

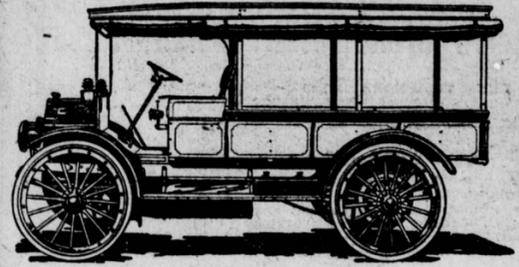
# OF INTEREST TO MOTORISTS

## Don't Throw Away Your Old Tires

Bring them to us for repair. The work will be satisfactory. It will save you money as the price of repair is just right.

**HARRISBURG AUTO TIRE REPAIR CO.,**  
C. A. WENTZEL, Proprietor.  
131 SOUTH THIRD STREET

## International Motor Trucks Give Year-Round Service



The business man buys a motor truck for his delivery service, and wants to be sure that it will make his deliveries regularly and promptly. The 1915 models International Motor Trucks are now on exhibit at the International Motor Truck Department, 619 Walnut street, this new Department made necessary by the rapid and constant demand for the high-grade light and medium capacity motor trucks manufactured by the International Harvester Company in the largest factory in the world devoted exclusively to the motor truck industry.

## International Harvester Co. of America

(Incorporated)  
International Motor Truck Department,  
619 WALNUT STREET  
Other branches at Pittsburgh, Philadelphia, Elmira, Baltimore and Parkersburg.

# GMC TRUCKS

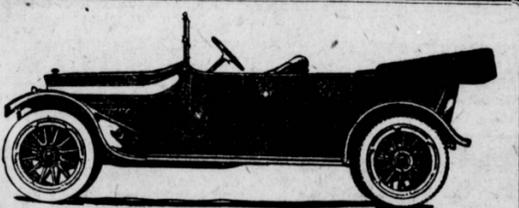
We can furnish  
**A Truck for Every Purpose**

3/4 to 8 tons. Worm, Chain Gear or Shaft Drive.  
Solid or Pneumatic Tires.

**General Motors Co.**  
**Bessemer Motor Co.**  
**Republic Motor Co.**

May we mail you catalogue?  
Investigate our \$995 and \$1090 1500-lb. Chassis.

Sold by  
**I. W. DILL**  
at the Hudson Agency



## The Operation of a REO Automobile or Truck is Profitable to the Owner

Reo service will increase your list of customers.  
Ten Thousand Miles and No Repair Bill. F. O. B. Factory, For **\$1050**  
Reo Transportation Service Is Reliable & Adequate  
Literature or Demonstration on Application

**Harrisburg Auto Company**  
Third and Hamilton Streets, Harrisburg, Pa.

## A SALES CAMPAIGN AS IT IS BUILT AROUND A MOTOR SALE

Why the Chandler Company Features Its Power Plant in All Publicity for the Instruction of Everybody

Contributed by Andrew Redmond, local dealer at Harrisburg, Pa., of the Chandler Motor Car Company.

In some respects the building of automobiles bears a startling resemblance to the clothing business. You may, for instance, pay \$25 for a suit of ready-made clothes that for perfect fit and general appearance has all the advantages of the suit for which a custom tailor would charge from \$75 to \$100. But the tale is not told until the record of service is complete. Ninety-nine times in one hundred, the suit from a cheap tailor passes into the discard from a year to two years in advance of the tailor-made product. And the purchaser who bought the ready-to-wear article is frequently money out, because he failed to look beyond the mere exterior of things.

Because we believe the motoring public to be educated beyond this point in the selection of their motor cars, we have subordinated talk on the exterior selling points in our car for the more important features of the motor in our publicity of the past year. We have not only built a sales campaign on our motor, but have just finished the most successful year in our history through selling the power plant to every prospective customer. The policy has worked out perfectly in every detail and we have found the great majority of prospects eager to learn more about the mechanical parts of the car which have been so little touched upon by salesmen in recent years.

