

AMERICAN Parade

Vol. 12, No. 4

April, 1952



AMERICAN Parade

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

Vol. 12, No. 4—April, 1953

Joseph Flory, Editor

PARADE Editor Attends Institute

In February the editor of PARADE attended the three-day institute of the Industrial Editors' Association of Chicago. The sessions were held in Thorne Hall on the downtown campus of Northwestern University. Addresses were given by many authorities in the field of industrial editing. Much time was also devoted to clinics and round table discussions, covering such subjects as layout, type, photography, and special editorial problems of the company publication editor.

While in Chicago, your editor paid a short visit to Stineco Steel Strapping Corporation. Mr. Pfaff is a Director of this company.

Just for Today

1. Just for today I will try to live through this day only, not to tackle my whole life problem at once. I can do things for 12 hours that would appall me if I had to keep them up for a lifetime.
2. Just for today I will be happy. This assumes that what Abraham Lincoln said is true, that "most folks are about as happy as they make up their minds to be." Happiness is from within; it is not a matter of externals.
3. Just for today I will try to adjust myself to what is, and not try to adjust everything to my own desires. I will take my family, my business, and my likes as they come and fit myself to them.
4. Just for today I will take care of my body. I will exercise it, care for it, nourish it, not abuse it nor neglect it, so that it will be a perfect machine for my bidding.
5. Just for today I will try to strengthen my mind. I will learn something useful. I will not be a mental loafer. I will read something that requires mental effort, thought and concentration.
6. Just for today I will exercise my soul in three ways: I will do somebody a good turn and not get found out; I will do at least two things I don't want to do, as William James suggests, just for exercise.
7. Just for today I will be agreeable. I will look as well as I can, dress as becomingly as possible, talk low, act courteously, be liberal with praise, criticize not at all, nor find fault with anything and not try to regulate or improve anyone.
8. Just for today I will have a program. I will write down what I expect to do every hour, I may not follow it exactly, but I will have it. I will eliminate two pests—hurry and indecision.
9. Just for today I will have a quiet half hour all by myself and relax. In this half hour sometimes I will thank God, so as to get a little more perspective to my life.
10. Just for today I will be unafraid, especially I will not be afraid to be happy, to enjoy what is beautiful, to love, and to believe that those I love, love me. —ANON.

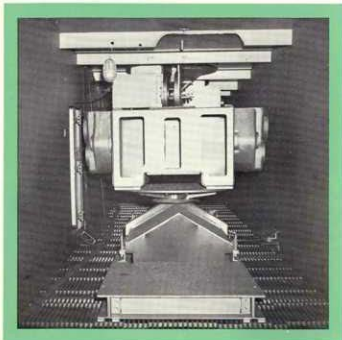
ON THE COVER

"In the Spring a young man's fancy turns to . . ." In the picture it's quite apparent that the ideas of Roman Paraski, Machine Shop, do not coincide with those of his wife, Esther, Engineering. But we'll give you one guess on which was the winner—the baseball stories or garden seeds? Act II—back yard, please.

AWECO Employees Profit Sharing BOX SCORE

	Nov.-Dec.	Jan.-Feb.	Mar.-Apr.	May-June	July-Aug.	Sept.-Oct.
Each 2-month period shown	\$40,187	\$46,520	?	?	?	?
This year	\$40,187	\$86,707	?	?	?	?
Last Year	\$52,237	\$123,504	\$186,022	\$240,163	\$272,081	\$363,922

Seeing is Believing and BUYING



● Housing ready for testing in special cabinet in Demonstration Department.

Just how important is our Demonstration Laboratory in the success of the company? Experience shows that it is a very important department. Sometimes what takes place here means the difference between no sale and an order of thousands of dollars. Here is what happened with a demonstration not long ago.

A large manufacturer in Illinois sent us two steering clutch and final drive housings to be Wheelabrated to remove mill and weld scale from the interior and exterior surfaces. One of the housings (24" x 35" x 71") weighed 1860 lbs., and the other (31" x 45" x 88") weighed 3080 lbs.

This concern had been in touch with one of our competitors, and already had their recommendations as to the proper type of machine for the particular job at hand. So it was not only up to our sales engineer in the territory to do all he could to land the business — our engineers and laboratory personnel must prove that our company could make the equipment which would best serve their specialized needs, and still save them money.

Whereas our competitor had definitely proposed one type of machine, our men, after careful study of the prospect's specific problem, countered with a proposal for a different type machine. The prospect finally was

willing to withhold his decision until after our lab men and engineers could give them a demonstration, so they sent in the parts which have already been described. The demonstration was not made until representatives of the prospect were on hand to witness it.

