

The ULTRA News and Views

4241 PENN.

MARCH 9, 1967

KANSAS CITY, Mo.

OUR OWNERS WRITE.....

We are always glad to hear from our owners of ULTRA VANS. So often, we have been asked when we would have our first Newsletter off the press so the various owners can tell what others are doing. Well, here goes the first issue and we will be anxious to hear from all of you.

No. 201, Mr. and Mrs. L. L. Hamilton of Miami Springs, Florida are not only enjoying the lovely climate but apparently have been pretty busy showing their Van. Recent cards indicate that these people like to meet new friends. When they hear of an interested customer, they make a fun trip out of it and drive to meet the people and show their ULTRA VAN. We appreciated their invitation to visit Florida and see the races but could not get away.

No. 205, is now owned by Lawrence Selig, 13 Oakwood Drive, Albany, New York. If you go through Albany, stop and say hello to these fine people.

No. 208, Vernon Sandel of Glendale, California sent us a very attractive printed sheet that pictures No 208. Mr. Sandel uses his Van for business and pleasure.

No. 211, that served as a demonstrator here at the Sales Office is now owned by Mr. and Mrs. H. O. Dickert of Wausau, Wisconsin. We welcome these congenial people to our growing owner's list.

No. 228, has an interesting life with Mr. and Mrs. Ernest Newhouse. Mr. Newhouse is a writer for some travel magazines and if you missed his recent article about the use of his Van with Trail Bikes, you missed a piece of good reading.

No. 216, Mr. & Mrs. Ed Walrath have been snowed in at Granville, Massachusetts most of the winter. Ed took advantage of this to make some changes in his Van and now we understand they are on their way to sunny California.

PHOTO ALBUM GROWS

We decided to start a scrapbook of our owners. It is getting to be a real interesting book and growing everyday. We now have pictures of many owners. Mr. Walrath, #216 and Mr. & Mrs. Zioli, #227 had very clever Christmas cards showing their ULTRA VAN. If we do not have your photo with your Van, try to get us a snapshot for our book. If the photo is taken while on a trip, be sure to tell us where you were.

LADIES CORNER TO BEGIN

We want to include a special corner of the "News and Views" that is of interest to the ladies. Send us any special hint or ideas. We welcome them.

Maybe some new food ideas or recipes that have proven good for traveling. This will be a space for the Woman ULTRA VAN traveler to give hints or ideas that have worked well for her.

OWNER-DEMO PLAN GROWS

We know the ULTRA VAN attracts many interested people any time it is out on a trip. Although most owners like to meet new friends, we also realize your time is of value. When we first introduced the Owner-Demonstrator Plan, only a few were interested in the program. Now this list has grown and many of our owners are proving themselves to be first-rate sales people. One owner arranged 20 sales in 1966. Several are off to a good start for 1967.

ULTRA OWNERS MEET We just got word from one of our future owners that recently, Mr. & Mrs. Pete Dodge, along with five or so other owners of ULTRA VANS, had a session in Palm Springs, California. Sounds like fun!

the ULTRA News and Views

101 WEST 5TH OCTOBER 31, 1967 HUTCHINSON, KANS. 67501

ULTRA OPENS SALES OFFICE

In early June, Ultra, Inc. transferred to a new location at 101 West Fifth in Hutchinson, their Sales Office. Larry Knipe, Sales Manager, and his group are now firmly set for delivery of all types of recreational vehicles.

A new system of delivery has been established, and also a better way of checking over all new Vans prior to delivery.

New Vans are brought into the Sales Office and checked over carefully by the Customer Service Department headed by Mr. Robert Corkins. Mr. Corkins had considerable experience at the plant in all departments prior to assuming his duties. If any corrections are required, these are done prior to the customers arrival.

When the customer gets here they are immediately given the latest edition of the Owners Manual to study. Once they have done this, they are then turned over to Mr. Corkins who gives them a complete indoctrination on the operation of their Van.

The results of these changes have proven very satisfactory to everyone. New owners are leaving with a feeling of assurance and more knowledge about their Van.

OWNERS VISIT NEW SERVICE OFFICE

Some of our good friends and customers have already been by to see the new location and take advantage of the available service.

The Paul Dales of Los Angeles, California, were in. They had some additions and changes they wanted done. Paul and Mrs. Dale were at the FMCA Convention with us.

Mr. and Mrs. Marcus Wells of Seattle, Washington came in with #215. This was the first Hutchinson completed unit. Marcus was his usual ambitious self and busy as could be.

(OWNERS VISIT NEW SERVICE OFFICE - continued on Page 3.)

NEW CLUB POSSIBLE

When Ernest Newhouse, Secretary of the California Ultra Van Club dropped by the new sales and service office in Hutchinson, we learned that one of the owners in Oregon would like to start an Ultra Club of owners in the Northwest with some thoughts that both clubs might plan some large get-togethers later.

If you reside in the Oregon, Washington area, we suggest you drop a note to Mr. E. V. "Skip" Dowell, Box 104, Otis, Oregon.

These clubs have a lot of advantages since everyone has made some additions to their motorhomes of unique accessories. There can be a lot of help for everyone.

Get those cards and letters going to Mr. Dowell, if you would have some interest in a Northwest Ultra Club

NEW PRODUCT

Ultra Van is now the distributor for the Fox Mini-Bike. This is one of the neatest appearing motor bikes we have seen with a gleaming white finish, white double seat, taillight, brakelight, and headlight. Engine is 3 1/2 horsepower. The fenders have a neat blue stripe. They are lightweight as far as motor bikes go, only 80 pounds, and very easy to balance and ride. Two adults can ride, and there are footrests for both.

We have one on display at our new sales and service office. They usually retail at \$239.50. However, we will supply these to any Ultra customer at \$199.50 plus freight and set up charges delivered to you.

We also have a metal rack, made especially for this motorbike that allows you to set the rack up inside the van and set the Mini-bike in it for balance while you are going to the next location. The rack is \$49.50 plus freight.

SUGGESTIONS

Some have written in asking for us to transfer new ideas and suggestions to you through the "News and Views". Here are a few that we send your way with this issue:

1. FLUSH TANK - This is the fourth tank back. We have referred to it as the center holding tank. At times some of the ladies feel they are getting an odor into the Van. This odor is gathering from bacteria and old soap allowed to sit in this fourth tank. Open the drain on this tank and let it completely drain (under side of Van in front of rear wheel well on side with main door) attach a hose and back flush the tank. Turn hose on slow, not full pressure. Cap off drain before all water drains off. Go inside the coach and pour a pint of colorx down the shower drain and the wash basin. Add to this one-fourth cup of Pine Sol through both drains and use a cup of water to flush these on through the pipes and into the tank. Drive the Van around both right and left corners and stop quick a few times to surge this water all around the inside of the tank. Drain off again and add back only enough water to start the pump to bring water to stool.
2. DRIVING - We find reports that some are still not driving an air-cooled engine correctly. Whenever you find you are using two thirds of the footfeed and you are dropping speed on the speedometer, shift into low and regain your speed, then back into drive. Forcing the footfeed develops heat in the engine. Some owners have the footfeed adjusted so it automatically shifts down at 30 miles per hour.
3. OIL - Phillips has developed a new oil known as 20 - 40. This is excellent for Corvair engines per Chevrolet. It can be used the year around.
4. ENGINE PING - Recently we have had two owners in here who are familiar with the engines of Corvair. They have found their altitude at their home is much higher than here and the engine pinged with ethyl gas. By setting their distributor at 4 off dead center they get excellent results.
5. WATER HOOK UPS - Whenever you hook up to any city water or to fill your own Van tank, never turn the water on full pressure. Some water pressures can easily blow a water tank.

If you have any tips for other owners send them in.

NEWS ITEM - "ULTRA VAN MOTORCOACH CLUB" By Ernest Newhouse

In Western U.S. the owners of Ultra Vans have recently formed a motorcoach association of their own. Election of officers and policy discussions will take place at the next meeting. This newly inaugurated "ULTRA CLUB" is being chartered as a non-profit corporation. Charter memberships are still being accepted. New Ultra Van owners or other owners who have not yet joined may still do so.

The club's mailing address at present is: U.V.M.C. Club, 15239 El Soneto Drive, Whittier, California 90605.

The organization already has received its status certificate from International Travel and Trailer Clubs of America, Inc. It will, therefore, be a T.T.C.A. associate member-club.

Dues have been set at \$10 annually, which will eventually cover the legal, incorporating, and other costs. Each member will automatically receive a year's subscription to the interesting T.T.C.A. monthly travel magazine.

the ULTRA News and Views

101 WEST FIFTH

HUTCHINSON, KANSAS 67501

3-11-68

BIG CALIFORNIA RALLY

THE CALIFORNIA ULTRA VAN CLUB had a tremendous rally recently in Death Valley with a total of 25 Vans being on hand for the session. This club is really doing a great job and having a lot of fun. The factory is very proud of the group.

Some interesting things came from this session. There was an interesting talk by Dave Peterson who invented the Van. He held a session on service, and then went from coach to coach visiting and helping each owner. We have had many compliments on Dave's presentation and we were glad he could attend.

Mr. Hove, #333, got all the way there and had to hurry back to Glendale for an emergency in his business--settled the problem and came right back--over 600 miles of extra driving just to attend. He deserves a special star. *

The writer would like to express his sincere appreciation to every owner at this meeting who so thoughtfully obtained and signed the card for Mrs. Knipe who had to be at the Mayo Clinic for some further treatment. It was surely appreciated.

It is worthy to note that Skip Dowell returned to the meeting to visit--coming all the way from Otis, Oregon.

We understand the California Ultra Van Club now has 47 members.

F.M.C.A. CONVENTION CHANGED

THE FAMILY MOTOR COACH ASSOCIATION has reset their convention. As you may know, this was scheduled for San Antonio, Texas, but due to excessive costs to get the required current it has been changed back to BEACH BEND PARK, BOWLING GREEN, KENTUCKY. The dates are July 10th through July 13th. Let's start making our plans now for a big showing of the Ultra Owner Members. Ultra had 11 Vans there last year.

This is a fine place with plenty of things to do. There is a small Amusement Park for the youngsters. A fine Big Pool for swimming and good flat parking areas.

Let us know if you are coming. If you do not belong to F.M.C.A., you should know about the group. They are wonderful people, all interested in the future of motorhomes, and have done wonders on some very stiff legislative matters in several states. There are over 2,000 members and this year there will be over 500 various styles of motorhomes there. Ultra is working hard in hopes of having two representatives there.

NEW JACKETS AND PATCHES

So many had written to us to get some form of water-repellent jacket with a Van Patch so we can be easily identified anyplace that we finally went looking for the right connection. The new Patch and Jackets are identified on the attached brochure. Get your orders in early! These are so designed to be suitable to both the ladies and the men. These are "SIR JAC" Jackets from a fine manufacturer and a quick check on the Jacket price alone is from \$6.95 to as high as \$8.95 in some better stores.

OWNERS LIST

Soon we will have a fairly complete list of owners and their addresses available to you. Some have expressed a desire to be left off as they prefer to use their Van only for their own personal use. If you prefer not to be listed, please let us know by return mail. Many welcome other visitors and owners, and want the list to call as they pass through a town. There are only a few remaining states where we do not have some owners.

PRODUCTION IS UP

The Sales Office is happy to say that the new Vans are coming off the line much quicker and greatly improved in quality. We now have the opportunity to get a good inspection on all units before they leave. Our space is well filled with new units awaiting the arrival of the new owners. Orders can now be written with a guarantee of 45 to 60 day delivery.

WELCOME NEWS

We were happy to learn Mrs. Myron Hurd is back at work and doing well after her recent confinement in the hospital. Myron is back showing and talking Ultra Van again also.

