



VOL. 15 No. 5

MARCH 1, 1941

## SPRING VOLUME

Not so long ago the first warm weather brought a large number of owners to your service station. Times have changed; the warm weather comes at regular intervals, but the owners don't come in as often as we would like to have them.

You have to go out after them. Mail will do a good job for you if you use it right. First, select a good piece.

It should have some color and some design suggesting spring. It should be on a good quality paper. It should be friendly in tone—suggestive and definite. It should not try to sell high-priced items.

Mail out a few each day over a period of one to three weeks. Mail out three to four times as many pieces a day as the number of repair orders you can handle in a day. This tends to spread the incoming work. Never mail all your pieces in one bunch. If your piece did pull well, you couldn't possibly handle it and your customers would go somewhere else.

Remember, your mailing piece is only intended to get your customer in the place. There still remains the job of selling him what he needs.

One mailing piece may not be enough. You may have to follow up some customers a second time. For this, use Reminder Post Cards. They are particularly good as follow-up reminders.

See Trade Letter T-3065 for sample and order blank on Spring Letterheads for Service.

*Spring* PREPARATION FOR YOUR PACKARD...

PACKARD HOMETOWN MOTORS  
120 Main Street  
HOMETOWN, MICHIGAN

Spring will be here soon!

You will want to be sure your car is ready for those longer drives and week-end trips. A change to summer lubricants and a little preparation now will make a big difference.

The tune-up work listed is a real "Spring Tune". You will also want the cooling system cleaned and the brakes checked. Why not have it done now; then you are sure to be ready.

Check & adjust fan belt	Remove anti-freeze
Clean & adjust carburetor	Flush out cooling system
Clean & re-oil air cleaner	Add rust preventive
Clean & adjust spark plugs	Check clutch and brake pedal
Clean & adjust distributor	Inspect and inflate all tires
Set ignition timing	Road test car

6 Cyl. \$0.00 - 8 Cyl. \$0.00 - Super Eight \$0.00

We are anxious to help you get full enjoyment and low operating cost from your Packard.

Yours very truly,

Service Manager

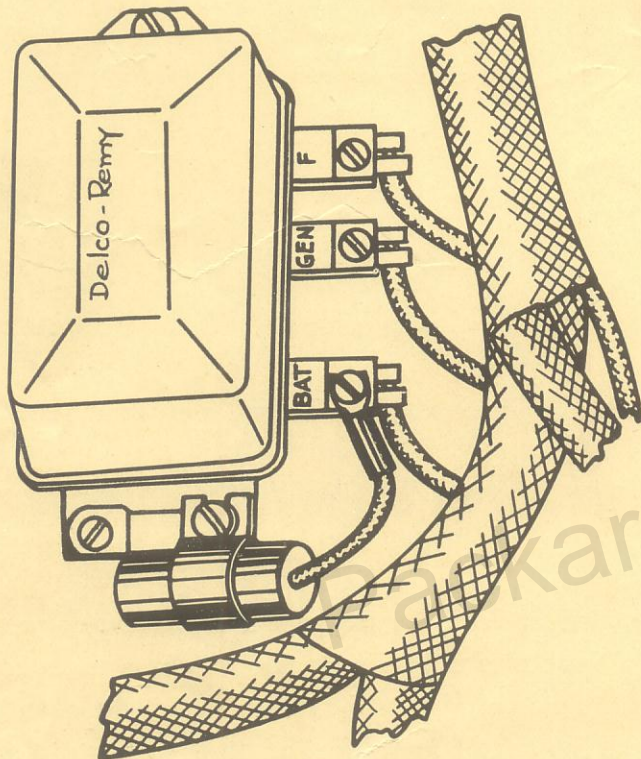
PACKARD OWNERS ARE BEST SERVED BY PACKARD



## INSTALLATION OF RADIO CONDENSER

On cars equipped with Short Wave Tuning Unit PA-371926 with Auto Lite voltage regulators, attach and connect the condenser as shown in Figure 6 on the instruction sheet included with each Tuning Unit.

