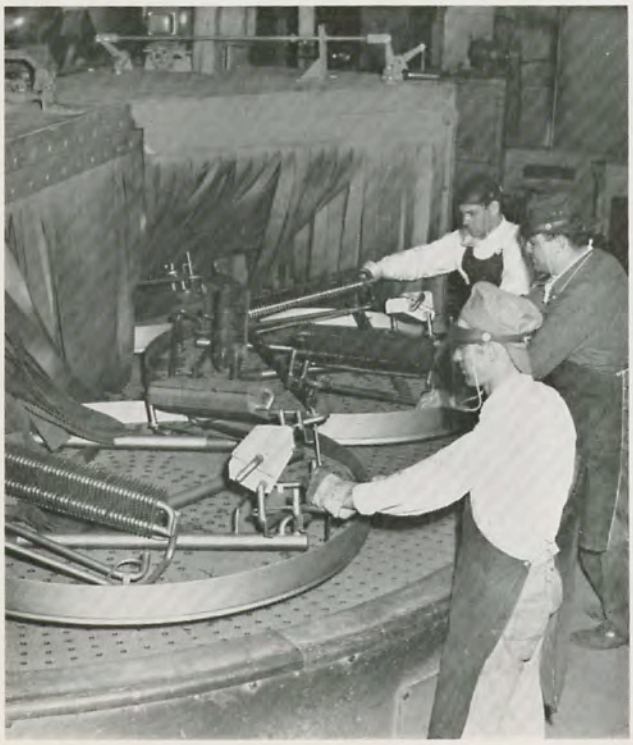
Pangborn

BLAST CLEANING • DUST CONTROL NEWS

- THE SERVEL STORY
- DUST PROBLEM AT DAYSTROM
- GARDEN CITY FINDS THE FORMULA
- "SPIRIT OF ST. LOUIS"

SPRING 1950
Vol. 6 No. 2



Cover photo: Pangborn's 14′ LG ROTOBLAST Table (shown here loaded with high temperature and gas heat exchanger assemblies for Servel's unique refrigerators) keeps three operators busy loading, unloading and turning the pieces.

Pangborn

BLAST CLEANING AND DUST CONTROL NEWS

Volume Six, Number two
SPRING 1950

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Pangborn magazine is published quarterly by the Advertising Division of Pangborn Corporation, Hagerstown, Maryland, for its customers, prospective customers, friends and for all who are interested in modern blast cleaning and dust control methods and equipment. Address all communications to Editor, PANGBORN—Pangborn Blvd., Hagerstown, Maryland.

Here is the story of a big company's bid for business in a highly competitive industry. The company: Servel, Inc. The field: home refrigerators. The goal: 50% increase in sales in '50. The strategy: more intensive sales and advertising plus a better product at lower price. Pangborn equipment plays a part in the Servel scheme of things by performing a job essential to the improved design and performance of 1950 models. And by cutting production costs to make price cuts possible. We are proud of Pangborn's part and want to tell you about it because it may help you in solving your problem of increasing competition. The gentleman in the picture at the left is Dana Cope, Servel plant engineer, and he is holding the freezer shelf coil around which the Servel story is woven.

CAN SERVEL BOOST SALES 50% IN '50?

Pangborn ROTOBLAST plays part in new Servel production process which betters product, lowers cost and gives gas refrigerator sales outlook a rosy hue.

Servel, Incorporated, of Evansville, Indiana, sole producer of the gas refrigerator, has great hopes for 1950. As a matter of fact, Servel's new president, W. Paul Jones, is gunning for a sales increase of 50% over 1949.

Mr. Jones' optimistic goal is based on a great deal more than wishful thinking—and on much more than Servel's expanded advertising and merchandising programs: *an improved product at a lower price,* Servel hopes and has good reason to believe, will give this company's profit-and-loss figures a healthy glow by year's end.

Both *improved product and substantially reduced prices,* in this case, are contributed to by a new production principle in which Pangborn ROTOBLAST plays a vitally important role.

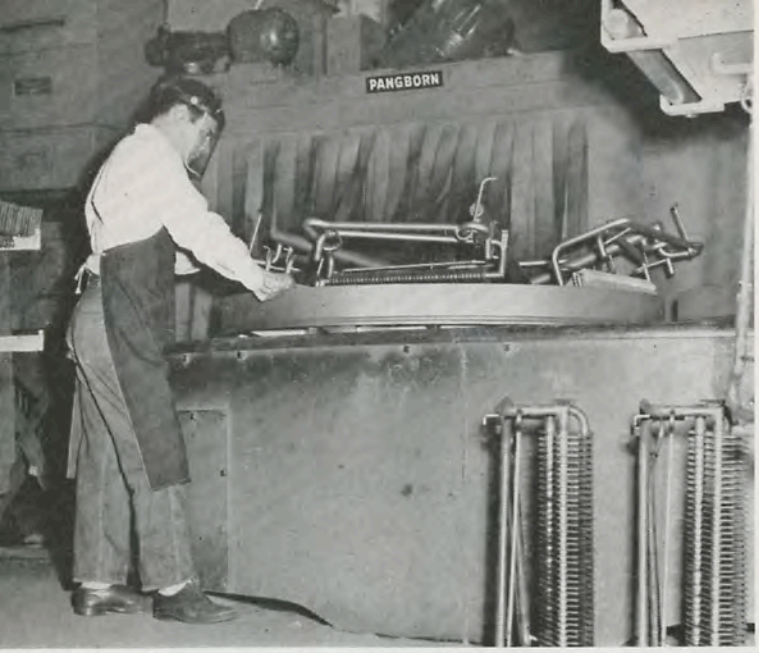
Here are the facts:

Due to the unique refrigeration principle employed by Servel, the freezer shelf coil must be manufactured of steel. Also, as steel will rust, this steel tubing on the bottom side of the shelf (see photo above) must be protected by some sort of corrosion resistant coating. Also, of course, shelves and coils (which are fabricated separately) must be joined together.

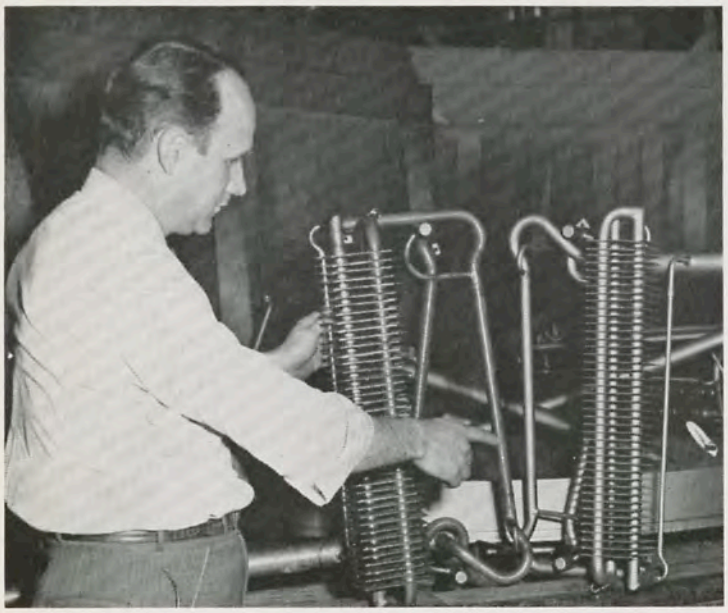
Previously, Servel used extruded aluminum shelves formed around the galvanized steel coils but this was an expensive process.

1950 Servel refrigerators are based on a new process by which the steel coils are coated with aluminum and at the same time metallically bonded to the aluminum shelf. This process is a considerable step forward because now there is better heat transfer which means better refrigeration, better all around performance. And as the new process can be accomplished at substantially lower cost, it makes possible sharing the savings with prospective customers in the form of lower prices and at the same time providing a powerful stimulus for increased sales.

Pangborn ROTOBLAST — airless, centrifugal-type blast cleaning—makes this new Servel process possible. Pangborn ROTOBLAST has provided a method of properly preparing these steel coils to receive the aluminum



LG TABLE'S AUXILIARY TABLES also turn, exposing all surfaces.



"ROTOBLAST is ideal for intricate work," says Foreman Martin.

coating. Pickling and various other methods of surface preparation proved ineffectual during a long series of tests conducted along this line. It was not until Servel asked Pangborn engineers to devise an abrasive method of cleaning and surface preparation, that satisfactory results were achieved.

Here is a case where a standard Pangborn machine has provided a special answer to a special problem and the utilization of standard equipment means even more economy for Servel.