NOTIONS FROM KNIPE

I cannot take all the credit for these following ideas as they came from every direction. However, it did give me the "NOTION" to send them on:

1. From our special Corvair man at Davis-Childs Chevrolet in Hutchinson--Jerry says to put cardboard over the small left side air vent to the engine in climates that are real cold to avoid icing in the carburetors. A can of "Heat" added to the fuel in these climates can help.
2. Stricly from us--as you hand out the post cards to people be sure to change the address to 101 West Fifth, Hutchinson, Kansas, 67501. Many are not getting their literature as soon as possible because the address has not been changed.
3. Mrs. Paul Evans had several ideas for some changes. Unit #258. One good one was to put about two ounces of ammonia in the stool and some through the bath basin. This will help stop odors from the tanks. She reports this does a fine job.
4. Engine ping - Chevrolet has been most critical of the warranty claims by owners from a burnt piston. They tell us these burnt pistons are almost always preceded by a ping in the engine. This ping is a sure sign of needed adjustment. This is not the fault of the engine--many things can cause this such as poor driving habits that lug the engine instead of shifting into low and increasing your speed through higher R.P.M.s of the motor. When you hear a ping, stop and let the engine cool--then get the settings corrected. As you drive, the setting may be wrong due to the terrain of the country. There is no one setting anyone can make on the spark that is suitable for all

levels. Use a good oil additive to help the engine run cooler. A tachometer is not the answer. An engine head temperature gauge is better. There are two wires behind the three-way switch that can be used for hooking these up if you desire. The wire numbers generally found are #57 and #59. BE SURE NOT TO LUG YOUR ENGINE to a point of overheat and burning a piston as we cannot any longer submit a warranty claim for this repair. Bear in mind, when driving in hard winds or steep grades and using two-thirds of your footfeed--yet your speedometer is dropping down especially at speeds of 52 down to 45, SHIFT TO LOW. Get that extra cooling to your engine with the higher engine R.P.M.s.

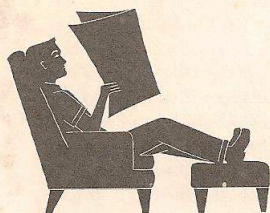
IT IS NICE TO HAVE FRIENDS

Larry Knipe found out how nice it is to have friends all over the United States. When Mrs. Knipe had to fly to Rochester, Minnesota, to the Mayo Clinic, and there were problems on room reservations, and airport to the hotel transportation--it was one of the loyal Van Owners, Mr. and Mrs. Carl Tendick, #247, who came to the rescue. Carl and his wife got her room solidly reserved, and then met her at the airport and got her clear to the hotel--a rather long drive. It was really appreciated. This pointed out to us how many truly fine and friendly people we have who own Ultra Vans, and how it is possible to get assistance many ways almost any place from an owner of a Van. This is why the OWNERS LIST is important as we travel. We all appreciate knowing nice friends.

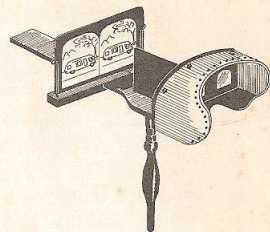
SPECIAL NOTICE

There seems to have been some errors discovered by a few owners involving fuel pumps and fuel filters. Some have had new full pumps put on but this is not the cure or the problem. Some filters have come to us with 1/4 inch connections into 5/16 hoses. This can let enough air into the line to cause fuel starvation and engine ping. CHECK YOUR CONNECTIONS.

Montgomery Ward has a connection that is quite satisfactory according to a report we got from Dave Peterson for the 1/4 inch or 5/16 inch hose. Cost is \$1.49. This will save you problems in case the air shuts off the fuel while on a trip.



Motor Home NEWS & VIEWS



Volume One

Number One

101 West 5th Street, Hutchinson, Kansas 67501

Help Us Get Off the Dilemma Horns

One often hears this expression about being on the "Horns of a Dilemma." Frankly I'm not sure I'd recognize it if I met one, but I am suspicious that is about the position in which we find ourselves.

It's like this: Quite some time ago, you expressed an interest in an Ultra Van Motor Home. We were delighted to send you information. We got such an avalanche of orders, and at that time had such limited production, that we got way behind on fulfillment. We discontinued all advertising (for two years) and made only limited effort to solicit orders.

All of that is changed now. Production is within a few weeks of orders, and we are stepping things up further. As evidence of our intentions, we hope to put out "Motor Home News and Views" about every quarter. If you are still interested, we will be very happy to continue you on our mailing list.

On the other hand, we don't wish to "pester" you, if you are no longer interested. There is a card enclosed, on which we will pay the postage. We would appreciate it if you would say "Yes" or "No", and drop it in the mail. (Please don't say like the various "Opinion Polls" and come out with "Undecided.")

Occasionally we get calls or letters regarding a Van from people whose name is totally unfamiliar. We find in checking that they have purchased a Van from a prior owner. Please notify our office when your Van is sold and the name, address, etc., of the new owner. This means better service for them and a selling point for you to a prospect.

Factory and Sales Office Now in Hutchinson, Kansas

It was almost two and a half years ago that we moved the Ultra factory from the west coast. We occupy about 1¼ acres of space. The factory is in what was a Navy hanger in Hutchinson, Kansas. Last fall the Sales office was moved from Kansas City, to 101 West 5th Street, Hutchinson, Kansas 67501. Larry Knipe, the Sales Manager is at this

location and all correspondence should be addressed here. The phone is area code, 316, Mohawk 2-0289. In case you are writing about a unit you own, please give us the serial number. You'll find this on the tag on the right hand, inside of the front door entrance. If calling, give our operator your serial number to quickly locate your file.



When you call at the Ultra Sales Office, you won't find the staff just standing around like this view. But we'd like you to know some whom you will meet. On your left is Betty Bradfield: she answers inquiries, types, writes letters, etc., etc. Angie Miller does a little of everything, including secretarial work. Bob Corkins (Corky) is Service Manager and helps new customers get acquainted with their vehicles. On the end is Larry Knipe, (the K is silent) Sales Manager.

Hope to see you in Bowling Green, Kentucky, July 10th through the 13th, 1968--the dates of this year's annual meeting of the Family Motor Coach Association. There you will be able to see many makes of Motor Homes including the ULTRA VAN. You can talk with present owners, and have a general good time meeting with others.

Jack Tillotson, Manager
Larry Knipe, Sales Manager

Meet the Wheelers

I would like to introduce a couple who can be described only as "characters."

There is Pappy Wheeler, who fancies himself as a big time wheeler and dealer. Actually he is semi-shiftless and his greatest ambition is to get by with as little effort as possible. But his acid-tongued, 200 pound wife Tiny keeps Pappy moving.

After a recent family imbroglio she wound up saying to him, "Why don't you go sleep in the barn with the rest of the rats?"

Pappy has some snappy comebacks, except he never gets a chance to use them. Or it is a couple of days before he can think of them. By that time he figures that discretion is better than valor.

Pappy would always like to make a fast buck, and lack of success doesn't keep him from continuing to try. Recently when in a neighboring town he found himself, as usual, short of cash. He went to the bank trying to cash a check. The banker declined, and Pappy indignantly stated, "Why over home every banker in town knows Pappy Wheeler."

To which the ice-in-his-veins banker snorted, "That's probably why you are over here trying to cash one of your pieces of rubber."

Pappy is always unhappy when the weather gets so warm that he can no longer wear his ear-muffs. If he continues to wear them, he looks ridiculous. If he takes them off he can hear his wife Tiny.

Striped Kitties

Some groups of animals are referred to as a herd, two or more lions make a pride. It's a covey of quail, flocks of birds, a gaggle of geese, etc. But I don't know what you call a number of these pretty black, bushy tailed animals with a white stripe down the back. Looking out the back door one evening at the plant I saw a bevy (?) of five of them.

You frequently hear the expression, "As independent as a hog on ice." Well, Mr. Porker is a shrinking violet, when compared with the assured, independent, leisurely, progress of a skunk. "I'm king of all I survey, my right there is none to dispute."

This really has nothing to do with Motor Homes, but my mind is wandering, and remember back a few years when I was riding through the back

pasture. I came upon a mother skunk and four babies. My horse and the babies seemed to have a magnetic attraction for each other. Foolishly, I let the horse have his head, and he cautiously approached, and one of the babies did likewise. Mother, remained at the alert.

I hate to disappoint you, nothing happened. After exchanging sniffs, I reined up the horse, backing him away. The family then ambled on its way.

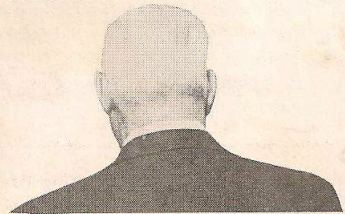
Yes, I confess

Back in BUW days (Before the Ultra Van) I used to furnish a page to a couple of magazines each issue. I'm sure they sometimes smelled, for one was called "Scents and Nonsense" as I recall. The other was "In Our Own Back Yard," in which I told readers about the birds (the bees were left out of it) and the flowers, etc., according to our experiences.

I have positive proof that I had an occasional reader, for some wrote in, asking that I run my picture. I guess the "WANTED" board at the local post office was getting a bit bare. Well, I never got around to it. Asking them to read what I wrote, I thought, was enough punishment.

Some of you are undoubtedly old enough, and came from that bucolic era and area when they said they "just gave the horse his head". What they meant was that they realized the horse had more sense than his driver and let him go. Well, writing is quite a bit like that. You just give the typewriter its head. Even I am surprised at what comes out sometimes: especially the spilling. Sometimes called spelling.

I'm anticipating a flood of requests for the editor to run my picture. Realizing the higher postage costs these days, I'm going to beat you to it, and save you money. "Anticipation is always greater than realization" you know. Reading that over again, I recognize that that is really a two-way sentence.



This view indicates that your writer would like to go North or to the Mountains in the summer, and South in the Winter. However, he is too engrossed with the production of ULTRA VANS to do either.



Nor "BIGGEST" Nor "SMALLEST"

In this day and age there seems to be a compelling urge on the part of some business firms to shout from the house tops that we are the "Leader" or we are the "Biggest". This is not limited nor is it exclusive with the motor home industry.

Of course if you make such claims, everyone else is going to think that it is open season, and begin taking shots at you. Undoubtedly you have been intrigued with the advertising in the car rental field. It has been clever, and exceptionally well done. It makes interesting reading. The basic theme, that as "Number Two we have to try Harder."

No one that I know of in the Motor Home field will tell you HOW BIG they really are but one can make a reasonable guess. Everyone recognizes that the growth in this field is BIG. There are many reasons why a Motor Home is the ideal recreational vehicle. One can get some idea of the growth from the auto manufacturers production of units going into motor homes. They expect this trend to double and triple within the next few years.

This means that many, many people are trying to get into this field. Some are firms that have been making campers or travel trailers. I am assuming that they have the necessary capital. They will find, from what some of our friends tell us, that selling a Motor Home and a camper or travel trailer is "different".

I doubt if any one person knows just how many firms, or perhaps I should say people are in the business or planning to get into it. When I bought my first Motor Home (of another make as I hadn't heard of the ULTRA VAN) there were about 15 or 20 maybe, and a few in the fringe area.

At a recent meeting a representative of the industry said they had a mailing list of 37. A representative of an auto firm said he had 57 either in or planning on going into the business. In a recent recreational magazine listing various Motor Homes, they showed 56 or 57, not counting duplicate models. Undoubtedly there are others on the drawing boards.

As I indicated earlier, some of these are established firms, and I am assuming they will be able to take care of themselves and their customers. On the other hand, you are bound to find quite a few of these, that have jumped to the con-

clusion that there is quick money to be made here. There is money to be made, but it isn't quick. On the basis of the law of averages, some of these will never complete their prototype, others will make a few, then quietly drift out of sight.

Comparatively speaking, manufacturing Motor Homes is a small operation, and can't be compared with the big auto assembly lines. If the auto companies could handle such an operation on a volume basis, I'm sure they would be in the business. Some day they may be. Right now they are all more than anxious to furnish necessary parts, and most of them have set up special recreational vehicle supply departments.

Now where does all of this leave ULTRA INC? It is pure speculation, but as near as I can estimate we probably are third or fourth in the number of Motor Homes sold. Notice I said "sold". Some produce them, and from what I hear, they sit around on the dealers' lots.

So, as you will see we don't claim to be the biggest, but we sincerely believe that for average family usage, we have the BEST. That is why we invite and welcome comparison with other units. There is one thing that we do that we doubt if anyone can approach: That is in our service in indoctrinating new customers in the proper care and use of their vehicles.

Walnut Interiors

To meet the requests of some customers, we now have added a Danish Walnut as well as White Walnut. This is in addition to the Cherry or sometimes called Fruitwood.

The White Walnut shows just enough of the wood grain to give it an off-white softening effect. This gives an elegant finish. The interior appears larger. Remember, however, if you like to sleep late, the light will show up a bit sooner than when you have a darker color.

The Danish Walnut is for the walls, cabinet doors and drawer fronts. The cabinet work around the drawers, oven, etc. is of the White Walnut. This makes a striking appearance.

All of these are of Melamine Plastic sold sometimes under such trade names as Formica, Wilson Art, etc. Such plastics are easy to clean with a damp cloth, they resist stains, scratches and will withstand 275 degrees temperature. In addition, along with the insulating material used in the ULTRA VAN, it will not burn nor sustain combustion. This is a highly desirable feature you should take into consideration when looking at any recreational vehicle. While it costs several times as much as the plywoods usually found, we consider the safety factor and ease of keeping its new appearance, well worth the difference.