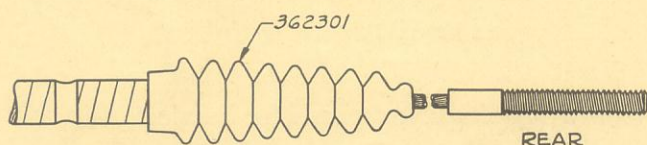
Some cars are equipped with Delco-Remy voltage regulators. In this case attach and connect the condenser as shown in the illustration.



## FROZEN HAND BRAKES

The Nineteenth Series cars are now fitted with an accordion type rubber boot at the lower end of the hand brake lever cable. This prevents water entering the conduit, where it may freeze and lock the brake.

Where this trouble is experienced on earlier model cars having hydraulic brakes, the current model part may be installed.



AA 362301 Rubber Boot, Suggested List Price 20c

## AERO-DRIVE WITH ELECTROMATIC

You may have had some reports of Aero-Drive cars equipped with the Electromatic Clutch requiring an unusually long time to shift into Aero-Drive when operating in second gear.

With Electromatic, when shifting into Aero-Drive while in second gear, the accelerator should be released momentarily and then depressed again without waiting for the Aero-Drive indicator light to go out. When operated in this manner, it will be found the shift into Aero-Drive can be made just as quickly in second as in high gear.

## CAMBER ADJUSTMENT-1900-1

The front wheel camber specification,  $\frac{1}{2}^{\circ} + \frac{3}{4}^{\circ} - 0$ , has been changed in production. The new specification is: right side minus  $\frac{1}{4}^{\circ}$  to plus  $\frac{3}{4}^{\circ}$ ; left side  $0^{\circ}$  to plus  $1^{\circ}$ .

Camber on earlier model cars need not be reset to the new specification except to overcome a definite steering condition as described in the Service Film, "A Good Steer on Packard Steering."

A new camber adjusting pilot having  $\frac{1}{4}$ -inch offset, piece number 371983, is now available to permit a greater range of camber adjustment.

There may have been some misunderstanding of the correction in mechanical specifications in the February 1, 1941, Service Letter covering Super Eight caster angle. The caster angle is negative  $1^{\circ} 15' +$  or  $- \frac{1}{2}^{\circ}$  on all Nineteenth Series Super Eights except 1903A.

## EFFECT OF OIL-BATH AIR CLEANER ON ECONOMY

As you probably know, we are now using a cactus fiber cleaning element in the oil-bath air cleaners instead of the copper mesh which is still used in the standard cleaners.

If improperly cleaned this cactus fiber will pack down causing a restriction and lowering gasoline mileage. Never use hot water, steam or so called degreasers which are on the market for cleaning purposes. This fiber is curled to keep it from packing and the above mentioned cleaners will take out the curl, causing it to pack. Gasoline or oil will not affect the curl.

It is not always necessary in an oil-bath cleaner to clean the element because if the element is removed and the oil chamber cleaned and fresh oil put in, the element will automatically clean itself. However, it can be cleaned with gasoline without any harmful results.



# ELECTROMATIC WIRING

It has just come to our attention that some cars have been shipped with the Electromatic Clutch incorrectly wired, so there is a constant drain on the battery.

When cars are found in which the batteries are run down when they are received from the transportation company or taken out of storage, they should be checked as follows:

## WIRES TO GOVERNOR SWITCH REVERSED

When the black (No. 10) and green (No. 11) wires are reversed, it will allow enough current to pass through the Electromatic relay to discharge the battery when the car is placed in storage or is not operated for several days.

If the car is driven normally, the generator will probably keep the battery charged. The condition, however, will be shown by the clutch disengaging and the car free wheeling in high gear above the governed speed of approximately 17 MPH. A further indication would be the engine racing when the accelerator is depressed after decelerating in second gear if below the governed speed, while above the governed speed the clutch engagement is so rapid as to cause a distinct lurch.

