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Page 108



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machines with stones that whirl at high speed and move back and forth at the same time. Grind 'em to limits. And what limits? Tens of thousands, not thousands! Why, some places a thousandth of an inch looked as big as the Grand Canyon! Can shafts. Take 'em out of the hole, and you'll see the drill 'em and stick 'em on the shaft; put the price on it. You can't get a die with a thousandth of an inch forged into the shaft—and grind a surface on 'em. Stock chasers, whose job it was to stamp at a force of 100 tons or a few hundred tons, will cause the order to be living right there in that town and sending reports back to the plant.

"Say, you founders got to speed up. We ain't got more in a week a supply of castings on hand right now."

"What are you going as fast as we can? Cupola's goin' night and day; we're building more. Can't get any more men."

"All right, ever go through our plant? Why don't you try some of this progressive stuff?"

"No. But the cupola's got to be shut off. Trundle it down the line. You're crazy!"

SO THE Herrick Automobile Company built a new factory, with molding machines that jolted the sand down to replace the old sand-running methods, with a conveyor belt that carried the sand to the molding machines and eliminated those sweating, leaving men staggered along a stationary line and dripped hot iron from their heads, cutting the cost of sand down! Prices too.

"Tell me you're after my chair," chuckled Jim Wenden to find Herrick one day in the office of the Automobile Club.

"I sure am. And I'll have it nailed on the wall of my office before you get much older."

Wenden had been a member of the club since he had been formed because of the Selden affair. He had decided to get together, they had their own room, a corner room, and they had the room of the National Automobile Chamber of Commerce. And men looked at the steady light in Gil Herrick's eyes—and wondered.

"Motors Incorporated wasn't in such bad shape at first. Jim got a listing for it on the St. Paul Stock Exchange."

It was one of the first motor stocks to get a listing. And he kept it moving, too. Some