How Come, Prices Go Up?

'Tis said that a fool can ask more questions in a minute, than all the learned men can ever answer.

The simplest answer, is comparing price rises to the antics of a kitten trying to catch its tail. The faster it goes, the more elusive the tail becomes. Someone hopes to get an advantage over others in the field. Usually it is blamed on rising labor costs. When each group and industry has been forced to raise prices to stay in business, everybody has been in the act. So, the next thing is to start all over again.

Basically I don't believe any business likes to raise prices. Every time a price does go up, it cuts down on the number of people willing or able to pay the increase. A lot of auto price increases are on account of the new safety additions required, plus added labor. I don't recall any price "reductions" on any items we buy, but practically everything we buy has been increased at least once, and in some cases twice in the last year.

Since overhead costs are pretty well fixed, the only answer is to increase production and efficiency. We are constantly working along these lines—and showing results.

One business I am familiar with, has the same basic selling price that they had back in depression days. Whenever they tried raising prices in line with costs, the volume shrank. So the above formula has been the answer. While costs have doubled, tripled and even four and five times in some areas, the business is more profitable today than ever before.

Kitty, Kitty the Hairless

For some time we have been bothered with an elusive cat in the plant. Seldom did anyone ever see it, but we had unimpeachable evidence of his (?) presence.

The other evening after working hours some of us were sitting around "fanning the breeze". It wasn't difficult, since the weather bureau that day, had reported "gusts up to 52 miles per hour".

Suddenly the air turned blue, and looking in the direction of the pointing finger, I got my first glimpse of Tabby. I'm sure that the heat of the venomous barrage directed at that cat, singed the hair right off his back. So we are looking for a way to entice it outside to the great open spaces, to improve his health.



Well, where do you think we are anyway, Holland? Wrong. This is Tulip Festival Time in Pella, Iowa. It is a gay and colorful event, well worth attending. This is just one of the hundreds of special interest places throughout the country.

Whether your favorite is the mountains, the sea shore, the great prairie states, or the desert, you can enjoy them all when you have an ULTRA VAN; never any problem of reservations or where to eat. Owners report, "We are having the time of our lives."

A New Book and A New Pamphlet

Elsewhere we mention the enclosed card, and suggested that you tell us "Yes" or "No" as to whether you were still interested in continuing to receive information from us on motor homes.

We now have a new printing of the book, "From Covered Wagon to ULTRA VAN." The graceful, aesthetic exterior lines remain the same. There have been many, many changes and improvements in the interior, and in the general construction. A lot of these are

not visible, but we feel they add a great deal to the practical use.

In addition to the new book and specification sheet, we have a pamphlet that is almost a must for anyone considering buying a Motor Home. It is entitled, "Pinning the Tail on the Donkey - or Which Motor Home Should I Choose?" It gives you some of the desirable features to look for, and some things to avoid.

This, of course, is available without obligation. Just check the proper square on the card to get a copy.

Let's Hear From You

While we don't plan to "bake a cake" if we know you are coming, but it certainly will help everyone. Whether it is to pick up a new unit, or have some work done on your present vehicle please make arrangements in advance.

If you arrive unannounced, as occasionally happens, you may have to wait a day, or sometimes longer. In addition to delivering ULTRA VANS, we do service and repair work on other units, including campers, travel trailers, etc.

By making arrangements in advance, we can schedule things to cause you a minimum of delay.

25 ULTRA VANS Meet for Three Day Rally



Good Fellows Got Together

While "the surrey with the fringe on top" was purely decorative, there are some fringe benefits to owners of ULTRA VANS that have definite advantages. You meet others with similar likes and they make delightful company.

It has been said that when two or more businessmen meet, they immediately set up a convention. About the same thing can be said for owners of ULTRA VANS—They immediately form an ULTRA VAN CLUB.

For example, 25 ULTRA VANS held a 3-day rally at Death Valley, California. There were 45 people present. They swapped stories, ate, swapped traveling and maintenance hints, ate, swapped recipes, ate some more and had a whale of a good time. If you doubt this statement, just ask any of those present.

The Lower California ULTRA VAN CLUB has 48 members. They are a very active, congenial and happy group that enjoy their get-togethers. Some of their members even live as far away as Arizona, Washington and Oregon. Rumor has it that some of these will be starting their own local groups soon. It just takes two, and then things will begin to grow.

Normally you might expect the manufacturer to propose and sponsor such groups. Frankly we have been too busy with manufacturing, but we

heartily approve. In fact I think that we are now to the point where anyone wishing information about how to get a group started can write to us for information and suggestions. They are very informal.

Unless you are a very LONE loner, you will wish to associate yourself with some of the recreational clubs and groups. This has a very practical aspect other than just being a "joiner." Various states and cities are trying to enact restrictive legislation. If you raise an objection as a "loner" it does not carry too much weight. However, when a group or organization registers a protest, nobody knows, how many votes might be at stake, and your weight is multiplied many-fold.

There are numerous recreational vehicle groups. The Family Motor Coach Association, is devoted exclusively to Motor Homes. Here their legislative efforts have the striking force of a rifle shot, rather than a scattering of a shot gun.

They have two classes of membership. One for actual owners, and you get an identifying tag, etc. The other is for people interested in this field. In either case you get their magazine every quarter.

To learn more about this, write to Ken Scott, Executive Director Family Motor Coach Association, Box 44144, Cincinnati, Ohio 45244.

Visitors at Sales

Owners visiting the Sales Office and plant for service and a lot of *Newsy* conversations were:

Mr. and Mrs. "Skip" Dowell, Otis, Oregon, Unit No. 256.

Mr. and Mrs. Albert Hoffmann, Wolf Point, Montana, Unit No. 336.

Mr. L. L. Hamilton, Miami Springs, Florida, Unit No. 201.

Mr. Edward Vogel, North Miami, Florida, Unit No. 321.

Mr. and Mrs. Harry Beach, Bradenton, Florida, Unit No. 328.

Dr. and Mrs. George Malone, Ft. Vermillion, Alberta, Canada, Unit No. 290.

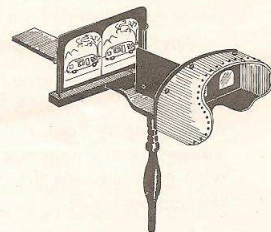
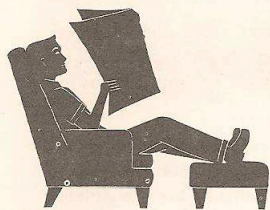
Hoffmanns and Dowells had some wonderful pictures and a lot of pleasant memories of the Ultra Club Meeting in Death Valley. The Dowells were off on an extended trip to Oklahoma and then on to their prior home in Florida.

Mr. and Mrs. Hoffmann had been to California to visit Mr. and Mrs. Elga Green who are relatives and also Ultra Van owners. The Hoffmanns are headed on to Montana for the planting season.

L. L. Hamilton came to visit the plant with a customer from Florida. Mr. Vogel of Miami came to pick up his new Ultra Van, and L. L. who has owned his Van for about four years came along to see all the changes and get caught up on Florida talk. While they were planning their route home a second couple, Mr. and Mrs. Harry Beach arrived to pick up their Van so there was a caravan of two Ultra Vans headed back to Florida. There are enough now in Florida that once they start a club there the good members in California better stay alert.

Dropping in for a visit today were Dr. and Mrs. George Malone. They have been on the road since last November touring and seeing the sights of the United States.

Motor Home NEWS & VIEWS



Volume One

Number Two

101 West 5th Street, Hutchinson, Kansas 67501

An open letter to those who have inquired about an ULTRA VAN and from whom we have not heard further.

Manufacturers of ULTRA VAN
The Motor Home that's Decades Ahead
.....
ULTRA PUMP (formerly Dispos-al Pump)
Quick sanitary emptying of holding tank

ULTRA, INC.



HABIT
(Hutchinson Air Base Industrial Tract)
HUTCHINSON, KANSAS

Post Office Box 106
Hutchinson, Kansas 67501
.....
Phone Area Code 316 663 1187

October 1, 1968

Dear Mr. and Mrs. Motor Home Prospect:
At your request, we gladly sent you information on the ULTRA VAN Motor Home.

You've probably been thinking, maybe dreaming, about the advantages of owning such a recreational vehicle. If you wish to travel first class in comfort, we have a lot to offer. You can even save money.

With an ULTRA VAN Motor Home, you have:
Complete modern facilities---like a cozy apartment, easy housekeeping.
Safer and less restrictive than a travel trailer, for example. No
advance reservations, or wonder where you'll eat. Go---a day, a week,
or months. When visiting friends or relatives, you are independent---
no upsetting their routine.

And you probably have thought of many more advantages.

We tried to answer all questions you might have. Maybe we overlooked some. If so, let us know. Many people come to Hutchinson to get a firsthand look. You can still save a lot of money. However, with our unusual offer, you can safely place your order sight unseen. We merely ask for a deposit of \$250. Any time, you may get your money back, even when you come to pick up your unit---if you are not more than pleased. We know from experience you'll be enthusiastic. Some people simply can't understand how we can make such a proposition and stay in business. Frankly, that is the reason we can stay and grow. We want only satisfied customers.

We are unusual in other ways. When you come to get your unit, we don't just hand you the keys and let you go. Our Service Department goes over every detail with you. Customers usually spend a day, sometimes more, with us. Yes, it does take time, and it costs money. But we think it's worth it.

In considering a recreational vehicle, look to its external appearance. Are you getting a "box on wheels", or do you find it graceful, streamlined, low center of gravity, where the wind will FLOW over and around? Is it substantial without wood framing? Is the interior neat and well done? Are you getting complete insulation, water supply, and waste disposal systems, heating, cooking, refrigerator, etc.? Do you get ALL that you need, or must you buy "Options?" Last, and probably the most important, consider the experience and reliability of the manufacturer.

We can give you a resounding "YES" on all these points. The ULTRA VAN is complete, with air conditioning optional. We probably are among the top half dozen. Visitors simply marvel at the factory setup, all the equipment, and the production line like an airplane factory.

Why not drop us a line, or take a holiday to visit us? I am sure you will find it a most rewarding experience.

Sincerely yours,

Larry Knipe
Larry P. Knipe

We formerly stated that an order placed now, would be good for delivery within a year at the current price.

Because so many of our suppliers are raising prices, and labor is constantly going up, we can only accept orders calling for delivery within six months at the current low price of only \$8995.

No Skeletons in Our Closet!

No-Siree—we proudly show the skeleton of the ULTRA VAN right out on the display floor of the sales office. Thus you can see the working parts and what goes between the outer skin and the finished inside.

Anyone can easily see the outside and the inside of any finished unit. This is fine, as far as it goes. But by that time everything between is covered up. As you probably remember, we use an aluminum shell or skin with fiber glass for the compound curves. All pieces are riveted in place over aluminum formed bulkheads or ribs.

The final finish coat which you normally see is an off-white enamel. This color has several advantages. It does not show dust and dirt as readily as a darker color. But the big thing is that it reflects the hot rays of the sun, so the interior does not heat up so much on a warm day. You can test this yourself by placing a black finished metal piece and a white or light colored one in the full sun. After a while touch them. Warning: On a real hot summer day with the pieces at right angles to the sun's rays, touch the black piece very carefully. You could blister your hand.

Before we apply the outside finish, however, we use an undercoat or etch to clean the aluminum so the enamel will stick to it. On the skeleton you will see all steps in this process.

The same is true on the inside. There are sections showing the final finished interior in the different colors which you may choose. There are areas where the walls and ceilings are insulated. An interesting side light is that when we order the two-inch thick fiber glass insulation, they have to cut it special for us, as the regular insulation stock they carry and sell to other recreational vehicle manufacturers is not always this thick.

Part of the plywood floor is in place, but plexiglas sections are set in, so you can see the tanks, the various plumbing installations, and how the holding tank is emptied with its dual system. You likewise see the LP gas arrangement for cooking, heating and operating the refrigerator.

As indicated, all of this is for you to see. Once you examine the many unusual details of an ULTRA VAN we

feel sure that you will be convinced that this is the best buy in the country.

While we welcome visitors to come and take a personal look, it is not necessary on account of our unusual guarantee of satisfaction or your deposit back. As far as we know, we are the only company in the field that shows this unlimited confidence in their product. Since we do not have dealers, we must be sure that our customers are completely happy and satisfied, since we depend upon satisfied customers telling others about the ULTRA VAN.

Restated for your benefit, here is our sales policy. You make a nominal deposit of \$250.00 on an ULTRA VAN. Give us the preferred delivery date. We will send you samples of carpeting, drapes, and wall finish, etc. Make your selection. Then when you come to pick up your unit, if you are not completely satisfied, your deposit will be refunded. In fact, for any reason before this you may cancel your order and get a full refund of your deposit.

