

Milestones
in **AWECO**
Employee
Relations

**LIFE, HEALTH,
AND ACCIDENT
INSURANCE**
(Employees & Dependents)

**FIRST
AID ROOM**
REGISTERED NURSE
MODERN SAFETY
MEASURES

**BETTER
WORKING
CONDITIONS**
A Clean
Well Lighted
Shop
Modern
Machinery

**CREDIT
UNION**

**ATHLETIC
ASSOCIATION**
ORGANIZED
SPORTS

**SUGGESTION
SYSTEM
AWARDS**

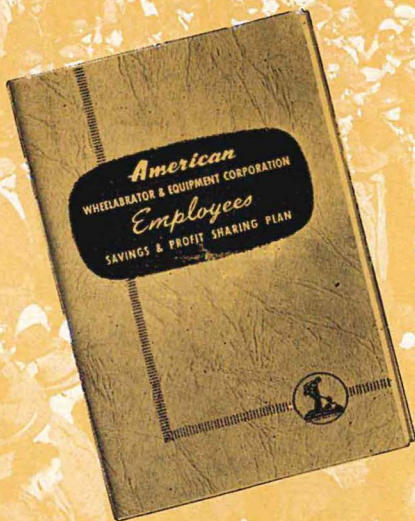
**PAID
VACATIONS**

**"PARADE"
Employee
Magazine**

**JULIANNA
CLUB**

**AMERICAN
Parade**

Company to Share



Announcement of the good news about the new AWECO Savings and Profit Sharing Plan for eligible employees was made officially by President Otto A. Pfaff, October 14 in a personal letter to each employee.

A complete explanation of the Plan, together with a copy of the Trust Agreement was contained in a booklet accompanying the announcement. Each employee is urged to read this booklet . . . or at least the simplified explanation of the Plan on pages 4 to 12 . . . in order to become acquainted with the features of the Plan. If an extra copy of the booklet is desired it can be obtained at the Personnel Office.

As indicated in the message below by Mr. Joseph Snyder, Union President, this Plan is a most important step forward for every employee. It marks another milestone in the Company's efforts to live up to its reputation as "a good place to work."

Year by year there has been a steady procession of Company contributions to employee welfare. To name a few of these in recent years: Vacation checks to employees in the armed forces group insurance, in which the Company's contribution average:

BENEFITS of the Plan

- Provides Retirement Fund for your comfort and happiness in old age.
- Provides opportunity for financial independence.
- Provides incentive for enterprise and interest in work as well as incentive for financial benefits.
- Builds Estate for your family in event of death.
- Encourages thrift and accelerates the building up of an estate by providing extra benefits to those who save.
- Relieves feeling of insecurity about the future.

HIGHLIGHTS of the Plan

- Funds in the Plan come from: (a) Employee savings; (b) A share of the Company's net annual income prior to payment of Federal taxes; (c) Earnings from the investment of combined employees' savings and Company contributions.
- Every employee having one full year's employment is eligible to participate in the benefits of the Plan, providing he signifies his interest by signing an application for membership.
- The Company's contribution will be greater if larger profits result from higher and more efficient production; suggestions to reduce costs; and from the elimination of waste in time and materials.
- Your savings are invested and the income is credited to your account.
- You can greatly increase your benefits by saving up to 5% of your payroll earnings . . . but saving is not compulsory.
- Investment of Trust Funds (employees savings and Company contributions) is subject to strict laws governing such activities.
- Your share of Company profits is allocated according to your profit sharing units . . . each dollar you save counts for 20 profit sharing units . . . and your total units are a percentage of the total units of all other members of the Plan.
- For an explanation of what you will receive upon retirement, death, permanent disability, or termination of service, consult the Booklet describing the Plan . . . see pages 9 and 10.

Profits with Employees*

up to 50%; first aid room with registered nurse in attendance; efficient safety measures; modern equipment, lighting, and painting; etc.

With the establishment of the Savings and Profit Sharing Plan, a new meaning is given to the growth of the Company and its efficient management and operation, since Company success is now reflected in profit benefits to all who join the Plan. And with the cordial relationships that have always existed between employees and management we can all look forward to the future with confidence and inspiration.

Union Hails Plan

After carefully studying the Profit-Sharing Plan, the Union is pleased to give its whole-hearted approval and support to it.

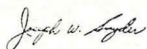
The Union urges all employees to participate in the Plan, not only by signing the agreement, but by putting their savings into the Plan. Because, in this way earnings from the Fund are higher than otherwise.

The Plan is a safeguard for the future; an important step forward for every employee, a step that enables him to participate in the profits of the Company and thereby accumulate a retirement fund.

About six weeks before the Plan was first explained to the Executive Committee of the Union, we requested the Company to inaugurate a pension plan. This Savings and Profit-Sharing Trust Fund, we feel, is far superior to a pension idea.

I urge every employee to read carefully the booklet explaining the Plan for it can stand on its own feet, and after reading it, I am sure every employee will be pleased with it.

Executive Committee
Local No. 995 UAW-CIO



by JOSEPH W. SNYDER, President.



A Personal Message from the President

The American Wheelabrator and Equipment Corporation Employees' Savings and Profit-Sharing Plan, explained in this booklet, is designed to provide funds for the comfort and pleasure of Company employees upon retirement and/or to provide funds for the protection and comfort of those dear to them in the event of death before retirement.

Under the Plan the Company will pay into a trust fund a fixed percentage of its annual profits. All eligible employees who join the Plan will participate in these Company payments.

I believe that employees sharing in Company profits become more interested in the business and help to operate the Company more efficiently. Something like a partnership is created between Company stockholders and employees who join the Plan because anything that reduces the profits of the Company reduces the amount available for dividends to stockholders and also the amount of Company payments to the profit-sharing trust fund.

