



VOL. 15 No. 10

MAY 15, 1941

SCHOOL TRAINING MATERIAL

Dealer associations in many cities are cooperating with trade schools and the local boards of education in connection with mechanics' schools.

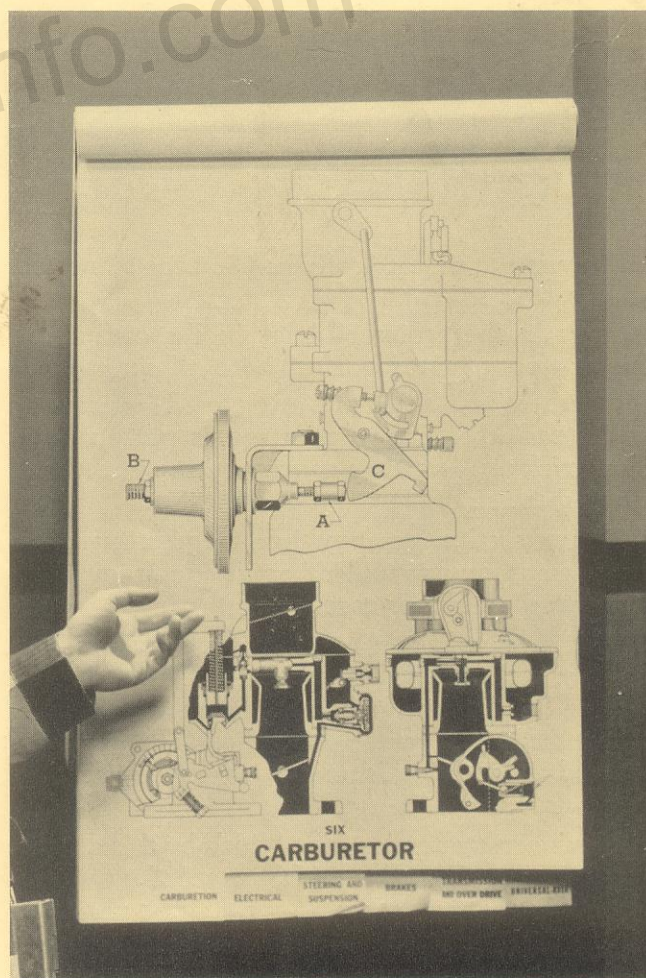
This assistance is taking various forms, such as service managers taking certain classes during evening school, helping decide what subjects to cover and the lending of films, records and projecting equipment.

There is also the question of class material. We have found the large technical charts to be of special value, and we have a fairly large stock of these covering some of the earlier models. These are entirely satisfactory for training purposes. We also have a large supply of the 1937-1938 shop manuals.

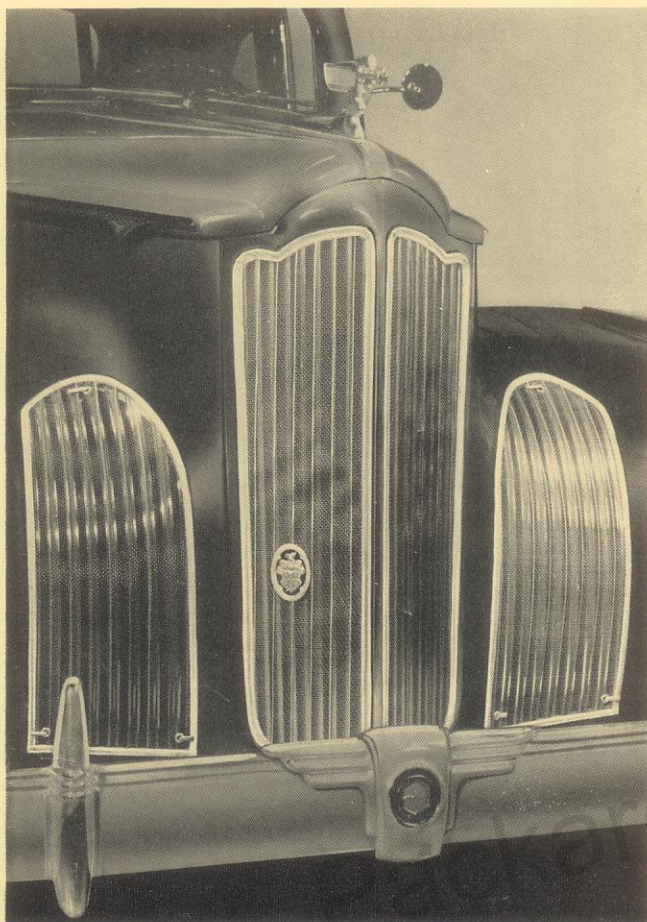
Any requests for reasonable quantities of the charts or manuals will be shipped to you for distribution or will be shipped to any schools you may designate. We would like to keep a record of the schools supplied with the material. We want to make it as useful as possible and therefore will ship to schools only and not to individual students.