Our decision to feature the six-cylinder motor was brought about through the receipt of many letters from Chandler owners. We found that the greatest enthusiasm seemed to be centered in the pulling power, accelerating qualities and hill climbing ability of the motor in these owners' letters. We reasoned, naturally, that the feature that appealed to so many owners would meet a like response from prospective buyers and our advertising of the past year has therefore centered upon the power plant of the Chandler Six.

The story of the development of the Chandler Six motor goes back to the days of the famous twenty-four hour races at Brighton Beach. In those days the present executives of the Chandler company were staunch adherents of the six-cylinder type of car which was just making its appearance in this country. To back their faith in the stamina of the six, they entered two six-cylinder cars in one of the big twenty-four hour events at Brighton Beach. The cars finished first and second in this gruelling race and established a new world's record for the round-the-clock event.

The perfection of the six-cylinder type of motor since that date has been mainly along the line of weight reduction. The old sixes were perfect mechanically, but the huge separate cast cylinders, connecting rods, pistons, etc., all added to the weight and therefore the cost of upkeep of the car. The designing of the present Chandler Six motor is a striking instance of the advance made in automobile engineering methods since the early days of the industry.

When our engineer, J. V. Whitbeck, designed this motor, he was working toward a completely assembled car which must weigh not more than 3,000 pounds. How closely he and his assistants figured can be estimated from the fact that the car weighed just 2,975 pounds when finally completed and placed on the scales. In designing the motor it was necessary to estimate from the drawings and plans, the weight of every cylinder, cam shaft, crankshaft, valve, gear, spark plug and all component parts in order that the complete car might meet specifications. The power plant itself, weighed within three pounds for the estimate made before it was nothing more than a design on paper, which indicates the degree to which science has entered into the problem of automobile construction.

In other words there was no wasteful experimental work, no substitution of makeshift parts or hurriedly designed features to lighten the car's weight. The motor was placed in the chassis and within three hours after the last parts had been installed, the tanks were filled with gasoline, the motor started and a twelve-mile test run was made with the car on its own power without even a block test. The car as expressed to New York City and placed on private exhibition for a week, and its first test run was a trip in the dead of winter from New York City to Philadelphia, across the Allegheny mountains to Pittsburgh and back to Cleveland. The running time for that trip was twenty-six hours and ten minutes, and although that run was made over two years ago, the same car and motor are still in service with a record of over sixty-five thousand miles.

In the construction of a six-cylinder motor five things are of paramount importance. First, the car must

possess sufficient power for all touring emergencies; second, economy of operation, without which the six could never compete successfully with the four; third, extreme flexibility, a quality that distinguishes the six above all other types; fourth, perfect balance and absence of vibration, and fifth, absolute silence of operation.

Our engineers have held these five items before them at all times in the effort to secure a perfect six and our tremendous volume of sales in the past twelve months signifies that we have at least approached as near the zenith of perfection as is possible under present conditions. We have made special progress along the lines of economy and one of the most gratifying records in our possession is a list of testimonial letters from Chandler owners who have driven a total distance of over one million miles at an average of 17 1/2 miles to the gallon of gasoline.

While the light-weight six of to-day is at its highest point of development minor improvements will undoubtedly be added from time to time, as motor car makers are united in placing the standard of efficiency at a higher mark each season. That the great majority of features as established to-day will remain standard, however, is proven by the fact that we have not altered a single important feature of the Chandler Six motor since it was first placed on the market over two years ago.

## DETERMINE WORTH OF AUTO

Second Hand Places Apparently a Factor in Establishing Value of Machine

There is no better criterion in the automobile industry to determine the worth of an automobile than the second hand places operated by Hebrews in Philadelphia or New York. The make of car that is found in any quantity in these second hand automobile establishments is the one you don't want to buy. Of course, at some times or other almost every make of car gets into the possession of a second hand dealer but when you walk through any of the large second hand establishments along Broad street, Philadelphia, and find a number of cars of a certain make and of almost any year, you probably should forget the reason that the dealer gives for the machine being there.