I also believe that the average employee wants to have a share in providing for his own security. The Plan, therefore, permits, but does not require, contributions by employees; in other words, any employee may regularly contribute a limited portion of his compensation, if he chooses to do so, in which case his participation in the fund will be greatly increased.

Government Social Security benefits which provide only modest retirement allowances, are in no way disturbed by the Plan. It is hoped that accumulations under the Plan will grow year by year into a substantial additional benefit fund.

In helping to relieve fear of insecurity in old age, in encouraging thrift, and in making employees more personally interested in the Company's progress and success, the American Wheelabrator and Equipment Corporation Savings and Profit-Sharing Plan is, in my opinion, both an important step in employee welfare and a good business investment that should bring substantial benefits to employees and to the Company.

It is my hope and expectation that those of you who join the Plan will find great satisfaction as the years unroll in the way the Plan affects your own welfare and happiness.

Sincerely,



OTTO A. PFAFF,
President.

American PARADE

Published by and for Employees of
American Wheelabrator and Equipment Corp.
Mishawaka, Indiana

VOL. 6, NO. 10 OCTOBER, 1947

MARJORIE E. FRAZEE
Editor



MACHINE SHOP

Lewis F. Edwards, Howard Elifritz, Vernice D. Beehler, Roger J. Miller, Duwayne D. Miller, Merle D. Walters, John C. Brubaker.

STEEL SHOP

Charles E. Rondot, James E. Swank, Larry J. Beldon, Edward L. Stutz, Elmer C. Miller, Cleon W. Eberly, Thomas J. Lee, Freddie W. Fritter, Duward H. Mike-sell, Earl R. Kilgore, Walter F. Magolske, Jr., Calvin E. Scott, Lester Blake, Jr., Clarence S. Lutz, Everett D. Barrett, Roland A. Davis, Clarence E. VanBruaene, Wilfred A. Doll, Charles E. Phillips, Francis Smedley.

STOCKROOM

James E. Millage, Mary Louise Humes, Jefferson T. Rans.

SHIPPING

Harry H. Zeigler, Russell D. Shutes, Robert H. Wilson.

MAINTENANCE

Clemento Denino, Dark K. West.

OFFICE

Joseph A. Bauters, Lillian M. Zimmerman, Alberta R. Stricker, Carl Ullrey, Garth Ann Wallace, Anna Marie Biesbroeck, Mary Helen Driver, Martha Louise Whisman, Kathleen Elick, Katie Wilson.

MISCELLANEOUS

John W. Myers, Sales Demonstration; Scoviel O. Weeks, Service Engineer; Fred E. Uhl, Sales Engineer; Robert B. Baugher, Sales Demonstration.

ENGINEERING

Hope Lee Simpson, Arthur E. Batson*

*Returned Service Man.

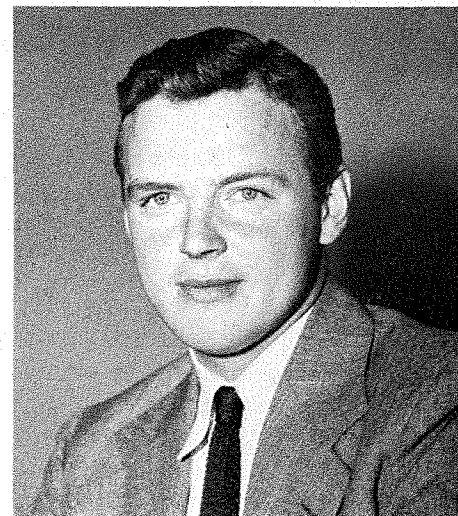
Sales Analyst

Sales Analyst ROBERT ANDERSON is a native Hoosier, having been born in Sullivan, Indiana.

In 1943 two important things happened to him: Indiana University awarded him a degree in General Business Administration, and he became a soldier. Captain Anderson spent 27 months in the China-Burma-India Theatre, mostly as a Provost Marshal attached to the Air Corps.

After being separated from the Army, Bob worked for the David G. Bartram Co., Terra Haute as a public accountant. While on a week-end trip to a football game last Fall Bob and an uncle had lunch with assistant sales manager S. S. Deputy. From conversation Deputy learned Bob was considering changing his employment . . . several months later Bob was offered the position as sales analyst for this company.

Now what does a analyst do? From studying the activities of our sales department — calls, letters, proposals, in-



quiries, and sales — he charts information that enables us to spot the strong and weak points of our sales activities. These facts also enable us to anticipate business trends in various lines of equipment.

On the personal side: He is single. While in college Bob engaged in a number of extra activities, such as editing the year book and serving as chairman of numerous dances.

Despite all this he insists he isn't a "joiner" and his activities away from the plant include golf, ping-pong, bridge, and chess.

This Dust Cloud Had a Silver Lining

T. T. Alverson was driving down a Baltimore street one day when he noticed a cloud of dust issuing from a plant along the way. Immediately Troy stopped, the salesman in him scenting an application for American Dustube Dust Collectors.

Our man talked with manager Harold Kemnitz of the Rubberoid Co. who told him the cloud of dust was powdered mica that escaped when roofing material was made.

A dust collector? Certainly they would be interested in one. Mica costs \$65.00 a ton, and they lost 50 lbs. every hour! Also mica floating around the neighborhood was a nuisance.