You will quickly realize that we couldn't make this kind of an offer if we didn't know that the ULTRA VAN would live up to and even go beyond your expectations.

At one time our production was several months behind our orders. For two years we ran no advertising. We are pretty well balanced in this area now, but it is still well to get your order in early—several months before you wish delivery if at all possible—to give production time.

It was hoped we could get some pictures of display—maybe next time. With this "skeleton" you can actually look the unit over at your leisure—"Self-service" so to speak, especially when others are all tied up.



IS IT LEGAL?

Every so often some politician gets the "Great Idea" to put a special tax on recreation vehicles, or limit their use or parking.

Many of these restrictive rules have been modified or in some cases repealed. Only after the "horse is stolen" do the instigators of these acts learn that the recreationers are not only large in numbers, but they are a vociferous lot.

A case in point is the recent repeal of the California law that would have prevented parking a recreational vehicle on any street or highway. Various magazines called this to the attention of their readers. Clubs got together and voiced their objections.

The straw that broke the legislators' will was the large numbers of owners that protested. They have NEVER REALIZED HOW BIG a segment of the voting population were vitally interested. They found out, and... got action.

Everyone must be constantly alert to these restrictive proposals, and do something to STOP them before they become laws.

The basic purpose of most of these laws is to overcome the problems that are caused by a few. This is leaving dirty camp grounds, dumping garbage, and dumping holding tanks wherever one happens to be. If we can't police ourselves and our behavior, it is going to be done for us.



ULTRA VAN Motor Coach Club, Lake Elsinore, California, Rally, Sept., 1968.

KNEWS FROM KNIFE

We attended the Family Motor Coach Association convention this summer at Bowling Green, Kentucky. While a bit younger than some of the other motor home companies, it was pleasing to note that Ultra Vans were the second largest group present.

This is quite a contrast from three years ago at Glendale, Minnesota, where we had our demonstrator and one belonging to Mr. and Mrs. Ed Walrath, of Granville, Massachusetts. Their unit is number 216.

Last year there were nine Ultra Vans at the convention, and this year twenty owners came through the gate. We had unit number 411 there as a demonstrator. This is done in the new dark walnut, with white trim. There were five of us in it, including John Holmes, Assistant Service Manager.

Everyone seemed to have a real nice time. At times it looked like a family reunion around our demonstrator. There was entertainment each evening, highlighted by Herb Shriner of TV and radio fame as the "Boy from Indiana."

Early September, we had a pleasant visit from Mr. and Mrs. Vernon Sandel of Glendale, California. Their local newspaper has carried pictures and a story about them. They came to Hutchinson in their unit number 108 for some service, and we had an interesting meeting with them.

Gil Taylor, who writes many articles under the name of the Arkansas

California Club has Another ULTRARALLY

We recently mentioned that the California ULTRA VAN owners had formed a club, and they are really a live and active bunch. At last report they had 60 members. A large percentage of them attend their rallies. They must have a "terrific" lot of pleasure from all the reports we receive.

Mr. Merritt Wemple is president. Ed Martin and Earnie Newhouse are guiding lights and do a lot of work on these rallies. The latest meeting we have heard about was on the Parade Ground of the famous Elsinore Naval and Military School. They even had a "Ladies-Against-the-Men" soft ball game. We haven't heard about the score yet.

Traveler, was a welcome and entertaining visitor. While Gil owns another make of motor home, he wanted us to make some changes in his unit and add another waste tank with a pump.

He is very enthusiastic about the ULTRA VAN and our emptying system, and he gathered some ideas for future articles. The set-up at the factory and our complete operation was very impressive, as Gil has visited a large number of manufacturers.

We enjoyed a wonderful visit with Mr. and Mrs. Bill Mosow, of Greenville, Mississippi, when they dropped by the sales office in downtown Hutchinson. Bill is an engineer consultant. He calls on clients with his ULTRA VAN, which helps business, and Mrs. Mosow is able to go along to keep him company.

Yes, we have had a lot of visitors this past season. For example, during July and August we had 145 families from 24 states.



Mrs. Edwin Johnson of Wayzata, Wisc., and Mrs. Vernon Sandel from Glendale, Calif.

When Pappy Wheeler was courting his wife, Tiny, he thought that she thought it was cute to act dumb. Now that he has married her, Pappy says, "She wasn't acting."

Tiny says that Pappy's favorite expression is, "How stupid can you get?" Then he proceeds to give a perfect example.

Pappy says that he has had some pretty foul meals served him, but nothing is fowler than a tough old rooster.

When Pappy was first married, he used to say, "I'm henpecked—but I like it." Now he just admits that he is henpecked.

Pappy has a monorail mind," says Tiny, "and he invariably gets off the track."

When Tiny throws a tantrum, Pappy doesn't even dare to open his mouth to yawn.

Tiny persists in wearing tight fitting

Mr. Ken Scott, Executive Director of the FMCA of Cincinnati, Ohio, visited us to see about our helping line up some entertainment for next year's convention, which will be held in July. We hope to see many owners and prospective owners there, but don't wait that long to get in touch with us.

Ken also visited with Mr. T., as he is known to us, our general manager. The late spring or early summer issue of the Family Motor Coach Magazine will carry some pictures, including color on the cover, of our unit.

Congratulations to Mr. and Mrs. Earlon Gurley who were married just before coming to Hutchinson to pick up their new unit number 384. Mr. Gurley has placed his order from Spenard, Alaska. We wish this lovely couple a lot of happiness.

Mr. and Mrs. Edwin Johnson were recent visitors; he showed us his finished traveling sales room as he had fixed it up. He calls on schools, selling globes, maps, transparencies, etc. Needless to say, he is very enthusiastic about the ULTRA VAN, as it has enabled him to gain recognition from his buyers that he could never get from a car.

He says he can display his line to more people with their undivided attention. On the strength of Ed's success, two of his friends ordered Ultra Vans, which they will use as display rooms. We welcome Glen Steiner and Lynn Carlson, new owners of numbers 428 and 429.

shorts. Pappy says that since there is a law requiring trucks to have rear-vision mirrors, he thinks there should be a law requiring women wearing shorts to also have rear-vision mirrors.

Or as Bobby Burns would say, "O wad some power the giftie gie us To see oursel's as ithers see us!" Most of us find eating "Humble Pie" quite indigestible.

The pompous "stuffed shirts" you see are like most all fabrics today—synthetic.

Most everyone remembers the lines of Joyce Kilmore,

"I think that I shall never see
A poem lovely as a tree."

After viewing the passing parade of mini skirts, I was tempted to write a parody. "I think that I shall never see, A thing ugly as a knobby knee." I got that far, and my mind flashed back to the era when the "Hobble skirt" was in vogue. That stopped me.

CORKY (BOB CORKINS), SERVICE MANAGER, SAYS

We have had many requests for some specific information on LP gas and the LP gas tanks used in the Ultra Van.

These tanks are furnished to us by Manchester Tank & Equipment Company, who have been in this business many years. To get the data you need, we went straight to them for specific information. The following facts are taken directly from their information to us:

1. The tank is constructed to the latest edition of the ASME Code. All tanks built after January 1, 1968, have a working pressure of 312 pounds.
2. Tanks manufactured prior to January 1, 1968, were built with a working pressure of 250 pounds.
3. The relief valve setting, that is the pressure that the relief valve will discharge, is the same as the working pressure. 250 pounds in the case of the tanks built prior to January 1, 1968, and 312 pounds on the ones thereafter. The working pressure and the relief valve setting was increased to eliminate the so-called popping off of the relief valve under normal conditions. Propane has a pressure of 200 pounds at 100° F. and rises

rapidly when the temperature is above 100° F.

4. The tank is equipped with a fixed liquid level outage gauge for filling the tank only to 80% of its liquid capacity. Should the tank be overfilled, even by as little as 10%, the pressure would rise in container rapidly with the increased temperature.
5. The tank in the Van is rated at 10.5 gallons but for the greatest safety for all kinds of weather it should not be filled over 8.4 gallons or 36 pounds.
6. The way to insure that the tank is not over filled is to open the bleeder valve and if liquid appears then you know the tank is too full. Vent the bleeder valve until the liquid stops appearing.
7. Stations filling tanks, are not always careful to bleed off a tank. Check this yourself everytime the tank is filled.

There are two good books that Manchester has available that some may want but the second one particularly tells about LP gas and its care.

Helpful Information about L.P. Gas
-or- *REGO L.P. Gas Servicemen's Manual*

Write to Manchester Tank & Equipment Company at:

2280 Norton Avenue, Lynwood,
California 90262 / or / P.O. Box 318,
Lithonia, Georgia 30058.

FOR MEN ONLY?

Hunting, fishing, camping, and so forth is usually thought of as a man's field. There are, however, many women that get equal enjoyment from this.

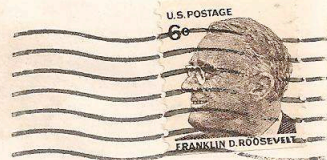
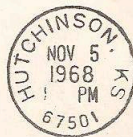
On the other hand, there are a lot of women that are horrified at the mere suggestion of such an outing. This probably goes back to the dim view most women have pictured in their minds. It is like the theme of a cartoon I saw some time ago. The man and woman were fishing from a boat and evidently the wind was blowing it about a bit. There were hoards of mosquitoes all around the woman's head and she was saying, "Tell me again how much fun I am supposed to be having."

Most women probably think of motor homes as being in the same class as camping out, and instead of it being a vacation for them, it is just more and harder work. Nothing could be further from the facts. Bear in mind that the Ultra Van is thoroughly modern in every way and it is probably less work getting meals and so forth than it would be at home.

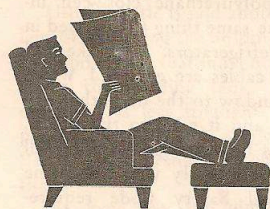
If some of you men are having trouble convincing the women that they should try motor home living, approach it in this angle of how easy and comfortable the life of a nomad can be.

ULTRA, INC.

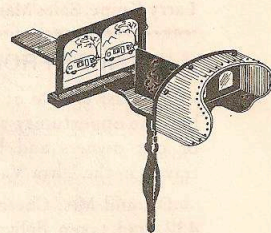
101 WEST 5th STREET,
HUTCHINSON, KANSAS 67501



Mr. Robert Scarborough
3708 Nolensville Road
Nashville, Tennessee 37211



Motor Home NEWS & VIEWS



Volume One

Number Three

101 West 5th Street, Hutchinson, Kansas 67501

"Spring is Coming," the Robin Sang, "I know it, I know it, I know it!"

Yes, and we know it, too, and all of a sudden everyone will be wanting to get their ULTRA VAN and start out. Unfortunately, there are only so many hours in a day, and everything else is limited, including production. Some, I fear, will be disappointed.

You can "beat the rap" on all of this by a little planning ahead. It will help both of us. Many of you have been planning on "someday" owning an ULTRA VAN. It could be "later than you think." Many start by taking week end and holiday excursions until that big day when they can take off for keeps. The savings in travel, meals, and motel or hotel costs, will more than pay interest on your investment if made now. This is to say nothing of the BIG DIVIDENDS from the enjoyment you will get by being able to take off whenever and wherever you choose.

Here is another DIVIDEND. Some people use their units only in mild weather. Others would like to go the year around, but are afraid of freeze ups. And believe me I know from experience, how disgusting that can be.

WE HAVE WORKED OUT A SYSTEM OF WINTERIZING THE ULTRA VAN.

We spray close-cell polyurethane on the bottoms and sides of the fresh water and holding tanks. This is the type of material used in thin-wall refrigerators. PLUS deadening the sound, this makes the floor warmer, and prevents tank freezing up to extremely cold weather—well below zero.

Right now is the first time in over three years that we have had a breathing spell. We have been trying to get some units made ahead for the usual spring rush. However, if you place your order now, we could make an immediate delivery.

Since we are breathing more freely right at this season, we will give you a FREE winterizing treatment. But your order must be mailed WITHIN 10-DAYS OF YOUR RECEIVING THIS NOTICE.

You have had pictures and various views showing the ULTRA VAN. It is only human nature to wish to actually see a unit. This is why we say that visitors are always welcome. With our unusual GUARANTEE, however, and our "low selling pressure", you can save time and money, by placing your order on the following basis: Send the small deposit of \$250 as evidence of good faith. We will send you samples of carpeting, upholstery materials and wall panelling for you to make your personal choices.