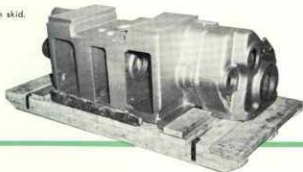
The setup simulated a Wheelabrator Car Table type machine having one downblast wheel and two side blast wheels. Both pieces were Wheelabrated and thoroughly examined by the representatives, who expressed satisfaction with the quality of the work and the rapid cleaning time. The cleaned work was then packed and shipped back to the prospect.

Shortly thereafter, the theory that

"seeing is believing" was borne out most emphatically when our company got the final instructions to go ahead with the construction of the special Wheelabrator plus suitable Dustube equipment for ventilating it.

Here is an instance of where a big order could have been lost had it not been for the ingenuity and alertness of our various men working together. It simply points up the fact that in most cases telling a prospect of the advantages of your product is not as impressive as showing him. There is a possibility that this sale may have been completed without a demonstration, but there is little doubt that the quick and final clincher came on the strength of what the representatives observed for themselves.

Cleaned housing on skid.





THE SIGNIFICANCE
of our
EXPORT
DEPARTMENT



R. E. "Ernie" Gibson, Sales Engineer who handles our export sales work, attended the Chicago World Trade Conference which was held in the Hotel Sherman February 17th and 18th. More than 1,000 were on hand for this affair which was sponsored by The Chicago Association of Commerce & Industry, and the Export Managers Club of Chicago. Inc. Speakers and discussion leaders representing numerous industries brought before the gathering many vital questions concerning the growing importance of world trade.

Several indisputable facts evolved from this conference, but they all appear to boil down to this fact: expanded export and new world markets are becoming increasingly necessary if great numbers of our industries are to stay in existence—in fact, our national standard of living hinges upon this thesis. Proof positive was furnished that the most successful of American businesses were those with a formulated export policy comparable to their domestic operations.

With this side glance on the Chicago World Trade Conference, we think it is an appropriate time to touch briefly on what AWECO is doing in line with the findings of the conference—without getting into the various political aspects which work against an ideal export picture.

It is comforting to know that our company has long recognized the importance of world markets, and are working along the right lines. Our equipment is in use in every major

country of Europe. We have touched markets on all the continents, and our products are solving many special cleaning problems. For instance, a machine of ours in South Africa is used in etching steel mill rollers. Another in Nigeria was purchased for the purpose of reconditioning gasoline and oil drums.

Indications are that good potential markets will continue to develop in most of the South American countries. However, Brazil is confronted with a "dollar problem" in converting their national economy from one of agriculture to that of industry. The market is there, and Brazilian industry wants to trade with us — if they can find the dollars.

Much of our business comes through manufacturing licensees and their sub-licensees. These firms manufacture and sell our equipment under an arrangement with AWECO. Tilghman's Limited, Broadheath, England, are licensees for that country. George Fischer Limited, Schaffhausen, Switzerland, are licensees for Continental Europe. Tilghman's has an agent, McPherson's Limited, with offices in Melbourne and Sydney, who also handle our Dust Collectors, Sandcutters and Rod Machines for that market.

Considerable business is handled by our agent in Mexico, CASC®, EISA, in Brazil, are doing well with the South American markets.

Export business handled from our home office involves much detail and time, from the moment of initial inquiry until the order has been received by the customer. On occasions

a period of many months is necessary to satisfactorily complete a transaction.

Foreign inquiries must be studied very carefully in order that they may be interpreted correctly. Sometimes the phrasing does not properly convey the real meaning of the customer. If there is any doubt, Ernie must contact the source of the inquiry to clarify the first letter. Even after quotations have been given to the prospective customer, it is difficult to pin down the order. Many countries have import regulations which delay the final shipment of an order.

Sometimes a question of the customer's financial standing interferes with the completion of a sale. It is necessary that the customer first establish a letter of credit with an American bank. Even after such credit has been established, it will sometimes expire before the order can be scheduled and completed. Then it becomes necessary to re-establish credit. The customer must also obtain an import permit from his own government. We are also required to obtain an export permit. Whenscheduling an order we must always calculate our shipping date within the expiration period of this permit.

Despite all the details and paper work involved, export business can be worthwhile and profitable for various reasons. The great majority of industrial firms who look to the future with promise are, significantly enough, the same ones who are definitely export-conscious. It appears that AWECO is one of these companies.