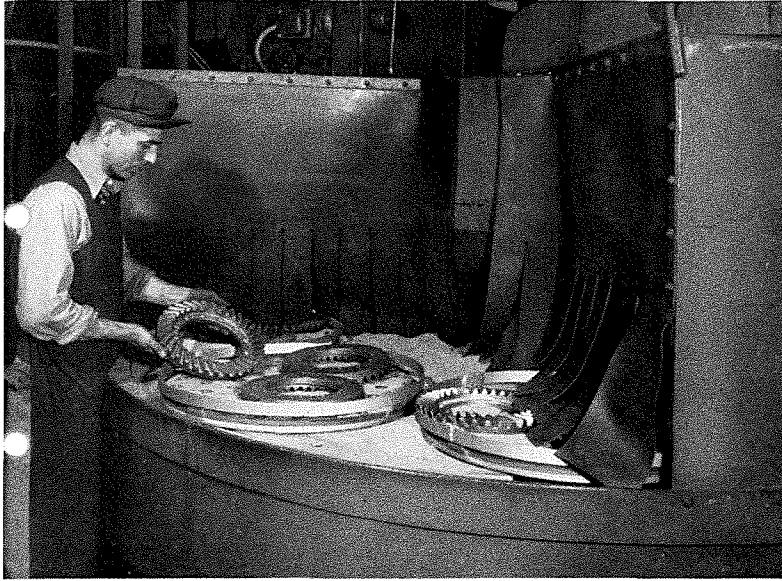
The factory manager was called upon

to show Mr. Alverson the dust creating operation and to assist him. Together they checked the process that makes felt roofing and shingles. This material has a mica, gravel or slate-coated surface.

The shingles are first made in rolls and later sheared to size. The mica and slate are added to the hot asphalt impregnated felt as it passes over rolls. The rolls are 72" long and 36" to 48" wide.

At two points crushed mica (or slate as the case may be) is fed onto the asphalt coated felt strip. As it falls from the roll to the sheet of felt a cloud of dust arises.

Excess mica is shed at the top of the roller, and this too, creates a dust cloud — the three clouds give off 50 lbs. of mica an hour. All of which is collected in the American Dustube Dust Collector.



The removal of heat treat scale from an assortment of sizes and shapes of gears with the Wheelabrator Multi-Table is accomplished in a third of the time formerly required with an airblast table.



perating in HIGH GEAR

Wheelabrator Cleaning Important Operation at Fairfield Mfg. Co.

With industrial equipment makers like the Fairfield Mfg. Co., Lafayette, Indiana, a sound manufacturing technique is an important factor in the company's rise to a leading position in its field.

Since 1919 they have been among the leaders in adopting improved methods and techniques in specialized gear processing. The latest step in their plant improvement program is the installation of a combination cleaning and shot peening Wheelabrator Multi-Table.

800 Pounds in 8 Minutes

Cleaning requirements at Fairfield are two fold: First, tough forgings are purchased from suppliers in the "as forged" condition and are annealed in the Fairfield plant. Scale from the forging and annealing operations is removed in a 36" x 42" Wheelabrator Tumbblast. 800 pound loads of forgings are cleaned in approximately eight minutes. Since all parts are cleaned after arrival at the plant, a perfectly clean surface is provided for subsequent machining operations.

Table Cleans Gears

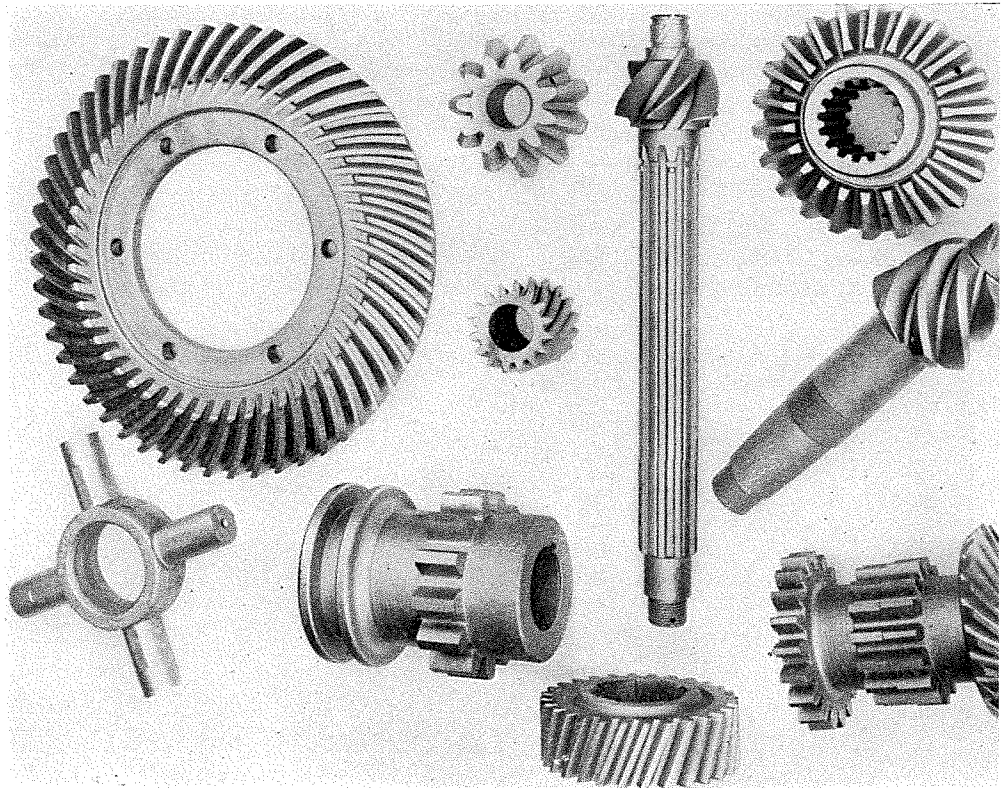
The other cleaning problem is the removal of heat treat scale from the multitude of sizes and shapes of gears produced.

