

### Control of Air Speeds Building of Automobile

The American automobile industry is reaching new strides in productive capacity while many millions of dollars in new economies are being effected through the positive, mechanical control and manipulation of air in a hundred different processes and functions, leading plant engineers in the industry declare.

The spectacular growth of the industry with its giant volume of mass production has been made possible by wide adoption of air control in all the important phases of manufacture and the value of controlled air has been translated into terms of lower prices, greater efficiency and higher quality of material and workmanship to the car buyer, these engineers assert.

"It has been the speed with which the industry has adopted important developments in science to facilitate production, protect health conditions of labor and reclaim material waste that has made it one of the most outstanding and spectacular in American history," the chief plant engineer of one of America's greatest motor car builders declared. "Advances in the science of air conditioning has made it possible to increase the production of plants several times over without increasing their size or buildings. This is true of all the big builders such as Ford, General Motors, Willys-Overland, Stearns-Knight, Chrysler, Nash, Studebaker and others."

While systematic ventilation of all buildings plays a big part in the automotive industry, it is in a multiplicity of other applications that electrically controlled air is of vital importance to the industry and its thousands of workers. According to Arthur Sheldon, works manager of the Willys-Overland company, many states have laws compelling industry to protect workmen from dusts, gases, fumes and other by-products of manufacture but the motor industry has gone far beyond the letter and spirit of these laws to both protect its workmen and to increase productive capacity.

"Dust must be collected, shavings conveyed away, gases, odors and fumes driven out if production is not to be hampered and the lives and health of workmen protected," Mr. Sheldon said. "These objectionable dusts and other by-products result from grinding, polishing, sand blasting and other operations, and are all handled by air driven at great force by huge blowers and other air-controlled equipment.

"There is hardly a department in the Willys-Overland plant which does not have both an intake and exhaust air system for not only proper ventilation but for collecting all these gases and grit. Each system plays a different part but each effectively gives protection and speeds up the manufacturing processes. In the baked enamel shops, where explosive gases are easily formed, air is controlled by machinery to prevent these explosions. It is kept in motion and the gases driven out."

In the wood working shops an exhaust system is used to collect all sawdust, shavings, and wood-hog refuse and the blown air takes it over to the boilers where it is used for fuel. Many tons of solder are reclaimed each year because of uses of controlled air in the room where the radiators are dipped. The air not only collects the solder drippings and other muck but completely drives out the poisonous fumes which result from the soldering process.

Heated air dries new paint jobs on hundreds of car bodies within two hours where formerly it required days. Exhausting air in booths where bodies and parts are sprayed with paint carries away the dangerous pigments and other elements in the paint which formerly entered the nostrils of the worker and made production painfully slow.

In the block test room, where the finished motor is tested, an exhaust air system carries out the deadly carbon monoxide gas while another system brings in fresh air. In the assembly line, where scores of new cars are started off by drivers and give out clouds of white smoke, the air is safely handled and controlled. In the final assembly, a large room where many of the new cars are parked for driving tests, there is a huge air conditioning system. Controlled air is used as mechanical draft in obtaining greater fuel efficiency in the big furnaces.

"There are few industries which have so effectively and elaborately capitalized the science of the air conditioning engineer for health protection and productive efficiency as the automotive," it is said. "The demand for more scientific ventilation or air conditioning is spreading rapidly, however, not only in industry but for schools, theatres, restaurants, hotels and even to the home."

New York state motor vehicle registration for 1926 exceeded 1,800,000, according to reports received by the California State Automobile association.

When the wheels lock due to skidding or faulty brakes it is certain that a chunk of rubber is burned out of the rear tire.

### Day of Old Type Truck Driver Gone

By P. L. EMERSON

The relationship of the truck driver to the customers of many industrial and commercial houses is an increasingly important factor in many fields of business. This has been indicated in the reaction of fleet owners to the newest trends in motor truck design, in which special care and thought has been given to the provisions for driver comfort.

In the opinion of many large fleet owners, the day of the old-type truck driver is gone. He has given way, in the pressure of intensified sales effort, to a driver who has the mentality to be a salesman, to be a representative of his company rather than merely a deliverer of goods.

This trend is necessitating a closer attention on the part of the fleet buyer to equipment which will permit him to secure, retain and develop his drivers into real salesmen.

In meeting this development, the fleet owners are examining the newest truck models closely. They are seeking a vehicle which has the quick acceleration, smoothness of operation and braking facilities of the passenger car, combined with arrangements for driver comfort, convenience of control devices, protection from the elements and features which compare favorably with the passenger vehicle.

They must meet these requirements if they are to get the type of men they want. Such men, they feel, cannot bring to their work the proper amount of interest and initiative if they are asked to undertake such an effort with equipment which is hard to handle, which tires the driver quickly through its roughness of riding, its cramped driver's cab and inconvenient arrangements of devices. If the driver's energies are taxed by merely getting from place to place, he cannot be expected to perform sales duties satisfactorily.

In the newest models of trucks, the use of a motor furnishing a quick get-away in traffic and a smooth and vibrationless operation like that of the passenger car. Through an easy steering system, the handling is made easy, and the braking system is powerful, sure and swift, all of which make even the two-ton models safe to handle in heavy traffic. These qualities are accompanied by development of the driver's cab to roomy proportions, with ample and comfortable seat, with all control devices arranged for a maximum of convenience and efficiency. And the cab construction safeguards the wide vision and furnishes full protection from the elements.

With these provisions, the truck owners whose vehicles are driven by employees are able to secure the higher type of men. They are able to inspire pride in careful opera-

tion, in the appearance of their car and themselves.

From the cold standpoint of merchandising there is another advantage, for it is being demonstrated that merchants who are called upon by this new type of driver-salesman respond to the changes. The driver is made to feel that the smartness of the vehicle he drives and the greater care in his own appearance entitles him to the consideration given a sales representative.

With these advantages, the driver-salesman is given an opportunity and incentive to develop into a member of the highest paid profession—salesmanship.

It is a fact that in many fields of industry today there are executives who began their careers in the

distribution end of the business. And such executives, drawing upon recollections of their own experience, are indicating that the new truck design will be a valuable aid to them in developing and recruiting a sales force of an exceptional value in this new trend in distribution and merchandising.

#### AUTOS SELL FOR 10 CENTS

Dimes and quarters bought fifty unclaimed automobiles in Philadelphia recently when they were auctioned by the police department.

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