GETS AWAY FROM PICKLING

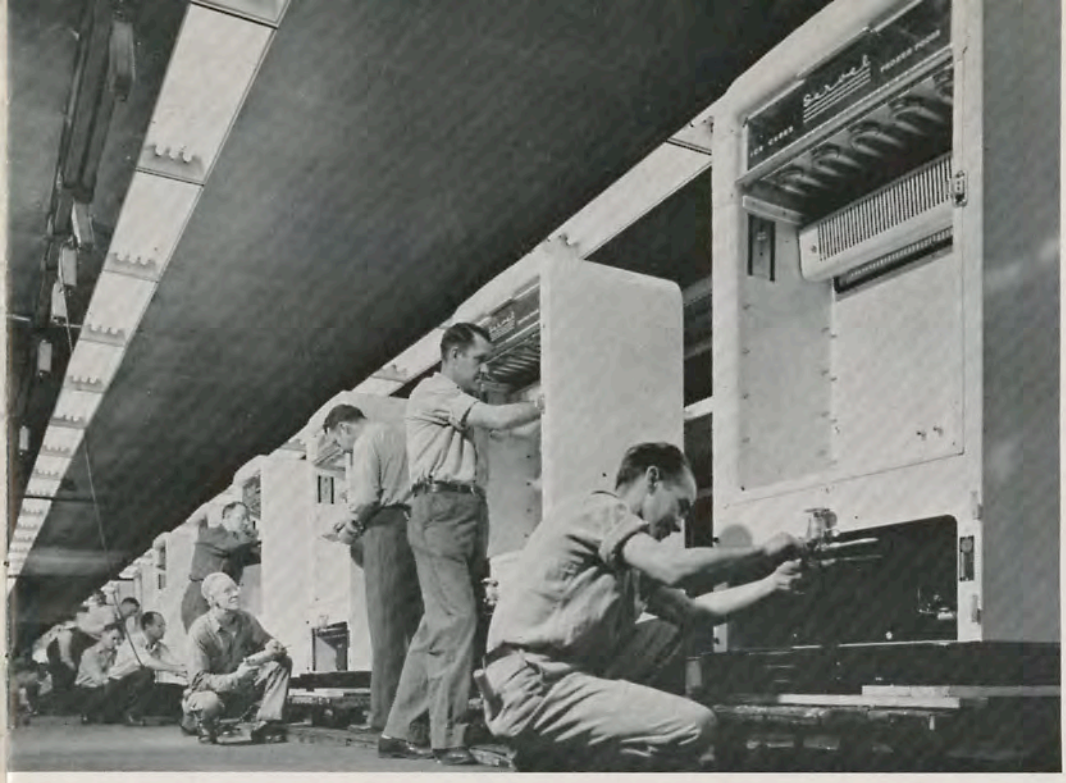
Pangborn's 14′ LG ROTOBLAST Table is used to prepare these coils for the aluminum coating and for the cleaning and surface preparation of other small parts prior to assembly. So far—although the application of ROTOBLAST is new at Servel—plant engineer Dana S. Cope says: "It has already made it possible to discontinue about 85% of the pickling process used on former refrigerator models. We hope to better this in the future."

The great amount of the work formerly done in Servel's several airblast rooms has also been eliminated and the savings in labor costs, in pickle acids and in compressed air is one factor in Servel's drive for price reductions on their 1950 line.

SPEEDY WORKER

The Pangborn Table ROTOBLASTs Servel's fabrications—some of which are extremely intricate—in two passes through the powerful blast stream (at a speed sufficient to keep three operators busy loading, unloading and turning the pieces). The evaporator coils, gas heat exchanger assemblies and other material to be blasted approach and leave the Pangborn machine by automatic conveyer.

AT SERVEL, LG TABLE and 3 operators process thousands of pieces daily, eliminate 85% of pickling, make cost cuts possible.



ASSEMBLY LINE AT SERVEL completes 1000 to 1600 refrigerators a day (finished product shown at right). Consumers will get greatly improved 1950 models at lower prices due to the new cost-cutting production principle in which Pangborn ROTOBLAST plays an important role.

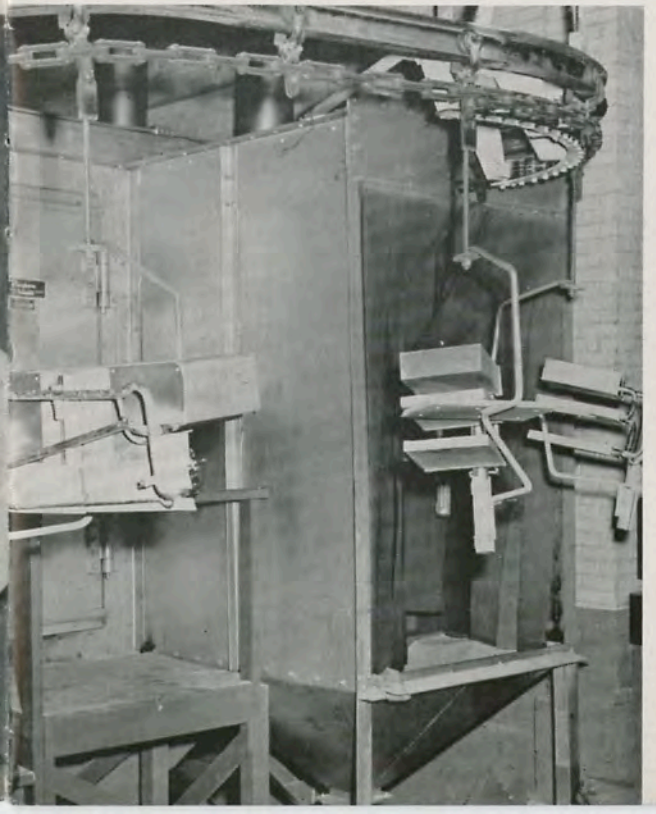
Depending on market conditions, Servel produces from 1000 to 1600 refrigerators a day in addition to its other products (gas water heaters, gas air conditioning units, gas stoves) so some idea of the size of the job being done by the new ROTOBLAST Table is readily apparent. Also apparent is some idea of the even greater magnitude of the same job if it had to be done by slower, old-fashioned pickling and airblast methods.

Unfortunately, not all jobs are suited to modern, automatic, push-button ROTOBLAST. At Servel one job in the assembly of gas refrigerators is peculiarly adapted to airblast and this company performs it with the most modern, streamlined airblast methods available.

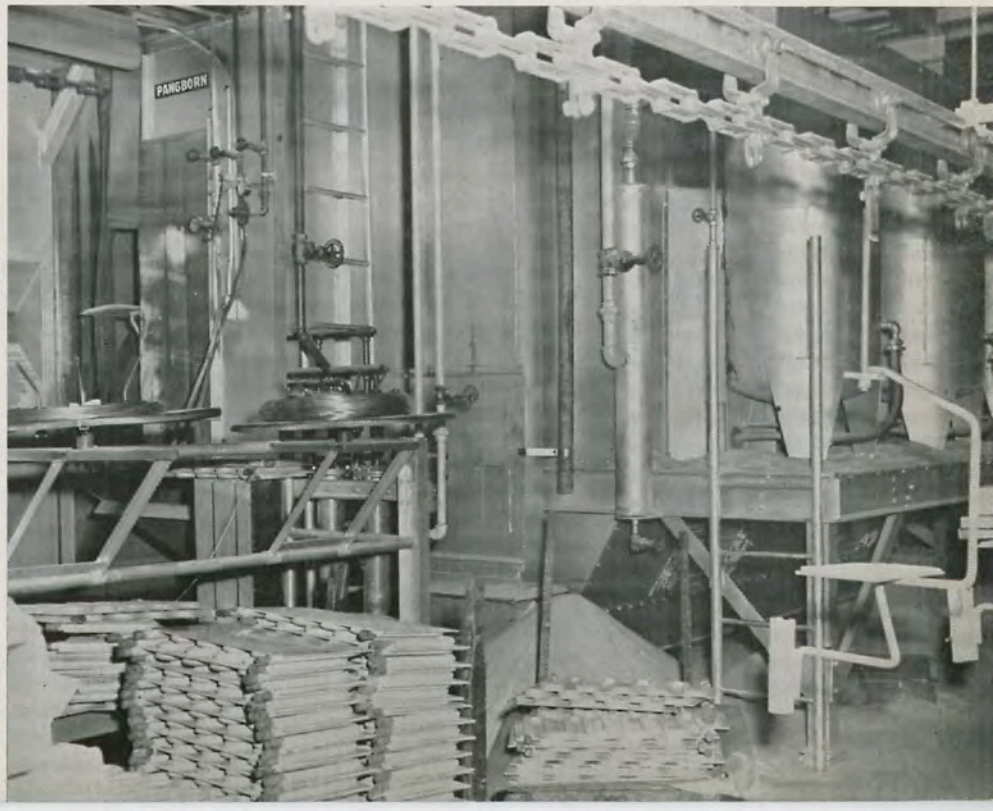
In this case we are dealing with coil units, already coated, which have been welded together for final assembly. At the juncture of these welds it is necessary to blast the steel coil surface clean and recoat these points with corrosion resistant zinc applied by a heat processing method (previous coating having been destroyed by the welding). In this way Servel avoids the necessity of redipping the whole assembly.

To accomplish this job in the most efficient manner, Servel uses a monorail conveyor-type Special Pangborn Room which employs three standard Pangborn AC-3 airblast units.

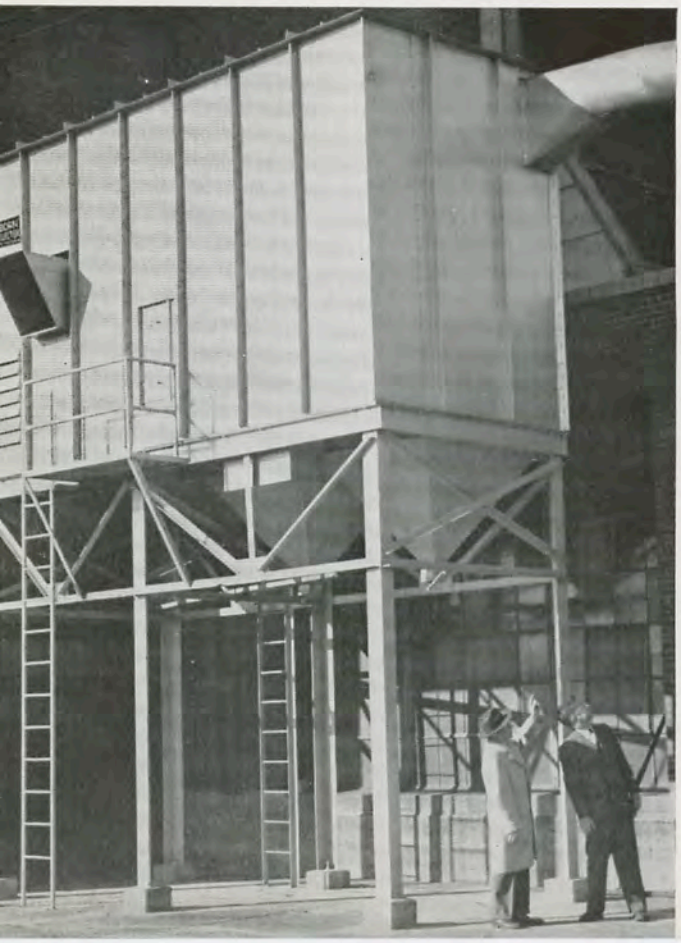
PANGBORN SPECIAL AIRBLAST ROOM performs a special job at Servel. Here work enters Room by conveyor . . .



