

morning
This afternoon I will talk to you about the automotive industry. This is a very large and growing field. ~~Statistics~~ *Statistics* show that seven out of every ten wage earners is somehow connected with the automotive field.

Let's start with engineering. The engineers that design the cars of today must have a vast amount of knowledge not only in the engineering field but he must also keep abreast of what the public demands in an automobile. They also have to design a new car with the garage man or mechanic in mind. This car has to be able to be serviced and maintained with the least amount of complications mechanically. Some of you fellows may want to be an engineer and a good one is always in demand by the automotive manufacturers.

From engineering we go to the assembly line. The cars are put together by skilled workmen who have the latest in power tools to assemble the automobiles. After a car is completely assembled, the car is given a road test at the factory and inspected and then put into a lot to await pickup. They are then delivered by trailer to a showroom where they are sold. So far, we have mentioned about six different types of jobs - the engineer, the assembly line worker who is the factory worker, the man road testing the car who would be called an inspector, the dispatcher in the lot where the automobile is ready for transportation, the driver of the trailer truck and also the salesman ready to sell the automobile.

Now, after this car is built and delivered to the showroom, there has to be a certain amount of sales promotion. This car has to be introduced to the public on its finest points or a different feature of this car must be publicized. Newspapers, television and magazines are some of the means of informing the public on a new model car.

After the car has been sold, there is a great deal of maintenance that has to be looked after. Some car owners continue to go back to the dealer from whom they have purchased the automobile. Others prefer the independent garage or service station to handle any repairs they may need. This, I must say, is by far one of the best fields for a man to get started in his own business. It isn't easy to own and operate your own service station or garage. You must have had experience as an automobile mechanic, as a salesman, as a bookkeeper and have taken courses in business management.

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The principle part of my talk this ~~afternoon~~ will be about the automobile mechanic and how you as eighth grade students can start to prepare if you are interested in this line of work. I would suggest that when you reach the age of 16 you visit a service station in your neighborhood and ask the owner if he is interested in hiring some part time help. Don't get discouraged if the first one you try tells you he is not interested. Go on and ask others. Many of us have started as service station attendents. In this particular job you received training that helps you later on as an automobile mechanic - it trains you to be alert and gives you experience in talking to car owners about their problems. If you are given a job as a service station attendant at the age of 16, you must receive your working papers from the school and apply for a social security card before you can start working. The maximum amount of hours you are allowed to work would be 28 hours a week, no more than four hours during one school day.

After you graduate high school and have put in a couple of years as a service station attendant, it would be best to attend an automobile mechanics school so you could then be hired as an automobile mechanic's helper. This apprenticeship should take you no longer than four years. I feel that after four years as a mechanics helper, you should be able to be called a good mechanic. Today, most of the men working in the automotive maintenance field are becoming specialists. We very seldom find a general all around mechanic. Most of them specialize in certain parts of the car and that job the specialist knows well. There are a number of auto mechanic schools and specialist schools that you can attend. Some of these schools are factory operated and others are schools operating under state supervision. If at any time you need help in finding a school or need additional information about them, do not hesitate to talk to your dean or to me. We would be only too glad to give you a list of schools that take on students to be trained as auto mechanics.

We have talked a great deal about the maintenance or mechanics field. I would just like to mention that we also have the body and fender repairman. To be a body and fender repairman you must also start at the age of 16 and follow the same procedure as you would for an auto mechanic. Today there is a great demand for both the auto mechanic and the body and fender repairman. You do not become either of these overnight. It takes a lot of study and hard work to become a good one. If you as eighth graders can set a ^{auto} pattern that you want to follow in the next three or four years, I am sure that you will not have any trouble in selecting the job you are best qualified ~~for~~ to do. **

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Before I ask if there are any questions about the automotive industry, I would like to repeat a few words that were once said to me by a teacher in one of the classes I attended right here at Mamaroneck High School - "when you work, work hard, when you play, play hard". Just try to remember them.

*Knowledge - If you get this far in school you do have the
have come this far*

** If for some reason a body and fender man or mechanic wants to change his job he can very easily become an insurance claim adjuster. All of the insurance companies today are looking for claim examiners to be able to expedite their losses quickly. Most claim examiners have a minimum education of two years or more of college. If you had four years of experience in the automotive field a number of insurance companies would hire you because they feel you would be able to handle any loss on an automobile claim. This is also a part of the automotive trade that needs qualified men.

I would like to tell you about a former student of this school who worked for me after school and also after his graduation from Mamaroneck High. This boy was very eager to learn about auto mechanics, but at school he was a fair student who just about made graduation. He took easy subjects and had very little interest in his ~~subjects~~ studies. A year after he graduated high school, he decided that he would like to continue his education and try to enter a college. This boy found it very difficult to pass entrance exams for the colleges he applied to. He then came back to Mamaroneck High as a post graduate student, studied harder than he ever had before and was accepted into a Mid-western college. He did not have an easy time during his four years of college, but he studied hard and did graduate. After graduation he joined the Army and today he is a second lieutenant in charge of over 200 men maintaining and servicing trucks and equipment.

MAMARONECK JUNIOR HIGH SCHOOL
Mamaroneck, New York

Outline for Career Conference

Name _____

Homeroom No. _____

Please stand when asking a question. Speak slowly clearly and distinctly. Do not ask personal questions of our guests.

Have the following questions been answered to your satisfaction?

1. What does a person actually do in this occupation? What would be the work of a typical day, week, or month?
2. What particular qualities are needed for success? (Such as personality, appearance, interests, etc.)
3. What special training or skills are needed? College? Trade school? Apprenticeship?
4. What will this training cost? (Approximately)
5. What could I do outside of school to help prepare me for this occupation?
6. What subjects should I take in high school?
7. What might I expect to earn in this occupation as a beginner? After one year? After 10 years?
8. How does a person get started in this line of work? What are the opportunities for advancement?
9. What is the outlook for the future in this occupation? Is the demand for workers increasing, static, or decreasing?
10. What are some of the disadvantages of the work? (such as working conditions, physical and mental strains, etc.)
11. What are the advantages and rewards? (service to others, interesting work, creative, etc.)
12. Where can I find out more about this occupation?
13. What do you like most about your work?
14. What do you like least about your work?