You or Yours CAN Go to College

Is there someone in your family who is "passing up" college because he feels he can't afford it? Something is being done for the serious and capable student who genuinely wants to fit himself for one of the professions or in various technical positions. Several colleges and industrial concerns are cooperating to make this possible. A fine example of what can be done is that of Illinois Institute of Technology in Chicago.

Clarence E. Deakins, Dean of Students, at this school, says getting a college degree is simple and necessary these days. Three specific reasons are given:

- (1) Financial opportunities are quite good for college graduates. I.I.T. grads usually start at jobs paying about \$80 a week. The same holds true for liberal arts grads.
- (2) Part-time jobs are easily available for the student who needs a cash boost. There are more jobs than takers on the I.I.T. campus and in the surrounding area.
- (3) Scholarships, loans, and work-study programs are offered by schools. At I.I.T. an average of 25 scholarships are available to freshmen alone. More companies want to take students under the cooperative program than the Institute can provide. Loans are available to students who need temporary help.

I.I.T. and its research affiliate, Armour Research Foundation, employ 250 part-time students each semester. A student with special skills can draw as much as \$1.20 an hour on campus—

higher if he wishes to work elsewhere.

Nearly 100 students are enrolled under the cooperative program, but the companies need many more. At present, 40 companies are participating with 50 others indicating much interest in beginning such a program if they could find takers.

Under the cooperative program, a student attends school for one semester, then works for a company the next semester. The money he earns while working can be used to pay expenses while he's going to school. This program is offered in metallurgical and mechanical engineering. The average student can work about 12 hours a week without his studies being affected; the B student can take on about 15 hours; the exceptional student can work as many as 20 hours.

The out-of-town student could get a B.S. degree without dipping into his savings if he qualified for one of the many liberal scholarships offered. For example, four-year scholarships in fire protection and safety engineering are offered. With this scholarship, the student works for the sponsoring company during the summer vacations and receives a regular salary.

Also offered are scholarships in casualty insurance, retailing and food services, gas engineering, etc. I.I.T. also provides half-tuition scholarships to veterans of the Korean War.

So for those persons who have had little hope of going to college, this should be worth considering. There is nothing to lose, and considerable to gain by investigating the possibilities.

Success

What is this thing we call success
And strive so eagerly to find?
Does it not come from tasks well done
Bringing to us great peace of mind?

Have you ever cooked a meal
That lures your appetite,
No matter how capricious?
Have you ever scrubbed the floor
So immaculately and neat
That it's fit for queens to tread
With dainty silk-clad feet?

Have you ever reared a child
With love and warm affection—
Sacrificing, guiding in each day
Under your a and God's protection?

Did you ever write a story
That stirred men's hearts to higher things?

Have you ever drawn a picture
That to some poor soul much joy it brings?

Do you, in all your daily tasks,
Give inspiration to those around?

And if you do your task so well,
No matter how menial it may seem,

You'll be a great success, my friend—
For some poor soul will feel the gleam.

D. F. T.



From National Safety News
Published by
The National Safety Council



Otto Ripert, Machine Shop, has been here since October, 1942. Before that he operated his own shoe repairing business. Otto is married, has three sons and six grandchildren. He likes to fish and hunt. One has a hobby of raising the Georgia Maunds which he uses in his wild game expeditions near his lake property.

Steel Stock

Joseph C. McInnes

Billie (Shurtz) Maylen of Niles and Blanch McMahan of Logansport were married in the Evangelical Church at Kendallville, Indiana, February 16th at 4 p.m. They will be home to their many friends at 1037 Borley Avenue, Niles, Michigan.

Don Webster is doing a lot of scanning of house plans and prices of lumber these days. He figures to start a new home this summer.

Earl Duke spends his spare time polishing up the chrome on his new Chevrolet.

Harry Weaver is looking forward to many happy hours boating this coming summer. He purchased a new Fleetwin Evinrude Motor.

Since Red Hensel brought out the new breed of dogs known as "haeler" we have found another proud owner of two from the same litter. Our night guard James Luther, 3rd shift.

Off the Reporters' Cuffs

Steel Chips

Lynn Bonner

It seems there were a lot of men on the sick list the last few months. George Knery foel several weeks with a heart spell.

Others were confined to the house:



Ed Conner, South Shipping, came to work here in November, 1950. He used to be an "outdoors" man, having done considerable farming in his time. Ed's favorite recreations are fishing, baseball and basketball. Ed is married and lives in Osceola with his wife and 7-year-old son.

with severe colds, some had influenza. I even lost a few days with a T.V. back.

