

Aulander Agency Survived Many Disasters In 40 Years

Fire, 2 Wars Fail To Halt Firm's Growth

During its forty years operation, the Aulander agency of Charles H. Jenkins and Company has survived two wars, a depression and a fire to grow into one of the largest automobile agencies in Eastern North Carolina.

The agency has come a long way since its organization in 1912, and has jumped obstacles which would put agencies with less drive out of existence.

Charles H. Jenkins and Company had used the shed of a livery stable as its first auto shop. Then shortly before the United States entered World War I, the agency moved to the Bell and Howard building. This move gave the agency more space for its increased volume of business.

As business continued to increase, the agency found it necessary to seek larger accommodations for its operations, and in 1923 began to construct a new building. The new building was 65 by 100 feet and gave the agency more space than it had previously.

This building housed the agency until fire destroyed it in the spring of 1937. Fire damages were estimated at \$75,000.

The Jenkins agency was set back only temporarily. Before the ashes had cooled, the company was preparing to make plans for a new construction.

By fall, the agency moved into its present building. The structure is made of brick with a white stucco covering. The floor space covers a total of 16,875 feet. The show windows take over 125 feet of frontage, except for a driveway dividing the Chevrolet show rooms from the section of the building which is given to cars on display.

With the expansion of the agency in business and facility space has come an increase in personnel. Three persons were associated with the company when it was organized. Now 34 are on the staff at the Aulander agency.

Two of the charter members are still with the company, Charles H. Jenkins, who founded the agency and his brother Wayland L., who joined his brother in 1912, is manager of the Aulander agency.

Other members of the staff with their time of service with the company are as follows:

Service department: Rufus Ambrose, three years; Mack Connor, five years; Larnie Cooke, 11 years; Lonnie Davis, seven years; Clingie Lewis, five years; Willie Ruffin, three months; Eugene Jacobs, six months; M. M. Brickhouse, 13 years; H. V. Davenport, nine years; William Daughtry, seven years; Lewis Stokes, six years; Frank Lee, six years; James Jenkins, one year; Willis Futrell, 16 years; P. G. Grant, five years; Rupert Lee, 15 years; James Barnhill, six months; Willis Melton, three years; William Meeks, 10 years; A. L. Phelps, four years; and J. W. Slade, five years.

Cecil L. McCoy, assistant manager, 19 years; Bernette Jones, cashier, three years; Louise F. Guttu, bookkeeper, ten years; Inez D. Overton, bookkeeper, eight years; T. H. Evans, parts manager, 15 years; Francis Lee, maintenance department, seven years; John R. Nowell, parts department, two years; B. W. Taylor, service manager, 29 years; Roy Powell, eight years; Crockett Conner, maintenance, two years.

Sales department: W. H. Slade, three years, and M. L. Bazemore, three years.

The Question: Will Raincoat Shed Water?

Now that the rains have finally come to many sections of a sun-baked North Carolina, it may be time to start thinking in terms of raincoats, galoshes and umbrellas.