For this purpose a Wheelabrator Multi-Table with eight 28" diameter work tables is employed. This machine replaced an air blast table which had been operated around the clock without being able to keep pace with production schedules. All scale removal is now handled in ap-

proximately a third of the time formerly required.

Shot Peening, Too

The machine is also equipped with facilities for shot peening to increase the fatigue life of gears.

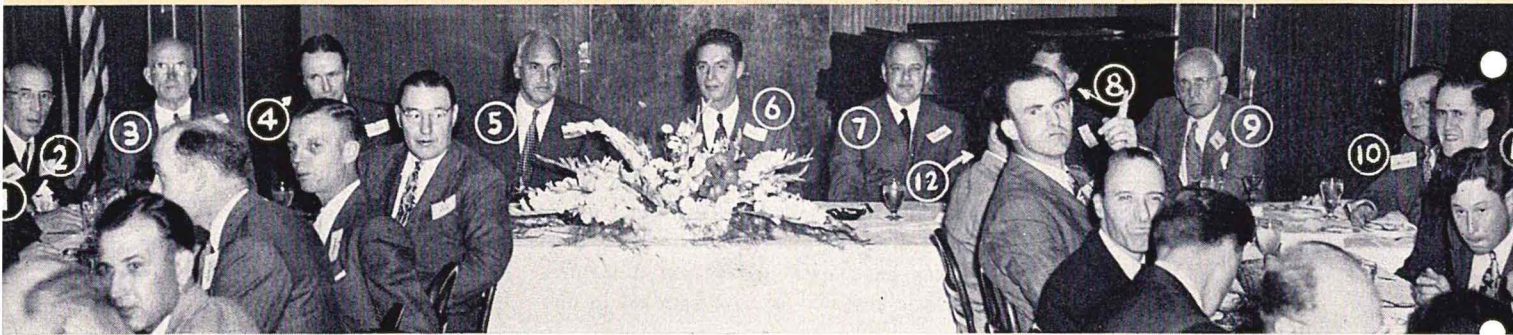


FACT PACKED Sales Conference

**All Salesmen
in Mishawaka
for 5 Day Meeting**

Following an annual custom, AWECO's field sales force convened at the factory September 22 to 25 for a week of fact-packed sessions on the latest developments in sales, engineering, and research. Twenty-four salesmen and members of the sales and engineering staff studied drawings and flow sheets, listened to descriptions of new equipment and new processes, learned of new applications for our standard equipment, engaged in round table discussions and swapped useful information on the sales and engineering aspects of our business.

The week was highlighted by the President's Dinner attended by the officers and directors of the Company, members of the sales and engineering departments, and the field sales force. The 72 men who attended heard President Pfaff review this year's sales accomplishments and discuss the feature prospects of the Company. For highlights of this talk, see the next page.



On the far side of the table, from left to right: (1) L. L. Andrus, Vice President in Charge of Sales; (2) E. A. Rich, Chicago Sales Representative; (3) Albert M. Austin, Vice President, Patent Counsel, and Director; (4) Webster B. Todd, Director; (5) David M. Milton, Director; (6) Otto A. Pfaff, President, General Manager, and Director;

(7) Charles R. Ogsbury, Director; (8) R. Sherrard Elliott, Jr., Vice President, Secretary, and Director; (9) Charles W. Bingham, local counsel; (10) Harold M. Miller, Vice President and Treasurer; (11) S. S. Deputy, Assistant Sales Manager; and (12) Jacob A. Schmidt, Jr., Assistant Secretary and Assistant Treasurer.

A general view of the President's Dinner, held September 23 in the Bronzewood Room of the Hotel LaSalle for officers and directors

of the Company, members of the sales and engineering departments and sales representatives from all over the United States and Canada.





The salesmen sit for their picture before the first meeting of the fact-packed, five-day sales conference

Excerpts from President Pfaff's Speech to Salesmen

"The whole sales force, without exception, is deserving of commendation and appreciation—and I happily and sincerely extend both.

"*American* not only has a strong sales organization in the field, but I feel it is unequalled in the foundry equipment industry—among either competitors or non-competitors. We have the quality of manpower to maintain an enviable position in our industry.

Fine Sales Picture

"There are about 6,000 foundries in the United States and Canada. Only 28.8% of them were reported to use airless blast equipment. As I view our market for Wheelabrator machines, we still have to sell 40% of the larger foundries their first installation,—we still have to sell over 80% of the smaller foundries their first installation—there are repeat order prospects in both large and small foundries, and we are just coming into the period when depreciation and obsolescence will bring replacement business.

Redesign Planned

"I believe we can expect a good continuing sales volume in the Wheelabrator line. To stimulate replacement business

we are engaged in a program of redesigning the popular size machines.

"Before leaving the subject of Wheelabrator sales possibilities, we have been opening up business in new markets. In the field of auto parts reconditioning we have already sold about 82 units. For reconditioning steel drums and barrels we have sold 11 units. Installations have also been made for reconditioning oil pipe lines, boiler flues, floor cleaning machines, oil burners, refrigerator compressors, pipe fittings and water meters.

Researching New Markets

"Sales such as these indicate the likelihood of similar opportunities in other reconditioning fields, and we are researching other markets such as rubber, plastics, jewelry, welding, roofing, ceramics, die castings, leather, etc. Our steel mill program alone could represent a considerable market in itself. We hope to reach it with our Wheelabrator process which basically involves the throwing of finer abrasives—entrained in liquid—than can be thrown in dry form by the Wheelabrator. Just as the Wheelabrator has found its usefulness outside of foundries, we believe the liquid blasting will adapt itself to various desirable surface treatments in a wide range of applications.