Well, it will soon be spring, sunshine, robins, flowers and all that goes with it. Among other things is building. A lot of the boys will be putting up houses or garages or rebuilding on to what they already have. I would like to see a bunch of these fellows get together. If they knew how much easier it is with 4 or 5 working on these jobs they would be glad to help each other—the work goes a lot faster and you can do the job easier than working by yourself. I know this

is true because I had some good help when I was building. Why don't you fellows get together and talk it over.

One day I was prowling around the house, among other things. I found a good sized bundle of large brown paper sacks. I told the wife I was going to throw them out. She put up a big argument about it. She says she paid between \$6.00 and \$6.50 a piece for them. Of course, they were bags from the groceries we had bought. I guess she wants to remember what the money goes for.

If any of you guys or gals have any news, how about letting me know about it? I don't seem to get around much any more.

Say, have you noticed all the toothless men we have in the steel shop? Seems like every time you turn around someone is giving you a big toothless grin.



Gertrude Raab, Billing, has been here since November, 1951. Before that she was employed by George Wyman Company in the Alterations Department. She likes to sew, and enjoys sports, football in particular. Gertrude has one teenage son.

Foundry Shake Out

Ed Buff

That brilliant flash of red seen flitting, hither, thither, and you, around the Foundry is not a flying saucer, nor the tail of a comet, neither is it a robin, heralding Spring. It is only Charles V. McCandless, trying to win a rice from "Father Time". The kid can't win but he sure tries.

* * *

This little scene should be on television. Picture Chief Pontiac Meisel, hunting coon and using Gracie-head Heston, as his hound dog. Grover Shoemaker acts as the coon. Heston bays, "Grave" snarls and Pontiac goes into his war dance. It looks and sounds like Custer's last stand.

* * *

The red carpet was unrolled in the Foundry this week for 2 new employees. They are Carol Shireman and "Tex" Masterson. Both men reside in Plymouth and ride together. Carol hired in as a grinder and "Tex" works on the Shake-out gang. Carol also has a relative working in the Steel Shop by the name of John, who happens to be his father.

* * *

When Frank Miles visits the Foundry he makes like the "Strolling Troubadour". He has the build of Melchior, the walk of "Cab" Calloway and the voice of a broken buzz saw working its way thru an extra large knot.

ROVING REPORTER

Pat Ward

Looks like nothing at all happened during the past few weeks. No new babies — nobody got married — no departing soldiers — in fact, "No nothing." It certainly seemed like Spring, though, in Mishawaka — or at least it looked like spring fever. Everybody suddenly changed offices, desks, filing-cabinets, secretaries, jobs, departments — moved everything that was movable! And then I knew for sure it was Spring, when I heard a perfectly intelligent member of Engineering asking the weight of a ten

pound can of cement — and he wasn't kidding! (I expect to be sued for this!)

Uncle Sam and the Navy permitting, Jeanne Ally of Dust & Fume Sales will become Mrs. Charles Mikulyuk on April 11th; then its off to sea for Chuck. Congratulations in advance.

Music hath charms! It has? It certainly isn't the spring that raises the wild gleam seen in Sadie Brackie's eyes these days. Seems that husband Donald has taken to playing the bari-pipes. You probably won't appreciate the circumstances. If you have never been cooped up in an apartment with one set of bagpipes being activated by one patriotic Scot — however, you probably still have your hearing!

"And that man's father . . ." Our only contact with the Armed AWECO-ites in past weeks, was a visit from the two Morris boys: Ed from the Navy, and Johnny, who is a para-trooper, both formerly of Engineering. No, they are not brothers, they are brothers-in-law. And Ray Leathold of Dust & Fume Engineering is a brother-in-law to both of them! Confusing, ain't it? Ed married Johnny's sister, who changed her name from Morris to Morris, and Ray's wife is another sister of Johnny's. It may not be AWECO's largest family group, but it is surely one of the most complex!



Barbara Ann Peck, Accounting, was employed by Bell-Sand before beginning here in January, 1952. She has several outside interests, but most of them revolve around her two small sons, Todd and Tim. Barbara says she does a lot of reading to this audience "on the three-year-old level."

