

Windsor Has Made Noticeable Record In Two Years

Youngest Of Jenkins Firms Has Made Good Sales Records

The Windsor agency, the youngest of the Charles H. Jenkins and Company's agencies is making a noticeable record for the two years it has been in operation.

The agency was opened to business in January 1950, and its sales record gives indication of a rapid growth.

The success of this agency has not been limited to the selling of cars. It is stocked with parts to repair any vehicle which should be brought in for service or repair.

Guiding the seven-man staff is E. A. Smith. Smith has been the manager of the agency since it was opened. He joined Charles H. Jenkins and Company in 1939 as a salesman. Before coming with Charles H. Jenkins, Smith was an auto dealer in Windsor. He has been in the automobile business since 1933.

Assisting Smith in the front office is Herman Layden, Jr. Layden serves as bookkeeper and salesman for the agency. He has been with the agency for more than two years.

Walter Cobb, Jr. is the parts manager and shop foreman. He has been with the Windsor agency for one year. Others working in the shop are M. T. Holliday, Albert Chesnutt, and Raymond White as mechanics. Arthur Mourning is the wash and grease man. All the mechanics with the exception of Holliday have been with the company for over a year and a half. Holliday and Mourning have been with Charles H. Jenkins and Company for six months.

The men have pleasant surroundings in which to work. Mechanical adjustments are made in a roomy service department. The department has equipment neatly arranged and has a double entrance door for the cars to be brought in. One side of the department is boxed off for lubrication service.

The front of the building is taken up by a spacious show-room. The offices of the bookkeeper and the manager and the parts department separate the showroom from the service department. A small corridor separates the office from the parts department.

The parts department is complete with fast moving parts and is prepared to handle any type of repair job. The agency keeps its small repair parts on the first floor of the building. A stairway leads to the second floor where the larger repair parts are kept.

This department last year sold approximately \$22,000 in parts and accessories.

The building which houses the agency is a brick structure 60 by 120 feet. It is located across the street from the Windsor ball park.

The building for the agency was completed late in 1949. Cars were in the showroom by Christmas, but the agency did not officially open until January 1950.

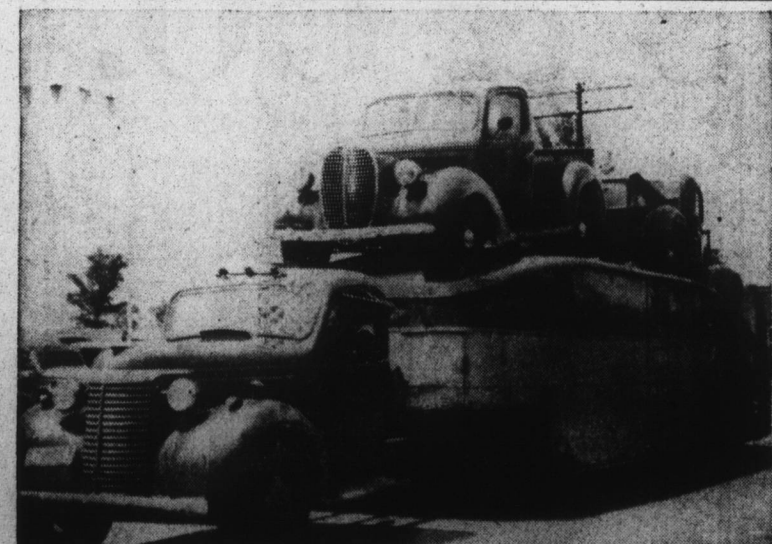
The body repair and paint shop is at the rear of the building. This shop is 38 by 42 feet. It is divided by a partition into two rooms. One of the rooms is used for body repair and the other to paint the autos.

Cars Brought During War In Transports

The Charles H. Jenkins and Company during the war years transported cars from the north for sale to its customers.

The company used two transport trucks to haul the cars south. This was done to prevent the wear and tear caused by a long drive on the scarce vehicles. Each transport could carry four cars at a time. Wayland Jenkins, vice president of the company, said and they ran night and day to bring cars to the agency.

With the end of the war and the return to the production of cars, the company sold one of its transport trucks. However, it has kept one "just in case another emergency arises and we have to start hauling again," Jenkins said.



