

It seems splendid to be able to say, "When I've got anything to do, I split it right out," but the person who does that is likely to find that those who have anything to say to him follow his example.—Cottage Grove Sentinel.

We hope Sol gets things warmed up a bit before Saturday. All in all, however, this weather we have been having has been mighty fine for production of a quality apple and pear crop.—Hood River Glacier.

### FIND BUSINESS GOOD WITH FARM STATES

Hupp Officials Return Home With Reports of Bright Prospects

Business in the southwestern part of the country is distinctly good this summer and prospects for the remainder of the year are highly encouraging, according to DuBois Young, president, and R. S. Cole, general sales manager of the Hupp Motor Car corporation, who have just returned to Detroit from one of the trips the two officials make a practice of taking frequently to keep in close touch with their field organization. The tour just completed took them to Oklahoma City, Kansas City and St. Louis, with a stop in

Chicago on the way home. At all points visited they held conferences with their distributors, dealers and salesmen, took part in local jubiliations over the results of a series of unique sales contests Hupp distributors have been staging, and found occasions to exchange views with business leaders on industrial and commercial conditions.

"Crop prospects throughout the southwest are particularly bright," said Mr. Cole in an interview after reaching Detroit.

"Kansas is assured the greatest wheat yield the state has harvested in any season for six years, and the natural effect is a high degree of optimism among business men in that immediate territory. The favorable crop outlook and its reaction on general business is not only reflected throughout the entire wheat belt but is bound to be felt in the country as a whole. The farmer is such a basal factor in the nation's prosperity that when money is plentiful in agricultural territory every line of industry is stimulated and we produce automobiles in common with all manufacturers and distributors throughout the east and north will feel this fall the results of good crops in the form of heavy buying of manufactured products of all kinds by the farm states.

"We found Oklahoma equally as optimistic as Kansas over the encouraging crop outlook, and in addition the stiffening of oil prices in Texas should be reflected there. All lines of business, wholesale and retail, are reacting to these favorable influences. Building construction is running well ahead of last year, as is the general case in the southwestern section. Failures are fewer than in 1927. Bank deposits are larger. Collections are up to expectations.

"In St. Louis, where a tendency toward slackening business was making itself apparent earlier in the year because of mining and other conditions, there is now a general disposition to comment on improvement already evident and to find only encouragement in the outlook for coming months. Our dealer organization rounded up 100 per cent strong to meet us in St. Louis and all the men reported constantly improving conditions in their respective communities.

"So far as Hupmobile is concerned, 1928 has been a wonderful year in the localities we visited as it has been everywhere else. There is no sign of a turn in the tide which has been running so strongly in our direction ever since our new Century cars captured public preference on their first appearance.

"At every city we visited we had the real pleasure of making personal contact with practically our entire field sales organization and had a series of delightful meetings with as fine a group of dealers and salesmen as any automobile company could wish to

have on its rolls. They have been holding sales contests this year in all four places and we arrived just as the final stages of these were reached. Appropriately in a presidential year, the contests were planned along the lines of a political campaign. Two parties were formed, with platforms and tickets and all the usual accompaniments of an election campaign, except that voting depended upon the number of sales each party reported. Excitement ran high in all the contests.

"Mr. Young headed the ticket for one party in each city and I was the nominee of the other. As it happened we divided honors, he winning at Oklahoma City and Chicago and my ticket finishing ahead in St. Louis and Kansas City. As the loser at St. Louis, Mr. Young rode around the streets in a 1910 Hupp but it was really a triumphal tour for the old car piloted its way through traffic so well that he was the hero of the celebration. The old car loomed strange in contrast to the beauty Eight in which I rode but it illustrated in convincing fashion the quality that Hupmobile has always put into its product. We overheard many complimentary

references to the durability of Hupp cars from spectators during the parade."

### STRIKING FEATURES OF NASH ATTRACT

Twin Ignition, High Compression, Valve in Head Engines Interest

KENOSHA, Wis., July 14.—Of the most striking features that have captured the attention of the public in the new Nash "400" Series, the "twin-ignition," high compression, valve-in-head engines are receiving closest scrutiny and warmest admiration. This type of motor design is exclusive to Nash, and in conjunction with Bohannite aluminum pistons and the Nash seven-bearing crankshaft, is said to provide an engine of extraordinary power, flexibility, smoothness, and extreme economy. "This great step forward in our design may be credited as another

engineering triumph," said E. H. McCarty, vice president and director of sales of the Nash Motors company, today, in commenting on the interest shown in the new motor. "Stripped of technical language and details of the long struggle that has produced the '400' motor, it may be said that our engineers have achieved the ultimate degree in the compression of combustible gases and in their explosion. With these tasks accomplished and correlated, they have also succeeded in giving the driver of the car complete and unified control over this super-sensitive and unlimited power.