L. C. Price, buyer for the Gorson's Automobile Exchange, the largest one in Philadelphia, bought 408 second hand automobiles from different parts of Pennsylvania during 1914. Of this number, only three were Reos and they were 1910 models, and he paid for them twice as much as he would have paid for any other make of 1910 car. He stated that he had never been able to buy a 1912, 13 or 14 Reo, although he had made repeated efforts because he considered the Reo and the Ford the two best sellers that he could get, from the fact that he could not get them and from the fact that the customers who came to their establishment in Philadelphia, asked for either Reos or Fords. His explanation was that there was always some one ready to buy from the Reo owner his Reo car just as soon as they heard it was for sale, that the dealers throughout the State were always anxious to trade in both Fords and Reos and that they found ready market for them in their own locality. This certainly speaks well for these two cars. A pretty good car to own when you can find ready sale for it when you want a new one.—Adv.

## ADDITION AT HUDSON AGENCY

Manager I. W. Dill Makes Improvements at Garage

I. W. Dill, at the Hudson automobile agency, has made an addition of two light delivery trucks of unusual merit to his already complete line. These trucks give him a truck of every purpose, and one of every type of mechanical drive. Having this line to draw from, he says, he is not compelled to persuade a customer to accept a truck that is not fitted to his particular needs. In the General Motors, Republic and Bessemer product, he has gear, shaft, chain and worm drives, each priced at surprisingly low cost.

The General Motors Co. is a unit of the largest factory in the country and one that has built nothing but trucks for the past five years. This company has recently added to its lines a 1500 shaft-driven, pneumatically tread speed delivery. The car is fitted with Continental motor, 5-inch demountable tires, governor on the carburetor, which controls the speed of both the car and the chauffeur, and in a general way embodies every modern idea at the surprisingly low price of \$1,090 for chassis.—Adv.

## The Better Way

"So you have decided to forget all party grievances and forgive your enemies?"  
"Yes," replied Senator Sorghum.  
"It is better to let bygones be bygones than take chances on being a has been."—Washington Star.

## METALLURGY IMPORTANT FACTOR IN BIG AUTO PLANT

Dodge Brothers' Department, Said to Be Largest of Kind in Industry, Claims to Have Both Raw and Finished Material Subjected to Strenuous Tests

Realizing the importance of an extensive and thoroughly equipped metallurgical department, Dodge Brothers have just completed extensive additions and changes in this department of their Detroit plant. F. E. McCleary, and experienced metallurgist, is in charge of the department, which is said to be the largest of its kind in the automobile business.

With an expenditure of hundreds of thousands of dollars, for raw material hinging on the decision of the metallurgical department, the automobile manufacturer naturally figures that he cannot devote too great care to the selection of men and equipment for this branch of the industry. All materials entering into the manufacture of the car, including steels, paints, varnishes, and numerous others, must first pass the critical test of the physical or chemical departments. And not until the metallurgist O. K.'s a particular brand of material, does the purchasing agent concern himself in dealing with the outside manufacturer. At Dodge Brothers' Detroit factory, the metallurgical department is more than a mere testing laboratory. It serves in a larger capacity as a "checker-up" on the entire manufacturing process of the big twenty-four acre plant, and is one of the greatest aids to efficiency in the entire organization. This checking-up is carried out even to the grade of coal used under the boilers in the power house. At regular intervals samples of the coal are sent to the metallurgist for test. If found wanting in quality, a report is made and the coal shipper is soon notified of the shortcomings of his product.

Throughout the shops various inspectors make use of an instrument termed the scleroscope for testing the hardness of steel. It consists of a graduated glass tube containing a steel ball, and the hardness is determined by the height of the ball's rebound on striking the surface of the metal. At stated periods all these instruments are brought to the metallurgical department and checked up against a master scleroscope. Beyond the master scleroscope is still another safety measure, the famous Brinell machine, made in Sweden, and acknowledged to be the final authority in determining hardness.

While the claim is made that the chemical and physical laboratories of Dodge Brothers are the largest in the industry, the founders of the business take a personal pride in the testing and research work of this department, and it is probable that they will continue to add to the equipment and facilities of this department as long as they remain in business.—Adv.