There have been some requests for cutaway parts. These are expensive and cannot be supplied on a no-charge basis. However, if a used unit, which cannot be reconditioned for actual use in a car, is available and is suitable for school purposes with the understanding that it will not be used for any other purpose, we will ship it to any accredited school. They will have to pay the transportation charge only. Such schools will be in a position to cut away any sections they may desire and at a lower cost than we can at the factory.

Such units would include motors, differentials, radiator cores, transmissions, carburetors and shock absorbers. Orders for such items should be placed by correspondence with the Service Promotion Department and are subject to acceptance at the factory based on what material is available at the time.



ACCESSORY OF THE MONTH



Now is the time to sell Bug Screens to protect your customers' cars!

Bugs in the radiator—bugs in the carburetor. Result—poor motor performance all summer.

Overheating—the result of clogged air passages in the radiator—causes poor motor performance. Slow pick-up, less than maximum top speed and sluggish acceleration are the results.

The attractive, yet practical, bug screen keeps bugs, grasshoppers and other insects from blowing into the radiator core.

This new screen, woven from a special silver-finish wire, is formed to the contour of both radiator and fender air grilles. It is rust-resisting and is trimmed with imitation leather to match. The method of fastening is unique, as the fasteners are not conspicuous.

Maximum protection is provided by this distinctive accessory. It can be quickly attached.

Stock this item and Display Screens this month!

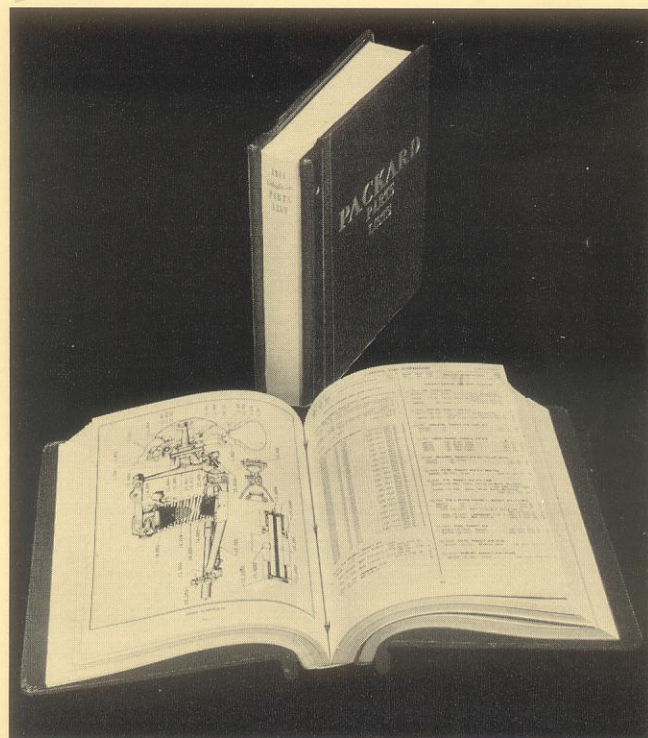
PARTS LIST BINDER

The last two issues of the Master Parts List have been printed with heavy paper covers. These are satisfactory for general use but do not stand the continual rough usage given parts lists on a parts counter. We have therefore made available a heavy duty, durable binder that can "take it."

The covers are red, printed in gold, and are nearly one-quarter of an inch thick. Heavy steel bars protect the binding. The two covers, two sets of three one-inch posts and a locking key provide for a capacity of better than 2½ inches. Additional one-inch post extensions may be purchased. If the covers are not pressed too tightly before locking, the binder will open to any page and lie flat for easy reference. You will notice from the picture the paper cover should be left on the parts list when the binder is used. This makes it a little more difficult to add new pages but both protects and identifies the parts list.

From the picture you will also notice the Master Parts Price Book may be added to the binder. It will also be possible to add the Preliminary Clipper Book.

For use on the parts counter you may want to add to the binder the Sell-More-Parts bulletins. You will then have the complete parts selling information in one convenient binder.



Parts List Binders are to be ordered from The Reynolds and Reynolds Company, Dayton, Ohio. Specify PD-1203, price \$1.95 each.

HANDISHIFT LINKAGE—CLIPPER

If the handishift linkage is improperly adjusted there will be a tendency for the transmission gears to remain in low after the gear shifter lever has been moved to the neutral position.

The first step to take is always to see that the two levers at the lower end of the column are properly centered. This is the same adjustment which we have always had at this point but we still find cases where the adjustment has not been accurately made.

In addition to this you may find in the early Clipper models that there is an excessive amount of free play in the linkage. This free play may be caused by excessive clearance between the notches in the two levers and the selector at the lower end of the column.

A change was made to reduce this clearance, and the new levers went into production during the first week in May. If careful adjustment of the handishift linkage in the early cars does not produce a satisfactory shift, we suggest that the two levers be replaced. You should order for each car:

1—Pc. No. 360346, Steering Column Gear Shift Lever Assembly. (2nd and 3rd)

1—Pc. No. 360349, Steering Column Gear Shift Lever Assembly. (1st and Reverse)

Only the new levers are being carried in our service stock. They are distinguished by stars which are cast in the lever, either in front of or below the detail piece number which is cast on the arm of the lever. If you have any levers in stock which do not show this star they should be returned for credit.