TRANSPORT TRUCK—This is one of two transport trucks used by Charles H. Jenkins and Co. to transport cars during World War II.

Five Agencies In Area Aid To Car Buyer

The convenient location of the Charles H. Jenkins and Co. dealerships makes it possible for the prospective buyer to get the model and color car he desires without a long wait.

Each agency of the organization is allotted by the factory a certain number of new autos of an individual make. To avoid duplication in styles of the make ordered, the agencies screen their orders and make adjustments so that no two agencies will place identical orders.

In explaining how this worked to the benefit of the buyers and the organization, Cecil McCoy, assistant business manager of the company, illustrated by pointing out that if, say, the Ahsokie agency should order a four door black sedan, another agency would place an order for a two door red sedan while another may order a convertible.

Then if a prospective buyer would approach the agency with the four door sedan, but want a convertible or two door sedan, that agency would telephone the agency at which that style was located. The car would then be carried to the prospective buyer.

Cooperation is also a by word with the company's parts and merchandising departments.

In order that no branch will have a large stock of slow moving parts in storage, each agency will stock up on one or two slow moving items. When the need arises at another agency for that particular part, it is sent to that agency. Each agency is well stocked with fast moving parts.

The Charles H. Jenkins and Company's parts and merchandising departments not only cooperate with their own agencies, but also assist other dealers and garagemen of the Rogo-Chowan area with their requirements.

Red Cross Wants Nurses For Polio

An urgent appeal for a minimum of 100 graduate nurses for immediate assignment to polio stricken areas has been issued by the Red Cross, it was announced by the County Chapter.

An upsurge in the number of infantile paralysis cases has taxed the nurse supply to a degree where outside help is imperative, according to Red Cross nursing officials.

"Not since 1949 has the emergency need for nurses been so great," said Miss Ann Magnusen, national director of Red Cross Nursing Services. "Already more than 300 nurses have been recruited and assigned since the beginning of the year. In July alone, 137 nurses were assigned to communities where the number of local nurses was inadequate to meet needs."

The Red Cross especially urged inactive registered professional nurses to respond. Nurses recruited by the Red Cross are requested to serve a minimum of two months. Their salaries and expenses are paid by the National Foundation for Infantile Paralysis.

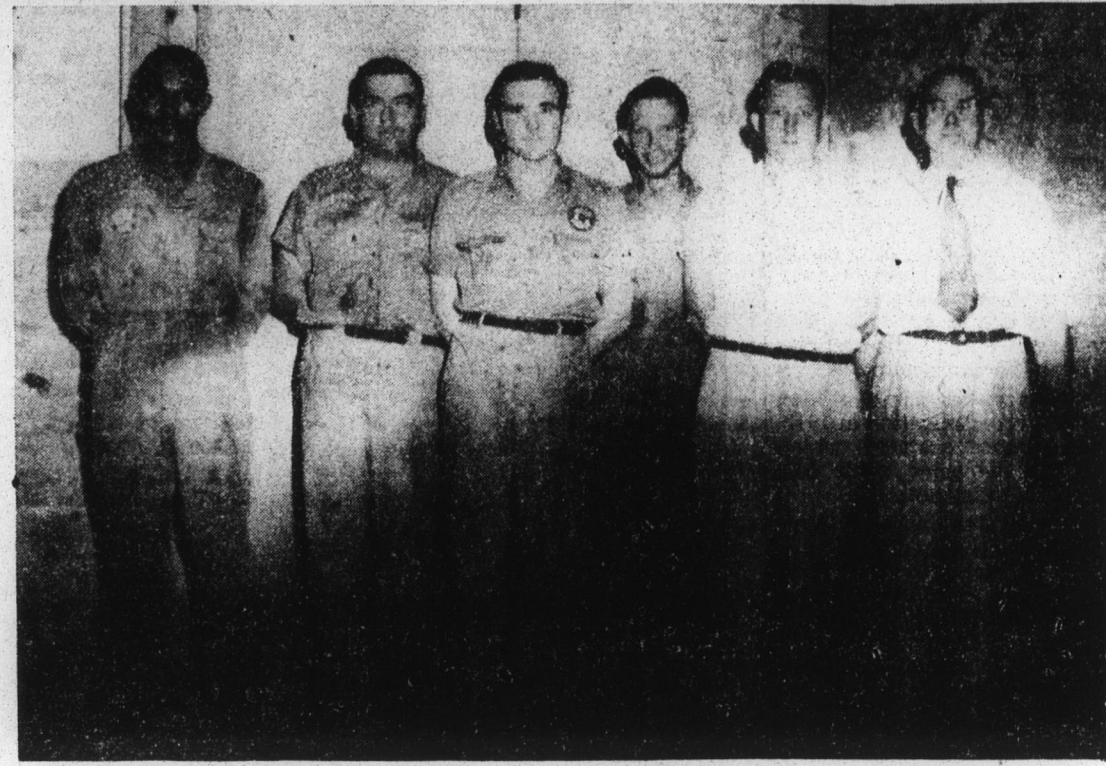
Nurses willing to serve should call their local Red Cross chapter immediately.

