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### Former Kings Mountain Citizen Featured In GM Feature Story

A former Kings Mountain man, Paul Hullander, is featured in a feature story in GMC "Truck News", a publication of General Motors Corporation.

Entitled, "New Facilities Sell Trucks For Paul Hullander" it reads: Paul Hullander's advertising dollar is spent mainly in radio weather and news spots. "It's difficult," says Paul with a smile, "to measure the benefits. I've been advertising for a long time now... but business is good. At this point I'd be afraid to stop!" "Your best investment is in facilities and equipment," Paul emphasized; "you'll get a greater

Paul Hullander is the Pontiac-Buick-GMC-AMC dealer in Chester, S. C. The dealership, known for miles around simply as Paul's, is the largest and best equipped in Chester County and the adjoining counties as well.

Paul lends weight to his statement about investments with these facts: "Last year, parts and service sales ranged between 20 and \$25,000 per month. We have since added a 60' by 72' body shop which we knew could be fully utilized. Parts and service sales increased almost immediately to \$30,000. There is no other way we could have generated that much highly profitable additional income from the expenditure made."

#### SERVICE SELLS MORE THAN BEST SALESMAN

"Our service department sells more trucks than the best truck salesman," continued Paul. "Controversial? Perhaps. But according to the records, someone or something is selling a lot of trucks at Paul's. In '69 his market penetration was nearly two and a half times the zone average. He delivered 56 new trucks in '68, he took 19.2% of the market in Chester County. Bucking national trends, styles for the first two months of this year are up considerably over the comparable year-ago period."

Total sales last year were a satisfying \$2 million-plus, in a town with a population of only 8,900. Including the suburbs, Chester's population jumps to about 12,000. The entire county (this area of the state) has only 32,000 people. Continuously, his fine

reputation and sales market extend far beyond county lines. **STARTED WITH BODY SHOP** Paul Hullander grew up around cars and trucks. He recalls it was his chore to sweep out his father's repair shop in Kings Mountain, N. C. each day before going to school. Paul opened his own body repair shop in Chester in 1946. He had enough body repair business to keep an 18-man crew busy which is remarkable for a town of this size. This is no reflection on the driving habits of Chester residents — it just indicates the reputation for quality workmanship that Hullander built up over the years.

The reputation is still there today. A large part of the dealership's total business comes from the body shop and service departments. Three-quarters of the collision repair work in Chester County is done at Paul's.

Paul first tried his hand at retail selling in 1950 when he signed a Studebaker franchise. He did well, at least with pickups — consistently outselling all competitors. He signed with Pontiac in 1955, GMC in '56 (Standard-Line), AMC the next year and Buick the year after that.

Like so many dual dealers he enjoys selling trucks. His many community and civic activities bring him in contact with many of the people who buy trucks.

Paul is president of the Chester Exchange Club, chairman of his church administration board, chairman of the Rural Fire Commission and vice-chairman of the Local Development Board. Besides an opportunity to contribute to the community these activities keep him in touch with what's happening in Chester. He enumerated some of the developments in the last few years: "We've had eight or ten important diversified industries come in here. We have several textile mills, the newest being a multi-million dollar Springs Mills plant. Atlantic Richfield is spending \$250 million to build a facility for recycling atomic fuel cores. Essex International is building a \$5.5 million plant to manufacture telephone cable. We will undoubtedly have a broader

### 750,000 Tons Of Earth-Moving

By LINDA BISER BEHRENS

In three more months, weather permitting, Harold Peden will have seen that 750,000 tons of earth are moved. Then the Buffalo Creek Dam will be completed.

Buffalo Creek is a river to Harold Peden because its too big for a creek, he says. The Peden construction company of Greenville, S. C. that he owns with his brother, Sam, will finish clearing the "creek" bed in several days and then begin pyramiding the earth dam.

They have already diverted the stream through a five foot culvert in order to tidy up the bed by removing three to four feet of silt which dams cannot be built upon. The channeled water now thunders from the pipe into a tiny turbulent, lagoon with a rock base at about the site where the future spillway of the dam will be.