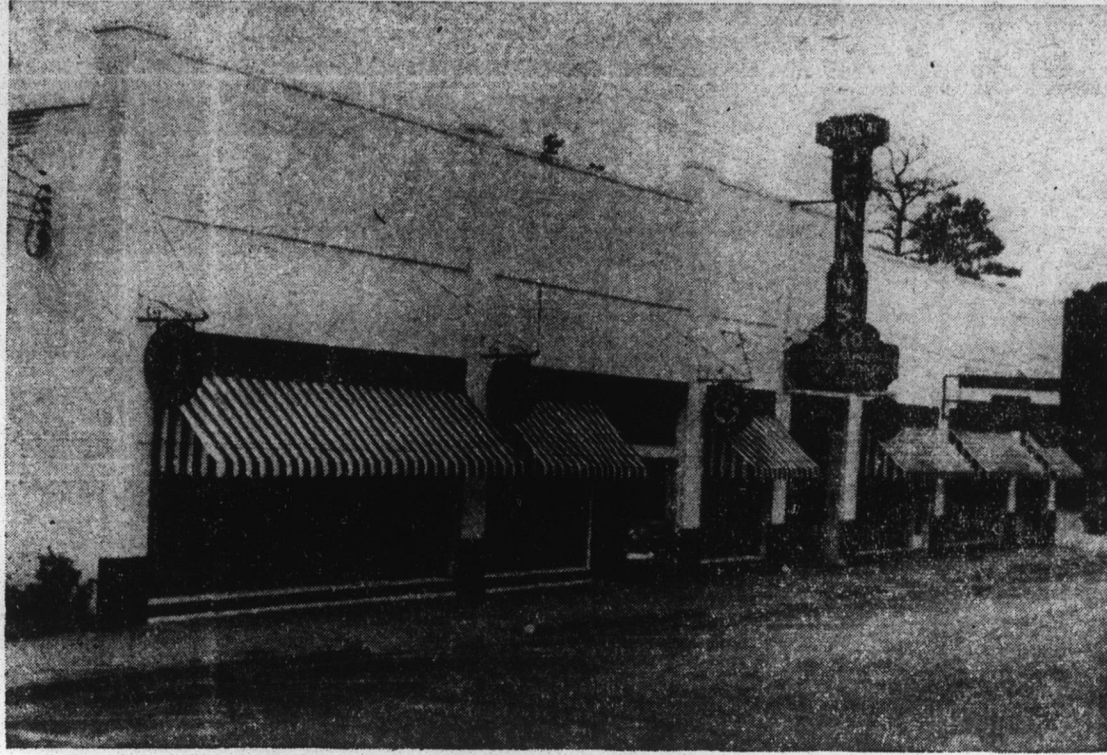
But shopping for new rain apparel can be pretty confusing—particularly if you're not exactly straight on what some of the terms mean. Water repellent and water proof are two terms that are commonly used interchangeably.

But State College Extension Clothing Specialist Julia McIver says that these are two entirely different terms and the meanings of each should be clarified.

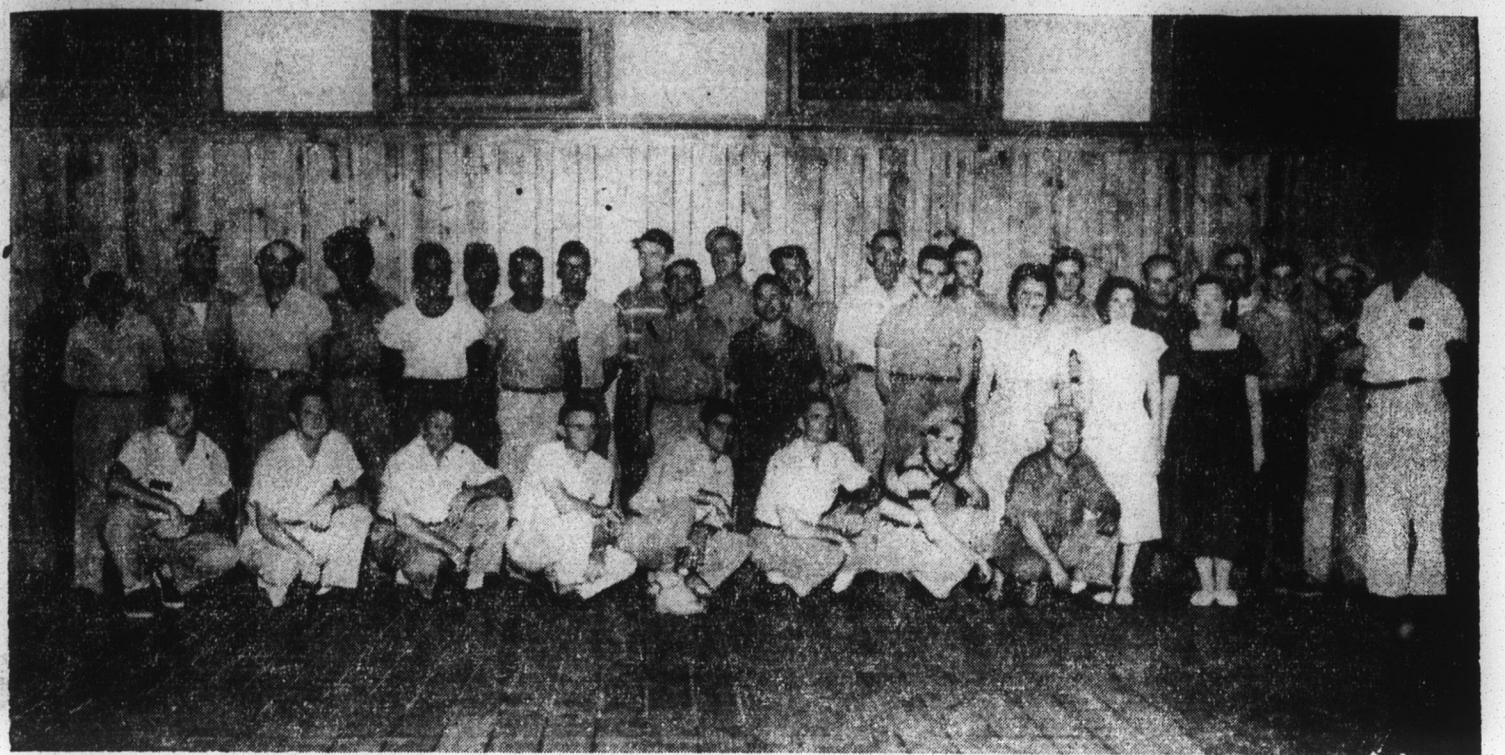
Water repellent materials are those in which the yarn is coated before it is woven, making the fabric resistant to moisture. Some fabrics are permanently water repellent, others are not. When looking at water repellent garments, read the tags and learn what you can about the particular fabric before buying.