GROUP INSURANCE

General Motors set up the group insurance plan in 1926. Since the plan has been in existence, it has paid out more than 100 million dollars to employees and their beneficiaries.

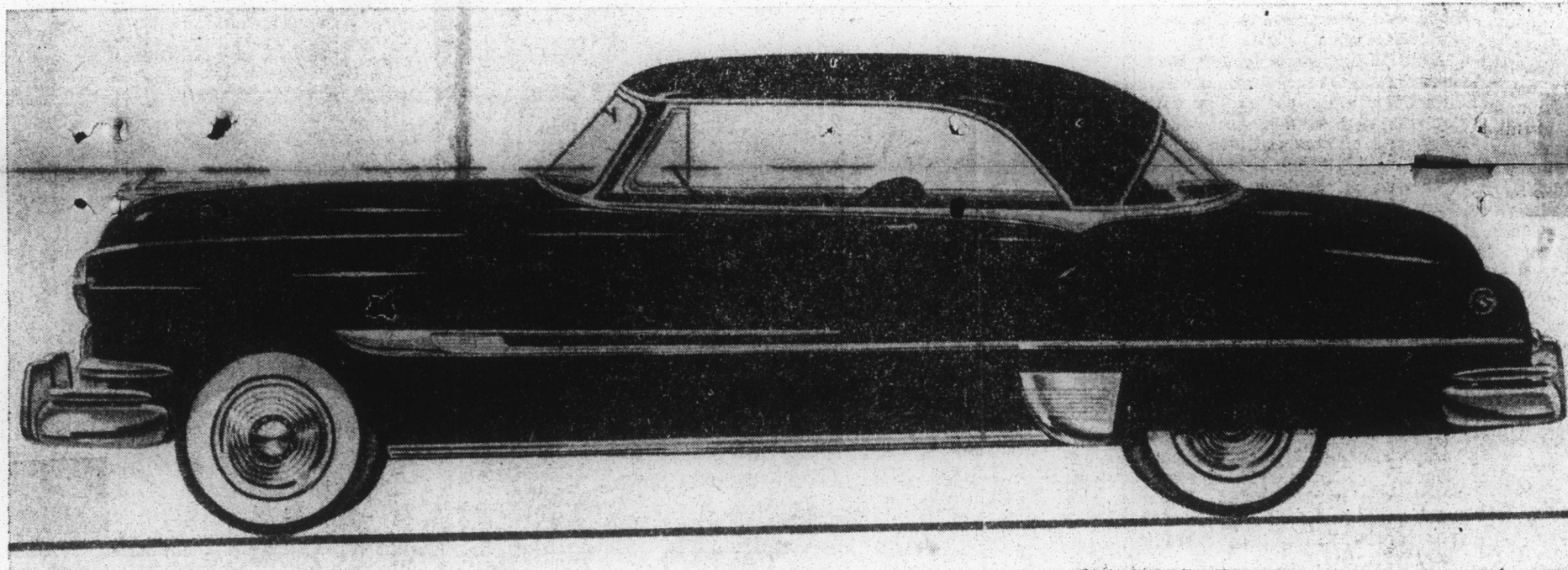


CHARLES H. JENKINS & CO. IN WINDSOR



EMPLOYEES OF CHARLES H. JENKINS & CO. IN WINDSOR

PONTIAC



CONGRATULATES

CHAS. H. JENKINS & CO.

ON ITS

40TH ANNIVERSARY