. . . and is spot blasted by 3 operators as it passes through Room and out to metallizing stage (left). Note tank units (right). Process makes redipping unnecessary.



Here are the two most recent of nine Pangborn Dust Control Installations at Servel. One below serves Special Room (see page 6).



The welded tubing is conveyed into the airblast room (see left photo, bottom of page 5) where it is "spot blasted" by three operators, each in an individual compartment with an individually controlled hose blast machine. Still moving, the blast cleaned tubing moves on through the room and out to the metallizing stage where zinc wire, acetylene and compressed air is used to "spot plate" where needed.

20 PANGBORNS, 21 YEARS

The recently installed Special Room is only one of the twenty Pangborn blast cleaning and dust control machines that help Servel produce its well known line of products with maximum efficiency and at lowest cost. As a matter of fact, there are six other Pangborn blast rooms besides the new Special now operating at Servel. In addition to the new Pangborn LG ROTOBLAST Table there is a Pangborn GK ROTOBLAST Barrel and two Pangborn airblast barrels. And, including the two latest installations shown on page 6, a total of nine Pangborn cloth screen dust collectors.

Servel has been using Pangborn products continuously for 21 years and in view of the several fairly recent installations, are obviously well pleased with performance and results.

"SOMETHING YOU CAN SELL"

"Naturally," says Servel's Dana Cope, "we are pleased with the type of service our Pangborn equipment has given us throughout the years. And of course Pangborn ROTOBLAST has turned out to be a mighty important factor in the big improvement in our 1950 model refrigerators.

"Because of the fine surface preparation we get with ROTOBLAST, we can use this new process of fabricating our evaporator shelves. This gives us a better product and better performance (which benefits our customers) and makes possible lower production costs (which, through the resulting lower price, also benefits our customers and at the same time puts us in a better competitive position in the refrigerator market).

"When you get a better product, "Mr. Cope continued, "and when you can team it up with a lower price tag as we have been able to do this year, you've really got something. Something you can sell. Maybe we'll get that 50% increase in '50 like the new boss says. I certainly hope so."

We hope so, too, Mr. Cope. #

PANGBORN BELIEVES a satisfied customer is the best prospect for future business. Here A. A. Ullman (Supt. Plant Engineering), well pleased with present equipment, discusses another Servel problem with Pangborn's E. C. Gilmour.

it's News IF YOU HAVEN'T HEARD IT...

ROTOBLAST

PUBLISHED MONTHLY BY PANGBORN CORPORATION • HAGERSTOWN, MARYLAND

April 1950

ITEM

● Community chest - putting all your begs in one ask-it.

DEFINITIONS

● A bolt is a thing like a stick of hard metal such as iron with a square bunch on one end and a lot of scratching wound around the other end. A nut is just like a bolt only opposite, being a hole in a little square bunch of iron sawed off short, with wrinkles around inside the hole.

WOMAN'S SECTION

● Spokesmen for the rubber industry have been painting some rosy pictures for automobile drivers (especially women): in the not-too-distant future, they tell us, we can grace our gas buggies with gaily colored tires instead of the usual black. (Wonder if this includes polka dots and Scotch plaid?) Also in store: rubber fenders that will bend on impact but bounce back into shape without damage, despite the force of a collision.

SHOOT THE WORKS

● People will gamble on anything. Now they're even beginning to save money on the chance it may again be valuable someday.

A NICE THING TO HAVE

● All kidding aside, money may not buy as much today as it did ten years ago but it's still a pretty important commodity. And basically, the whole idea of being in business is to make money and to make as much money as possible. Right?

(HOW TO GET MORE OF IT)

Okay, so it's no secret that one of the best ways to make money honestly is to build something better than your competitors, produce it with greater efficiency so you can sell it at lower cost...and then sell it. That's the magic formula - you work out the details. And speaking of details, don't overlook Pangborn blast cleaning equipment. We have hundreds of machines designed especially to make this magic formula possible - there is a Pangborn machine to help you build a better product and build it more efficiently so you can sell it at lower cost. And what's more important in today's competitive market?

CAUSE AND EFFECT

● Friend of ours back home writes that you don't get ulcers from what you eat. You get 'em from what's eating you.

PLAY BALL!

● Well, the season's here. We don't know about the Irish but last year's major league baseball opening day was a great day for the Robinsons. Eddie, playing first base for the Washington Senators, hit a home run against the A's; Aaron of the Detroit Tigers blasted a four-bagger in the game against the Chicago White Sox; and Jackie got off to a good start by drilling a circuit clout for Brooklyn against the New York Giants.

(over, please)

MONOLOGUE

● According to a not-so-ancient Chinese proverb which we just now thought up: man who invite egotist over for evening soon learn that the night has a thousand I's.

ITEM

● The difference between a prejudice and a conviction is that you can explain a conviction without getting mad.

HOW PEOPLE THINK

● Most folks have presence of mind - the trouble is absence of thought. If you don't believe it, make this simple test: ask ten of your friends what they think of the Administration's stand on socialized medicine. If they run true to form, at least nine will have definite opinions. Then ask the nine to explain just exactly what is the Administration's stand. Then draw your own conclusions - not about socialized medicine but about how people "think".

ENDORSEMENT

● Speaking of thinking, Budd Company of Philadelphia just installed two new Pangborn ROTOBLAST Tables for blast cleaning cast iron brake drums. We understand that this purchase was based on a recommendation by Budd of Detroit where they are using eleven (count 'em) ROTOBLAST Tables in a variety of operations throughout their plant. You may think we're prejudiced but we think this shows some good sound thinking on Budd's part. What do you think?

(What we mean is that basing one's decisions on the experience of others - especially someone competent to judge - seems a good common-sense approach to most problems. This is one of the primary reasons for "PANGBORN" magazine - we hope you will benefit by the profitable experiences of companies whose case histories are related herein.)

ERSATZ

● Coming soon: Tuna-fish hot dogs. (Barkless, we presume.)

SIMPLIFIED NAVIGATION

● Five years in the Navy and we just now found out: they call that little platform on the mast of a ship a "crow's nest" because the Vikings of old actually carried crows up there in that location. (When they got lost they would release a crow and follow it when it headed for the nearest land.)

NATION OF QUIZ KIDS?

● Looking back to the fifteenth of last month, it occurs to us that it shouldn't be much of a job to explain the theories of nuclear energy and atomic fission to a generation that has mastered the federal government's income tax blank.

QUOTE-OF-THE-MONTH:

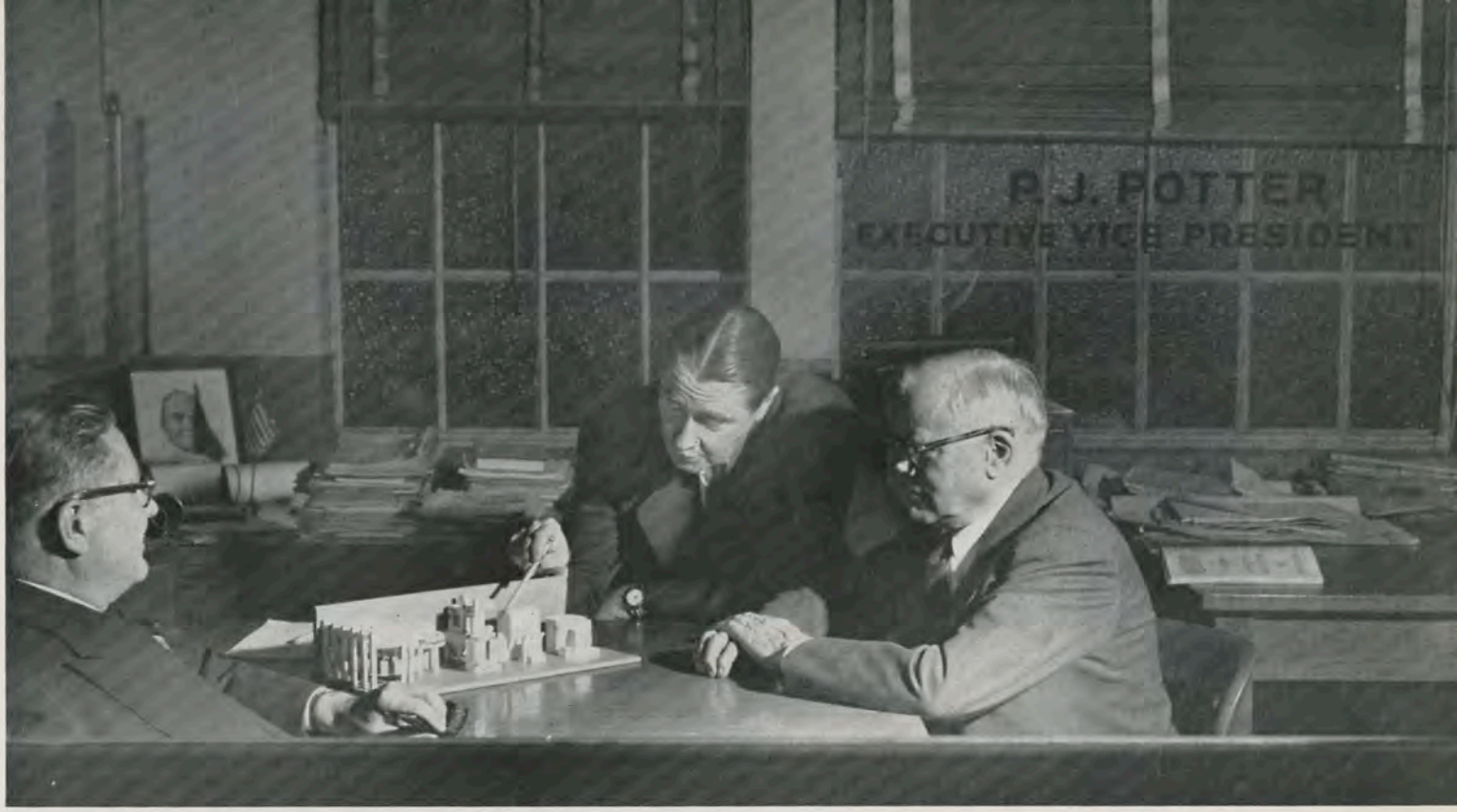
"FIFTY YEARS IN THE MONUMENT BUSINESS AND ALL OF US ARE ALL FOR PANGBORN"