When we notify you that your vehicle is ready you can come to Hutchinson to pick it up. If you are not delighted, all you need to do is say so, and your deposit will be returned in full. In fact, even before this, you may cancel for any reason and get your money back.

You realize that we couldn't make such a proposition, if we didn't absolutely know from experience, that it will be a case of "love at first sight" when you see your outfit. Further, we know that day after day, month after month, and year after year this will be your "luxurious home on wheels."

We are approaching the season when everyone wishes to have delivery right now. That, of course, is impossible. You should protect yourself (present prices are guaranteed for only six months) in placing your order at once, even though you may not desire delivery for some little time.

You have had order forms, but if they are misplaced, use the enclosed post card.

CORKY (BOB CORKINS), SERVICE MANAGER, SAYS

REFRIGERATOR—If your Dometic Refrigerator is not cooling properly, it is probably that the burner jet needs to be removed and cleaned. This should be cleaned each two or three months, depending on type of use.

For step by step instructions, contact Ultra Sales Office or any Dometic Service Agency for the instruction sheet.

PURIFIER—We have found that if your unit is equipped with a purifier, and the water pump keeps surging, a way to stop the surging is remove about a half cup of the charcoal in the filter. I have had reports from two Ultra owners that this has straightened out the water system.

PREVENTIVE MAINTENANCE SUGGESTIONS—It is good every so often to check the nuts on the top of the rear shocks that extend through the "I" beam to make sure they are tight.

FRONT AND AFT UPPER SUSPENSION—Check lock nuts that keep the suspension from slipping out of alignment. Be sure that the lock nuts are always tight.

TIRES—We have done a lot of research and found that for smoother riding, longer tire wear, and easier handling, the front tires should carry 35 pounds of air and the rear tires should carry 40 pounds of air.

SERVICE DIRECTOR—I am happy to announce for you folks who have written me for a directory on service locations, that we now have them in stock at our Sales Office. Send \$1.45 to cover costs and postage to 101 West 5th, Hutchinson, Kansas.

Some customers are asking where to buy extra pumps such as used in some Vans. We can supply you with the ULTRA PUMPS, as well as some others. Just write, telling us what you wish.

KNEWS FROM KNIPE

The last couple of months, we have had the opportunity to visit with some of our owners and hear about their travels in the Ultra Van.

Dr. and Mrs. Cherry, owners of No. 432, had taken delivery of their new Van and made their first trip. They stopped by the office to discuss their first night or so and to review some of the points of the customer indoctrination.

Paul and Freda Robinson were here with No. 385 for some check-up and to visit with us about the many friends they had made showing their beautiful Van. Since Missouri does not have a regular Motor Home Club, these people have joined the Jayhawk Coachmen from Kansas, and have driven a lot of miles to attend some weekend rallies. They have a Mobile Home Park in the St. Louis area, and a lot of experience in recreational travel. We always learn some interesting points from their visits.

Ultra Van No. 213 rolled into our service center with the new owners, Mr. and Mrs. Paul Newman. This coach had a special interest to this writer because he well recalls this as his first delivery after arriving at the plant two years ago.

Mrs. Newman sat behind the wheel and does most of the driving. She was handling No. 213 like a veteran driver. They had the two children with them and were headed for some extended travel for the balance of the year. It was interesting to note the unit had 40,000 plus miles and had been kept very neat. We welcome these nice people to the growing list of owners in Oregon.

Another welcome pair was Albert and Mrs. Hoffmann whom we refer to as our traveling farmer. They own Van No. 336 and come from Wolf Point, Montana. Albert had some wonderful pictures of his beautiful farm in Montana and proof he really does run a tractor all summer. Mrs. Hoffmann has relatives in Gem, Kansas, and as they headed to the sunny climate of Phoenix, they stopped by for a visit and some check-up.

All of this sums up to one final notion. You meet the nicest people and you can have the most enjoyable evenings talking to those who travel the Motor Home way.

"The Only Thing Permanent is Change" TRUE OR FALSE?

This is true in most instances—especially in the long viewpoint. It is not completely true, however, with the ULTRA VAN. There are no yearly models, or radical changes, just for the sake of change, and to make present owners unhappy.

The inherent and basic outline of the ULTRA VAN remains the same. Its aesthetic appearance sets it apart from all other recreational vehicles, especially in the motor home field. Eye appeal is especially important with women, and with most men.

But there is a basic reason for this shape other than its good looks. This aerodynamically streamlined contour enables the air to flow over and around the unit with the greatest of ease. Thus it is less effected by wind, and holds the road far better than you might expect. Invariably people express surprise at the way the ULTRA VAN handles, especially if they are accustomed to driving the square angular box-like vehicles you sometimes see.

While we continue with the beautiful lines, we do make other changes or improvements from time to time. Some are where you would never see them. Some are very noticable—they all add up to a mighty big PLUS value.

Another reason for this ovate shape referred to as monocoque construction is its great strength in proportion to its weight. The best demonstration of this, is to take an egg. Hold it between the palms of your hands end to end. With a steady pressure, try breaking it.

Remember the ULTRA VAN is built like an aeroplane fuselage of aluminum and fiber glass in the compound curves. Aluminum enables us to get the car-like weight. There is no comparison between the strength of the slightly curved ribs and the straight wood pieces sometimes used.

A few examples of improvements; There is an outside courtesy light. Just inside the door is a three-way switch that turns on the pair of high-intensity lights over the davenport. The other pole of the switch is by the driver. So the lights can be controlled from either location. We have continued with the dual batteries, with separate "on" and "off" switches. And have added a battery charger. From the original model we have added a 110-volt shore line and convenient interior outlets. The batteries are recharged when the engine runs, or from the 110-volt shore line.

While always insulated, we have im-

proved it. Under the front floor board, we spray polyurethane close-cell insulation—the same thing that is used in thin wall refrigerators. All brake and accelerator cables are enclosed. We've added a window to the door that can be opened and it adds to the vision. Safety glass has been adopted for all windows. We comply with all of the new Federal Safety Code requirements, and even go beyond in some instances.

While the spare compartment door is usually locked from the outside, it may be opened from within for a quick easy exit if it should become necessary. We have added "air scoops" to bring more fresh air to the engine. The cabinets are lined with open-cell polyurethane. This adds insulation, cuts down on noise, especially protects dishes. There are magnetic catches on cabinet doors that hold them up when open, or snug when closed.

You may still have the cabinet and folding table as originally shown. Without this you get a davenport and a removable table that sets up from the coffee bar (which is also a new innovation). With this combination, you have a nice dining area.

Many prefer the davenport on the left in front of the picture window. This opens up into a bed. Most call this a double bed. We prefer to say that it will sleep one adult, or two children. The same is true of the front seats, which may be turned to make a similar sized bed. Then there are twin beds in the rear. In other words, the ULTRA VAN will sleep four adults, or two adults and four children.

On most vehicles, there is a tendency to over-steer or under-steer. For example, when the front wheels are turned to the right or the left, the rear wheels of the vehicle want to continue in a straight line. This is quite a technical subject that you may or may not be familiar with. Suffice it to say that we have added turn-buckle suspensions to correct this tendency which is inherent in all vehicles. These also make it easier to adjust casper and camber.

One of the biggest improvements has been made in the plumbing and water systems. The fresh water and holding tanks have been increased to over 50 gallons capacity each. While you have an automatic 12-volt pressure water pump, you can connect directly to a hydrant if you wish. The ULTRA VAN has been noted for its

low center of gravity and this adds to a greater portion of the weight BELOW the floor line.

Usually little is said about the problem of emptying the holding tank. But it is something that must be done. The larger the holding tank, of course, emptying is less frequent. We've experimented with many so-called "improved systems"—and scrapped them.

We have the only dual emptying system that we know of. Normally recreational vehicles have a 3" flexible hose that is run into an emptying station, when one end is connected to the outlet from the tank and the knife valve is opened. There are more and more emptying stations becoming available. But quite frankly, the problem is to find one when you need it.

In addition to this standard system, you will find a capped hose connection outlet near the other system on the lower left-hand side. Uncap, and attach an ordinary garden hose (supplied with the unit) and you run the other end into any toilet. Flip the switch which turns on the digester pump that pulverizes the solids and forces the fluid out through the hose. When empty, run a bit of clear water through to flush. Cut the switch off, disconnect the hose, coil up, fastening the male into the female end. Recap the outlet.

This is almost a "white glove" operation. If you have a regular recreational vehicle emptying station, fine. But I have used the rest rooms at filling stations and have never had such a request turned down. Of course one should pick a time when they are not rushed, and it is diplomacy to first fill

up the gas tank.

You may wonder why this dual system—well you undoubtedly carry insurance as well as a spare tire. Or if local regulations require the old-fashioned system, you have it.

We find it difficult to compare what is standard on some motor homes and what comes as options. So I am sure it is even more of a problem for anyone not dealing in this constantly. Everything mentioned, on the ULTRA VAN comes as standard, plus others, like the spare tire and wheel, jack, lug wrench, fire extinguisher, insulation under the nylon wall-to-wall carpeting, hot water heater, refrigerator, (not an ice box) thermostatically controlled furnace, 2-speed exhaust fan for furnace range and thermostatically controlled oven pilot, and water heater. The LP gas tank is in a sealed compartment. Water and gas gauges, windshield wipers, washers, sun visors, flasher, etc., etc.

We use a marine toilet which we have found most satisfactory. The lavatory has a mixing faucet and a diverter that enables you to have the hose for the flexible shower. The flow of water is controlled at the shower head by the thumb. The medicine cabinet has a mirror, there is a cabinet beneath the lavatory holding the toilet paper thus keeping it dry when the shower is used. The vent in the bath has an exhaust fan. There's a stainless steel sink and a mixing faucet.

In other words, the unit is complete and ready to live in for many enjoyable years. Everyone does not care or wish to have air conditioning and a generating plant. There are available as options.

Let's Call a Spade a Spade

As you know, the ULTRA VAN is powered by a 110-horsepower, six-cylinder, rear mounted engine.

When a prospect comes to us and they have had a Corvair car within the last few years, there is no question about the engine's ability to do the job in the ULTRA VAN. On the other hand, there are those who have either read a book, designed to tear down the reputation of all car manufacturers in general and the Corvair car in particular. Others have taken up the cry, even though they have no actual experience pro or con in the matter. In other words, there are some who are violently opposed to General Motors and the Corvair.

Ponder these points:

The book referred to above encouraged a large number of Corvair owners to bring suits against GM. According to the latest information we have, NOT A SINGLE SUIT has gone against General Motors.

It is quite possible that some of the early Corvairs had some problems. But today it is generally agreed, that for a small, lightweight car, it performs exceptionally well.

We get into this only because we are using their 110-horsepower engine. At first, until we learned how to get MORE AIR to the engine, there was a tendency for it to heat up in extremely hot weather. Now if the engine is

broken in according to instructions it gives a wonderful performance.

Many ask, "Will that small an engine pull the outfit?" The answer is a resounding "YES." Consider these facts: You have only about 31 pounds per horsepower—MORE POWER PER POUND OF WEIGHT, than any motor home we know of. Many others run around 50 pounds and up. One, and we consider it a good one, comes to about 137 pounds per HP. We give approximate figures, because it will vary slightly according to equipment.

When people are convinced that the power is there, they next raise the question of roadability on account of the light weight. If we were building a box on wheels, with angular corners, there might be cause for concern in this regard. But notice that the ULTRA VAN is aerodynamically designed. The air goes up and over the top, but it exerts a downward pressure in so doing. The faster the vehicle goes, the greater the downward pressure.

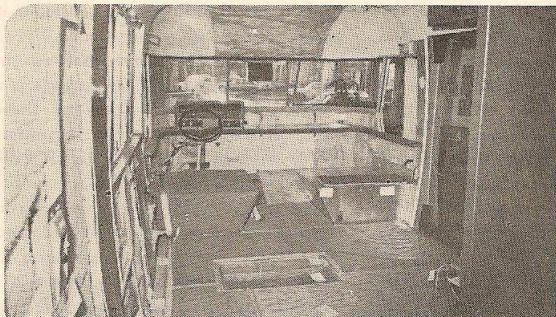
Some might say that this is fine in theory. The answer, however, lies in practical first hand experience. This unit will travel at the highway speed limit—and beyond. Drivers report 14 to 17 miles per gallon of gasoline. Tires also wear longer with less weight.

The present company has been manufacturing ULTRA VANS going on four years. The parent, Modern Handcraft, Inc. is an established firm with years of experience and an enviable reputation. The WORKBASKET Magazine is in its 34th year, The WORKBENCH, 25 and FLOWER and GARDEN Magazine is starting its 13th year.