Meet motorists know that the force which drives the wheels of a motor car is the explosion of vaporized gasoline in the engine cylinder. Gas is compressed by the rising action of the piston. Then it is ignited by the firing of the spark plug. Exploding, it forces the piston down. The piston turns the crankshaft and this motion is transmitted through the drive shaft to the rear wheels. It is obvious that the power of the car is dependent on the force of the gas explosion. "This force depends on how highly the gas is compressed before it is ignited. In the new Nash engine high compression is

accomplished by reducing the volume of the compression chamber to a minimum. Still greater uniformity of ignition is effected through the use of two specially designed spark plugs in each cylinder instead of the usual one. Both plugs fire at the same instant, igniting the compressed gas in each cylinder at two opposite points thus delivering 360 flashes per second at top speed. Two separate ignition coils supply these white-hot flashes. Thus every separate part of the Nash '400' ignition system has been doubled in efficiency.

"The importance of this doubling spark could be better realized if we could see the action of compressed gas by 'slow motion.' Entering the cylinder during the compression stroke it eddies much as water does when a bucket is whirled. Upon ignition, there is an interval between the time the gas is ignited by the spark and the time the force to reach the piston. The longer it takes these waves of force to reach the piston head, the less effective they become. With sparks blazing into the compressed gas from two opposite points instead of the usual one, the combustion is much more rapid and more uniform. The result is a smooth flow of increased power.

"In the same way, practically all of the gas is utilized; thus fuel wastage has been reduced to an almost inappreciable amount, as compared to the single ignition motor. The result in this instance is more miles to the gallon, elimination of carbon, and prevention of oil dilution."

Public acceptance of the new "400" Series has so far exceeded expectations that full production at the Kenosha, Racine, and Milwaukee plants has failed to keep up with orders, according to sales officials. They report over 27,000 orders already on hand for July delivery.

### Graham Brothers Orders Put Plants on Overtime

Three thousand unfilled orders for the new line of six cylinder trucks including a total of 411 orders in one day have stepped up production in all plants of Graham Brothers, the truck division of Dodge Brothers, Inc., to supply the unusually heavy demand for all new models recently announced. Overtime schedules are effective in factories at Detroit and Evansville, Ind., to eliminate all possible delays in deliveries.

"Telegraphic reports from many of our dealers over the country clearly indicate the widespread public approval of commercial cars having four wheel brakes with speed and acceleration comparable to passenger car performance," said John R. Lee, general sales manager. "In the range from the Merchants Express to the 2 1/2-ton capacities, truck users find a size and type exactly fitting their business in an economical and dependable manner.

"The larger capacities with four speed transmission have created a most favorable reception everywhere, while the improved appearance and construction, with longer wheelbases appear to have launched a new era in truck manufacture."

Production of Graham Brothers commercial cars and trucks is expected to set a new sales record for the second half of the year. The new line embraces capacities from 1,000 to 5,000 pounds and is featured by the increased power and flexibility now demanded in modern traffic conditions.

A political philosopher says it looks to him as if the principal issue this summer will be the price of fishing worms. Well, we'll agree at least that the chief issue of the 1928 campaign has to do with a favorite bait.—Eugene Register.

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**Superiorities of patented double sleeve-valve engine now enjoyed by new thousands**  
 Lightning pick-up—a smooth, unflinching flow of power, effortlessly delivered mile after mile, year after year—an engine that is always at its best, as fresh at the end of a hard day's run as at the start—simplicity of design that insures remarkable freedom from repairs and carbon troubles—these are some of the many advantages enjoyed by more than 325,000 enthusiastic drivers of Willys-Knights.

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 In this patented engine, two metal sleeves in each cylinder combine with the spherical cylinder head to form a perfectly sealed combustion chamber. This head directs the full force of the explosion straight downward, making the most efficient use of the highly compressed gas. As a result, the Willys-Knight engine gives high uniform compression at all speeds and with any gas.

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 Now still further improved by such advanced features as full cover fenders, window reveals, steel-rimmed roof and optional new color harmonies of richness and charm. Price range from the Coach at \$1295 to the Sedan at \$1495

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 Distinguished by four bodies, a wider selection of beautiful color combinations, and a larger, more powerful engine, insuring even higher and smoother speed and even heavier acceleration. Price range from \$1850 to \$1995

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