says R. R. Roggensack
Lancaster Monument Works, Lancaster, Wisconsin

"The equipment I want these parts for was sold to my uncle, H.F. Roggensack of West Union, Iowa, many years ago. When he retired I bought it from him. It has given me wonderful service with a minimum of repair. My father in Waukon, Iowa, also has Pangborn equipment. Fifty years in the monument business and all of us are all for Pangborn."

. . . . . .

NEXT MONTH: How to Keep from Feeling Important



WE'RE WORKING ON IT NOW—(OUR FOUNDRY SHOW EXHIBIT, THAT IS.) Here looking through the office window, we see Vic Stine, Les Gardner and Mr. Potter using scale models to help visualize Pangborn machines which will be in actual operation at the Foundry Show.

SEE YOU IN CLEVELAND IN MAY!

Sure we'll be there. We'll be looking forward to seeing you.

Our spaces at the Foundry Show this year are 1003, 1005, and 1007. In simple English that's Upper Lakeside Hall right by the stairs coming down from the arcade. Seventy feet along Aisle 1000—the first aisle on this floor.

You'll see our familiar trademark "Pangborn," like the one on the cover of this magazine. You'll also see some interesting machines. *Mighty* interesting, when you get to contemplating what they can do for you, dollar-and-cent-wise.

"SCOUT PACE" MACHINE

One of these is the operating mechanism of the two-speed conveying system you've heard so much about in our advertising. This is the "Boy Scout Pace" machine where castings *run* to the cleaning station, then *walk* through the ROTOBLAST streams, turning slowly all the time to insure thorough, uniform cleaning. This is the machine Ford Motor Company used to speed up the cleaning of cylinder blocks to the tune of 44%, with a corresponding lowering of cleaning costs. (Three of these machines can clean 720 Ford cylinder blocks an hour!) For streamlined, automatic ROTOBLAST cleaning at its best, you'll want to see this remarkable Pangborn machine, learn how it works (and how it can work to your advantage).

NEW CORE KNOCK-OUT MACHINE

Brand new for 1950 and sure to be one of the real attractions of this year's Foundry Show is Pangborn's new, medium-sized Hydro Sand Blast Table-Room. This moderately priced version of the hydraulic core knock out and blast cleaning equipment which is operating so successfully (increasing production and lowering costs) at General Electric plants in West Lynn, Mass., Elmira and Schenectady in New York, and at Bethlehem Steel's Bethlehem plant (three installations) should interest many new companies in Hydro Sand Blast equipment—jobbing foundries and companies where the size of the core knock-out job does not warrant the large installation.

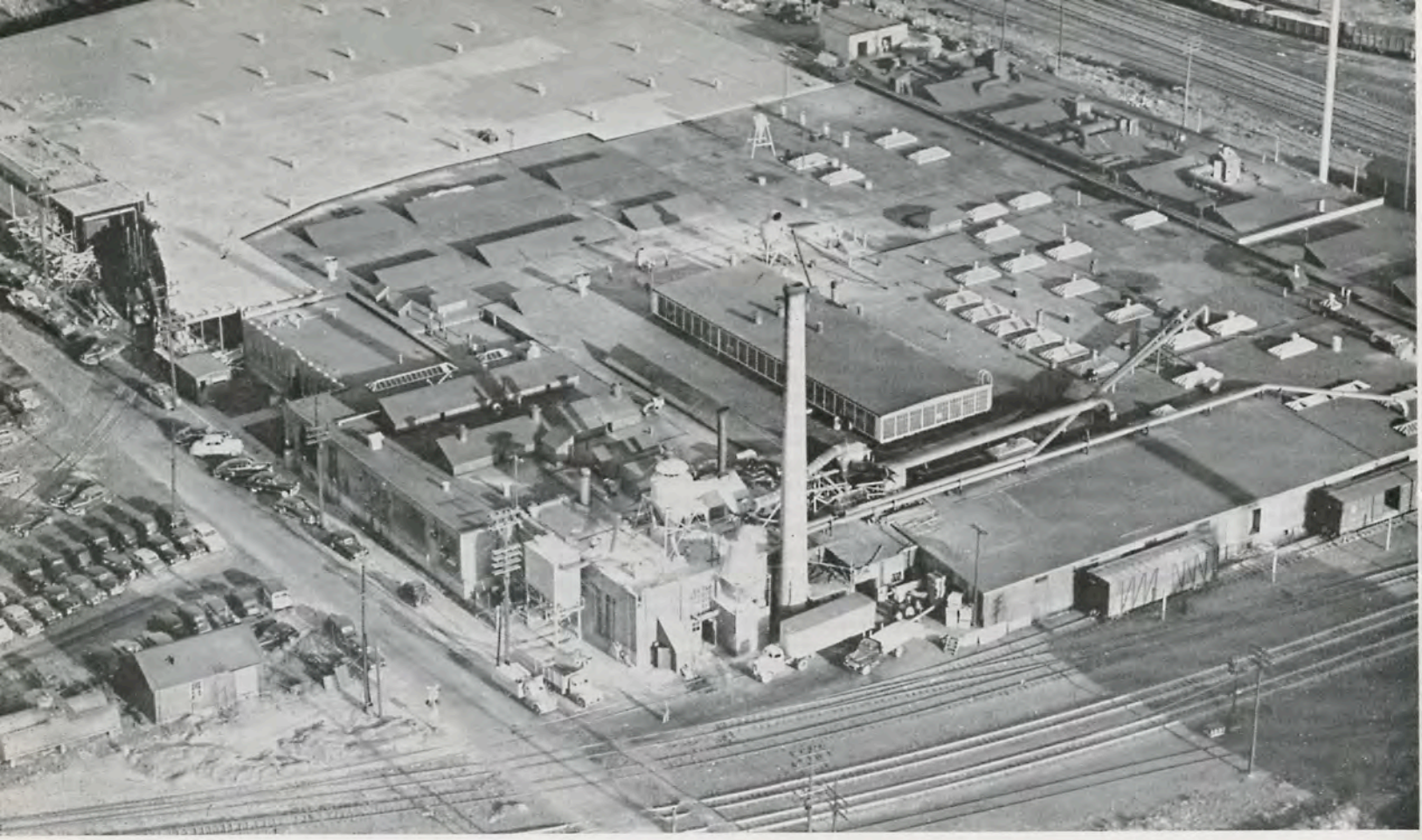
This new utility, all-purpose smaller-sized equipment will demonstrate how water and sand, under great pressure, do two jobs at once without damage to core rods, gaggers, etc. Also how water and sand can be salvaged over and over again and how the machine saves you money by doing quickly and mechanically what you now do slowly, laboriously, by hand.

BARREL, TABLE-ROOM AND DUST COLLECTOR

Stationed between these machines will be several of Pangborn's wellknown standard, production-proved models in actual operation. These include the ROTOBLAST Rocker Barrel, the versatile ROTOBLAST Table-Room and the big CH-type cloth screen Dust Collector which will have vision windows so you can see how it works. There will also be comfortable arrangements where you can discuss your blast cleaning and dust control problems with Pangborn's skilled staff of engineers and sales executives.

On hand to serve you will be Mr. Thomas W. Pangborn, President; John C. Pangborn, 1st Vice President; P. J. Potter, Executive Vice President; Victor F. Stine, Vice President in Charge of Sales, W. I. Gladfelter; Chief Engineer, A. Lesley Gardner, Advertising Manager; Bob Donnelly and Jim Martin of Pangborn's Cleveland Office; Leonard Wagner, Frank Newell and Bob Gossard of Chicago; Bruce Artz and Don Jacquith of Syracuse; Gil Gilmour of St. Louis; J. H. Connelly, New England; Jack Wise, Pittsburgh; Wally Jones and Paul Maurer of New York; Howard Schellhase of Philadelphia; Charlie Bultman, L. W. Unger and Dave Bair of Detroit and Jack Pangborn, Jr., Ralph Garver, Bob Hewitt, Frank Kaiss, Charlie Routzahn and others from Hagerstown.

Be sure to drop in and see us! #



AERIAL VIEW of Daystrom's plant, Olean, N. Y. during installation of Pangborn Dust Control system. Note piping from dust-source areas crossing rooftops to the Collectors (left of stack, center foreground). Now completed, system filters 45,320 cu. ft. of dust-laden air per minute.