"We are determined to maintain leadership in shot peening. Our research and development work remains active—in fact we plan to expand it.

"Reverting to our dust collector business, it must be evident to all of you that the Company is making a determined aggressive effort to become the No. 1 supplier of that type of equipment in this country. We have made further additions to our sales and engineering staffs here, with still more contemplated, and we are now providing more manufacturing space and equipment—all of which indicate our confidence in meeting our objective.

Dust Collector Progress

". . . The dust collector market is so big, diversified and attractive that it represents growth possibilities for *American* far greater than the entire Wheelabrator business. We have made a good start toward developing a strong position in the dust control business and I am gratified with our progress up to date.

Company Strong

"Our plant and equipment have been greatly improved. We have never been

Continued on next page

Informal Pictures Taken During Sales School



Frank Pedrotty, Philadelphia, gets the correct answer from the man who knows — Harry Smith.



Three against one isn't fair . . . but that doesn't seem to deter Charlie Benham, Springfield, Mass., Joe Underway, St. Louis, and J. E. Getzen, Birmingham, from teasing Ann Sawyer.



Personal contact with the Mishawaka sales department was afforded. Ernie Gibson explains a point to J. H. Thomson, Milwaukee. Bob Anderson works in the background.



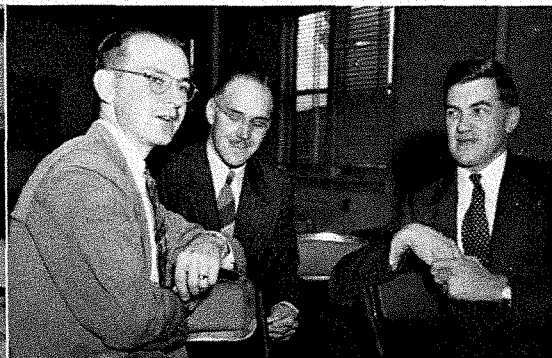
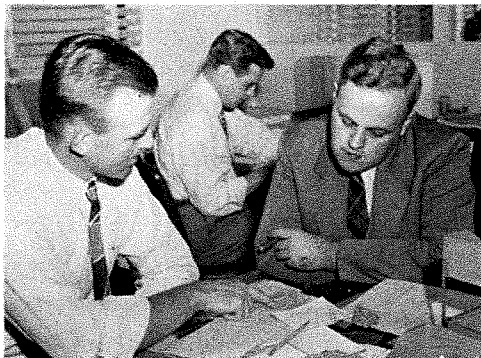
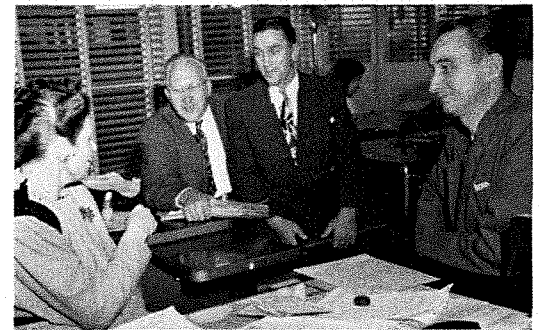
They're from the South — Ed Clarke, Houston, wears the hand painted tie (as if you didn't know) . . . Jack Nixon, Atlanta, is the other Southern Gentleman.

All business isn't solemn it would appear from this shot of L. L. Andrus.

Caught in the act of discussing business is Davis Taylor, San Francisco, and Charlie Ludwig, Buffalo.

Between sessions, Bud Bryant, Detroit, Mitchell Christensen, Denver, and George Tolton, Seattle, talk business.

It's just the camera Julius Skene, pay attention to Bob Campbell, of Toronto.



O. A. Pfaff Speech (Cont.)

better equipped to support the Sales Force, and to serve our customers. Our Mishawaka organization of personnel is stronger than ever. All of our engineering divisions are in expert hands. Our factory staff deserves commendation in maintaining production in these difficult times of acute shortages.

Fine Labor Situation

"Fortunately we have a fine labor situa-

tion in our plant — I might say even an enviable one — and our plant is regarded as a "good place to work."

"Today *American* is not only the recognized leader in the centrifugal blast field, but it is the No. 1 foundry equipment company, judged by financial resources and strength.

Next 5 Years Good

"There will be big opportunities for us over the next five years. It will take at least that long to supply our people

with the things that are necessary in maintaining a decent standard of living, — and to assist the destitute foreign countries in rehabilitating their industries and peaceful life, in which I feel that our country must take the leadership.

"I have great confidence in you men — in this sales staff. You inspire me in pursuing and expanding our engineers research and product development work, in expanding our facilities, and generally in bringing the rest of our organization up to any pace or goals that you attain. More power to you!"

Eye to the Keyhole

MARILYN WHITE (sales) was married to Duane Radican, September 13 in St. Joseph Roman Catholic Church.

LORA FRISONI (purchasing) was married to Richard Osos October 18 in St. Bavo's Roman Catholic Church.

ARDEN MARTIN (machine shop) was married to Barbara Ann Wiseman, September 14.

JACK NOBLE (stockroom) and Elaine Engle were married August 30 in the First Methodist Church, Mishawaka.

BETTY WEAVER (payroll) and AUGUST INGHELS (steel) were married September 19, in the First Evangelical Church, Mishawaka.

JUDY BURKET (sales) and Roger Schroff were married October 11, in St. Joseph Roman Catholic Church.

DOLLY STREICH (billing) and Bill Bickel were married in the rectory of St. Joseph Roman Catholic Church, October 4.