"Pardon me, your 'ship' is showing . . ." It's amazing how much startling information one can glean from our servicemen's reports. For instance, I see that one of our servicemen "Could not see Mr. X, who was at an executive meeting where he would be tied up all afternoon". I always figured that more things happened behind those closed doors than showed up in the minutes! "With a square, I checked the machine" . . . I'm always hearing about those guys — squares. I mean, but I never knew they had a practical use! But the most amazing of all: I see in a recent AWECO-gram the headline "Plastics Defasher Eliminates T Girls", Egad, sir, isn't there a law against it? Well, I guess it is all governed by the law of supply and demand, but it does seem a trifle drastic.

Understatement of the year . . . came from a Michigan man, arrested for driving his car on the sidewalk, who protested to the arresting officer: "Even you can see I'm too drunk to drive in the street!"

Young legislator . . . Boy Scout Myrth Proctor, a recent addition to Engineering, showed commendable ambition during his day as Mayor of Mishawaka. Myrth tells me that, backed by the regular Mayor, he presided over a council meeting, at which the Scout resolution to build a new civic auditorium, was adopted. Nice going Myrth, and if you get a second term of office, how about trying for some tax cuts, or a couple of new holidays?

"English as she is spoke . . ." Since country loves company, and all that, it is nice to know that the language difficulties which beset the supposedly English-speaking immigrant, also wreak their vengeance on American tourists abroad. Roy Guite, Chief Design Engineer tells me of a friend of his who has just returned from visiting relatives in Britain. During his stay in England, when asked by his hosts how he felt, he replied, non-committally "Not so hot." He was too surprised to protest when, taking him literally, they bundled him into bed with heaps of blankets, heater, hot drinks, etc! Then, while visiting a friend in Scotland who had recently been bereaved of his wife, he said, by way of condolence, "I'm sorry you had to bury your wife". Came the prompt, surprised rejoinder "What else could I do with her, man. She was dead!"

D. C. Turnbull Retires

Most recent of AWECO folks to retire is D. C. Turnbull, Consulting Engineer. Mr. Turnbull will still be available as a consultant on special problems which may arise from time to time. His associates will miss him—he of the quiet manner, the encouraging word, the ready wit. Although we have known him only a short time, he has left a deep impression upon your editor as a person of keen intellect and kind spirit.

David Chesey Turnbull born in 1881 at DeFiance, Ohio, his father was an "efficiency expert" in the building of wagons, so found it necessary to move about the country as he worked in that capacity for various firms in that business. Young David attended schools in several states, and finally topped it off by completing three courses of The International Correspondence School in less than 3 years.

With this training in the fields of mechanical, electrical and structural engineering, and experience in several industrial plants, Mr. Turnbull was well qualified when he came to AWECO from Oudge Manufacturing Company in 1933. He was promoted to Chief Engineer a few months later.

Mr. Turnbull has had more than a score of patents assigned to him. He has done much work among the Boy



Scouts, having helped organize the first troop in the city. We know that he will experience no dull moments on retirement, as he is busy writing a history of First Methodist Church of Mishawaka. He is also an authority on stamp collecting, himself having one of the finest collections in this part of the country.

Mr. Turnbull is of Scotch ancestry and enjoyed nothing better than to exchange stories and jokes on this subject. Although he has taken leave of us, we somehow feel that he will drop around soon—with the latest Scotch story!

People and Events in the News

There are probably others, but I know of two enthusiastic archers at AWECO. They are both night workers in the Steel Shop—Bob Harvey and Harry Hall. The pair would like to contact other disciples of Robin Hood and William Tell with a view of forming an archery club. So whatever kind of bow you have—glass, steel or wood, it might be worth while to get in touch with Bob or Harry.

Ronald Duer, District Manager of our Cincinnati Sales Office, suffered a heart attack recently. Latest word has it that he is recovering satisfactorily, so we hope he is back on the job soon.

A familiar figure will be missing in the plant. Walter Nelson, Steel Shop General Foreman, is going to work on Sales and Service in Texas. His many fellow workers wish him the best in his new capacity, and know that he will do the job well. In turn, Walt wishes to convey his sincere thanks to

the group of foremen and supervisors who presented him with a beautiful brief case—an appropriate accessory for his new job.

Walter Williamson, Project Engineer, gave a talk and demonstration recently before the Industrial Ventilation Conference at Michigan State College, East Lansing, Michigan. That Walt left a good impression before the gathering is apparent from a letter which he received since from K. E. Robinson, Research Laboratories Division of General Motors. Here is a portion of the letter: "... your demonstration was one of the highlights of the meeting and your aid as a class room instructor was invaluable in helping the 'students' to grasp the information made available to them. It is only through the generous cooperation of trained people like yourself and of your company that this conference can continue to be a success."