In any case where the handishift linkage is checked for excessive clearance you should also make sure that there is no drag in the transmission which will require an excessive effort to operate the handishift.

Such a drag might be caused by the fact that there is so much free play in the clutch pedal that the clutch does not properly release. It might also be in the transmission itself and while the linkage is disconnected the levers on the transmission covers should be operated to make sure that the transmission shifts smoothly and freely.

SEND MORE PRODUCT REPORTS

Let's keep the good work up. Take time to fill out and mail in Product Reports. They help us make Packard cars better. They get quick results.

GAS TANK REMOVING

19th SERIES

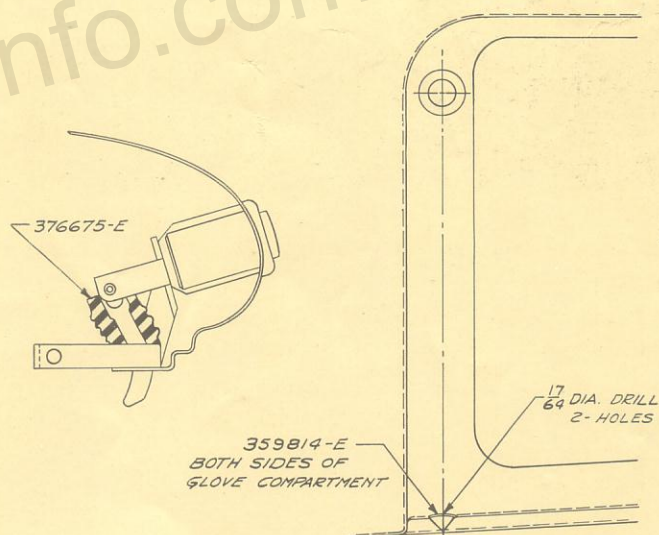
Disconnect all of the tank connections, then remove the fender splasher on the left side. Move the right side of the gasoline tank as far as possible to the rear of the car, and work the gas tank filler neck out past the body and frame. It will be necessary to get the filler pipe at the proper angle before it can be removed.

GLOVE COMPARTMENT DOOR

1951

Rattles in glove compartment door of the early Clipper model can be corrected by the following procedure:

Insert a plain washer, Piece No. 376674, between the clock and door at the two upper attaching bosses. This will bring the upper corners of the door into contact with the rubber bumpers. One or two washers at each point may be used to obtain the desired result.



Drill a hole in each lower corner of the door opening, as illustrated, and insert a rubber bumper, Piece No. 359814, in each hole, making sure the long end of the bumper is outward.

Remove the glove box and disconnect the latch which is held in place by two Phillips' head screws. Disconnect latch link from lock plunger and slip rubber sleeve, Piece No. 376675, over latch link, as illustrated. Force rubber down on link to make connection with lock plunger and reassemble latch and glove box.

NEW YORK SELLS ACCESSORIES



Dave Long, general parts and accessory manager of Packard-New York, sent in the following pictures of accessory displays, now being used in his service department. You will note that the service salesmen are surrounded by accessories and selling suggestions.



An original idea that has paid big profits is illustrated here. The customer chairs are covered with seat cover materials—first, a San-Tex cover, then a Pack-Tex sateen cover. This practical idea has started many a conversation between a customer and the service salesman, resulting in a sale.



Dave maintains that, next to commissions, attractive accessory displays, that are changed often and feature seasonable items, are the greatest inducements to increased accessory sales and profits. Salesmen like to sell merchandise that is clean and well displayed.



This complete accessory store makes it easy for the customer to buy. It is brilliantly lighted and each item carries a price tag. The service salesman's desk is handy, too, so it is easy for him to write the order.

The motto of Packard-New York is: "Have an adequate accessory stock on hand! Keep fresh, clean displays in conspicuous places! Ask every service customer to buy a seasonable accessory!"

DUAL STREAM, "CLIPPER" HEATERS

To avoid any chance of an air pocket being in the water hose when installing a Dual Stream Heater on a Packard Clipper, follow these simple precautions.

1st—Do not connect the return hose to the heater tube under the seat until the water has reached this point in the heater circuit. As soon as the water flows in a steady stream, place hose on pipe and tighten hose clamp.

A 3/4" hole saw can be purchased through the Factory Accessory Department by ordering 1—PA 12796 Hole Saw—Dealer cost, \$3.15. The pilot drill for this hole saw can be purchased if you do not have one. Order 1—PA 12797 Pilot Drill—Dealer cost, \$1.75.

We recommend the use of a 1/2" socket wrench to tighten the heater switch onto the instrument panel. Special tool ST-5216 is available for this purpose if you do not have one to fit. Dealer cost, \$2.50.