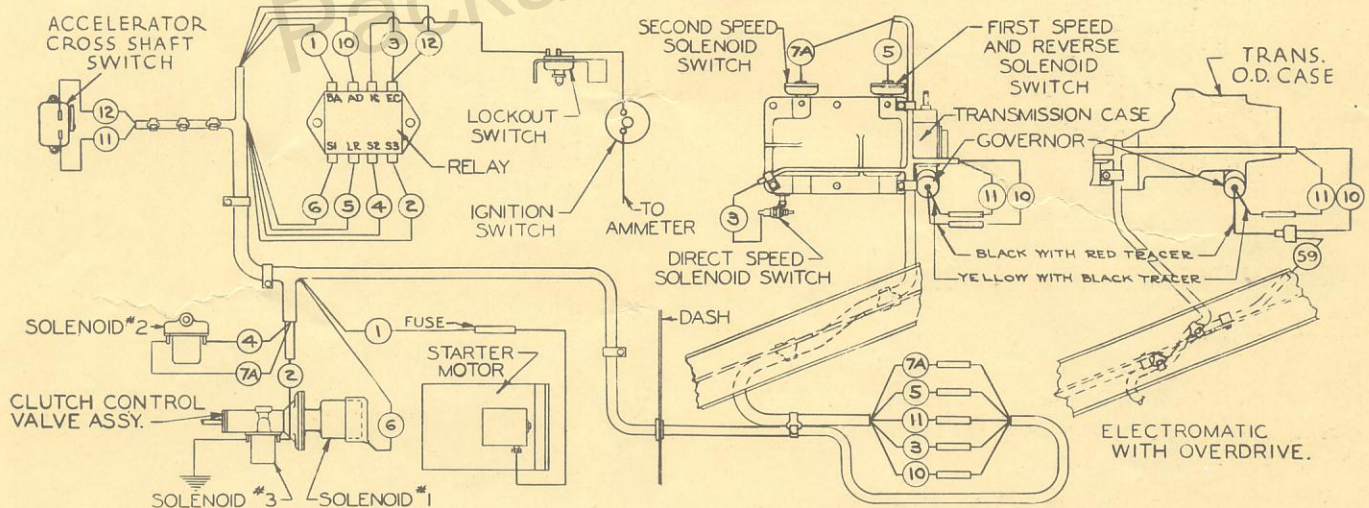
This condition can be quickly checked by disconnecting the wire from the AD terminal of the Electromatic relay and striking it against the terminal with the ignition switch off. If a spark occurs, it indicates the wires are reversed.

The green wire (No. 11) should be connected to the yellow with black tracer wire. The black wire (No. 10) should be connected to the black with red tracer wire. On Aero-Drive cars, the black with red tracer wire (No. 59) from the kickdown switch to the governor is also connected to black with red tracer wire from the governor through a three-way connector.

## WIRE TO IGNITION SWITCH ON WRONG TERMINAL

The red wire from the Electromatic relay IG terminal to the ignition switch should be connected to the cold side of the switch. If it is connected to the hot side, the direct speed solenoid will be energized, even with the ignition switch off. This will, of course, discharge the battery.

This condition can be checked for by disconnecting the wire from the IG terminal and striking it against the terminal with the ignition key off. A spark will indicate the circuit is hot and the wire is probably connected to the wrong switch terminal.



NO.	GA.	COLOR	LOCATION
1	12	BLACK	FROM STARTER MOTOR FUSE CONNECTION TO BA POST ON RELAY.
2	16	BLACK & GREEN	FROM S3 POST ON RELAY TO SOLENOID #3.
3	16	YELLOW & BLACK	FROM EC POST ON RELAY TO DIRECT SPEED SOLENOID SWITCH.
4	16	GREEN	FROM S2 POST ON RELAY TO SOLENOID #2.
5	16	BLACK & RED	FROM LR POST ON RELAY TO FIRST SPEED & REVERSE SOLENOID SWITCH.
6	12	RED	FROM SI POST ON RELAY TO SOLENOID #1.
7A	16	YELLOW	FROM SOLENOID #2 TO SECOND SPEED SOLENOID SWITCH.
10	16	BLACK	FROM AD POST ON RELAY TO (BLACK WITH RED TRACER) CABLE ON GOVERNOR.
11	16	GREEN	FROM ACCELERATOR CROSS SHAFT SWITCH TO (YELLOW WITH BLACK TRACER) CABLE ON GOVERNOR.
12	16	YELLOW & BLACK	FROM EC POST ON RELAY TO ACCELERATOR CROSS SHAFT SWITCH.