AWECO Has Uninvited Guest

It took a long time for someone to challenge the prowess of the late Frank Buck, but the day (night) rather, has come. The honor goes to Jack "Bring 'em Back Alive" Goodrich, Machine Shop (nights). I hear, however, that Clair Wilson, Machine Shop Foreman (nights) made it possible for Jack by turning the job over to him.

Seriously, Jack captured the intruder after Clair had spotted it at the west end of the premises. When Jack arrived on the scene it (a raccoon) had taken refuge in one of the small Maples. The animal was finally captured, leash, collar and all, and put inside a keg in the guard house—until Ernie Frankfather fainted from fright. When the gamewarden came along next morning, your editor failed to convince him that it "was just a pet," and would he hold the animal for a picture? The way the furry fellow objected at being lifted from the keg, convinced us that he might be somebody's pet, but not ours. That's why you don't see a picture with this tale.

New Faces

Margaret Jean McPherson, Abraham D. Tuomola, Delbert L. Rhoads, Clarence Lavo, John Gurch, Robert E. Nichols, Arthur G. Nichols, Eldon E. Wooten, Vernus L. McGowen, Owen White, Joseph R. Colman, Robert E. Gallatin, Huntley A. Hornbeck, Robert H. Harvey, William J. Williams, Edward E. Hickey, Arling H. Morris, Hugh L. Norton, Marion A. Welch, John D. Magnuson, Alfred J. Weis, Lowell W. Brown, Erwin C. Sheparé.

Josephine M. Cwidak, Bimel A. Smith, Ervin L. Wright, Forrest R. Havens, Carl D. Higley, Loran Winchester, Hubert L. Austin, John D. Rosell, Carl D. Martin, Buford C. Sawyer, Oscar C. Adler, Willard T. Graybill, Melvin F. Peterson, Robert W. Henderson, Albert L. Nash, Winton S. Beatha, Marilyn Hynes, Sam Colon, Elizabeth P. Fletcher, Dale C. Grove, Gobbie Felle, Amos A. Cline, William P. Saunders.

Elmer J. Harrison, Warren DeWitt, Joseph E. Hawkins, James H. Kelly, Jr., Harold H. More, Ernest More, Leslie D. Prentiss, Robert M. Basham, Troy L. Holt, Frederick H. Frisbie, Thomas A. Damp, Duncan MacMillan, James A. Clark, Arthur A. Parulski, James P. Zimmerman, Charles E. Eby, Archie R. Cunningham, Charlie Vaughn, Carolyn K. Schaefer, James E. Matchette, John E. Myers, George E. Replogle, Harold O. LaPlacé, Sidney J. Matchette, William O. Eherenman, Robert L. Brown.

SMALL COMPANY goes MODERN with WHEELABRATOR

The owners preparing to clean several castings

How the castings appeared after Wheelabrating.

In Neponset, Massachusetts is a small foundry whose entire personnel consists of four men. It is hard to conceive of a company this size having sufficient use for a Wheelabrator, but one was shipped to them about a year ago. The owners have reason to believe that this unit will pay for itself within another two years.

The M & H Foundry is a gray iron job shop specializing in loose pattern work. They pour and clean castings of various sizes and description, the largest being about 1,000 pounds. They were pouring three tons per week until installing a 66" Wheelabrator Swing Table which makes it possible to triple production. A bottleneck has been eliminated in the cleaning room, and the grinding operations have been reduced drastically. A large casting which formerly required eight hours to wire-brush and grind is now completed in one hour.

Roy Martinson and Elmer Hume are the owners of this unusual concern. They used to be the "whole show" before hiring two employees. The two owners still do plenty of the work — including the pouring of the metal.

This story of the M & H Foundry will most likely have a direct bearing on hundreds of other small shops throughout the country. They are proving that a few fellows with the right equipment can go places in the industrial field.

Let's Talk Insurance

Although the majority of us understand the provisions of our new Blue Cross-Blue Shield Insurance, it has become apparent that there are many who do not have a clear understanding of all the features of their policies. The company is preparing a booklet which will cover all the points which might be brought up from time to time. However, it will be several weeks before this booklet will be finished and distributed. Meanwhile, our Personnel Department, through PARAME, will attempt to answer some of the questions which arise most frequently. Here are a few which have come to our attention:

Q. May I select my own doctor and hospital?

A. Yes — but you must make sure that the doctor selected is an M. D. or other registered doctor, as in many cases the name, "doctor," does not necessarily qualify him as far as our Blue Cross-Blue Shield is concerned. For instance, if you were to be at-

tended by any of the following you would not be eligible to collect on your Blue Cross-Blue Shield policy: Dentists, Opticians, Optometrists, Chiropractors, Podiatrists and unregistered Osteopaths. Although the vast majority of hospitals in this area qualify, one should be absolutely sure they are participating members of our plan of insurance.