And wedding bells are scheduled to peal for:

DOLORES GULATTA (payroll) and Al Lancasteter November 2.

BETTY BUCK (files) and Paul Kuhn, November 27.

HELEN KOMICK (billing) and Geo. Bennett, November 27.

Proud Parent

Reason

GEORGE WALLS (steel)	Larry Carleton born Sept. 4
ROBERT FITZGERALD (engineering)	Maria Kathleen born Sept. 19
DELBERT POWELL (stockroom)	Christie Carol born Sept. 25
GEORGE M. WALTERS (machine, night)	Diana Kay born Oct. 2
LEO E. GORDON (pattern)	Dennis Lee born Oct. 3
JAMES E. SWANK (steel)	John Dale born Aug. 27
JACK BAUGHER (shipping) and Julia (formerly office)	Jacqueline Lou born Oct. 6
JOE ARATA (engineering)	Frances Elouise born Sept. 14

FRANK W. PEDROTTY (Philadelphia Sales Engineer) talked on "Cleaning" before the Reading Foundrymen's Association, September 16.

OFFICE

Reported by: Mildred Fore

JAKE SCHMIDT has been elected third vice-president of the Mishawaka Chamber of Commerce.

* * *

LOIS HOSKINS (billing) was recently installed as Worthy Adviser of the local Rainbow chapter. That is the highest office in the organization.

* * *

All the reporters for PARADE were invited to help eat chocolate cake when the publication celebrated its fifth birthday this month.

* * *

A portrait of DORIS JENKINS (advertising) won a prize in the contest conducted by the *Studebaker Spotlight* (Studebaker employee publication).

* * *

GLADYS PEDROTTY (sales) started a fad among the girls when she began to knit a sweater. Now JEAN GUNNETT (accounting), VIRGINIA SCHEETZ (sales), and MARTHA NORTON (sales), are busily clicking needles also . . . with advice from others offered gratis.

* * *

Parade editor MARJORIE FRAZEE really got away from it all on her vacation, she took a Caribbean Cruise. While in the West Indies she stopped off at Nassau; Kingston, Jamaica; Port-au-Prince, Haiti; and Havana, Cuba. She arrived back in Florida just a few days ahead of the hurricane.

SHIPPING

Reported by: Alba Ciavatta

Arvilla Hummell who formerly worked in this department, came back to see us recently.

STOCKROOM

Reported by: Blanche Null

We're glad to have JOSEPHINE DAT-TALO back with us. She was taking care of her son who has been ill.

PATTERN SHOP

Reported by: Eldien Powell

If you haven't heard all the singing commercials, come up to the Pattern Shop and listen to LEO GORDON. He knows all of them. HERMAN ABEL doesn't do so bad either.

* * *

During the world series, CLAY FISHER kept the steel shop informed of the progress of the games with a score board hanging from the fire escape of the Pattern Shop.

STEEL SHOP

Reported by: Jephthah Minnes,

Paul Kizer, Julia Deak

Minute Drama

Julia Deak: "MR. WHITTAKER, whose coke is that on WALTER NELSON'S desk?"

R. W.: "Walter's I suppose."

(Julia then picked up the coke and put an empty bottle in its place.) Just then RALPH HARRINGTON came in and Julia asked him if he would care for a coke. Ralph drank it but never said a word.

But, what Julia didn't know at the time was the coke had originally been purchased by Ralph for himself!

* * *

GLEN MARTSOLF is building a new home for his recent bride and himself.

* * *

FRED SHAW is at home laid up with four broken ribs, the result of an automobile collision.

* * *

JACK WEST has purchased and is riding a new English Norton motorcycle.

* * *

No wonder the kids have trouble obtaining bubble gum. AL STICKEL, GEORGE WALL, and MARTIN BOEHNLEIN were chewing it and generously passing it out to their friends one day recently.

* * *

ENGINEERING

Reported by: Marilyn Sprague, Agnes Ernst, Harry Hixenbaugh

HOPE SIMPSON stripped a gear . . . on the Multilith machine that is. And if that wasn't enough, someone scotch taped everything shut . . . and then MARILYN SPRAGUE and LUCY GOOLEY took the mimeograph machine apart to clean it, and when they put it together it leaked ink.

* * *

WARD CORRELL went into the shop wearing a plaid tie. Some wag cut it off and Ward went around the rest of the day with the ends tucked into his shirt. He now has a new tie, gift of the cutter-offers.

* * *

WINNIE JEFFRIES left her foot prints in the fresh cement outside the engineering building.

* * *

LLOYD WALLS proved to what lengths people will go to get into a house . . . he even helped the former tenant remodel his house. That's how Lloyd spent his vacation.

BANG! BANG!

Smith & Wesson, Inc., Springfield, Mass., operates a 27" x 36" Wheelabrator Tumbler for removing heat treat and forging scale from miscellaneous revolver parts. A five to eight minute blast time is sufficient to remove all scale.

The BIG Men

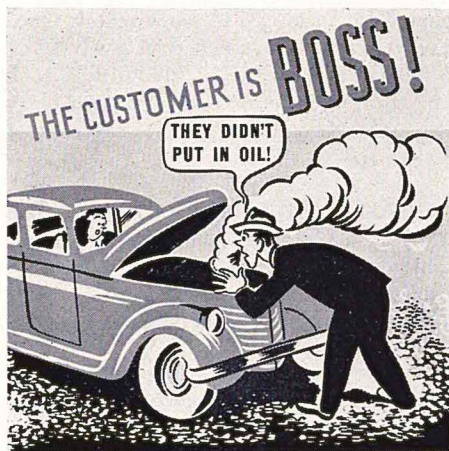
This is true throughout our days,
Whichever way you figure:
Little men have little ways
Bigger men have bigger.

