

### HEINZ OUTLINES PLAN TO CUT LIVING COST

Declares Better Distribution and Corrected Trade Practices Necessary

Better methods of food distribution, correction of some "trade practices" that have been the subject of more or less criticism, instructing the farmer in the proper storage of potatoes and encouragement to the farmers to induce better farming, are some of the tentative plans of Federal Food Commissioner of this State, Mr. Heinz, in a statement yesterday, touched upon the food situation in Pennsylvania.

"It is my hope and belief," he said, "that some plan can soon be laid down by which encouragement will be given the farmer to induce better farming and a greater production of staple vegetables, grains and fruits, as well as an increase in dairy supplies, meat and poultry."

He said it is hoped that through better methods of distribution the cost of food may be reduced and the production encouraged at the same time. Mr. Heinz's statement, in part, reads:

"The State of Pennsylvania has on hand the most difficult problem of distribution in connection with the season's record crop of potatoes. Over 100,000,000 bushels, and early marketing conditions will be distributed by the presence of an additional crop from the war gardens, estimated at 5,000,000 bushels.

"It is simply a matter of equalizing the distribution throughout the season as directly from the producer to the consumer as possible, so that no one will be hurt. The problem is one in which the farmer in particular must have protection if we expect him to produce again adequately to the needs of the nation in 1918. It is a problem of better handling—improved distribution and merchandising—and the elimination of useless elements that only serve to complicate the situation and encourage speculation and waste.

"If I interpret correctly, the spirit of the Federal administration policy, it will be manifested chiefly along lines of constructive leadership and encouragement of all legitimate interests, with a view to securing voluntary correction of abuses, rather than in drastic measures of arbitrary control, with such a spirit of administration the food department of Pennsylvania is most heartily in sympathy."

### Fisk Red Tops Expect to Clinch Semipro Baseball

The Fisk Red Tops, a baseball team of big league caliber, representing the Fisk Rubber Company, of Chicago Falls, Mass., will soon put in an appearance on the Middle Western diamonds against the best and fastest teams of that section. The Red Tops' triumph after national and international already clinched their claim to the title of semipro champions of the East. Their success this season has been marked and among their victims can be found all the best teams in the section, including Eastern League teams. Nothing like the trip planned for the Fisk team has ever been attempted by a team other than college or professional, and in these circles no such triumph of a team of hard games has ever been attempted.

Such teams as the White Autos, of Cleveland; the Rail Lights, of Toledo; the Goodyear and Goodrich Rubber Company teams, of Akron, and the Shaw Taxi teams, of Chicago, will be met. The Red Tops, conscious of their strength and power, are confident of beating all their opponents and thus clinching the title of world's semipro champions.

This team has been playing together for several weeks. The entire season, every member being a bonafide employee of the Fisk Rubber Company. Listed among the members of the team are the fastest college players in the East, and many well known ball players who have retired from the professional game for other reasons than old age and incapability. Several of the latter have been up with the big show and all the college players are considered potential big league material.

The team is unquestionably the fastest ever put together in New England in amateur and semipro circles and is considered, and justly so, as easily capable of giving the best of the big league teams a run for its money. In fact, one of the easiest victims of the Red Tops this season was the Colonials, of New Haven, a team which last year held the Red Sox to a 3 to 2 tie in the series. The Red Sox won the world's title from Brooklyn. The trip will start August 18 at Akron, and will end at the same place more than a week later, two games being played in that city.

The venture of the Red Tops is attracting considerable attention among baseball men from coast to coast, in that it will give a good line on the class of baseball that is being played by semipro teams in the East and the Middle West and a chance to compare the style of baseball and the comparative strength of the best teams in the two sections.

**\$100,000 TO MISS O'BRIEN**

New York, Aug. 18.—It is reported that Miss Honora May O'Brien, 27 years old, to whom a jury recently gave a verdict of \$225,000 because John B. Manning, 84 years old, repudiated his promise to make her his wife, has agreed to take \$100,000 rather than have the case tried again. After the jury gave Miss O'Brien, who was the aged capitalist's stenographer, the \$225,000 verdict Judge Crosby reduced it to \$125,000, on the ground that the verdict was excessive. Then Mr. Manning appealed. It is said Miss O'Brien may really only get \$50,000, the other \$50,000 to go to her counsel, Stephen C. Baldwin.

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Goodyear service station—a full line of Tires, Tubes and accessories.

Agency Hassler Shock Absorbers for Ford Cars.

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### OVERLAND RETAIL SALES RECORDS

July Exceeds Those of Splendid June, and Shows Industry's Soundness

On but a few occasions in the history of the industry have automobile selling records attracted the attention that has been accorded those of Willlys-Overland, Inc. during the last two months. When in the early days of July, the company announced that its June retail sales had exceeded those of any other month in the history of the organization a murmur of astonishment and surprise was heard from coast to coast.

