

GLIMPSED AT THE AUTO SHOW

ABSOLUTELY THE BEST AXLE GREASE YOU EVER EAT



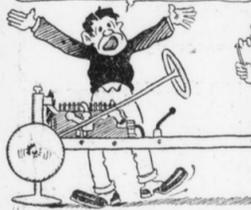
ONE GUY ASKS YOU TO TASTE HIS GREASE ON A CRACKER - NOW'S THIS FOR THE HIGH COST O'LIVING

HOME! JAMES MY BOY, THIS IS NO PLACE FOR ME.



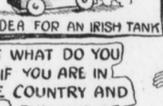
THE DESIRE BUT NOT THE PRICE

YOU SEE THERE'S NOTHING TO IT, THE VALVE-IN-HEAD MOTOR WORKS IN HARMONY WITH THE GENERATOR WHICH IS THEN SHORT CIRCUITED BY THE SPARK PLUG ETC.

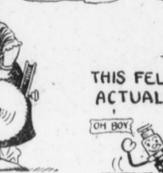


THE BUSY SALESMEN ANSWER MOST QUESTIONS, BUT NOT ALL OF THEM

IDEA FOR AN IRISH TANK



BUT WHAT DO YOU DO IF YOU ARE IN THE COUNTRY AND RUN OUT OF GASOLINE!



THE ACCESSORIES WILL BE GLAD WHEN IT'S OVER

AUTOMOBILE SHOW



GEE' IF MRS. JONES COULD SEE US NOW.

SOME PEOPLE JUST GO TO THE SHOW TO TRY THE UPHOLSTERING OF THE CARS.



MAN HOW THOSE 'PIKERS' WILL LOOK



THIS FELLOW ACTUALLY BOUGHT A CAR.



OH BOY! AN THAT 'JAZZ' BAND.



MAKE YOUR FLIVER LOOK LIKE A REAL BUS.



YOU CAN BUY THE PARTS AND PUT IT TOGETHER AT HOME

PEOPLE THAT ARE SHORT OF FUEL TAKE THE CATALOGUES HOME TO BURN.

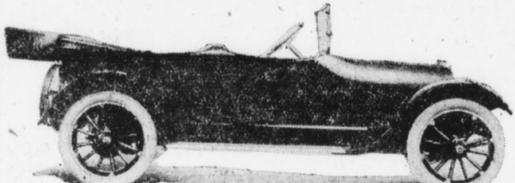
CLOSED MODELS ARE IN DEMAND

Chandler Distributor Comments on Advantages of Convertible Car

The ultimate triumph of practical sense habit and custom is as certain in the automobile field as anywhere else, especially if common sense be encouraged by good advertising. This is the explanation of the astonishing increase in the sales of convertible enclosed cars this winter.

to strengthen the frame and at the same time reduce engine vibration, one of the principal sources of body trouble. A good enclosed car must start out with a good chassis. After that it needs not only substantial body building but something of an artistic conscience in the body builder so that there will be grace and beauty in the car as well as convenience and protection against weather.

EIGHT-CYLINDER CHEVROLET



This car is drawing a good deal of attention at the Chevrolet exhibit at the auto show. It is the eight-cylinder model of Messrs. P. Driscoll, W. H. Driscoll and R. M. Dague, who express the opinion that the Chevrolet is sure to be a "comer" during the 1918 season.

are as rare in Cuba as the non-smoking ones. So you will see the curbs of a foul-smelling motor car can be prevented, no matter what is claimed to the contrary.

fits to truckers would be enormous. A comparison of figures would bring to light many possibilities of economy, as well as many causes of waste. Expensive methods would have to go, time-saving and money-saving ideas would spread throughout the trucking public.

The reports from dozens, perhaps hundreds of truck owners, rendered in a uniform way, would tell a convincing story. They would establish proof where heretofore there was guess work.

KEEP TRACK OF COST OF TRUCKS

There Is Need of Standard System for Recording Operating Expense

By W. F. Mower, Manager of B. F. Goodrich Co. Local Branch

"Perhaps one of the most urgent needs of the motor truck industry today is for a standard system of keeping track of truck operating costs. A large number of truck operators are either not making or not saving the money they should from their trucks. Many of them are actually losing money. Why is this? Simply because truck owners have been too busy delivering their goods to ask themselves, first, 'what does it actually cost me?' and second, 'what ought it to cost?'

"With the necessity for wartime economies the need for keeping track of motor truck costs is more urgent than ever. In the past many cost systems have been devised and distributed to motor truck owners, and while these systems were generally compiled by experts and were complete they were not uniform and different systems indicated various items of expense in different ways.

"A standard system setting down a uniform method of figuring truck costs would provide a common language by which the experience of all truck operators in the country could be related and understood. It would unlock a great storehouse of information which is at present closed to the truck owner.

Autocars For the Bigger and Better Parcel Post Service

The Post Office Department's new 'farm to table' motor truck service is getting enthusiastic reception from farmers along the route, according to department officials, connecting on the plan to put the farm products at the disposal of city homes.

The first route links Philadelphia and Lancaster with the rich farming district of Chester county, Pa. Oxford, in the center of the county is the end of the route. Autocars bought by the department are making frequent trips between the country post offices and both cities.