Waterproof is a term referring to coating a fabric to prevent the passage of moisture of air through it. But again it's smart to consult the tags carefully before investing.

In addition to telling whether a fabric is water repellent or water proof, these manufacturers' tags also offer other valuable in-



CHARLES H. JENKINS & CO. IN AULANDER



EMPLOYEES OF CHARLES H. JENKINS & CO. IN AULANDER

Bear, Jewelry Horse Taken As Trade-Ins

Since its founding, Charles H. Jenkins and Company has established a reputation of accepting almost anything of value as trade-ins.

The Aulander agency has accepted as trade-ins, livestock, real estate, furniture, jewelry, a bear, and an air conditioning unit. The agency once traded a new car for a stallion, the great grandson of the famous race horse Dan Patch. In 1940 there was a trade of a new car for a diamond ring, a Jersey milk cow and an older car.

In January 1951, the agency received its biggest trade-in—an airplane. The company traded a 1949 Cadillac for a 1946 Taylorcraft airplane.

The so called "horse trading" has not been limited to the Aulander agency. The other agencies of Charles H. Jenkins and Company have also been active in this trade for "what have you."

The Williamston agency once traded for a 24 foot Barbour cabin type boat, and in cooperation with the Edenton branch accepted a pony and cart as trade-in on an auto.

Charles H. Jenkins and Company started its unusual trade-in policy long ago. The policy still remains in effect. Only this summer, the company accepted an air conditioning unit as trade in on a vehicle.

The policy of the company in accepting unusual trade-ins has been explained by C. L. McCoy, assistant business manager of the company.

"Our policy," he said, "is that somebody bought it or our customers wouldn't have it—so somebody will buy it again. When someone wants to trade, Charles H. Jenkins and Company is ready to talk turkey."

Each Trade-in Worked On By Eight Persons

More than eight persons work on each car that is traded in at Charles H. Jenkins and Company.

When a vehicle is brought to the company and is traded, the auto goes through the reconditioning department before it is placed on the lot to be re-sold. Eight persons have a hand in preparing the car for re-sale.