Such a record had heretofore been unheard of in times of more or less unsettled business conditions. The company, however, following this up with another record-breaking report for the first week of July which more than confirmed the June announcement. By this time it became obvious to motorcar men the country over that the big Toledo institution was setting a pace never before heard of under similar circumstances.

On the first Thursday in August the most striking announcement of all was made when a compilation of the figures covering July retail sales revealed the amazing total of \$13,511,721, an increase of two and one-half million dollars over the splendid achievement of June. On top of this, the factory officials insist that the figures are not final, and that their distributors, proud of the records which have just been made, are going after the business with redoubled vigor.

"How do you do it?" is the question most commonly heard among visitors at the Overland plant just at this time.

John N. Willys, as head of the big organization, answers the question as follows:

"It should not be so much of a question as to how we make sales as a question concerning how we conceived a line of cars which would prove so popular with the public. Of course we would not take any credit away from the salesmen who have made those enviable records. In fact, we are confident that we have one of the strongest selling organizations in the industry. Nevertheless, the most expert salesman in the world could not do what our men have done this year unless they had a product to offer which was possessed of unusual merit.

"The June and July sales records do not come to us as unexpectedly as one might imagine. When our new comprehensive line of cars, ranging from low priced completely equipped vehicles to high priced powerful and fashionable cars, was first shown to the dealer at the big convention in December, they told us so popular with the public. Of course we would not take any credit away from the salesmen who have made those enviable records. In fact, we are confident that we have one of the strongest selling organizations in the industry. Nevertheless, the most expert salesman in the world could not do what our men have done this year unless they had a product to offer which was possessed of unusual merit.

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### GEN. CLEMENT IS ORDERED SOUTH

Will Leave With Aids to Take Command at Fort Hancock

Sunbury, Pa., Aug. 18.—Major General Clement, commander of the Seventh Division Pennsylvania National Guard of the United States Army, was directed to proceed to Camp Hancock. He will leave, with Captain T. D. Boal, of Boalsburg, and Captain B. C. Tilman and Lieutenant W. B. Churchman, both of Philadelphia, as aids. The order directing the general to leave is as follows:

Washington, D. C., Aug. 16, 1917. Major General Clement, care Adjutant General, Harrisburg, Pa.

Orders issued here direct you to proceed with your authorized aids to Camp Hancock, Augusta, Ga., to take command. The authorized staff officers will be ordered to report to you for such assignment as indicated in their authority for reporting. The remainder of the division staff will remain at headquarters here awaiting orders.

General Clement has issued the following orders:

Captain George Wagner, First Regiment Infantry, and First Lieutenant Robert H. Bolling, First Regiment Infantry, are hereby relieved as Judge Advocate and Assistant Judge Advocate, respectively, of the General Court Martial, appointed by special order August 6, 1917, at headquarters here.

Lieutenant Robert H. Bolling and First Lieutenant Harry R. Simmons, First Infantry, are detailed Judge and Assistant Judge Advocate in their stead.

Harry Washburn, private, I troop, First Cavalry, is transferred to headquarters troop, Seventh Division Headquarters.

First Lieutenant Porter G. Polk was designated as recruiting officer for the Seventh Division headquarters.

### Light Trucks Add to Profits of Gardeners

Foresight and far-sightedness are both shown by Charles F. Seabrook, of Bridgetown, N. J., whose truck farms are the wonder of the country and the delight of all who visit them. The largest truck garden in the United States is built up around the word "speed," for on rapidly of transportation depends much of Mr. Seabrook's profits. His experience shows the place of the light truck such as a Smith Form-a-Truck on there was no other.

Indicative of Mr. Seabrook's belief in the efficacy of trucks is his installation of a system which is based about motor trucks. These carry his perishable articles from the farms to the railway station, a few miles away. At the other end of the line, in New York, he has other trucks waiting, to rush the vegetables to the large distributing places in the quickest possible time, for a few hours mean the difference between an exceptionally large price for Seabrook products and ordinary profit.

These farms and the genius who brought them from a common New Jersey "place" to the best of their kind, were featured in a national weekly, recently and especial emphasis was placed on the fact that reliance was placed in the trucks to assure speed and to insure profits.

Space is given in one of the monthly publications of the Smith Motor Truck Corporation, manufacturers of the Smith Form-a-Truck, to the Seabrook farms and the result which attended the motorization of its equipment.

**TAFT WON'T TALK PEACE**

Montreal, Aug. 18.—William Howland Taft, former President of the United States, declared here today that "peace is not possible until the Prussian military caste has been driven out of power." He asserted he had "no patience with the talk of peace."

### Motorists Lean to Roadsters, Says Oilier

"There is probably not another automobile in the country to-day which is as adaptable to the use of physics and salesmen of commercial houses, public utilities and manufacturers as the roadster," says L. J. Oilier, vice-president and director of sales of the Studebaker corporation.