B. P. (BEFORE PANGBORN)

DUST WAS A PROBLEM AT DAYSTROM

If you have ever lived in a small town—or know how things are in a proud little community like Olean—you can understand what Daystrom was up against.

Here was a company with growing pains. In 1931 it started in business making a small utility ashtray. In 1934 it moved to Olean, New York, to manufacture metal cabinets. In a few short years, with its switch to production of chrome tubular steel tables and chairs, Daystrom was a major industry.

Folks in Olean were proud of the company's growth and success. They liked the 700 and some-odd jobs Daystrom provided and the quarter-of-a-million dollars monthly payroll. There was one thing, though, they didn't like—and that was Daystrom's dust.

TIME OUT FOR CHECK-UP

With the sales boom in modern tubular steel furniture and the wide public acceptance of Daystrom's products, the company had simply been too busy to think much about its dust. But even way back in the beginning it was part of Daystrom's philosophy to provide safe and healthful working conditions and to be a good neighbor and citizen.

So when employees and neighbors started to complain about Daystrom's dust, Daystrom took time out for checking up. Some of the employees, they discovered, were showing skin irritations from the plastic, masonite and homosote dusts. When the five o'clock whistle blew and they started home from work, their cars in the parking lot were covered with thick layers of Daystrom's dust. Neighbors, the company found out, were unhappy about the dust that settled on their homes and in their yards.

MENACE TO GOODWILL

Small town folks, for the most part, own their own homes and are proud of their appearance. Unlike the residents of industrialized areas of big cities, folks in Olean have never been confronted with industrial nuisances and therefore have never developed a tolerance for them.

There hadn't been too much open criticism but Daystrom's dust was clearly a menance to both employee and community goodwill—and especially in these times, employee and community goodwill is of major importance for any industry. Dust was undoing much of the good that had been accomplished by the company's active part in community affairs, its contributions, its plant visits and open houses and other

QUALITY OF PRODUCT is responsible for Daystrom's remarkable growth and leadership. 1000 tables and 4000 chairs are produced daily.

activities. Something had to be done—and right away.

So Daystrom got in touch with Pangborn, presented its problem and collaborated with Pangborn engineers in its solution.

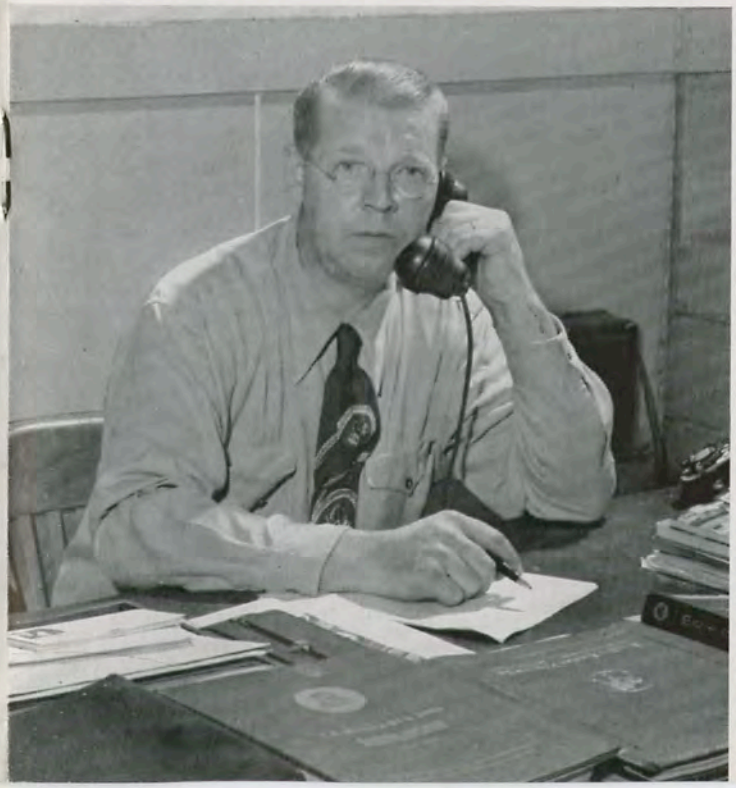
The result was an effective dust control system tailor-made for Daystrom's particular conditions but utilizing standard Pangborn equipment for maximum economy. At Daystrom, specially designed, efficient hoods are installed right at the dust sources—primarily sanding, trimming and shaping machines—to capture the chips and dust before it escapes into the working areas. Carefully designed piping carries it to the dust collectors mounted outside the plant buildings where it is stored for convenient disposal.

SANDING MAKES DUST

The smaller Pangborn "CH" Dust Collector (shown in the foreground in the photo on page 13) serves the three sanding machines in the laminating department (other photo page 13). These machines are used to "rough up" the sheets of plastic and masonite used in Daystrom table tops so they will hold better when glued. Particles of dust produced by this operation are small and light in weight and are carried directly to the smaller Pangborn cloth screen dust collector without passing through preliminary centrifugal-type collectors enroute, as in the case of the other installation at this plant.

This particular part of the Daystrom's Dust Control system exhausts 4620 cubic feet of air per minute and gathers 522 cubic feet of dust (masonite and plastic) every 16-hour working day.

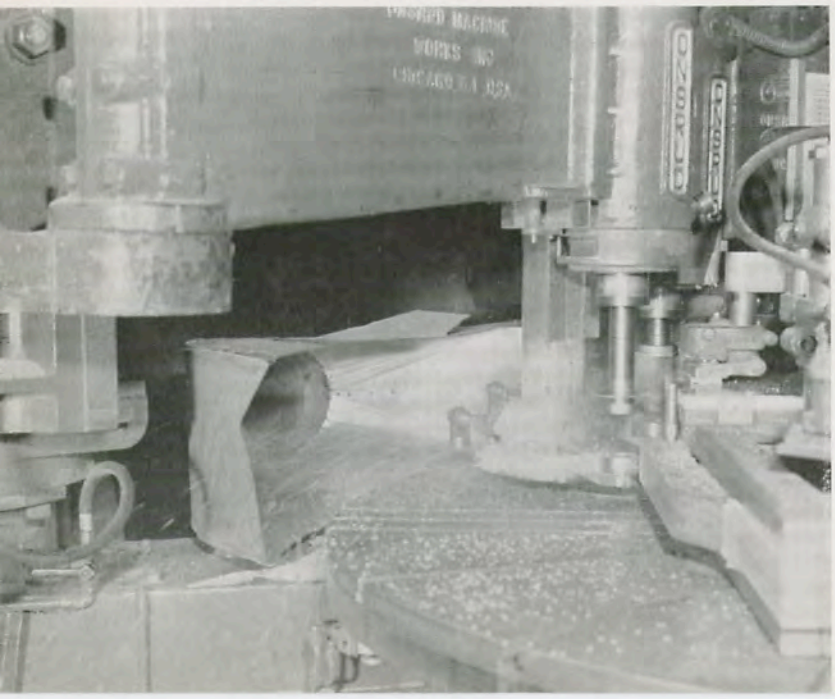
In the trimming and shaping department where three special Onsrud machines and other equipment perform an essential operation and create a major dust problem, the mixture of plastic, masonite and homosote (a fibrous "papery" material) dust is carried first to the two centrifugal collectors where the chips and coarse, heavy particles are removed, and



RALPH GLAD, Chief Engineer, says Dust Control pays off in dollars and cents.

OPEN HOUSES AND PLANT VISITS for Daystrom's Olean neighbors, like the one shown here, are an effective part of company's community relations program. But Pangborn Dust Control, by keeping Daystrom's dust at home, is most effective goodwill move Daystrom has made.

SAME TRIMMING AND SHAPING MACHINE shown above is a dust-maker in action. But see how dust and chips are caught by hood right at the source.



then on to a double Pangborn "CH" cloth screen collector for removal of the "fines." This part of the system exhausts 45,320 cubic feet of air per minute and —with the "CH" alone—266 cubic feet of dust is gathered every 16-hour day.

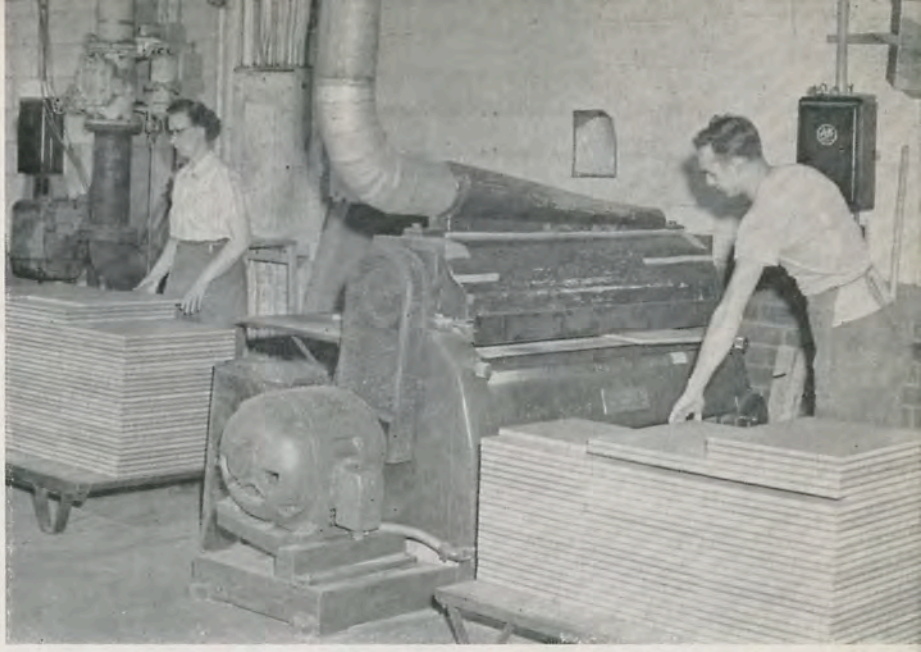
The material removed from Daystrom's plant as dust, being a mixture too difficult to separate, has no salvage value. The coarse material from the centrifugal collectors is fed directly into the boilers and burned. Fine material from the cloth screen collectors is removed by truck. Together these materials all go to make up a very large quantity of dust that now is no longer scattered over Daystrom employees, their automobiles and the homes and yards of Daystrom's Olean neighbors.