Under the "Farm to Table" plan the department has issued booklets giving the names of the farmers along the route who are willing to sell their products on mail orders from either city. The farmer fills his order and the goods are shipped to the nearest post office, or other collection point. Then the Autocar trucks carry them to the Philadelphia and Baltimore points, from which they are delivered through the regular channels of the parcel post.

"The post office department's new Autocar trucks made the initial run between Oxford, Philadelphia and Baltimore with great success. Citizens living along the routes hailed the trucks as they passed and piled the drivers with questions as to how they could make use of the service. The Autocars are of ton and a half capacity, substantially built and are snugly enclosed. The words 'United States Mail' shine in new letters on the sides of the trucks."

PENNSYLVANIA ASKED TO ASSIST

Expert Accountants Wanted by the Army and Can Be Inducted From Draft

Pennsylvania has been called upon by the United States Army to furnish twenty-five expert accountants and State Draft headquarters to-day said that any men registered under the draft may apply and be inducted into the service. The accountants, who are to be sent to Fort Slocum preparatory to being assigned to stations or camps, must be experts and certified public accountants would be preferred. The call requires Pennsylvania to furnish its quota of accountants by February 8.

Cowden Tells Why Apperson Cuts Down Cost

"A man asked me what we meant by 'CUTTING DOWN the High Cost of Automobiling," said Edward L. Cowden, "and I soon convinced him that we had a perfect license to use the argument in advertising Apperson Automobiles."

"Appersons have established many new records—for example 16-18-20 miles per gallon of gasoline, and 10,000 and as high as 20,000 miles on an original set of tires. 'How do you account for such remarkable records from a big 8-cylinder car?' one man asked me—'and an ability to glide over the roads with a freedom hitherto unknown in an 8-cylinder car with 130 inch wheelbase. A car that is light running is easy on tires. 'We open up a new line of thought for the Automobiler when we approach him on the High Cost of Automobiling' side. Nearly every man will admit that the first cost is not the real cost of the Automobile. 'He must consider the up-keep cost and keep a close account of that cost if he wants to get good averages on fuel and tire mileage. And if you could see what the effect of this argument has been—and how quickly the public responded to it, you would then realize why we have not been able to keep a stock of Apperson's on the floor.' 'We have had a waiting list—which is a very happy state of affairs, from the dealer's standpoint. 'I want to show every motorist in Harrisburg what real economy in Automobiling means—if he will give me that opportunity.'"

BUCK-SWEIGARD WEDDING

Enders, Pa., Feb. 2.—Harry M. Sweigard, of Harrisburg, and Miss Leah Buck, of Wormleysburg, were married at the home of the groom's parents, Mr. and Mrs. C. E. Sweigard on Saturday evening by the Rev. J. P. Statley. The young couple received a lively send-off from the young folks on Monday evening. Mrs. Hannah Wenrich purchased the Matter property from Mrs. Benjamin F. Enders recently and will take possession in the spring. Harry Loudermilk is employed at the Halifax shoe factory. During the heavy snowfall the barn of David Koons collapsed under the weight of the snow on the roof, it will be necessary to rebuild the structure. Millard F. Enders, who spent the past eight months at Akron, Ohio, has returned to his former home and is spending the winter with his mother, Mrs. Jacob G. Enders.—W. S. Enders, of Harrisburg, was a visitor here this week. A sleighing party spent Tuesday evening at Halifax.

Advertisement for Chandler & Oakland Passenger Cars & Vim Trucks. Includes a photo of Andrew Redmond and text: 'To-night Is the Last Night at the Show, Be Sure to See the Exhibit of Chandler & Oakland Passenger Cars & Vim Trucks. They Include Every Desire in Motordom CHANDLER SIX... OAKLAND SENSIBLE SIX... VIM DELIVERY CARS... ANDREW REDMOND 1517 N. THIRD STREET SEE THEM AT THE SHOW TONIGHT'



The Central Construction and Supply Company of Harrisburg has bought four of these Autocar Motor Trucks—they are equipped with a steel power dump body. The Autocar is on exhibit at the Automobile Show—the truck that more than 6000 business houses are using for all kinds of hauling.

Investigate the Autocar thoroughly; ask who is using it and look into the after-sale service that the Autocar dealer here in Harrisburg is ready to render to you.

Business houses are depending upon the motor truck more and more each day—be sure that the motor truck you are considering is built by a reliable manufacturer who has placed at your disposal complete after-sale service.

Look at the Autocar at the Automobile Show.

Advertisement for Eureka Wagon Works. Text: 'EUREKA WAGON WORKS A. H. BAILEY, Proprietor W. ROSS BEALOR, Salesman 616-618 North Street THE AUTOCAR MOTOR TRUCK'

Advertisement for American Six \$1485. Text: 'It's Here See It At The Show AMERICAN SIX \$1485 An "American" O. K. Chevrolet For Americans Designed, Built and O. K.'d by Louis Chevrolet Never Before Have 120 Points of Perfection Been Combined in One Car at a Moderate Price A Personal Word From the Creator... HOLDS THE ROAD... ECONOMICAL... VALUE OF TIRE SERVICE... Louis Chevrolet Harrisburg American Sales Company 203 South 17th Street'