Narrow minds run narrow lanes,
Hedged in by small opinions,
But the men of greater brains
Dwell in wide dominions.

Little men boast little feats,
But the bigger brother
Knows the bitters and the sweets
Follow one another.

Whine and whimper loudly,
Little men at little woes
Bigger men bear bigger blows
Patiently and proudly.

Little men will pass you by
Selfishly and blindly,
But once catch a big man's eye
And he'll treat you kindly.



**When you're a customer,
do you want to pay for
CARELESS WORK?**

Free Publicity

During the month of July the J. F. Hodgkins Co., Randolph, Gardiner, Maine, had a display of their products — railway motor bearings and journal bearings — at the North Station in Boston.

The display included various brass and bronze bearings and parts manufactured by this organization. Hanging above the exhibit was a photograph of our trademark — the American Molder.



**Troy T. Alverson
Made Assistant Manager
Dust and Fume Division**

Troy T. Alverson has been appointed manager of the Dust and Fume Control Division — a new position necessitated by the rapid expansion of this department.

For the past year and a half Troy has been our sales engineer in the Baltimore, Maryland area.

After studying mechanical engineering at the University of Chattanooga, Troy was affiliated with the following organizations: Crane Co. as general plant superintendent; Maryland Sanitary Mfg. Co. as general manager and later president; and the Glen L. Martin Co. as assistant to the factory superintendent.

Mr. and Mrs. Alverson have a married daughter and a son. As so many others, the Alversons are searching for a house or apartment in the Mishawaka area.

**Actual Insurance Claim
Case No. 26**

Claim: Employee contracted influenza. Lost 19 days work.

Insurance paid benefits of . . . \$25.71 (12 days indemnity at \$15.00 a week)

Insurance cost to worker: 40c a week or one-half the premium. Company pays the other half of the insurance premium.

Total cost to worker if he had not had sick and accident insurance: 19 days lost at no compensation.

**Sam Brand
says —**



Walkin' down the street the other day, I noticed a metal plate in the concrete sidewalk with the name of the contractor on it. I got to thinkin' about that contractor and that plate. Musta been a little extra trouble for him to set that in.

If that feller wasn't proud of his work he wouldn't put his name on it. He wouldn't want anybody to know he'd done it. But it's a good sidewalk all right, and I bet it gives him a good feelin' when he walks along an' sees his name there.

Same with the things we make in our plant. The firm puts the factory brand name on them to show who made 'em. Well, standin' on our loadin' platform watchin' some of our work go out, I began thinkin' of that sidewalk contractor and of me. Gave me a nice warm feelin' to see our brand name on stuff I know is good because I helped make it.

Baltimore Sales Engineer

FRED E. UHL has taken over sales of *American* equipment in the Baltimore area. Before going into the field, Mr. Uhl spent several weeks here in Mishawaka becoming acquainted first-hand with the machinery and the people of this organization.

Background preparation for this sales assignment includes a degree in Mechanical Engineering from Cornell University, and 20 years with Westinghouse Electric & Mfg. Corp. Experience with Westinghouse began in the production departments, followed by a transfer to headquarters sales and then to the New York office.

When the Independent Subway System in New York City was being built, Mr.

Uhl served as his company's representative to the City. Purchases of rolling stock, power houses, and maintenance of way equipment were made through him.

During the war he worked with car builders on gun stabilizers for tanks. (The stabilizers permit the guns to be aimed and fired while the tank is traveling, no matter how rough the terrain.) Later he was a contract and communications representative on confidential radio and radar equipment.

For a while he managed the night school operated by his company in Pittsburgh. This school is conducted on a technical high school level.

Every year Westinghouse hires a large number of college graduates, selected



from various Universities . . . that was how Mr. Uhl originally obtained his own position. In later years he went to Cornell, New York University, and Columbia to interview students and recommend those he thought would fit into the organization.

When this engineer isn't selling *American* equipment he has a number of outside interests with which to occupy himself. First is 5-year-old Betsy, and 4-year-old Nancy, and Mrs. Uhl. Then there is golf, swimming, and sail boating. He admits to being a good cook . . . an ability gained while working his way through college by selling aluminum cooking utensils.

Eye to the Keyhole (Cont.)