MEN AND MACHINES MORE EFFICIENT

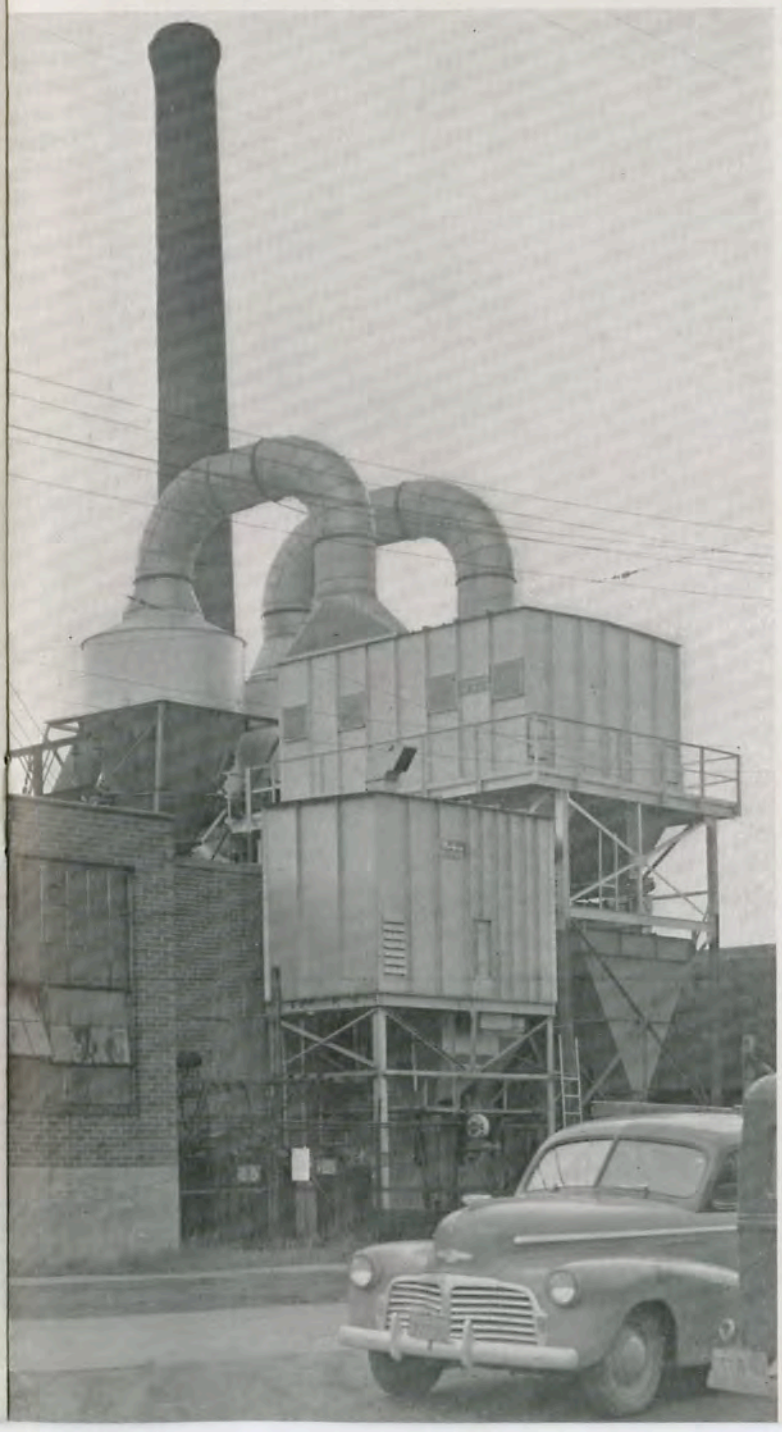
Ralph Glad, Daystrom's chief engineer, feels that the Pangborn dust control installation has solved all the

problems of community relations formerly presented by Daystrom's dust and in addition, by greatly improving working conditions for employees, has become a full-fledged and necessary member of the production team.

According to Glad, the Daystrom company has discovered that both machines and workers become more efficient in dust-free working areas and that good working conditions affect morale and morale is important both to production and quality. Quality is an important word at Daystrom. Signs are posted throughout the plant buildings as a constant reminder that quality of product has built Daystrom and is responsible for its remarkable growth and leadership. (Daystrom currently is producing about one-quarter of all the chromed tubular steel kitchen and dinette furniture made in the U. S.—in the busy season, 1000 tables and 400 chairs every day.)



SANDING MACHINES rough up plastic and masonite sheets in the laminating department, make dust, require different types of hoods and piping.



PANGBORN CLOTH SCREEN COLLECTORS shown here gather 788 cubic feet of dust every day, prevent its scattering over Daystrom's employees, neighbors.

From the standpoint of community and employee relations alone, Daystrom feels the Pangborn Dust Control system pays its way and is well worthwhile. And the role it plays in improving the quality and speeding the production of Daystrom products is an important "extra" at no additional cost.

But the Daystrom dust story does not end there. Many of the customary benefits of dust control also apply to this installation.

BETTER PRODUCTS, LOWER COST

These benefits are immediate, tangible, and noticeable —and most of them involve dollar-and-cents savings. Plant maintenance costs are definitely lower now that dust is controlled. Painting is required less frequently. Lighting is brighter, with less electricity costs. Plant housekeeping is easier, less costly.

Perhaps even greater savings are effected by elimination of the gummed belting, dirty motors and worn parts that prevail where uncontrolled dust ravishes the expensive machines in adjacent working areas. By using Pangborn dust control to slow down machine wear and tear, reduce maintenance costs and repair bills, reduce costly breakdowns and the resultant loss of time, the Daystrom Company is not only cutting overhead and making up the original cost of the dust control system in a hurry, but in the long run it is taking one more long, important step in its never ending journey toward a constant goal of producing a better product at lower cost. #

"GIL" : PANGBORN'S "SPIRIT OF ST. LOUIS"

MEET OUR MR. GILMOUR of the St. Louis office. If you're located in that part of the country, here is a man you ought to know better.

In 1927 when Lindberg flew his "Spirit of St. Louis" non-stop across the Atlantic, Everett C. Gilmour was completing his second year as Pangborn's representative in the St. Louis territory. And except for a short period when he was transferred to Cincinnati in the mid-30's Gil has been Pangborn's Spirit of St. Louis, serving our many friends and customers in that area ever since.

Like Lindbergh, Gil believes in going places by air. Far and away the number one airline passenger of the Pangborn sales staff (with appointments in Oklahoma City and Indianapolis on successive days, he has to be)—Gil can call most of the flight stewards in this area by their first names.

ROTOBLAST IN TERRE HAUTE?

The St. Louis territory is a big one—and well spread out. Unlike highly industrialized areas of the Great Lakes region and the East, there is no real concentration of industry here. In planning his week's work, Gil may have to arrange a sales talk about Dust Collectors in Kansas City, Hydro-Finish in Chattanooga, ROTO-BLAST in Terre Haute. There's an inquiry on a "GK" Barrel in Louisville, Kentucky. A plant engineer wants to talk airblast rooms in Wichita. Somebody wants to buy Malleabrasive in Nashville . . or Tulsa . . or Memphis. It takes a lot of getting around.

A MEMBER OF THE TEAM

Having a man like John Wright of Evansville helps a lot. John is a special Pangborn representative who gives on-the-spot service to Pangborn customers and to blast cleaning and dust control prospects in southern Indiana. (The address is 414 Stanley Avenue, Evansville). John, a topnotch sales engineer by vocation, a topnotch hunter by vacation and a television fan most evenings he can get anything (bad section for TV), teams up nicely with Gil on handling the big jobs of this area.

Gil, too, is a man who rates sport and his home as primary extra curricular interests. Like all Pangborn District Managers, Gil is on the go most of the time, with long hours and lots of out of town nights. But

GIL AND JOHN WRIGHT, our Evansville representative, swapping stories about the big one that got away. Fish, we hope.

when he is home, he enjoys it to the fullest with Mrs. Gilmour, his married children(a son and two daughters who live nearby and drop in frequently with the grandkids) and "Cappie," the Gilmour's Boston Terrier.

(Cappie, mellowing with full maturity, has finally stopped growling at photos of the well known strain of registered white Bull Terriers the Gilmours used to raise.)

A great believer in getting out a ways, Gil moved both his home and the office to Kirkwood, an attractive suburb just west of St. Louis several years ago. It worked out fine, being handy to the St. Louis airport and to the best highways north, south and west. Gil has become a real part of his community even to the extent of sponsoring the town baseball team.

A MAN TO KNOW BETTER

If you live in the southern half of the midwest, Gil Gilmour is a man you should get acquainted with. You'll like him personally (most business friends find him a welcome relief from the high pressure salesmen which confront them in their daily work). You'll respect his advice, too. He knows his job from stem to stern (having been in the blast cleaning and dust control business since 1913), is one of Pangborn's finest and most seasoned sales engineers.