## RECORD RUN BY HAYNES CAR

Covered 166.1 Miles on Low Gear in Eleven Hours and Seven Minutes  
The car was a regular 5-passenger light six model 30, and left Newark, N. J., at 9 a. m., arrived at Delaware Water Gap in 3 hours and 39 minutes. Covered the first hundred miles to Newark, N. J., in 6 hours and 52 minutes—up hill and down hill without change of gear, making the return to Florham Park (Newark) at 8.07 p. m. without a stop of the motor—as furnished to us by Roberts & Hoan, local dealers at Harrisburg.—Adv.

## Opening of Excelsior Store

The Excelsior Motorcycle Store was opened about a year ago at Nos. 1007-1009 North Third street by Mr. Nat Feldman and Mr. Harry Feldstein—brothers. A short time ago they took a lease on the property No. 10 South Market Square, at which place on Monday next they will open an additional store. It has been undergoing alteration and repairs.

At the new store they will carry their present line of bicycles, motorcycles and sundries and have added motor oils and gasoline. The new location should prove valuable on account of its central location.—Adv.

**Harrisburg Auto Show March 13 to 20**  
The Harrisburg Automobile Show will be held March 13 to 20, inclusive. Let the public know of your display, is the manager's slogan. The Star-Independent is Harrisburg's best newspaper and will gladly cement the value of your products and merchandise in the minds of the people of this city and vicinity and let them know where to go to see them.

## Bentz-Lendis Auto Company Active

The Bentz-Lendis Auto Company has been very active during the past week. John A. Bentz, the manager, says the company sold and delivered 15 Polman Juniors, one to J. H. Kremer, of this city, and a big six Jeffery touring car to Edward Spolsner.

**Factory Representative Local Visitor**  
F. B. Tyler, factory representative of the General Motor Truck Company, spent several days during the past week in this city with the local dealer, I. W. Dill.—Adv.

## Imperial Rome

There are various estimates of the population of ancient Rome. The figure given by Gibbon is 1,200,000. Baker, in his notes to Montesquieu's "Grandeur and Decadence of the Romans," gives good reasons for thinking that Rome's population was 2,000,000. The city had within its walls in the time of Theodosius 48,332 habitations, built, as a rule, with several stories.—New York American.

## Awaiting the Outcome

"The folks at our hotel are greatly interested in a problem."  
"What is it?"  
"An irresistible blond has just met an immovable bachelor."—Judge.

## Between Friends

Kitty—Even if I do use a little peroxide my hair isn't false like yours.  
Kathryn—Even if my puffs are false the color is more constant than yours.—Boston Globe.

## On Thin Ice

The moment a young fellow knows better what is right and what is wrong than his mother the lad is on thin ice.—Milwaukee Sentinel.

Sleth never arrived at the attainment of a good wish.—Cervantes.  
Children's manners are molded more by their parents than by the stars of their nativity.

## NINETY-SIX JURORS TO-DAY SELECTED FOR MARCH COURT

Ex-Jury Commissioner E. H. Kling, of Royalton, Was Picked for Service in the Petit Jury—Court Opens on March 15

Ninety-six jurors—24 grand and 72 petit—were selected by Jury Commissioners Dapp and Taylor and Sheriff Wells this morning. The jurors will serve at the next criminal court session which opens on March 15. Former Jury Commissioner Emanuel H. Kling, of Royalton, has been selected to serve on the petit jury.

William H. Hummel, the lone Rush township elector, who this year qualified to serve as a court juror, also was selected for trial jury duty. The list follows:

**Grand Jurors**  
William A. Metzger, Fifth ward, city; William C. Fors, Derry township; John C. Fauber, Jackson, Addison Goddell, Third ward, Steelton; Simon L. Epler, Londonderry; Moses W. Hess, Lower Paxton; Frank Seibert, Lower Paxton; John C. Deen, Tenth ward, city; John Houseman, Swatara; John M. Hoffman, Seventh ward, city; Daniel Coleman, Ninth ward, city; Henry Crutchley, First ward, city; Frank Grell, Lykens; William C. Good, Lower Paxton; Edward H. Schell, Eighth ward, city; Edward A. Lingle, Swatara; Adam G. Shope, Hummelstown; Harry C. Guekes, Second ward, Steelton; M. Blair Guepley, Tenth ward, city; David Hodge, Twelfth ward, city; James G. Unger, Second ward, city; John W. Wood, Derry; Peter W. Brieker, Fourth ward, city.

