willys-Overland company is basing its prediction of this car's sweeping success.

Pacific Coast Plans For Most Beautiful Auto Show

San Francisco, Dec. 30.—Enthusiastic over the prospects of the most beautiful automobile show ever held in the West, the promoters of the Pacific Automobile show, which will be held in the Exposition auditorium February 10th to 13th, will invade the East in force during January.

The plans of Manager G. A. Wahlgreen for the most beautiful show ever held in the West, and many of them declare it will surpass anything ever held outside Chicago.

In the meantime San Francisco dealers are preparing to make the most impressive showing of enclosed cars ever seen in the West, and many of them declare it will surpass anything ever held outside Chicago.

California is the home of the sport roadster model, and several exhibitors will show this type of car, while the special open body will come in for a large share of the interest.

As the opening feature of the exhibition, Manager Wahlgreen is planning a parade which he believes will rank with the famous New Year tournament of roses parade at Pasadena, the Los Angeles fiestas or the Path of Gold celebration which was held in San Francisco for many years.

The Eastern automobile show special, which will bring many of the Eastern factory men to the Pacific coast, will depart from Chicago on the evening of February 5th, following the Chicago automobile show.

Reservations for the train can be made now through the offices of the automobile show, 943 Monadnock building, San Francisco.

Cumberland Valley Bridge Piers Are Completed

All piers of the new Cumberland Valley railroad bridge are practically completed. The Robert Grace Construction company of Pittsburgh, Pa., is now in readiness for turning the bridge over to the company.

Opera Called Off The Philadelphia Grand Opera Company, which was to be presented at the Orpheum Theater by Gayle Burlingame this afternoon and evening has canceled the performance. The money for tickets purchased will be refunded. The company is in the hands of the receiver.

New Overland And Willys-Knight Prices

Effective December 25th

- Country Club \$750
- Willys-Knight Coupe . \$1650
- 85-4 Touring Coupe . \$1250
- 85-4 Touring Sedan . \$1450
- 85-6 Touring Coupe . \$1385
- 85-6 Touring Sedan . \$1585
- Overland 1200 lb. Delivery Wagon . \$850

All prices f. o. b. Toledo

The Overland-Harrisburg Co.

Open Evenings 212 NORTH SECOND STREET Both Phones

The Willys-Overland Co., Toledo, Ohio

Manufacturers of Willys-Knight and Overland Automobiles and Light Commercial Cars "Made in U. S. A."

PROMOTION FOR GIRL ADJUSTER

Miss Eleanor V. Atticks Goes Up Ladder in Aetna Company



MISS ELEANOR V. ATTICK

When you lie abed trying to recover from a broken leg or shattered arm or twisted collar bone which you got so readily in that auto crash or railroad wreck or fall from the wagon, wouldn't you prefer to have some gentle-voiced feminine insurance adjuster visit with you and the wife for the purpose of adjusting your accident claims?

At any rate you would if the adjuster had happened to be Miss Eleanor V. Attick, Camp Hill.

Just the way she goes about her business—she has a way all her own—combined with extraordinary ability and pluck that would do many a member of the sterner sex vast credit.

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



Auto Trans. Garage 17-29 North Second St. Harrisburg Pa.

has won her a heap of reward, too.

For one year she has been adjuster for the Aetna Life Insurance Company—the only girl adjuster in the State, so far as is known.

In September, 1912, Miss Attick entered the employ of William S. Essick, general agent for the Aetna. She didn't stop there either.

And in her upward climb did she neglect her old office friends and acquaintances? Or did she endear herself in such a way as to cause universal regret among her fellowworkers at her departure?

Pipe Mill Soon to Start Work on U. S. Shell Orders

Work will be started within the next two weeks on two orders for shells recently awarded by the United States government to the Harrisburg Pipe and Pipe Bending Company.

Your Ford

You won't get the last full measure of satisfaction that comes from driving a Ford until you install a

Heinze-Springfield Starting and Lighting System Price, \$85, not installed

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

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

Velie Prices Advance \$50 Jan. First

Immediate deliveries if desired, or make your deposit before first of year and secure present prices for future delivery.

Velie-Harrisburg Co. SIXTH AND HERR STS. BELL PHONE 271-J. H. F. WILLOUGHBY

LODGE 75 YEARS OLD

The seventy-fifth anniversary of State Capitol Lodge, No. 70, I. O. O. F., will be celebrated this evening at the Technical High School auditorium.

PLUMBERS FINED IN SUIT Pittsburgh, Pa., Dec. 30.—William McCooch, city treasurer of Philadelphia, formerly national treasurer of the Master Plumbers' Association; S. Louis Barnes, formerly national president of the organization, and B. F. Durkin, also of Philadelphia, pleaded guilty yesterday in United States Court here to charges of conspiracy to violate the Sherman antitrust law.

TWO STEAMERS SUNK London, Dec. 30.—The British steamship Copewood, 509 tons gross, has been sunk. The Norwegian steamship Ida, 1200 tons, is reported to have been sunk.



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If you could realize the infinite care with which the good name of

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is guarded, your smoke troubles would be over. You would then know that here is an all-day, every-day smoke which is always of a uniform high quality. They couldn't be better because they are made of the finest tobacco that grow.

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