So drop Gil a line at 511 W. Jewell Ave., Kirkwood, Mo. If you decide to phone, its Kirkwood 212. (If an especially nice voice answers, that's Mrs. Mildred Zelle, Gil's Girl Friday for nearly ten years. She has a nice smile, too, doesn't she? . . . Well, everything's topnotch at Pangborn's St. Louis office.) #

NICE SMILE? We think so. This is Mrs. Mildred Zelle who runs the St. Louis office while Gil goes galivanting around the country on company business. Incidentally, she's every bit as nice as she looks.

A HOMEBODY when his job lets him be, Gil likes to relax in his comfortable Kirkwood home with Mrs. G and "Cappie." But tonight's relaxing is strictly limited: Gil's grown son and two son - in - laws, all Navy veterans, will drop in with wives and kids, swap sea stories till the wee small hours. The Gilmours like "living out a ways" and having the children and grandchildren close by.

GARDEN CITY FINDS THE FORMULA

Stoughton jobbing foundry proves that modernization equals efficiency equals better prices and service for customers equals company growth, prosperity and success.

When Mr. & Mrs. J. V. Shanley moved their two-year old jobbing foundry from St. Ann, Illinois to Stoughton, Wisconsin in 1939, the infant industry rattled around in its new surroundings like one apple in a bushel basket. Only 25% of the floor space and plant facilities were used at Stoughton that first year but the Shanleys knew their "baby" would be growing fast. The Shanleys had faith—and a formula.

From the start, here was a business based on the philosophy that growth and success depends on sales depends on customer satisfaction depends on quality of work and service and reasonable prices. And these of course depend on efficiency, modern methods and getting the very best tools for the job—modern tools, the best a business can afford.

Did the formula work? Let the record speak for itself: eight years later it was necessary to build additions and double the capacity of the plant—(the plant that was four times too big when the Shanleys and their Garden City Foundry moved in).

BEST TOOLS FOR THE JOB

According to the Garden City formula, everything starts with modern tools and modern methods as a foundation on which all the rest is to be built. What tools did the Shanleys select?

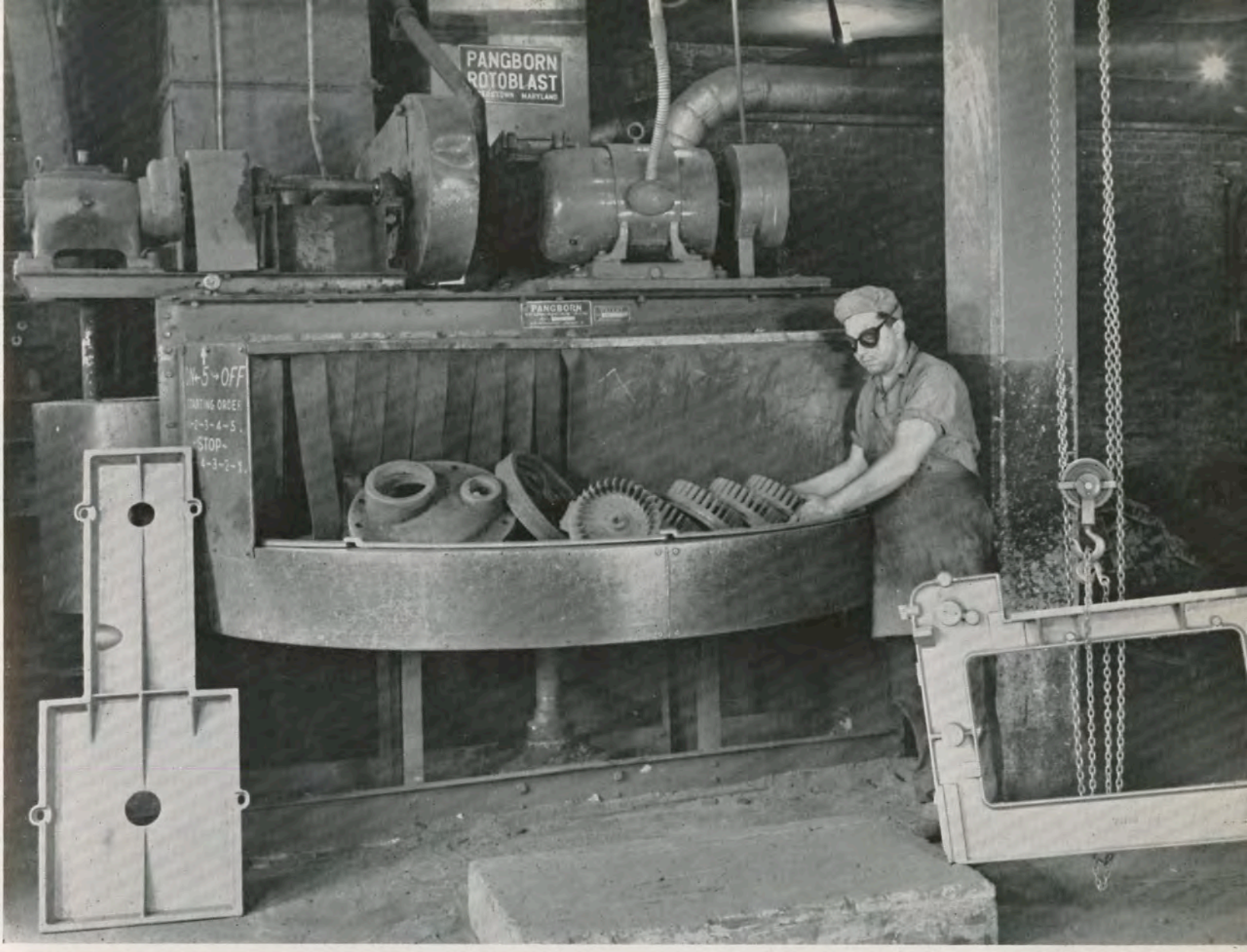
Naturally in a jobbing foundry, the tools were many but J. V. Shanley, looking back, feels few were more important—and profitable — than Pangborn ROTOBLAST.

ROTOBLAST wasn't the first cleaning room tool at Garden City but time has proved it the best. Today practically everything produced at Garden City is blast cleaned in two Pangborn machines—a 14′ ROTOBLAST Barrel and an 8′ ROTOBLAST Table. The work includes an exceedingly diversified group of gray iron, semi steel and high test castings ranging from a few ounces up to 300 pounds in size and destined for use in a great number of products manufactured in the Midwest. (Garden City produces valves for the chemical and oil industries, flywheels for air cooled motors, liquid level controls and a wide assortment of castings for paper mills, the heating industries, automobile and farm machinery manufacturers, etc.)

The Shanleys installed ROTOBLAST to speed up the pace of cleaning as the rapid growth of the company made it necessary. Also to provide Garden City customers with better finished castings than was possible with existing equipment.

"With our two Pangborn machines," explains Jack Shanley, Sales Manager, (and nephew of Mr. and Mrs. J. V.) "we can give our customers just about any finish they desire. The ROTOBLAST Barrel gives a bright, semi-hammered finish which is sort of a cross between a tumbling finish and a blast finish—except that we don't knock off the corners like we used to do with

MOLDER JOHN TOWNSEND displays pattern for flywheel casting with fragile (1/8″ thick) fins which was a cleaning problem until solved by Pangborn ROTOBLAST Table.



PANGBORN ROTOBLAST solves breakage problem, lowers cleaning costs and handles wide variety of castings common to jobbing foundries.

tumbling. The ROTOBLAST Table gives a beautiful, dull gray, satin finish."

Sales Manager Shanley, whose job it is to know about customers, went on talking about customers and what they want. "Anyone who orders castings from a jobbing foundry, wants a *good* casting and a *clean* one. This is Garden City's stock-in-trade and ROTOBLAST helps us turn out the best. Pockets are no problem with these Pangborn machines—they get down into places where tumbling can never get and clean castings *clean*. We also find this aids inspection by uncovering small flaws better than any other method. This way we catch the errors before they reach our customers and as a result we have built a reputation for quality work."