"And, after a careful check of our sales records, I feel safe in saying there is probably not another roadster in as generally use among these classes of professional and businessmen as the Studebaker roadster."

"The roadster is the ideal car for the doctor who must answer calls at any hour of the day or night. It is always ready for service and, on an errand of mercy where speed and performance count for so much, the doctor's car must be dependable. Every part of the Studebaker roadster is so easy to get at that we have found the average owner thoroughly competent to take care of it."

"A big institution of any standing nowadays sends representatives to its clients of whom they are proud and which it must have motorcar equipment on which it can depend. And the roadster is bound to increase efficiency because it enables each man to cover his own territory, see more customers and turn in more business."

"I have in mind an instance which proves the value of the roadster for these purposes. One of this country's largest public utility corporations, after an exhaustive test of several makes of cars, extending over a period of three years, has installed a fleet of five Studebaker roadsters because its figures proved that Studebaker cars actually cost less to operate and maintain than any other make of car. In addition to the actual saving of money, they standardized their equipment throughout and gave their representatives motorcars which it can depend on for appearance that added prestige to the house was of inestimable value."

"The roadster gives the salesman his big opportunity to beat his own sales records. It enables him to cover a wider territory, and see more customers. His car is so accessible that he can take care of it himself, and under the rear deck of the Studebaker he has plenty of room for his sample cases, personal baggage, etc. Bad roads, steep hills or bad weather are no obstacle to his car—and he does not have to depend upon street cars, railroads or taxicabs to keep his appointments."

"The beautiful, refined and dignified lines of the Studebaker roadster make it popular among women who drive. It is so easy to handle and operate, in crowded city traffic or on the open country road, that any member of the family feels perfectly safe behind the wheel. For the man who has no real business reason for owning a roadster, but just wants to get out-of-doors and over the roads without too much trouble, he finds the roadster his ideal car."

"On September 15 we have announced an increase in the prices of all Studebaker roadsters. The "Four" will be advanced in price from \$985 to \$1,025, and the "Six" from \$1,250 to \$1,335."

### No Trains Moved to More Engineers

Mount Gretna, Pa., Aug. 18.—The same vexatious delay which caused inconvenience and unfavorable criticism on part of the disappointed State soldiers in getting away from here last year for the Mexican border, is being experienced by the Engineers Battalion, under orders to proceed to Fort Hancock, Augusta, Ga. Acting under orders to be prepared to entrain Thursday, Lieutenant Colonel Frederick A. Snyder, regimental commander, had the three chosen companies under command of Major J. H. M. Andrews ready to depart Thursday evening. The men, however, continued in readiness all day, awaiting orders which never came, and it now appears that the railroad train is still held on an assault charge. Kelly was discharged here for the moving of the

### Use of Combination Bodies on Motor Trucks

These are the days when motor trucks are coming into their own—the time when efficient delivery was merely a convenience has passed, it is an absolute necessity for the business that will keep its place during the next few years.

The motor truck manufacturers of the country are doing everything in their power to spread the gospel of greater efficiency in the use of trucks. One of the big steps along these lines is the development of different combination bodies that adapt a single chassis to several different kinds of work.

One of the big textiles mills of the country, located near Philadelphia, has by a very simple device made one truck chassis do all their work. An Autocar fitted with a hand dump body hauls all the coal for the plant in the early mornings, and then by replacing the sides of the body with stakes, hauls raw materials and finished goods for the rest of the day.

Now is the time to figure out every item of saving; whether a motor truck can be made to efficiently perform more service than ever, the gainer is the individual business and the whole country, too.

### Cadillac Solves Headlight Problem

Nearly every State has passed laws to regulate the glaring headlight menace but it seems that it remained for the Cadillac to adopt a plan which solves the problem in an eminently practical manner.

The new device is not in the nature of a dimmer or a diffuser of light. Rather, it is a simple arrangement by which the driver of the car by means of a small lever under the steering wheel controls the position of the reflectors in the headlights, therefore directing the light rays.

In the normal position the strong light rays are pointed straight ahead. Upon meeting an oncoming motorist, the reflectors are tilted so that the rays are directed to a point about thirty feet in front of the car.

This not only complies with the law by eliminating the glare but it concentrates the light directly in front of the car, where it is most needed when meeting other vehicles.

The device has been approved by the New York Motor Federation as meeting the requirements of the Hewitt headlight law which went into effect August first.

**HOLD THREE FOR COURT**

Jacob Armstrong, colored, charged with carrying concealed deadly weapons, was held under \$500 bail for court by Alderman Nicholas, at a police hearing yesterday. Armstrong was caught Thursday night after an exciting chase over the downtown district. Alfonso Clemens, accused of driving an auto truck while intoxicated was held under \$300 bail for court. Earnest and Daisy Kelly, who were arrested last night after a family altercation, were given a hearing. The woman was held on an assault charge. Kelly was discharged.

