

OUTLINE HISTORY ABBEY COMPANY IN SOUTHERN OREGON

By Paul Bailey
(Sales Manager—Car Dept.)

Early in January of the bleak winter of 1932, a new automobile firm was born on South Riverside street in Medford, Ore. It was known as Walter W. Abbey, Inc. The firm consisted of Walter W. Abbey, business manager, general manager, sales manager, and only salesman, and Joe Daly, shop foreman, service manager, parts man, and sole mechanic. A little later, Nate Thornton joined the two partners as secretary-treasurer, bookkeeper, car washer, lubrication expert and general roustabout.

It was mid-winter, there were rumors of a depression, buyers were scarce, the Nash line had been out of town for a long time and the general opinion along automobile row, was that the new company would last about three months. During the first year there were some grounds for their gloomy predictions. The company made gross sales of about five thousand dollars. It was a grim struggle to live and keep the doors open, but somehow they did it. The next year was a little better and they were able to give work to an extra mechanic, the gross volume climbed up to over ten thousand dollars. Thirty-three was another little step ahead, and in thirty-four the new firm was beginning to get on its feet. A good car, honestly sold and well serviced, was beginning to make headway in the community.

In thirty-five and thirty-six, expansion was rapid and wide. A commercial line was added. The company became known over a radius of five hundred miles, as wide awake, honest, competent and ready for business. The gross volume was by now well over a hundred thousand dollars a year.

Thirty-seven found the Walter W. Abbey company in an enviable position. A large territory, adequate finances, a popular line, and a high degree of public confidence. Early in the year it became plain that the old quarters had been outgrown. The partners began to dream and talk of a new building. Plans were discussed, drawn and re-drawn, a site was purchased and the construction started in the early summer. The accompanying picture shows the building nearing completion. It is 100x100 feet, with one-half the floor space devoted to a shop, equipped with every modern machine that money can buy, and the other half devoted to offices and a show-room 40x100 feet.

With 1937 drawing to a close, the Walter W. Abbey company can look forward to a brilliant future, and back to a past that can be no less than satisfying to the men who have achieved it. By the end of the year the company will have delivered 130 new cars of the '37 series. Their commercial and tractor lines cover five counties and the volume has climbed from five thousand dollars in 1932 to over three-quarters of a million dollars.

The list of employees has grown from one or two at the beginning, to approximately 35. The men who a few years ago shook their heads and said "six months," are willing to admit that they were wrong and that the Nash dealership is one of the most successful and aggressive in southern Oregon.

Here are some of the highlights of the past few years: ten customers who have bought a new Nash every year for the past four years; a man who was sold his first Nash in 1926, by the state distributor, without a penny to pay down and who is now driving his 14th new Nash (try and sell him something else).

Use paper cups in preparing individual portions of frozen foods. Salads and desserts may then be served in the cases or unopened.

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Nash Inspects "Ideal" Highway



Here's the divided highway on the Berkeley approach to the San Francisco Bay bridge which has been termed an "ideal" for highway engineers to shoot at in future construction by both the Northern and Southern California automobile clubs. The wheel tracks show how difficult it would be for a head-on collision to occur, since the jolt of going over one curb and through the soft dirt is almost a sure guarantee of awakening a dozing driver. Safety features of the Nash Ambassador Six, which has paused beside the highway safety strip, include overdrive hydraulic brakes, finger-tip steering, all-steel body with safety steel top, and safety glass in all windows.

RIDING PRIVILEGE COSTS MOTORISTS ENORMOUS FIGURE

More Than Billion Dollars Paid to State in Year—Only 84 Percent Is Spent On Road Programs.

WASHINGTON (UP)—American motorists paid into state treasuries more than a billion dollars last year in gasoline taxes, motor vehicle registration fees and motor carrier taxes. Figures compiled by the bureau of public roads of the department of agriculture showed \$1,000,000,000—16 cents out of every dollar—was used for non-highway purposes. That was an increase of \$22,202,000 over 1935.

Combined state and federal allocations for highway purposes last year totaled \$1,131,000,000, bureau officials said. Federal contributions to states made up about \$250,000,000 of that amount.

States last year spent \$585,516,000 for state highway purposes; \$285,496,000 for local roads and streets; \$37,942,000 for collection and administration, and \$1,597,000 for other highway purposes such as park and forest roads. They had \$8,346,000 of undistributed state highway funds.

High Gas Tax
The states derived \$891,420,000 from gasoline taxes; \$339,784,000 from registration fees and licenses, and \$15,137,000 from special taxes on motor carriers last year, the bureau said. The bureau criticized states for use of automobile taxes for any purpose other than road building and maintenance. Any other use of the funds, the bureau said, "detracts materially from the upkeep of the highways for which the motoring public is paying."

"In 1936," the bureau said, "almost one-third as much was used for non-highway purposes as was used for the building and maintenance of state highways."

Of state taxes on highway users employed for other than highway purposes about \$89,000,000 went to general state, county and municipal funds; \$36,500,000 for relief of unemployment; \$33,000,000 was given to education and approximately \$11,000,000 for miscellaneous purposes, the bureau said.

