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HIS DESIRE TO KNOW "MADE" GUS WILSON

E'S NOT famous, but every reader of Popular Science Monthly knows him well. You need no introduction to Gus Wilson, Proprietor of The Model Garage. For many years he has been giving the readers of this magazine the benefit of his experience as an auto mechanic.

What you don't know about Gus Wilson is his history, the story of the steps he took from early manhood up the ladder of success. This little biography is a simple one, and its chief value to young men looking for a future lies in the fact that Gus Wilson is not a famous man, not a great personality, or a public idol. He's an average citizen-just as we all are. His one outstanding characteristic is his desire to learn. Although Gus knows his job from A to Z, he's smart enough to realize that he still doesn't know every-thing. Consequently he finds himself learning something new every day and that's what keeps him up where he is.

Let's begin at the beginning. Gus Wilson (we've given our word not to print his real name) literally grew up with the automotive industry. While Duryea tinkered with his first gasoline buggy, Gus Wilson, then a young man, was investigating and overhauling those ancient little steam cars that used to stop at every horse trough so that the driver, by means of a hand pump and a length of hose, sucked gallons and gallons of water into the tank.

When electric hansoms groaned their slow way over the streets of New York, Gus was giving first aid to batteries and sandpapering the commutators of many a motor. Somewhat later, the huge one cylinder engine of an old Northern runabout (remember that car?) kicked back on Gus and broke several wrist bones. His wrist is still a little stiff.

SINCE then Gus has worked on almost every type of automobile ever made. Every chance he got, every spare hour he could snatch, was devoted to learning more about the queer kinks and odd points of an automobile. He studied to become a qualified mechanic, learned machine shop practice and automotive electricity. He wanted to know automobiles, know them so well that no car trouble would ever stump him and he does.

Over that long stretch, Gus had been saving steadily, and with a purpose. The day one of his bosses decided to get out of the garage business, Gus stepped in and bought out his partnership. Today, his garage, located in New England, lives up to its name. It is a model of efficiency in service and of honesty in operation. Now, in addition to service and repair work, Gus has the sales (Continued on page 100)



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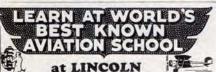
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Secrets of Success

HIS DESIRE TO KNOW "MADE" GUS WILSON

(Continued from page 98)

agency for one of the best known cars on the market. In his community he has gained an enviable reputation for dependable service and square dealing. People in his town will tell you that Gus never turned out a faulty repair job.

Gus Wilson started with the automobile. For young men who want to get ahead, there are similar fields of mechanical appeal that are now in their infancy, and that offer the same broad opportunities the horseless buggy did when Gus was a lad. Television, aviation, talking pictures, air conditioning need men of Gus Wilson's caliber. And there is always plenty of room for another good auto mechanic and radio service man.

THIS INVENTOR COULDN'T READ AT TWENTY-ONE

OVER 2,000 practical patented inventions to his credit, but he couldn't read decently until he was twenty-one years old! That's just one interesting side light to the amazing career of Ethan I. Dodds, next to Edison, the world's most prolific inventor.

All these patents have been taken out in the last twenty-five years, which is at the rate of one every four days or so! Yet the man who conceived them couldn't read fluently until he was twenty-one and was dismissed from a small college one week after entering. "I'm sorry, Dodds," the college president told him, "but we can't do anything for you."

The college president was probably right. His institution could not have improved upon nature, which had endowed Dodds with unusual inventive genius. When he was a barefoot boy of seven, sent home from a little red schoolhouse near New Galilee, Pennsylvania, because he could not learn his A B C's, young Ethan developed his first invention. He heard his mother complain as she rubbed her aching arms after laboriously stirring apple butter with a big wooden ladle in a copper kettle. So he hitched a miscellaneous assortment of belts and pulleys to her rocking chair, and thereafter Mother Dodds made the smoothest apple butter without rising from her favorite chair or even looking up from her knitting.

At seventeen, he left home and his father's small coal business, and went to work as a blacksmith in the Westinghouse works at Pittsburgh. Here there was no keeping his inventive mind under cover. Soon he became George Westinghouse's right hand man, and when Marconi came to Westinghouse with his first models for wireless, Dodds was assigned to help him.

For all his inventive genius, Dodds found it necessary to study, to learn mechanical and engineering principals; to eliminate (Continued on page 101)



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