The earth dam will be piled between two hills athwart the creek; on one hill stands the intake plant and five graves were removed from the other. The big hill beside the diverted stream will provide the clean earth for the outer pervious part of the dam and the red clay hills of the bowl shaped reservoir area will provide the impervious inner core which will be an inner pyramid 200 feet at the base tapering to about 6 feet at the top. The outer pyramid hull of the dam will be about 1800 feet long, about 550 feet wide, and 120 feet high, according to specifications of Dixon Construction Co. of Charlotte architects and contractors. The spillway will be faced with rip rap rock (big boulders to retain the earth).

Some water will seep through the pervious part although each five inch layer of earth laid in the dam will be packed with a sheep's tooth roller attached to a heavy machine. (A sheep's tooth roller is like an iron rolling pin with blunt spikes.) But no water will seep through the impervious core, otherwise a leak might develop. This has not occurred so far with any of the 15 similar dams that Mr. Peden's firm has built, he says.

The surrounding hills may look a little flimsy for retaining the lake, Mr. Peden doesn't as-

sure there will be no flooding, but he doubts that there will be. A contour mapping of the area by the Dickson firm has predetermined the extent of the water level, he says.

Gillespie Construction Company of Anderson, S. C., built the water plant but subcontracted the dam construction to Peden. Mr. Peden doesn't say what his firm's share of the total 1.5 million dollar contract (his estimate) will be.

The Peden firm has been engaged in the work at intervals for three months employing 25 men. They removed the small timber that remained at the site and burned it (predominantly hickory, oak and pine). The original land owners had already removed the larger timber of value, Mr. Peden said.

Regarding other natural aspects of the area, he observed that a few snakes were routed during clearing and that the men

report carp and suckers inhabit the waters. The swiftly flowing muddy red water looks a little unappetizing for drinking or bathing, but Mr. Peden anticipates that as the reservoir fills, the mud will settle out. Filling the reservoir will require one year.

The water intake plant lacks pumps which have been on order for a year and are sidetracked in Chicago, he reports. But once the equipment arrives, utilizing the dammed water will be expeditious, he believes. Even on Sunday, work proceeds. A perforated metal basket on a drag line hoisted by a company-owned \$75,000 machine and operated by a \$4 an hour employee grapples for the silt. The basket load of earth is emptied into a waiting caterpillar machine which periodically totes the load away. Seven 25 yard pan graders are parked on the horizon amid other grading machinery and

trailers. The hardest part is the initial grading when dynamite is needed to scratch the surface, Mr. Peden says. Dynamite will be required again at Buffalo Creek to terminate the underground, temporary, diversionary culvert.

Mr. Peden began in the grading business in 1939 with mules instead of the present day mechanization. Progress evolved in the industry with the advent of machines with rubber tires although steel tracked caterpillars are still required on the toughest terrain, he says. Grading was an industry well before the digging of the Panama Canal. In addition to building dams the Peden firm grades construction sites, such as the site for Continental Can in Augusta, Ga.

The average contribution to CARE last year was \$10.25. Largest was a \$61,617 legacy.

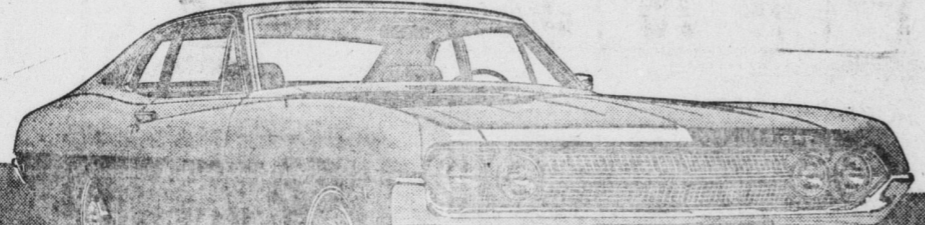
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	FRONT TRACK	60.5 in.	59.8 in.
	REAR TRACK	60.0 in.	59.8 in.
POWER	TRUNK	16.2 cu. ft.	14.6 cu. ft.
	BASE SIX	155 hp	155 hp
	BASE V-8	220 hp	200 hp
	BIGGEST V-8	375 hp	330 hp
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\*Based on a comparison of manufacturers' suggested retail prices for lowest-priced 2-door models, comparably equipped.

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