Diverted Funds
States are permitted under the Hayden-Cartright act, by which congress made available federal funds for state highway aid, to continue

the same proportion of diversion of highway funds for other purposes as was diverted in the year prior to the act.

States are required to match federal highway allotments, dollar for dollar. Recently the bureau deducted \$250,000 from the federal allotment to New Jersey because that state used an excessive proportion of state highway funds for relief purposes.

The federal government collects approximately \$150,000,000 a year through a uniform one-cent-a-gallon federal tax on gasoline. State gasoline taxes range from two cents a gallon in the District of Columbia and Rhode Island to seven cents a gallon in Florida, Louisiana and Tennessee.

The weighted average for all states for state gasoline taxes is 3.85 cents a gallon.

JAPAN HOPES TO UP GOLD OUTPUT

TOKYO (UP)—A plan to increase Japan's domestic gold production is being worked out by Commerce Minister Shiroji Yoshino, it is reported here.

To accomplish this, government officials are considering a proposal to organize a private gold mining company through the participation of the six leading private mining firms, including the Japan Mining company. Co-operation of the six concerns is being sought.

A bill probably will be presented to the winter session of the diet. It may be necessary, according to some quarters, for the government to invest in the proposed firm, thus making it a semi-official company.

A bushel of pears or peaches will produce about fifteen quarts if the fruit is canned in halves.

YEHUDI MENUHIN, NOW GROWN UP, BACK TO CAREER

Prodigy Violinist Returns To Concert Stage At 20 Following 2-Year Rest In Open-Air Seclusion.

By Sam Jackson (AP Feature Writer)

LOS GATOS, Cal.—After having sacrificed at least \$100,000 in concert fees to enjoy two years of leisure close to "the good earth," Yehudi Menuhin is about to pick up his violin and resume his travels.

The boy prodigy who grew accustomed to the applause of the musical world at the age of six is now a strapping, bronzed athlete of 20. When he steps onto a San Francisco concert platform September 28 it will be somewhat suggestive of a boxer's comeback, with two important exceptions—Yehudi never has taken the count, nor has he broken training.

Likes Open Spaces
It was an unusual decision of an unusual family that brought one of music's brightest luminaries into voluntary seclusion in the Santa Cruz mountains.

"He is my boy," said Marutha Menuhin, his mother. "The months between boyhood and manhood belong to me."

"We will go back to the good earth," said Moshe Menuhin, his school-teacher father.

"Concertizing has little relation to

Nash Sales Manager



Courtney Johnson, sales manager of the Nash Motors division of Nash-Kelvinator corporation, who felicitates Walter W. Abbey, Medford Nash dealer, on the occasion of the opening of his new building.

"the real purpose of life," philosophized Yehudi himself. "People who pass their lives in cities do not realize how much finer life is in the open country."

Sister Wants Career
So the family bought the 100-acre estate where Richard Walton Tully wrote "Rose of the Rancho," built themselves a swimming pool, and asked nothing of fame and fortune except to be left alone.

Besides Yehudi there are two pretty girls in the family. Hephzibah, 17, is something of a piano genius in her own right, and Yillah, 15, displays distinct musical talent.

"Hephzibah yearns for Paris and solo recitals and a career of her own," says Mrs. Menuhin. "I say it is better that she be happy than famous. I tell her the only immortality to which a woman should aspire is that of a home and children."

Career Began At 6
So, for the time, blonde Hephzibah will content herself with some joint recitals with her famous brother.

Yehudi asked for a violin when he was two years old. He didn't get it. But his father—who had brought his bride from Palestine and was struggling for a bare existence teaching Hebrew and mathematics in San Francisco—saw that the boy went to concerts.

At five Yehudi got a midget violin and was allowed one hour a day to practice. He memorized nearly every piece with the first playing. His father had to drive him outdoors for a normal amount of recreation.

At six he had given recitals and had gravely announced: "When I am a man I shall play even better than Heifitz and Elman."

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Allis-Chalmers tractors were designed to meet this modern pace—built to cut costs—to pile up profits—to turn narrow margin jobs into profitable ones, by their speed and economy of operation. Just as years ago Allis-Chalmers revolutionized the tractor industry by building "speed" into crawler tractors, so today Allis-Chalmers controlled ignition oil tractors are sweeping the field, transforming slow, heavy, cumbersome tractors into light, speedy, nimble units that do more work per hour—that work more hours per day—bringing new savings and increased profits to owners in every industry. Allis-Chalmers oil tractors are the only tractors having both high speed and the ability to burn Diesel fuel—the only Diesel fuel burning tractors with properly balanced weight and power—the only tractors offering the advantages of controlled ignition.

Operating on small quantities of inexpensive Diesel fuel, the models K-O and WK-O, however, offer more than just low fuel cost. In addition the original cost of the tractor is lower—maintenance charges are lower—depreciation is less; consequently the final cost of the job is lower than that obtainable with any other type of tractor.

Allis-Chalmers oil tractors are the result of years of intensive research and development gained in building the first Diesel powered crawler tractor and the accumulated engineering and manufacturing skill derived from building products for world industry over a period of more than 90 years.

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