### Navy League Kicked Out by Secretary Daniels

Washington, Aug. 18.—All unofficial connection between the Navy and the Navy League was severed yesterday by order of Secretary Daniels as a result of the recent action of the league headquarters in charging that investigation of O'Connell's recent fatal explosion at Mare Island Navy yard was being blocked by influence of labor interests.

The Secretary gave notice to the public that no representative of the league would be admitted hereafter to any naval station or ship, and that nothing whatever would be accepted by the navy from the agency other than the present officers of aged.

Thousands of women throughout the country are knitting sweaters, wristlets and other articles for sailors and the supplies of the Navy League. Yesterday's notice means that these will not be accepted unless tendered through some agency other than the present officers of the league.

## GORSON'S USED CARS

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OUR SUMMER CLEARANCE SALE OF HIGH-GRADE CARS

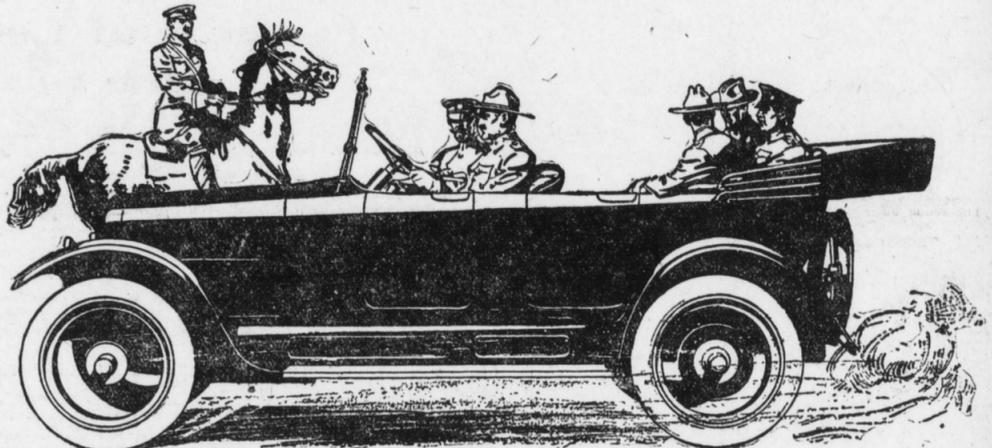
surpasses in value and price any sale ever offered the public before. Every car on our sales floors has been priced exceptionally low for this sale. ACT AT ONCE. Grasp the opportunity of securing a car at a saving from 40% to 50% on the original selling price.

**Easy Payments Arranged If Desired**

PACKARD Twin 6 Touring. Late model. Run 2000 miles. Big reduction.	1917 OVERLAND 8-cam. Run 1200 miles. Beautiful upholstery.
1917 STUDEBAKER 6 Touring. Like new. Extra equip. Bargain.	1917-18 CHANDLER Touring. All in. At running order. As low as \$475.
1917 STANDARD 4 Roadster. 8-pass. Shows no wear whatever.	1917-18-19 Putman Touring. Good serviceable cars. Low up-keep. \$200 up.
SUPER-SIX HUDON Touring. Also Roadster. Both in excellent condition.	STITZ Roadster; also Speedster. Very fast and powerful.
1917-18 OVERLAND Roadsters and Touring. Some like new. \$300 up.	1917-18 DODGE Touring. Only slightly used. Big reductions.
1917 HAYNES Chummy Roadster. Wire wheels. Fine shape. At sacrifice price.	MOLINE-KNIGHT Touring. Very quiet. Easy riding. Late model.
WILLYS-KNIGHT Touring. Late model. Used only as demonstrators. One has 1000 miles.	1916 COLE 8 Roadster. 4-pass. mechanically right. Attractive.
1917 MITCHELL Touring. Very attractive. 7-pass. Plenty of power.	1916 STEARNS-KNIGHT Sedan. Excellent condition. Original price \$800. our price \$550.
1917 BUICK Touring. Light 4. Practically new. Snap.	FORD Roadsters and Touring. All models at low prices.

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**Overland**

Model Eighty-Five Four

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Year after year for many years the thirty-five horsepower Overland has outsold, by a wide margin, all cars of such comfortable size.

The thirty-five horsepower motor is not only unusually powerful—it is unusually economical.

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**Woman Conquers Mt. Lookout On High Gear In KING**

**PROVING RELIABILITY**

WHEN Helen Gibson at the wheel of her KING Roadster successfully negotiated Lookout Mountain in California on the high gear, she not only added another record to KING achievements, but she strengthened the KING's claims of being essentially a Woman's Car. Ease of control, so complete that in absolutely no detail of the car's operations was she ever embarrassed in the least by lack of manly strength.

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