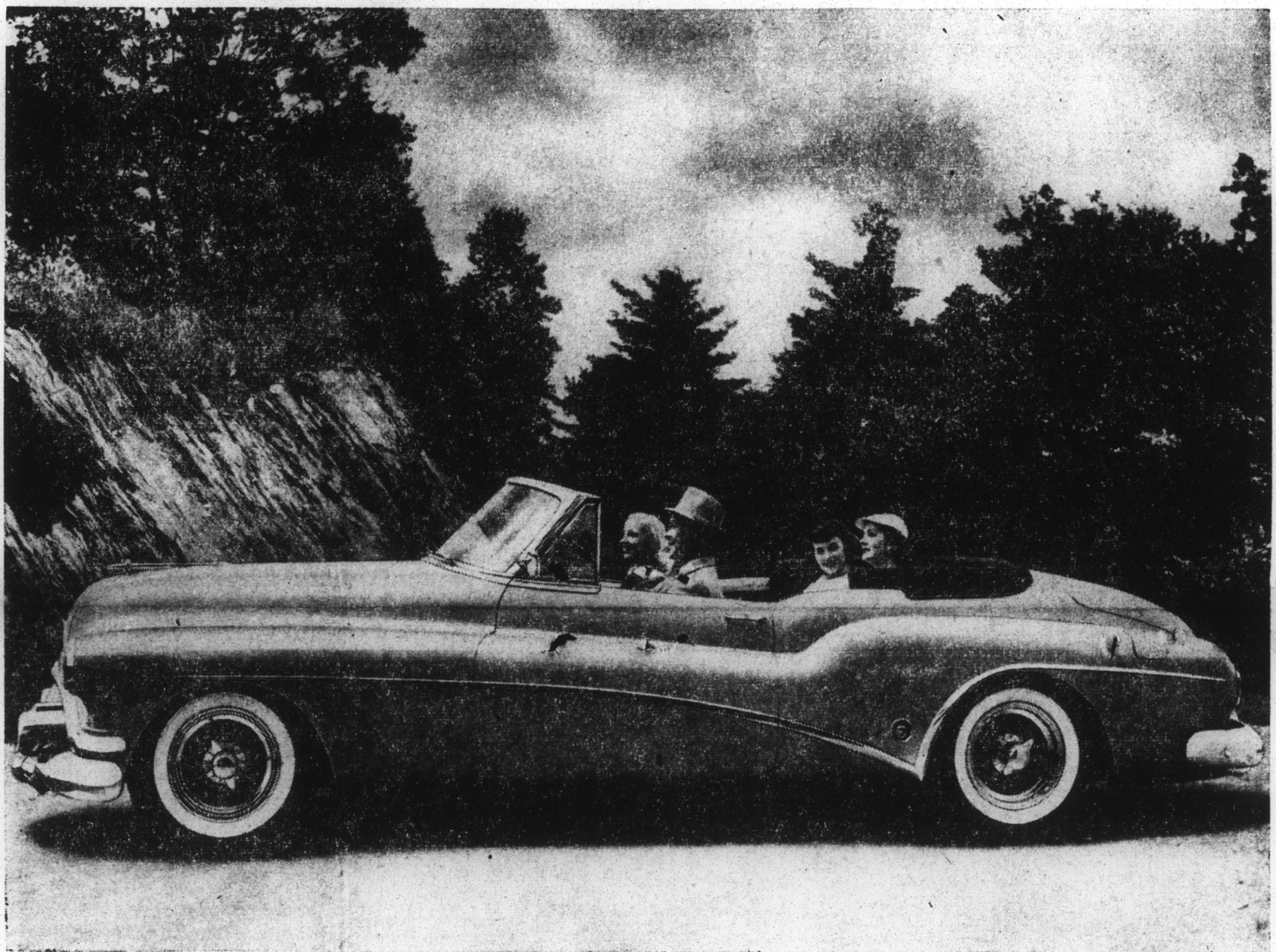
The first man to examine the car is the shop foreman. He takes it for a spin to determine what mechanical work is necessary. The vehicle next goes to the car washer, where it is washed. Then a man greases and oils the vehicle before it is passed to the service department for mechanical adjustments to be made.

After it has been serviced, the vehicle is passed on to the body and paint men. Here three men take the kinks out of the body and the car is painted if needed. In painting the car, the painter places tape, paper and canvas over the parts of the auto which he does not wish to paint. This keeps the vehicle from getting a splash job.

From the body and paint men, the vehicle is passed on to the cleaning men. Again three men are put on a car to clean it up, both inside and out. After they have finished with their assignment, the vehicle is turned over to the sales department.

formation that can save the buyer a lot of headaches.

These tags should give the fiber content—in other words what is the fabric made of. Usually they list the manufacturer's name or trade mark, the color fastness of the fabric, its resistance to perspiration, and shrinkage. Any special finishes will be listed as well as instructions for laundering or dry cleaning.



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