Trailer Life first wrote about this unit in 1961. The ULTRA VAN was featured in color on their cover and an inside story in March, 1966. The same thing happened again in January, 1969.

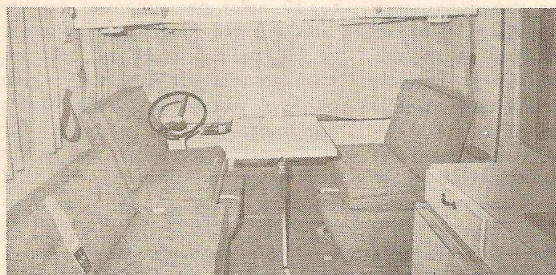
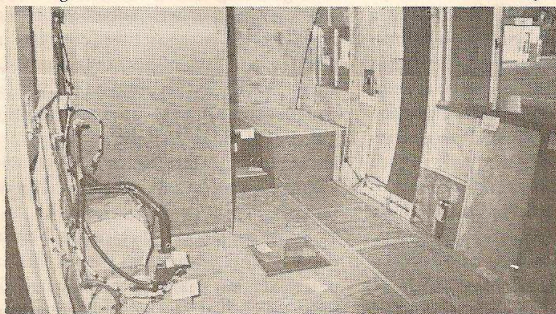
Some owners use their units for week ends and holidays. Others are on the go most of the time. So naturally the mileage will vary, but of the hundreds of vehicles on the road, many owners have driven their ULTRA VANS many thousands of miles.

Once Pappy Wheeler tried talking up to his boss. The discussion suddenly ended with this comment: "I don't want a bunch of 'yes' men around me. You don't have to agree with me Wheeler. It's just possible you might be able to find another job."



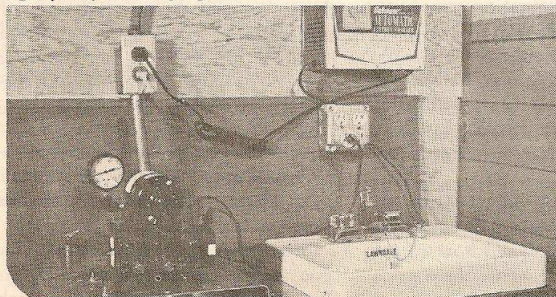
▲ An interior skeleton view of the ULTRA VAN from the bathroom area. The cars you see through the windshield are parked on the street outside.

Looking towards the rear. Some of the finished wall is in place, showing selections. ▼



▲ There is a coffee bar or table completely across the front. This shows the removable table in position, with front seats turned. These seats can make a bed. The davenport has ample storage space and opens into a bed. With twin beds in the rear, the ULTRA VAN will sleep four adults, or two adults and four children.

A corner of the testing laboratory, where materials and utilities are tested before being accepted for use. Just one facet of the rigid quality control program. ▼



An unusual treat is in store for visitors at ULTRA VAN. Through these few pictures we wish to share this with you.

Customarily a finished vehicle is shown—in all its polished and shining glory. Of course we HAVE THIS too. But living up to the dictionary meaning of ultra—"going beyond others", we wish to show you that in the ULTRA VAN, beauty is more than skin deep.

We have a skeleton vehicle. Some areas are completely finished. Others are stripped away, showing various portions. Thus you get a complete visual presentation of various details. There are even Plexiglas panels in the floor, so you can see what is underneath. It is like having an X-ray view of the whole unit.

While the ULTRA VAN is a fraction under eight feet high, it stands head and shoulders above any vehicle with its pure beauty of line, superior finish and quality construction. It is economical too—owners report 14 to 17 miles per gallon.



This letter will AMUSE many readers I am sure, especially those who are camera fans. What he has to say about his ULTRA VAN will likewise, AMAZE some skeptics.

Francis Horton, in the insurance business in San Antonio, Texas says, "I feel that I should apologize for the quality of the photographs—cheap camera, and the one I took was out of focus. But one thing that doesn't show in the pictures that should be mentioned is that in the passenger cars I have always noticed the loss of power at the higher elevations.

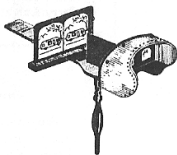
In the ULTRA VAN I didn't notice any appreciable difference. In the Western part of Colorado, around Ouray and Silverton, I was at 14,000 feet several times, and the Van took each challenge like it was part of every day's work."

The picture for which Francis apologizes was in four color, from which we made this black and white illustration—not the easiest thing to do. This shows the unit at Independence Pass, with an elevation of 12,095 feet.

You may never wish to travel at such altitudes, but it shows the responsiveness of an ULTRA VAN.

Pappy Wheeler says that the only time his wife Tiny was gainfully employed, was the short time she worked in a candy store—she gained 25 pounds.

Motor Home NEWS & VIEWS



Volume One

Number Four

101 West 5th Street, Hutchinson, Kansas 67501

The Crowning Beauty of Motor Homes

2 Distinctive Models For Your Choice

The New
ULTRA VAN
More Power
CHEVROLET
307 Cu.In.-200 HP.



Powered by
OLDSMOBILE
375 H.P. Front Wheel Drive
No Engine Hump
Between Front Seats

COMPARE THESE STANDARD FEATURES... 455 Cu.In. V-8 engine, Hydromatic Transmission, with oil cooler. Power steering and brakes. Front disc; rear drum. Heavy duty springs and shocks, torsion bar suspension. 8:90x15 whitewall tires. Spare and wheel. All safety glass-tinted. 23,000 BTU forced air furnace. Twin sinks in 78" galley. Eye level gas-electric refrigerator. Basketball player size bed 54x87". Lots of storage space. Water heater. Pressure water system, 50 gallons. Telephone type shower and curtain, vanity in bath. Dual batteries with charger. Dual emptying system for 50 gallon holding tank. 110 volt shore line, and interior outlets. 40 gallons, gas, bucket seats, carpeted, urethane insulated throughout. Twin LP gas tanks, with automatic change-over. 23' long, 8 1/2' high.

THE MOTOR HOME THAT IS DECADES AHEAD... This distinctive, popular Motor Home, formerly with the CORVAIR air-cooled engine, now comes with the 307 Cu. in. 200 horsepower CHEVROLET engine. V-8, water cooled, smog control, automatic transmission. Rear mounted, leaving lots of living space up front. All of the old desirable features, with many new ones: larger wheels, 7:75x15 inch, 8-ply rated tires. Spare tire, wheel. New four wheel brakes, disc in rear. Front tire mount. Polyurethane sprayed insulation throughout. New heavier, reinforced suspension, etc. This luxurious unit is economical to operate, using regular gasoline. You have plenty of power for all occasions, cruising, passing or inclines. Go wherever and whenever you choose. No worries about meals or where to sleep. Your own comfortable bed every night. The aluminum monocoque (ovate) shape is built like an airplane fuselage. This gives added strength and stability with less wind resistance. Light weight, about 20 pounds per horsepower. Completely modern. Convenient galley. Lots of storage space. LP gas refrigerator, stove, oven, 14,000 BTU heater. Wall to wall quality carpeting. Water heater, pressure system, 50 gallon fresh water tank. Dual emptying system for the 50 gallon holding tank. Tanks below floor give low, low center of gravity. Unit is only 22' long, 96" wide, 96" high.

Comes fully equipped, ready to go.

Now Only
\$10,950
FOB Hutchinson, Kansas

Only \$14,650
FOB Hutchinson, Kansas
OPTIONS

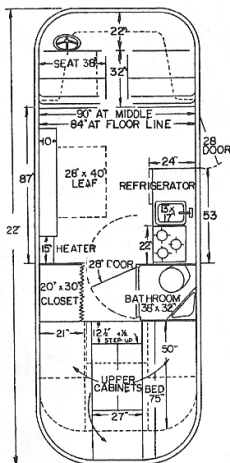
Radio-Stereo tape
player-Air Condition-Gener-
ator-Cruise
Control.

Jack Tillotson II, Pres.
Larry Knipe, Sales Manager
Jerry Knight, Special Products Mgr.

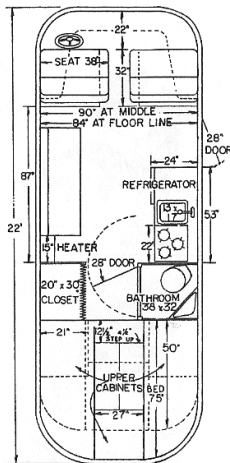
The Pioneers Had Dreams of Luxury

Frequently we read of claims that this or that was the "First." The changes are that the first versions of "motor homes" were developed or started by many individuals. While we can't refer to this as a Motor Home, it at least shows some of the thinking towards early ideas for "Luxury on Wheels."

In a fairly recent book by General Dwight D. Eisenhower, "at ease—Stores I tell to friends" he relates the following: "From time to time we heard news of our wandering Uncle Abraham. He and Aunt Anna, with another Brethren preacher, went off in a cumbersome covered wagon to the Cherokee Outlet country in Oklahoma, an area newly opened to settlement, where they conducted what Aunt Anna described as a 'highway-and-hedge call.' When winter drove them home, Uncle Abe designed them a better vehicle—fourteen feet long by seven feet wide, and six and a half feet high from floor to canvas roof. It held a table and chairs, a stove, four cots, and a sliding curtain that divided it into sleeping compartments. This contrivance Uncle Abraham christened a 'gospel wagon,' and after a dedicatory ceremony they set out again."



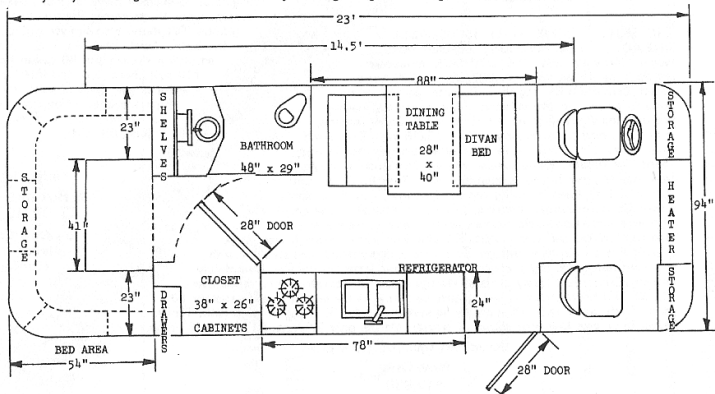
▲ **ULTRA VAN—FLOOR PLAN A.** With this you get a 10" wide cabinet with shelves. The drop-leaf table makes a dining area 38x40 inches. Lots of living space when closed.



▲ **FLOOR PLAN B.** You receive a davenport that opens for an additional bed. For dining, you can use TV tables, or a removable front end table fastening to the coffee bar.

TIARA FLOOR PLAN. In the TIARA the dining table is removable. The divans or settees make a bed. Eye-level, combination gas-electric refrigerator. 23,000 BTU furnace with fan is under sink.

Note ample bath... Shower curtain, cabinet under vanity for storage, keeps toilet paper dry. Bathroom door slides, saving space. Closet door swings across hallway, making two private compartments. ▼



No Two Peas in a Pod are Exactly Alike Neither are Motor Homes

All motor homes have certain things in common: namely, they are self-propelled, self-contained, with sleeping, cooking and sanitary facilities. In addition to qualify as a motor home (sometimes called a motor coach or house car) one must be able to go from the living area directly to the driving section in a standing position. In other words one must not have to get out and walk around, nor squat, stoop or crawl through a tunnel to the driver's seat.

Here, however, is where the road divides. With the exception of the ones we manufacture, all we are familiar with, are built on a truck chassis. There is nothing particularly wrong with this, but we have found a better way. We get passenger car driving ease and riding comfort.

You now come to another fork in the road: Size enters into it of course, but more importantly comes the matter of general appearance. Are you getting a box on wheels, with angular lines, top heavy and swayed back and forth by the whim of the wind? And speaking of "heavy", do you have so much dead weight that the engine has to labor at all levels, and groans and grunts on inclines?

There are some vehicles on the

market streamlined to various degrees. For truly aerodynamically designed units, look again at the vehicles we are offering. This means there is less wind resistance. The air flows up and over the unit exerting a downward pressure. This increases road stability.

Added to all of this is the esthetic appearance of the units. They are neat, pleasing to the eye, practical and economical to operate. They give the owners the feeling of going "First Class all the Way."

Consider the Airplane

With the possible exception of the present emphasis on space flight, there probably has been more research and testing on plane design than anything else. For efficiency in strength, combined with light weight and air flow, the fuselage design called "monocoque" has been established as aerodynamically the best. The ovate shape carries a lot of the stresses of the fuselage shell.