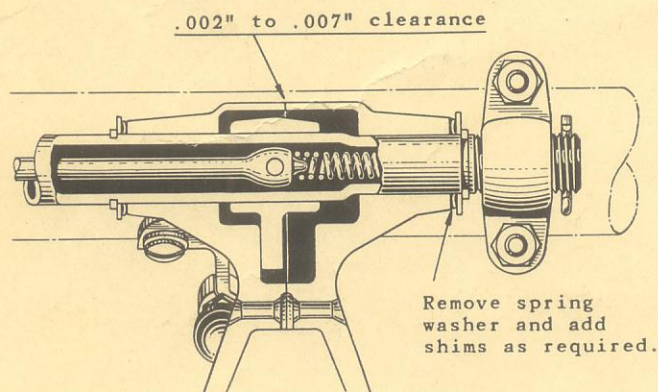
## CHICAGO — SERVICE

What makes Chicago-Wells Street customers happy? Here is part of the answer. From left to right we have Harold May, Harry Gabrielsen, John Harbaugh, James Kouba, Yale Senechal, John Binsfield, Shop Foreman, and William Grunau. These boys claim a proper mixture of courteous, efficient treatment, along with promptness, and a smile, when added to good, thorough shop work, does the job. Their customers agree with them.



## LOCKING IN GEAR ALL 18th AND 19th SERIES

In the November 1, 1940, Service Letter, we described the conditions causing the transmission gears to remain in low after the gear shifter lever has been moved to the neutral position.



371520 Shim .035" 371826 Shim .015"  
371827 Shim .005"

We recently made a change in production, removing the spring washer at the lower end of the steering column gear shift lever assembly and installing shims to control the clearance. We recommend this change be made in addition to the adjustments outlined previously when correcting a condition of locking in gear. The shims should be selected to give a clearance of .002" to .007" between the levers.

## LUBRICATION

Packard Erie, Incorporated, is justly proud of its new lubrication departments. The Erie service boys are welcome to a spot in the Service Letter.

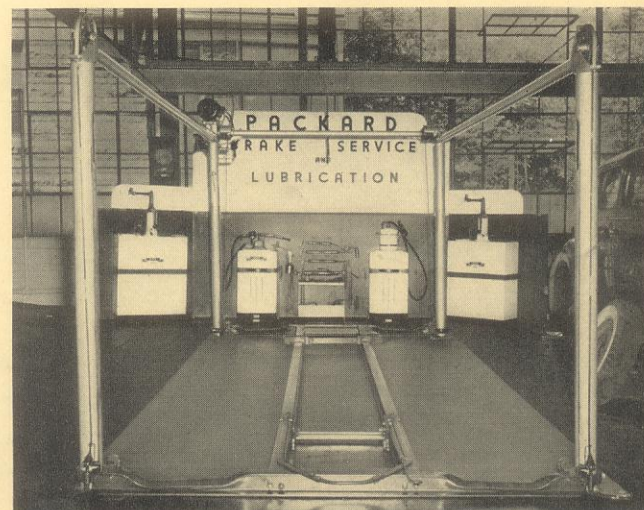
Nashville and Chicago-Wells Street also sent in a picture of their new lubrication setups. With modern equipment well located and a real selling effort, extra profits will soon be showing up in both labor and parts.



ERIE



CHICAGO—WELLS ST.



NASHVILLE