Q. What must I do to file a claim?

A. 1. Upon entrance, as a bed patient, to any participating hospital you, or a member of your family, must show your identification card for admittance. Your insurance benefits cover all charges made while hospitalized in a semi-private room, with exceptions or exclusions set forth in your policy.

2. Your doctor must be informed during first visit that you are a member of Blue Shield. He should have all necessary forms for you to sign in filing a claim. In case he should not have such forms, they may be ob-

tained from our Personnel Department.

3. Notify the Personnel Department in case of lost time or disability due to sickness or injury away from the job.

Regarding surgery of any kind — you should first make certain with the doctor what coverage you are entitled to under our plan.

When anyone is admitted to the hospital emergency room, the coverage is only applicable in case of accident. If other than accident, the case is recognized as being the same as a first call to the doctor's office.

You should promptly notify our Personnel Department in all cases involving sick leave, military leave, temporary disability or termination of employment. Generally speaking, when in doubt on any insurance matter, it is wise to consult Personnel. You will find the folks there cooperative to the best of their abilities.

We hope this brief discussion has been of some benefit, and trust that the booklet with all the answers will not be too long in coming out the press.

Satisfaction in Ceramics

Two Years ago Beryl Flodowski, Cost Department, saw some work which her cousin had done in ceramics, and became so enthused that she now helps in this fascinating hobby. While Beryl assists in various phases of the work, her greatest talent lies in the painting of the pieces.

Aside from their beauty, these articles are quite useful, comprising

such things as ash trays, relish trays, candy dishes, powder bowls, vases and figurines. Most of the items are cast in molds, but a few are shaped by hand.

The pieces are fired twice in kilns under heat of 1850° to 1900°. After the first firing the product is called biscuit, at which stage it is painted and glazed. This makes it non-porous.



Beryl appraises a vase of artistic beauty.

Beryl cuts the finishing touches to a milk pitcher.



This popular number in Beryl's hand is a "Bunny Mug" the ears of the bunny make ideal handles for a youngster to grasp.



The piece is again placed in the kiln on "stills" or "pins" for the final firing. California clay is the substance from which ceramics are made. In its original state this clay is a metal-gray, but becomes a chalk-white on the first firing.

When Beryl is not busy with her husband and two English-born children, she is happy with this intriguing activity. She says that the fascination of creating something material, and at the same time beautiful, with her own hands, is the finest reward for all the time she spends on her hobby.

YOUR Health QUIZ

Q. Who discovered penicillin?

A. In 1923 Dr. Alexander Fleming discovered a mold on a culture plate that had been left uncovered. The mold was destroying a group of germs (staphylococci). Thirteen years later Sir Howard Florey and Dr. Ernest Chain completed the research and the modern technique of drug production made penicillin available in quantity for use during and since World War II. In 1945 these men shared a Nobel Prize. The 70-year-old Fleming and his teammates are continuing this research work.

Q. Are skin moles dangerous?

A. Most skin moles are harmless birthmarks. If, however, any mole or wart shows change in size or color, consult your doctor. He will probably advise removal and examination of the tissue to learn if cancer is present. Moles if located where clothing irritates them, should be removed as a precaution.

Q. What are the major types of heart disease?

A. There are many types of heart disease. Ninety percent of all heart patients suffer from one of three types of the disease—rheumatic, hypertensive and coronary. Children between 5 and 15 are chief victims of rheumatic fever which damages the heart valves and causes rheumatic heart disease. Hypertension, or high blood pressure, causes the heart to enlarge and puts a damaging strain on the heart and arteries. This usually attacks middle-aged people. Coronary heart disease is caused by arteriosclerosis or hardening of the arteries—and is most common among old people.

Q. Has scarlet fever been conquered?

A. Scarlet fever was once the cause of thousands of childhood deaths in the United States, but has been brought under control to the extent that today the disease is responsible for fewer than 70 deaths annually. In fact, the number of deaths from scarlet fever has been reduced more sharply than those from any of the other principal communicable diseases of childhood. The development and widespread use of modern drugs have

greatly reduced the death rate.