Note that the plane has graceful curves from front to rear as well as on the sides. This, of course, is streamlining. Equally important, a curve is stronger than a straight side or line. The best example of this is to try breaking an egg by exerting a steady

pressure on it from end to end.

So, in addition to the graceful, eye-pleasing lines of the plane fuselage, there is the matter of strength. Weight, of course, is always a factor, and to meet this problem, aluminum is standard in plane construction.

Few people may realize it, and it may come as a shock at first, but aluminum, pound per pound, has twice the strength of auto frame steel. On the other hand it weighs only a third as much. Putting it another way, you would need six pounds of steel to get an equal strength of one pound of aluminum.

Of course, aluminum costs more per pound. But trucks and freight cars are for hauling heavy loads. You don't wish to go around hauling a lot of unnecessary weight. They are even making freight cars, passenger trains and trucks from aluminum because of the strength and overall economy in operation. So, you can see the many advantages of the designs and light weight, coupled with the economy of operation, in the ULTRA VAN and in the TIARA.

Both units employ the monocoque principle in their construction. While there are many grades and weights of aluminum, we use airplane strength.

Only a Camel Should have a Hump

Most motor homes using a truck chassis, have an awkward "hump" where the engine sticks up in the center between the driver and co-pilot seats. This is very desirable space if it can be used. Neither the ULTRA VAN nor the TIARA have such a hump.

Note the picture of the front area in the TIARA, showing all of this open and clear. From the main living area, there is an easy step up to this space between the seats. Note that inside the windshield there is an 11" wide coffee bar, plastic covered.

The floor inside the entrance door is likewise level. In other words, there is no step well to stumble in or over. In addition you have just that much more clear living space.

A neighbor noticed Tiny going about wearing a grim and determined look. She asked Pappy Wheeler if his wife had anything to worry about.

"Yep! She shore has...She's got me," truthfully replied Pappy.



Notions from Knipe

Everybody who reads "News and Views" has a definite interest in the motor coaching way of life. This seems to be the answer not only for retired persons but for members of their families who want to see and enjoy the beautiful spots of interest throughout the United States, Canada and Mexico and stay within their budget. The original cost may seem prohibitive but taking into consideration the fact that Motor Homes can last from ten to

fifteen years with proper care and maintenance prorates the cost over a long period of time and does not make it seem so unreasonable.

All one has to do is to start a vacation trip in some of the more widely-traveled areas such as the mountains of Colorado or the Ozarks of Missouri and Arkansas to realize that the cost of travel to a family going by motor car can be most expensive for a two-week period.

Needless to say, the Family Motor Coach Association is a fine organization for anyone who owns a motor home. With the various clubs and organizations scattered through the country, the opportunity is provided to meet new people, compare notes on travels and often get some good service tips.

Out of the FMCA convention grew a new club called TAT which means "Teen Age Traveler." The idea for this stemmed from a national advisory council meeting which Jack Tillotson and I attended. We got this organization rolling at this last convention. The thought of handling a group of teenagers was frightening in the beginning but they proved their worth with ingenuity and hard work. Now well over 100 young people are on their way back to individual clubs and chapters to set up their own little groups who will plan their own entertainment at each rally and national convention. They will have projects to raise money to sponsor their entertainment. The support of the FMCA senior travelers was wonderful and this eager young group gave all of us new enthusiasm and spirit for the growing way of motor home life.

One family I met at the convention told me how grateful they were for the formation of TAT. They had come to the convention to sell their motor home because their kids did not feel they had anything to do and did not want to attend any more rallies. These children became so engrossed in the activities of TAT they urged the parents to take down the "For Sale" sign. Most organizations have three or four rallies per year. If we can learn from these while promoting a closer family relationship, then they are certainly worth while.

Ultra Sales and Service continues to be a busy spot here at the corner of Fifth and Washington in Hutchinson, Kansas. We enjoyed the summer immensely visiting with owners that we haven't seen for as long as three or four years. Although Hutchinson is not on a main four-lane highway, many people have driven the slight distance out of their way to have some service done or just to talk. We are sorry that we could not handle everyone's request.

TIPS FROM SERVICE by Bob Corkins

Although this publication goes to owners of ULTRA VANS, we know that it is read by owners of various other types of motor homes. For this reason we are making service suggestions that will apply to all types of motor homes and be of value to all the readers of the "News and Views". We want to express our gratitude to the many people who write us thanking us for these bits of information and to those who have been so gracious as to send in suggestions which result from their travel experiences.

1. At this time of year it is wise to check the burner and ignition system on your refrigerator to make sure it is clean. Most all refrigerator manufacturers will give you instructions for this through their distributors. A dirty ignition system will give you inadequate operation in a gas refrigerator.
2. It is always wise to have your engine properly timed and tuned prior to winter, making sure that the starter, points, and plugs are in good condition. This will assure you a good start should you get into some of the cold climates. Bear in mind while scheduling this work that a motor home takes up excessive room in any mechanic's service area, so it is well to do this prior to the busy season. A very important factor in checking your motor operation is to make sure that you are getting full throttle. This can be done by having someone hold the accelerator clear to the floor and then check the linkage adjustment that attaches to the arm on the transmission.
3. If your coach has toggle switches, a small drop of oil will keep them functioning in good condition.
4. Friends write us that tar which gathers on the underside of motor homes from the freshly-treated roads in the summertime can be removed rather easily with the use of lighter fluid and a soft cloth or even kerosene.
5. It is well to make sure that your wheels are aligned and in proper balance.
6. One thing that is overlooked often by owners is the correct alignment of headlights. It should be remembered that a motor home is generally higher and wider than a normal automobile, so consideration has to be given to this to assure proper road lighting at these heights and widths.
7. With fall approaching this is an excellent time to do some preventive maintenance. Flush out and clean your tanks and check underneath for loose nuts or bolts. Drops of oil and a little bit of cleaning here and there can help you maintain a clean and properly operating vehicle.

Demand Exceeds Supply

You have undoubtedly learned that the motor home idea has really caught on. There are more people switching to this modern way of traveling than the capacity of the manufacturers. This applies to us as well as all others.

This means that you must get your order in before you have need of your vehicle if you are not to be disappointed. Here is what you can do:

Place your order for either an ULTRA VAN or a TIARA. Send \$500.00 deposit for the ULTRA VAN or \$750.00 for the TIARA. We will send you samples of materials for you to make your color selections, as well as complete literature on whichever unit you prefer. Examine this for 10 days, and if you are not completely satisfied that you have made a wise choice, we will return your deposit. The advantage to you, of course, in handling it like this is that you establish an earlier priority number. You can use the handy coupon below. Options, if any are desired, can be worked out later by correspondence.

Date
Larry Knipe, Sales Manager
101 West 5th Street
Hutchinson, Kansas 67501

I would like delivery of a
.....Motor Home
about and
the initial deposit is enclosed. It is
understood that nothing more is to be
paid, until I come to pick up the unit.

Send me complete literature:

☐ ULTRA VAN

☐ TIARA

Name

Address

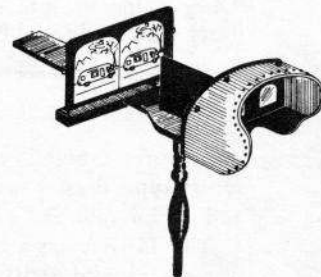
Town or City

State Zip Code



Motor Home

NEWS & VIEWS



Volume Two

Number Five

101 West 5th Street, Hutchinson, Kansas 67501

TIARA—The Front Wheel Drive Motor Home

The TIARA is the motor home that will please and satisfy the most discriminating prospective motor home purchaser. Here is a luxurious unit powered by the famous Olds *Toronado front wheel drive*. It has the 455-cubic-inch engine with a horsepower rating of 375. The hills and valleys disappear as if they were flatlands with the sureness and smoothness this power plant produces. Of course the Turbo Hydra-Matic transmission should receive much of the credit for transmitting the power so smoothly.

From the front bumper to the back which are chrome-plated steel, the unit is completely new in design and concept. As mentioned above, you have the 375 horsepower engine which will furnish adequate reserve power for meeting any regulation now pending. (Legislation is pending which will require automobiles to have adequate reserve power when passing other vehicles or for ascending on inclines and hills.) We expect this regulation to be broadened to include motor homes in the near future.

Lights throughout the unit, including the under dash map lights, are all 12 volt. Some are high intensity and can be adjusted for comfortable reading light. There are dual 12-volt batteries with an automatic battery charger. The batteries have independent switches so you can always reserve one that is fully charged for starting the vehicle in the morning.

Standard equipment includes a tilt steering wheel, power steering, power brakes, and front wheels with disc brakes. The standard Turbo Hydra-Matic transmission shift console sets conveniently to the left of the driver.

You have an 11-inch vinyl-covered coffee bar across the front of the unit.



Automotive type heat and defrosting is utilized for the driver and the copilot. Both of these individuals, of course, are seated on vinyl-covered bucket seats. Safety belts secure you to these comfortable seats.

A smooth floor across the front is surprising to most people since the average motor home is known for its hump in the middle. The floor is completely covered by a high grade nylon carpet. The engine hatch opens conveniently between the driver and copilot seats for easy access to checking water and oil and making minor repairs. The task of removing the engine has been simplified greatly because all lines, where feasible, have quick disconnects.

Directly behind the driver you have a comfortable dining area that accommodates four persons. This area is directly below the picture window so you will be able to view the beautiful scenery when you are enjoying a homecooked meal or having a good time playing bridge with another couple.

With a minimum of effort the table drops down on its pendulum hinge for converting this area into a bed. The

bed is very comfortable for a tall individual as it measures 40" x 80".

Across the aisle you have your fully-equipped 78-inch galley. Three storage cabinets are directly above this area. Additional storage is found below the refrigerator, and there are five drawers. The refrigerator is a combination gas-electric with freezer across the top, and is conveniently placed at eye level.

There is a double sink and even a bread board. A three-burner stove with a thermostatically-controlled oven is directly below the hooded ventilator which includes a light and exhaust fan. The TIARA is equipped with a 23,000 BTU forced air furnace.

The TIARA has twin beds which measure 30" x 76". Between these beds is a vanity-type night stand that contains drawers for additional storage. Also, in the bedroom area you have seven overhead storage cabinets. There are four 110-volt outlets located in the bed area so you can plug in the television set and electric blanket and settle back for an enjoyable evening of watching your favorite programs.

The bathroom is 30" x 48" and includes a telephone-type shower, 1

Jack Tillotson II, Pres.
Larry Knipe, Sales Manager
Jerry Knight, Special Products Mgr.

medicine cabinet, shower curtain, vanity-type dresser with circular sink and marine toilet.

The TIARA has a fifty-gallon fresh water tank and a fifty-gallon holding tank. The holding tank can be emptied with the conventional type 3-inch drop drain or it can be pumped empty by merely flipping the switch on the LIM-IN-ATOR pump. The LIM-IN-ATOR pump is powered by a ¼ horse, 12-volt motor. It has a ¾-inch hose permanently attached to it so there is no effort or mess involved. By merely placing this hose in a toilet stool and flipping a switch the LIM-IN-ATOR pump will grind up solids and empty the fifty-gallon holding tank in less than eight minutes. Anyone with past recreational vehicle experience will most certainly appreciate this method of emptying the holding tank.

Twin twenty-pound L.P.G. tanks are housed in an aft compartment. The over forty-gallon capacity gasoline tank is located beneath the floor, as are the other tanks, thereby giving the vehicle a low center of gravity. The floor is a heavy grade aluminum, padded and covered with a top grade nylon carpet.

The heat loss ratio is minimized by the use of tinted glass throughout the TIARA, which is standard. With clear glass it is difficult to estimate how much additional air conditioning is required to adequately cool the unit. Optional air conditioning is of the automotive type as well as the 110-volt recreational vehicle type. The TIARA is insulated by one of the best materials on the market today—sprayed in urethane. This has twice the insulative value of most materials and also adds greatly to the strength and rigidity of the metal it adheres to.

Each window can be completely closed off by its individual drape. Privacy anytime, anyplace.

For ease of driving, deluxe mirrors are mounted on each side of the vehicle, a must for backing a motor home into a tight location. All 890 x 15 tires are whitewall including the spare which is mounted outside on the back. There is adequate storage in the unit that can be utilized for any item you desire, including the installation of an auxiliary generator.

All federal safety requirements such as wipers, washers, sun visors, turn signals, back-up lights, and clearance lights are included. In many cases we actually go beyond the minimum requirements.

Due to the heavy duty front torsion bar, heavy duty shocks in the front, and leaf springs in the back, you acquire passenger car ride with the TIARA. It is licensed as a passenger car in most states and can be operated on a regular driver's license.

TIARA, the motor home that has it all. Begin enjoying it now and get more out of life.