**Petit Jurors**  
Solomon Judy, First ward, Middletown; Charles W. Gebourn, Twelfth ward, city; Emmanuel H. Kling, Second ward, city; C. Frank Keffler, Tenth ward, city; Michael Marsoff, Third ward, city; James J. Finnegan, Royalton; William W. Bullock, Fifth ward, city; Charles G. Lutz, Jackson; W. Harry Crellier, Third ward, city; Clyde C. Shepley, Thirteenth ward, city; Henry M. Rutter, Halifax township; John K. Caldwell, Sixth ward, city; Francis W. Lenker, Upper Paxton; Jacob F. Eise, Third ward, Middletown; Amos Stouck, Lower Paxton; Carl W. Smith, Paxtang; Charles H. Hilton, Fourth ward, city; Charles J. Lundy, Hummelstown; John A. Laudenslager, Uniontown; William H. Taylor, Susquehanna; George W. Giede, Twelfth ward, city; Adam N. Martin, Lower Paxton; John P. Seitz, Susquehanna; Samuel E. Powell, Third ward, Steelton; Oscar Drabensadt, First ward, city; Harvey Kinsey, Williamstown; Frank Rohrer, Ninth ward, city; John H. Givler, Middle Paxton.

Hector H. High, Millersburg; B. Frank Miller, Seventh ward, city; Edward Roller, Sixth ward, city; John L. Rupp, Thirteenth ward, city; Edward H. Ruhl, Pennbrook; Harry D. Tschopp, Elizabethville; Samuel W. Shope, South Hanover; George W. Maley, Second ward, city; Andrew H. Usher, Millersburg; Jacob Stare, Swatara; S. Brady Caveny, Jr., Second ward, city; Elmer C. Bast, Williamstown; James D. Pagan, Seventh ward, city; Samuel A. Walters, Ninth ward, city; Grant Souers, First ward, Middletown; Lewis Manning, Middle Paxton; David H. Burkholder, Fifth ward, city; David H. Cassel, South Hanover; Arthur Schroeder, Lykens; George O. Hammer, Ninth ward, city; Lewis Simonetti, Fourth ward, city; George L. Adams, Thirteenth ward, city; Hiram F. Hershhey, Susquehanna.

John E. Fors, Derry township; Thomas B. Fitch, Jr., Williamstown; George E. Brinton, Third ward, Steelton; John P. Melick, Fourth ward, city; Robert E. Evans, Thirteenth ward, city; Frank S. Lukens, Sixth ward, city; John W. Look, Lower Paxton; Frank E. Brown, Eleventh ward, city; William

## H. Hummel, Rush; J. Milton Mumma, Highspire; Martin E. Crull, First ward, Middletown; William H. Charters, Second ward, city; James H. Lemon, Upper Paxton; Abram F. Price, Middle Paxton; Charles W. Burtnett, Seventh ward, city; Daniel Pollock, Second ward, city; John H. Fraehel, Twelfth ward, city; Ernest Schadt, Second ward, Middletown; William H. Eoward, Middletown; Morris K. Moyer, East Hanover.

## MISS LANDERS PROVES STAR

Initial Attraction of Y. M. C. A. Course Is a Winner

The opening number of the Y. M. C. A. Star Course was given last evening in Fahnestock hall. The artist was Miss Lucile Landers, of Boston. Her program consisted of dramatic readings and folk songs. Much was expected from Miss Landers because of her connection with the Leland T. Powers school of Boston, and her success as a dramatic reader elsewhere.

## WILL MAKE ADDRESS TO MEN

The Rev. John M. Warden at the Y. M. C. A. To-morrow Afternoon

A special evangelistic services for men only will be held by the Young Men's Christian Association, Second and Locust streets, to-morrow afternoon at 3.30 o'clock. The speaker will be the Rev. John M. Warden, the pastor-evangelist of Bethany Presbyterian church. Mr. Warden will deliver a special message to men that will be evangelistic in character. The well-known association male quartet will be present and render appropriate selections.