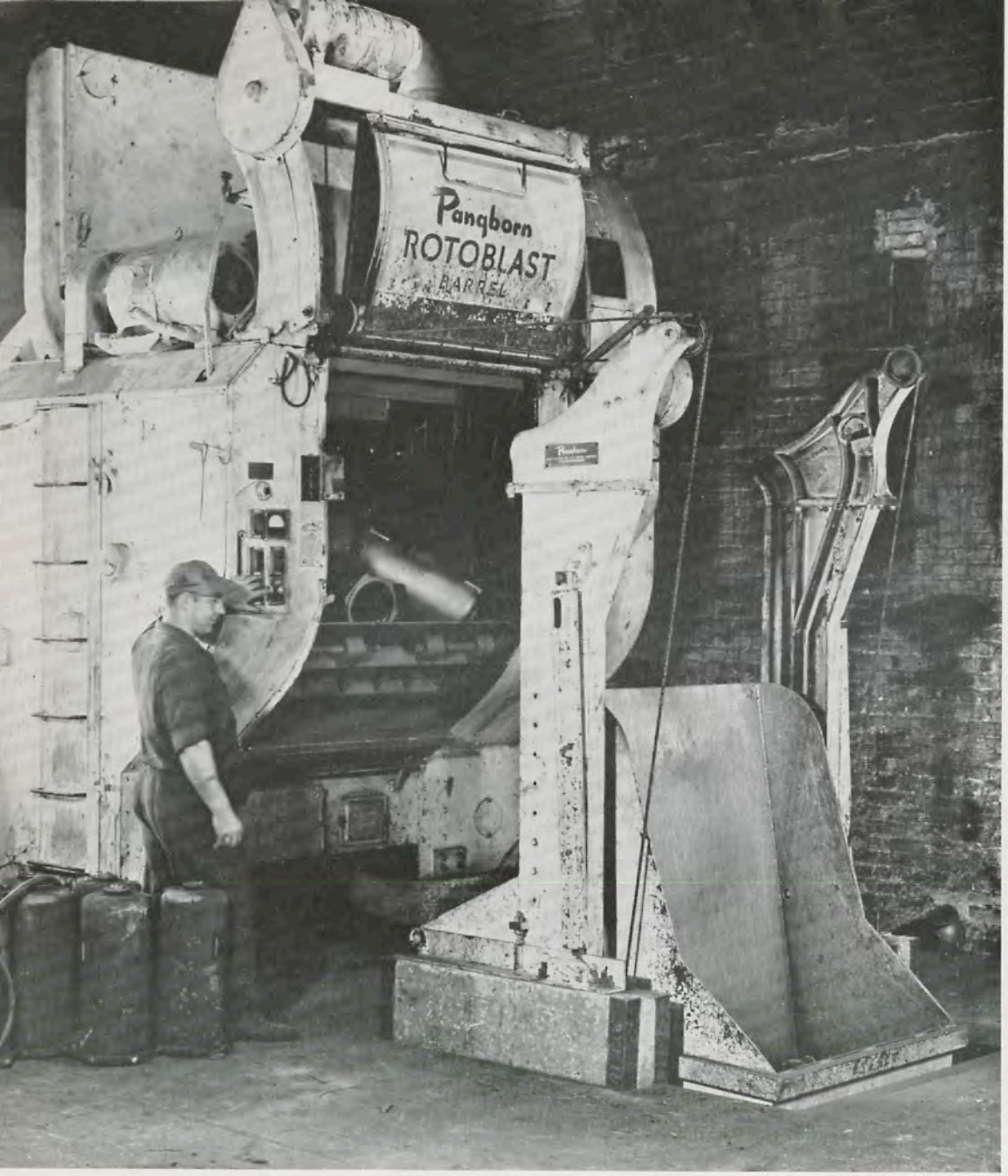
Mr. Shanley stated further that showing up defects has improved Garden City's foundry practice as molders can see the bad castings and try harder to eliminate them. Other advantages of ROTOBLAST were discussed; for example, that it provides an ideal surface for painting or enameling that could not be achieved by tumbling.

John Selgrath, Garden City Foundry Superintendent, agrees with Sales Manager Shanley and adds some interesting information about the ROTOBLAST Table and its relationship to a certain flywheel casting which this jobbing foundry turns out in quantity for a well known motor company.

This flywheel casting has a series of fins 3½ inches long and only ⅛ inch thick joined to the main body of the casting which is 2 inches thick. According to Selgrath: "prior to the installation of the Pangborn Table we were unable to clean this particular type of casting because it was too fragile to be tumbled. Since installing the table we have made and cleaned many thousands of these castings *without one instance of breakage attributable to the Table.*"

FACTS AND FIGURES PROVE ECONOMY

These fragile flywheel castings are made in two sizes, one weighing 31 pounds, the other 49 pounds. With the larger size, 12 castings make a load for the 8′ ROTOBLAST Table and in spite of the intricate nature, are cleaned perfectly in 2 minutes 5 seconds per casting.



JOE SCHNEIDER, Maintenance Foreman, puts the Pangborn ROTOBLAST Barrel, the workhorse of the Garden City cleaning room, into action. As shown here, it's as simple as pushing a button—which is exactly what you do. Only one operator is required. In a few minutes, he pushes another button to stop the "rocking" action of the barrel and the hurling of metallic abrasive by the powerful ROTOBLAST unit—and out come the castings perfectly cleaned. (In case you're wondering about the paint job on this barrel, it was shipped to Stoughton direct from a Pangborn AFS Show exhibit.)

This 49-pound casting costs 5.3c to clean (including operation of the table and the labor of loading, turning and unloading) or slightly over a tenth of a cent per pound.

The smaller flywheel castings are cleaned 34 at a time in an average time of fifty seconds per casting. Cost of cleaning in this case is only 2c per casting or less than 6/100 of a cent per pound!

Less complicated castings, of course, take considerably less time to clean and cost considerably less. This is especially true of any castings suitable for "rocking" in the big ROTOBLAST Rocker Barrel—one of the fastest, cheapest, *best* blast cleaning machines obtainable anywhere today.

According to Superintendent Selgrath, Garden City has found the ideal combination for the jobbing foundry: the ROTOBLAST Table for flat or fragile pieces or anything not suited to "rocking", the ROTOBLAST Barrel for everything else. Says Selgrath: "We are very well pleased with the performance of these two Pangborn machines. They have materially reduced our cleaning costs, enabled us to clean almost everything we produce automatically, result in cleaner castings and better service for our customers and more business for us."

Pangborn ROTOBLAST, apparently, is an important part of the Garden City "formula."

"FAMILY-STYLE" FOUNDRY

No story of Stoughton's Garden City Foundry is complete without mention of a few unusual facts regarding its management and personnel:

Garden City is a "family-style" foundry in a unique way—it is owned, managed and operated by a partnership of husband and wife. As stated above, a nephew is sales manager. And according to the Shanleys,

TYPICAL OF GARDEN CITY'S GROWTH, improvement of plant facilities and philosophy of modern "tools" and modern methods, is this new all-steel fireproof pattern storage department. Well designed racks allow orderly storing. Patterns are instantly available and in good condition when called for as repeat orders come in.

"WE ARE WELL PLEASED." Garden City Superintendent, John Selgrath says that facts and figures prove Pangborn ROTOBLAST is doing a topnotch job.

ANOTHER PART OF THE "FORMULA": this big "CH" Cloth Screen Dust Collector, shown here on the rooftop of Garden City Foundry, is a part of the Pangborn Dust Control system serving this foundry's grinding wheels and blast cleaning machines. Built-in spark arrestors are included in this system.

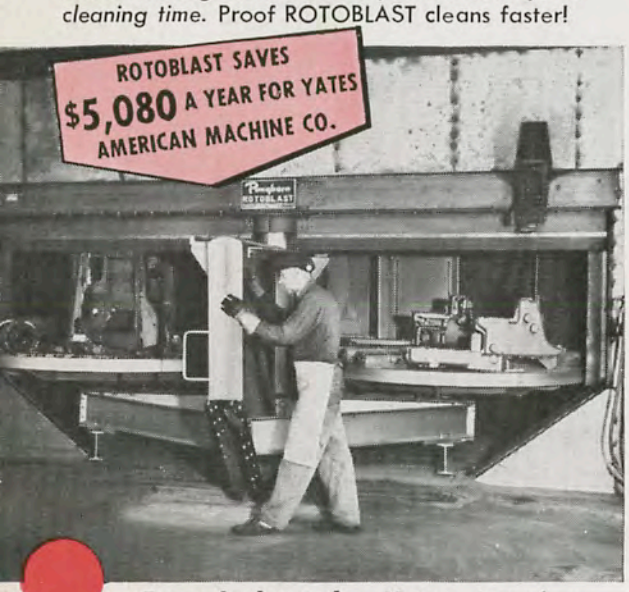
Garden City boasts as many father-and-son combinations, proportionately, as Studebaker—perhaps even more.

Take the Radeckis, for example. One son, Louis, is foreman of the melting department. But Radecki, Sr., who has served on the cupola for many years, is the real boss. Casmir Radecki is a coremaker, next senior to the core room foreman. Alec Radecki, a wounded war veteran, is a molder.

Louis Vike is foreman of the core room and his son Arnold is night crew foreman. Olaf Hanson, the father, is a bench molder while sons Palmer and Obart are coremaker's helpers. There are many others.

Garden City sponsors the Stoughton baseball team, one of the best in southern Wisconsin, and takes an active part in all community affairs. Good workman, good employee and community relations, like Pangborn ROTOBLAST, are all a part of the Garden City formula —a formula, obviously, *proved* successful. #

Tests by Oil Well Supply Co. *show that ROTOBLAST replaces five old-style tumbling mills, cleans castings in 15 minutes, saves 95.8% on cleaning time.* Proof ROTOBLAST cleans faster!



Records kept by Yates American Machine Co. *indicate ROTOBLAST saves $5080 on labor, virtually ends downtime, cleans 18 times faster.* Proof ROTOBLAST cleans better!

Harris-Seybold reports *that their ROTOBLAST room cuts cleaning time 66⅔%, releases four men for better jobs, saves $10,160 on labor alone.* Proof ROTOBLAST saves money!

HERE'S HOW YOU CAN SLASH blast cleaning costs with Pangborn ROTOBLAST*

USERS FIND ROTOBLAST SOLVES PROBLEM OF HIGH LABOR COSTS— SAVES MONEY CLEANING LARGE OR SMALL CASTINGS

IF YOU WANT TO SAVE on blast cleaning and get a faster, better job . . . modern Pangborn ROTOBLAST is a must for your cleaning room. Whether your foundry needs Barrels, Tables or Table-Rooms you'll find Pangborn has a standard model designed for your requirements.

Pangborn ROTOBLAST cleans faster because it throws more abrasive over a larger area with greater density . . . cleans better because it gets into small pockets, leaves no abrasive to damage machining equipment . . . cleans cheaper because it requires less horsepower, uses less manpower, needs less maintenance, eliminates need for air compressor!

GET THE FACTS! Find out how much money you can save with Pangborn ROTOBLAST. Bulletin 214 gives full details, technical information. Write for it today without cost or obligation. Address: PANGBORN CORPORATION, 140 Pangborn Blvd., Hagerstown, Maryland.

Look to Pangborn for the Latest Developments In Blast Cleaning and Dust Control Equipment

MORE THAN 25,000 PANGBORN MACHINES SERVING INDUSTRY

Pangborn

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BLAST CLEANS CHEAPER with the right equipment for every job