THE ULTRA VAN WITH THE ALL NEW POWER PLANT

307 cu. in. V-8 Chevrolet engine

Power is the trend these days in the automotive industry. Each year the Detroit Giants build bigger and more powerful machines.

Perhaps they have been right all these years inasmuch as the federal government has enacted legislation recently which will require all automobiles to have reserve power for passing and for inclines. It has not become a requirement for motor homes yet; however, we expect it to in the near future.

Of course, General Motors' decision to discontinue the Corvair automobile made it necessary for ULTRA to power their motor home with a different engine.

Our Engineering Department looked at a number of engines that could satisfactorily power the ULTRA VAN. After many manhours of study and drafting, they recommended to Management that the Chevrolet 307-cubic-inch V-8, 200 horsepower engine be installed in the ULTRA VAN in place of the 110-horsepower air-cooled Corvair engine.

This engine is widely used in the General Motors' automotive line and will give the additional power needed to comply with the upcoming federal regulation covering reserve power for passing and for inclines. The 307-cubic-inch engine added a small amount of weight to the vehicle. To accommodate this, we have increased the tire size from the standard 14 inch used on the air-cooled Corvair ULTRA VAN to a low profile 15 inch used on the current V-8 model. The suspension has also been "beefed up" and numerous other engineering changes

were required to make the unit what we feel is one of the finest on the road.

With all of these changes, we have not changed the basic streamlined looks of the unit. It still retains its aesthetically aerodynamic design which allows the air to flow up, over and around the curves instead of meeting the resistance of a square object head on.

It will be hard, if not impossible, for the untrained eye to detect any visible changes in the coach. We do not believe in yearly models or changes just for the sake of selling additional units. We feel it is better to retain happy owners who always have a model that looks new. Naturally, as better products and materials become available on the market, we make changes and improvements to include them.

As a matter of fact, numerous changes have been made since the original ULTRA VAN was built a number of years ago. As mentioned earlier, we now have the 200-horsepower engine. We have a greater braking capacity which includes disc brakes. There are 15-inch tires and wheels which will allow the unit to carry the additional weight that is added by gear, water and passengers. The spare tire is now mounted on the front with an attractive cover.

Other improvements made from the original model include the rear safety exit, safety glass throughout, a new suspension and improved steering systems, and a screened window in the door so the driver gets a better view to the right when turning. There are cabinets completely across the rear above the bed. There is a folding door in front of the closet. There is a 110-volt shoreline and four interior outlets. The water system can be connected directly to a hydrant if you are staying in a camp for several days. We added awning type drip rails on BOTH sides, so you may have shade if you prefer.

There is an eleven-inch wide coffee bar across the front, an outside courtesy light turned on by an inside switch; also high intensity lights that may be rotated. There is now a cabinet under the bathroom lavatory. This gives storage space, but more importantly, it keeps the toilet paper dry when showering. The bathroom is also larger. While we still use the Ultra Pump that liquifies solids for emptying the holding tank, in addition we have a

dual system with a knife valve and a three-inch flexible hose customary on conventional vehicles. The capacity of the fresh water and holding tanks has been increased to over 50 gallons each. There's an improved water heater and a battery charger using the 110-volt current.

We have also upgraded the quality of the materials used; better upholstery, better nylon carpeting, and airplane grade of aluminum in the outer skin. We are now using sprayed on urethane insulation—the kind used in thin-wall refrigerators. This is twice as effective as fiberglass, is mildew and vermin proof, and will not absorb moisture from the air. It will not settle or slip out of place like batts—in fact, it fills all cracks and crevices, adhering to the skin, adding a great deal to its strength. Likewise, the tanks underneath are sprayed with this same material and, the wheel wells and understructure are given the customary undercoating.

Along with these numerous changes, we all realize that the cost of living has increased considerably in the past few years. Materials are more expensive than they were.

With all of the increased costs and additions to the unit, we are still in a position to offer it for \$10,950.00 FOB Hutchinson, Kansas. In keeping with our past policy, we require only a nominal deposit of \$500.00 which insures that your coach will be built to your requirements and also that you will be protected against any price increase for six months.

Although many companies ask for a much larger deposit plus progressive payments as the unit is being built and occasionally the final payment before you actually see the unit, we ask only that you bring a bank draft or cashier's check when you come for the final pick up and orientation on your vehicle.

Orientation and indoctrination is another topic which we might discuss briefly. Normally, we spend the better part of a day or whatever is required to completely indoctrinate an owner on his new vehicle. A motor home is completely self-propelled and self-contained, including cooking, sleeping, and sanitary facilities. Because of the equipment and appliances that are necessary to outfit the unit, it is a little more difficult to become accustomed to than the ordinary automobile. Our indoctrination people go completely through the inside, and

around the outside, and to a degree, even under the unit with the new owner. They also instruct them in the care and lighting of all their appliances. An indoctrination drive with the new owner insures that he fully understands how to handle a motor home which is slightly wider and longer than the automobile to which he is accustomed.

Once our indoctrination people are convinced the new owner is ready to travel, he is ready to be on a happy, carefree "motor-homing" journey. The journey can be started with a minimum of inconvenience since the ULTRA VAN comes complete with everything necessary. Perhaps an individual will desire air conditioning and a power generator; however, in many parts of the country this is not required.

The only items needed for the enjoyment of your unit on the way home are sheets, pillow cases, and covers if the weather happens to be chilly, a few dishes and utensils. Some shop locally for these, or most can be picked up in the commissary which has been established for the customer's convenience. After a brief stop at the supermarket, you are prepared to have your first meal and spend your first evening in your new motor home.

You now have the facility to become a wondering nomad should you desire. This certainly appears to be the trend in this country today as more and more people have more leisure time. Reports published by governmental and industrial agencies indicate that longer vacations and shorter work weeks will be on the increase in the near future. This should greatly increase the demand on the recreational vehicle industry for additional units. The motor home industry, which is part of the overall recreational vehicle industry, is almost taxed to the limit of its present manufacturing capabilities. It has expanded more rapidly in the last few years than any other segment of the industry.

This was anticipated by ULTRA, and have increased our production capacity severalfold, plus the purchase of land to build a new plant and facilities. Nevertheless, we are having a difficult time producing enough units to meet our requirements.

With a motor home you have the flexibility you have always wanted, and you have economy. The ULTRA VAN operates on regular gasoline, can travel at passenger car speeds, is

licensed as a passenger car in most states, and you need only your regular driver's license.

Safety is as important in a motor home as it is in an automobile. The ULTRA VAN meets the federal safety code, and in most cases goes beyond. It has safety glass throughout, windshield wipers, sun visors, turn signals, back-up lights, automatic flashers, seat belts, etc.

The ULTRA VAN comes standard with a choice of two floor plans—the bookcase and drop leaf table or a divan with storage space underneath which opens into a bed. Normally, if only two people are traveling, they will choose the bookcase and table which allows a more roomy appearance to their coach. If a family has a number of children or desires to take another couple with them on frequent outings, they will pick the floor plan with the divan which allows additional sleeping and seating.

You have three color choices of upholstery material, and nylon carpeting, and can choose from three different patterns of melamine plastic.

A motor home gives you all the conveniences of your permanent home. However, it does not require the time nor effort to keep it clean and ready for use. Begin your "motor-homing" life now—you will never regret that you did.

The Time is Right

Spring is here and "the time is right" for thoughts of travel and outdoor recreation. Warm weather and recreational vehicles go together. With the thawing of the snow and greening of the grass, many people are anxious to hit the highways and byways in their recreational vehicles. Unfortunately at this time of year the readily-available inventory of this type of equipment is often insufficient to meet the demand.

From experience gathered over the past years, we here at ULTRA know that people will be wanting to come in, pick out a motor home, and leave immediately on a trip. This can now be accomplished because we have built a stockpile of vans which are complete and ready to go. We also have a few demonstrators and used motor homes which are listed on Page 4. Normally equipment of this type moves quite rapidly so if you are interested, give us a call.

"Notions From Knipe"

Here it is time for another News and Views. Several thoughts come to my mind as I review some happenings since the last issue.

First, we hope those of you who have sold your coach or purchased a used motor home have notified the manufacturer of your coach of this change. We are sure that you still enjoy these "News" items and want to continue receiving them. You may be sure ULTRA will gladly keep your name on the mailing list and we feel any other manufacturer will also. If you have not notified the manufacturer of your sale or of the purchase of a used vehicle, then you are not doing justice to yourself or to the new owner of your vehicle because that name is not included in the list for mailers of this or any recent service data that is very important to the owner of a recreational vehicle.

We cannot speak for all manufacturers but we can tell you of some experiences of our own to show you how important this can be.

Hardly a week goes by that someone does not call us for some adjustment, detail, or production information. We maintain a continuous record on each coach. If a person purchases a used ULTRA VAN and does not notify us, then that record remains in the name of the last known owner. A call for assistance, information or technical data can be delayed because we do not know the caller is an ULTRA VAN owner. This can contribute to confusion and poor public relations for the new owner, the previous owner, and the company.

We don't mean to imply that there are continual problems with any motor home but there are warranties to protect and the only way this can be done is through the notification of change of ownership.

Recently the family and I along with Mr. and Mrs. Corkins made our way to Topeka, Kansas to take part in a rally of the Jayhawk Coachmen. This club is made up of motor home owners from Missouri, Kansas, and Oklahoma. It was a beautiful weekend and 35 motor homes of all types and sizes appeared. Whenever we attend one of these meetings we never fail to notice how much fun and enjoyment these people have.

Many tell us they are "loners" and do not want to join large clubs and groups, but let me point out some of the advantages of club membership.

Everyone makes new friends at a rally and invariably there are new ideas and thoughts that may benefit him. Bear in mind also, that because of the lack of knowledge of some legislatures of the differences between recreational vehicles, there is always the chance a

"loner" may find a new law has been passed to limit the full use of his motor home. Clubs and groups carry more weight and votes, they get attention, so devote two or three weekends a year to help a club and have their assistance when needed.

NEW AND USED COACHES FOR SALE

NEW

ULTRA VAN #511—A new V-8 model that has been used only by our own staff and engineering department. Equipped with storage over the picture window, large 23,000 BTU blower type furnace ducted to bed area. Two heavy duty 90 amp. batteries. Mellow Cherry (Fruitwood) walls with green upholstery, drapes, and carpet.

New Value is \$11,294.50

Available for quick delivery at \$9,800.00

ULTRA VAN #525—Low mileage. New V-8 model coach with Mellow Cherry paneling, green carpet, and green upholstery. Equipped with air conditioner, AM-FM radio, 23,000 BTU forced air furnace. Combination gas-electric refrigerator. Tinted windshield. Extra overhead storage cabinet and many more options.

New Value is \$12,033.45

Will sell for \$10,200.00

USED

ULTRA VAN #367—Owner Mr. Joe Sims. He has purchased one of the new Tiaras and will sell his coach at a sacrifice. This is a 1968 model and in tip-top condition. Gold upholstery, carpet, and draperies, with Fruitwood wall paneling. Only 9,400 miles. *This coach is in our Sales Office now.* Sacrifice at \$7,750.00. Lots of little extras on it. All tuned and ready to roll. Corvair engine.

ULTRA VAN #402—Owner E.J. Patten, who also wants the bigger Tiara to use in his work. Dark walnut wall panels with the green combination of colors on drapes, upholstery, and carpet. This has a special dinette that converts to a divan, double beds, or long single bed. Real nice condition and only 19,400 miles. We will put you in touch with Mr. Patten for the selling price. This coach has the big 23,000 BTU furnace. *It is at our Sales Office to see and drive.*

NEW MOTOR HOMES AVAILABLE FOR IMMEDIATE DELIVERY

Place your order for either an ULTRA VAN (\$10,950.00) or a TIARA (\$14,650.00). Send \$500.00 deposit for the ULTRA VAN or \$750.00 for the TIARA. We will send you samples of materials for you to make your color selections, as well as complete literature on whichever unit you prefer. Examine this for 10 days, and if you are not completely satisfied that you have made a wise choice, we will return your deposit. The advantage to you, of course, by handling it in this manner is that you establish an earlier priority number. You can use the handy coupon below. Options, if any are desired, can be worked out later by correspondence.

.....
: Larry Knipe, Sales Manager
: P.O. Box 106
: Hutchinson, Kansas 67501

Date _____

: I would like delivery of a _____ Motor
: Home about _____ and the initial deposit is
: enclosed. It is understood that nothing more is to be paid, until I pick up the unit.

: Send me complete literature: ☐ ULTRA VAN
: ☐ TIARA

: Name _____

: Address _____

: City _____

: State _____ Zip Code _____