A praise service will be held under the leadership of W. H. Kautz and opportunity will be afforded strangers to become acquainted in the lobby with the men who attend these gatherings.

## Power of the Albatross

The albatross, the largest webfooted bird, measuring sometimes seventeen feet from tip to tip of wing and weighing up to twenty pounds, frequently accompanies ocean steamers from the Cape to Melbourne, a distance of 5,500 miles, without being seen to rest on the way.

## Father's Ultimatum

"I think two can live as cheaply as one, sir."  
"You can't edge into my family on that theory, young man. I'm willing to keep on supporting my daughter, but you'll have to pay board."—Louisville Courier-Journal.

## Victim—'Look here! You said the house was only a stone's throw from the station. It's fully half a mile.' Agent—'Well, I've seen a blast from a quarry throw stones twice that distance many a time.'—Boston Transcript.

## AT THE REGENT

**MARY PICKFORD**  
In the most play of theatrical life

**BEHIND THE SCENES**  
A fascinating play that contrasts the drama of life with the glamour of the footlights. In five parts. Released October 25th. Monday and Tuesday, February 15th and 16th.—Adv.

## AMUSEMENTS

**MAJESTIC THEATRE** WILMER, VINCENT & APPELL Managers  
TO-NIGHT—Return Engagement  
Evening, 8:30  
**German War Films**  
See the German Side of this Great War.  
Two new reels, showing Indian troops and British armored trains in action.  
PRICES: Orchestra, 25c; Balcony, 15c

**ALL NEXT WEEK—Matinees Daily**  
"THE MAN WHO WINS THEM ALL"  
**Chas. K. Champlin**  
Offering Metropolitan Plays in Metropolitan style by His Metropolitan Company  
Mon. Mat., "The Reformer."  
Mon. Eve., "The Man From Home."  
Ladies' Tickets Mon. Night, 15c  
Prices: Mats., 10c and 20c; Nights, 10c, 20c, 30c, 50c.

**ORPHEUM**  
**EMMA CARUS**  
Assisted by Carl Randall  
Hert Fitzgibbons—The Volunteers

**COLONIAL**  
**BILLY VAN**  
The Minstrel Man with a new Monologue and New Songs

NEXT WEEK  
**HOME AGAIN**  
Musical Comedy with 15 People and  
**Vah and Schenck**

**3 OTHER 3 ACTS**  
and Best Pictures

## REGENT P. MAGARO, Owner and Manager. HOURS: 12 Noon to 11 P. M.

TO-DAY'S FEATURE  
**"THE GILDED FOOL"**  
The Greatest of Broadway Successes, Featuring William Farnum, and supported by Maude Gilbert and MARGARET VALE, a niece of President Wilson. Also High Class Comedies.

MONDAY'S FEATURE—MARY PICKFORD, in  
**"BEHIND THE SCENES"**  
In the role of the Little Actress Mary Pickford renders one of the best characterizations of her brilliant career.  
ADMISSION, 10c; CHILDREN, 5c

**Photoplay To-day**  
THE GUY THAT HAS THE WORLD LAUGHING  
**CHAS. CHAPLIN**  
FEATURED IN  
"HIS NEW JOB"  
Beautiful ALICE JOYCE, in "THE SWINDLER," 2 Acts  
"THE VISION OF THE SHEPHERD" 2 acts, featuring Kathryn Williams

**Photoplay Monday**  
Broadway-Star Feature, "How Cissy Made a Name for Herself" showing every Vignette Star.  
WEDNESDAY—The Perfect Woman, ANNETTE KELLERMAN, in "Neptune's Daughter."  
Inverse Eugenics  
"They say that action and reaction are always eq. l."  
"Yes; one of my ancestors worked himself to death and I'm the reaction."—Pittsburgh Dispatch.

# WHITE

## Demonstrating Truck Is Here

All merchants and others who are interested or are thinking of buying a motor truck had better see

# THE WHITE

before placing their orders.

Demonstrations cheerfully given.

**PAUL D. MESSNER**  
1118 James Street  
Bell Phone 1669 E