MACHINE SHOP

Reported by: Edward Bohden,
Don Karnes, Russell Hayes

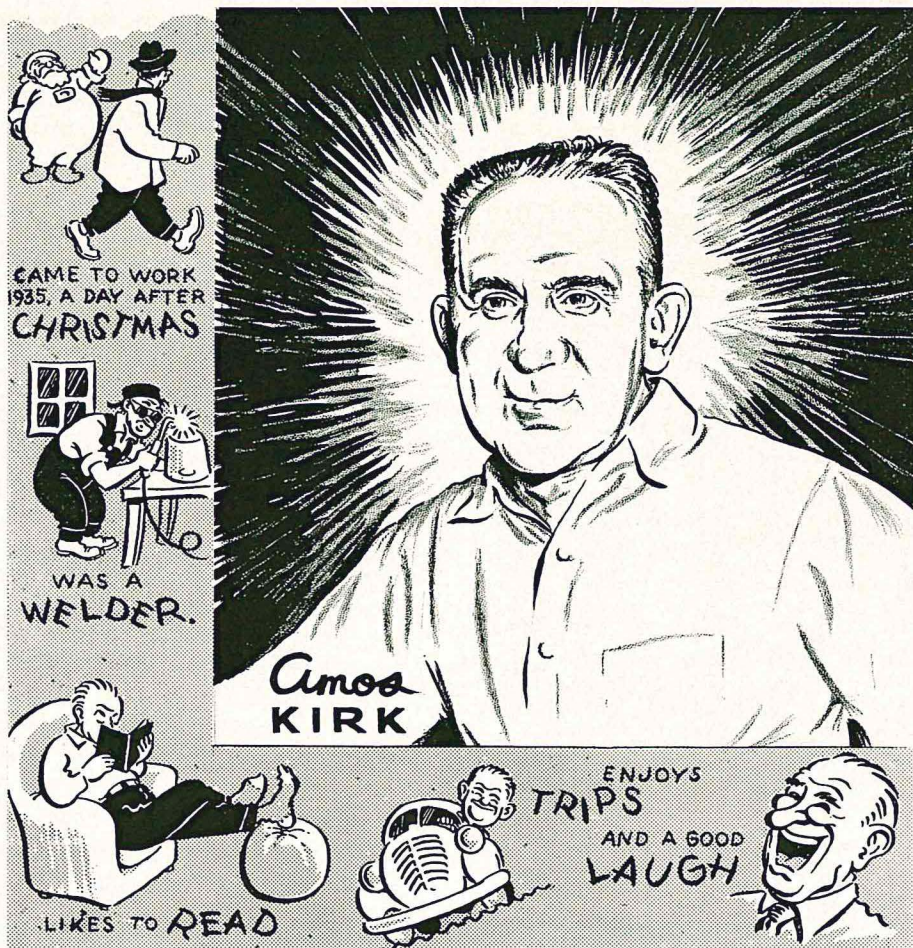
MATTHEW BALINT was bit by a fish, a dead fish, too. Bitten so severely he required medical attention. Ray Good brought the mounted head of the huge fish he caught on his vacation, into the shop to show the skeptics. Matt shoved his hand into the fish's mouth, and when he withdrew it caught the flesh on the teeth.

CLAUDE and VELDA CANELL were in a boat that ran into a tree; yes that's correct. The rudder broke and the boat hit a tree. Claude was laid up for several days, and Velda for several weeks nursing a broken ankle.

* * *

RAY GOOD bowled a 269 recently.

The Family Album . . . Radiograph Operator



Are You Supporting a Chiseler?

There's a chiseler waiting for you. Everyone of you. A schemer who is working a racket to get your money.

It isn't just one chiseler who wants to sell you a piece of land under five feet of water, or stock in a non-existent gold mine. The suckers who fall for those plans are comparatively few. But there are schemes to get your money.

Those bonds you so carefully saved. The terminal leave pay. The extra five bucks you can use for something you want. The Better Business Bureau has a booklet *Facts You Should Know About Schemes*, listing 177 schemes that fleece people from their money. Some really interesting variations on the old-time rackets are exposed.

For example: How many times are you asked to donate to some "charitable purpose" or "religious" purpose . . . these are two of the biggest rackets. They get anywhere from 25c to \$100 at a crack

. . . The Professional beggar who probably makes more a day by standing on a street corner than you do by working . . . Or the patriotic association that needs money to place a flag on every corner and in every man's lapel.

Or the coupon schemes "introducing" misrepresented goods. Or the fake repair man who charges outrageous prices for inferior work. Or the character who wants to sell smuggled goods—lace, linens, rugs, furs, perfumes, etc. Or the clipping bureau that offers for \$1.00 to send you a clipping about yourself, or your family . . . Or, . . .

So, before you let the chiseler have your money, call the Better Business Division 3-5121. They make no charge for service and are anxious to furnish unbiased fact information about fair and unfair schemes.

Before You Invest—Investigate, and Read Before You Sign.



GERRY BIDLACK—To eliminate additional work in the assembly department, make the lower front closing channels for the 36" x 42" Wheelabrator Tumbblast, a half inch shorter.

ROYAL BIGGS—In order to provide a better fit and make it easier to line up the elevator, have the hole slotted where the screw trough bolts on to the motor housing screen.

ERNEST DICKSON—To eliminate rework in assembly department, make right and left hand guide for 48" x 48" Wheelabrator Tumbblast one-half inch longer.

HERMAN FRIES—To eliminate rework and provide a better fit, change the keys for the elevator shaft assembly.

Redesign the right and left hand frame braces for the "AA" Sandcutter. This will make the parts interchangeable.

Part No. 91645 bearing be eliminated. Substitute Part No. 62836 as this bearing is the same specifications.

HERMAN JONES—Slot in make up rather than in assembly, the slots for the reducer motor base for the 36" x 42", 48" x 42", 48" x 48" Wheelabrator Tumbblast, and No. 2 Table elevator.

CARL MARTIN—Salvage scrap pieces of 3" flexible tubing by cutting off one-half inch of the interlock and then join by soldering.

RALPH MUMBY—Design a drill jig for the auxiliary end lines of the 20" x 27" Wheelabrator Tumbblast.

DON MURRAY—Discontinue Part No. 71235 and 71236, eye bolts for the 48" x 48" Wheelabrator Tumbblast loaders. Substitute parts 70848 such as used on the 36" x 42" Wheelabrator Tumbblast This will eliminate extra parts.

Julianna Club Elects for the Year



The newly elected officers of the Julianna Club meet to plan the year's social program for women workers at *American* . . . Left to right: Secretary-Treasurer Lois Hoskins, Director Doris Jenkins, President Anne Spart, Director and retiring President Lucile Simcox, and Director Ruth Baker.

Trouble-Free Collectors

Says the Superior Steel & Malleable Castings Co., Benton Harbor, Michigan: "The American Dustube Dust Collector is the most trouble-free collector I have ever seen. We never do anything but dump it."