Q. Is obesity a disease?

A. Yes, it is. Well over 90 percent of obesity is due to overeating or eating the wrong foods. Statistics show that the mortality rate of any given age group is greater among those who are overweight than among others of the same age group. Diabetes, heart disturbances and kidney conditions are the more common ailments that affect overweight people. Overweight increases susceptibility to cancer and accidents. Dieting to treat the condition should always be done under the guidance of your physician.

Q. What is an emergency cell system?

A. In recent years, county medical societies throughout the country have taken steps to insure the public of obtaining the services of a doctor at any time of day or night if the family physician cannot be reached, regardless of the patient's ability to pay. The local society publishes a telephone number to be called and provides a central switchboard to handle such calls. At the end of 1951, there were 364 emergency call systems in operation throughout the nation and the number is steadily increasing.

ALFALFA

and our

Dustube



In June, 1956, we shipped a Model 90KD Dustube Collector to Kaskik Companies, manufacturers of Formula Feeds and Suncured Alfalfa meals, located in Milligan, Nebraska. Today, this Dustube has paid for itself, and the only upkeep has been a coat of paint.

Mr. A. Kaskik, Jr., says, "I have been in a lot of alfalfa mills, some large and some small but none of them have been as free of dust as ours since we installed the Dustube Collector . . . and another thing I like is that there are not a lot of 'gadgets' that get out of order."

The Kaskik people estimate that they get as near 100% product re-

covery as is humanly and mechanically possible. They recover from 200 to 400 pounds of meal dust in an 8-hour working day. At current market prices this represents a savings of \$5 to \$10 per day.

Two units used for the bagging of Alfalfa meal.

covery as is humanly and mechanically possible. They recover from 200 to 400 pounds of meal dust in an 8-hour working day. At current market prices this represents a savings of \$5 to \$10 per day.

Mr. Kaskik lets one know that "anyone operating an alfalfa mill can't go wrong by installing an American Dustube Collector."



Every Job is Important at AWECO

**THIS JOB combined with YOUR JOB
Produces Quality AWECO Products**

When we come into the plant or office on winter mornings, we are likely to take for granted the comfortable place in which we work. Our plant fireman is not thought of as a "production worker," yet he produces the heat which makes for good working conditions.

The two huge Erie boilers are fed by hydraulic stokers. A vehicle known as "the buggy" is filled with 600 pounds of coal and then lifted by electric hoist above the hoppers of the two boilers. The fireman releases half of the contents into each of the hoppers, then lowers the vehicle so it can be refilled and be kept ready when the hoppers are again nearly empty.

The fireman is a good housekeeper considering the nature of his work, and the boiler room has always been in order when I dropped in. Clinkers are always removed promptly, and the flues are cleaned daily. All gauges are continually checked to see that all is in order.

Our day fireman is Oren Bowser who has been here since May, 1947.

Plant Fireman



USED TO WORK
IN
FEED MILL.



OREN BOWSER

BOILER ROOM FIREMAN
LIKES FOOTBALL, FISHING &



How Did They Get "That Way?"

To get "that way" takes a lot of doing. The expression in this instance refers to success—or the attainment of one's goal in life. While some men and women may reach it without continuous obstacles in their paths, most of the really great persons had to fight their way to the top. They were the kind who looked upon adversity as a challenge—a necessary ingredient of life. Without adversity it is extremely doubtful if they could have

gotten "that way." Let's take a look at some examples.

John Bunyan did his best writing behind prison bars; George Washington came to true greatness as he played and consoled his men during the bitter and wretched winter at Valley Forge; Sir Walter Scott became one of the finest writers of all time despite the fact that he was a cripple; Abraham Lincoln was beset with obstacles which probably would have

been the undoing of many men—born to poverty, assailed unfairly and bitterly by politicians, and heart-broken at a miserable married life, yet enduring through to stand even the severest of his critics; a struggling, but fighting, young second fiddle in an obscure South American orchestra reached the top to be hailed as the great Toscanini; a sickly child, plagued with the ailment of asthma, fought back to reach the White House as Teddy Roosevelt; Walter P. Chrysler really appreciated life only after taking a job in the grease pit of a locomotive round house.

So this is the story of how some folks got "that way."

ON ARRIVING AT WORK

Observing people as they arrive on the job can be an amusing diversion—and often a revealing one. They fall into one or the other of two general categories, the Cheerful Charlies or the Gloomy Gusos; but there are other distinct types. Do you recognize any of them?



Type 1. The fearless one, who is more often than not, a few minutes late. He looks boldly at the clock and says in a loud voice, "When are they going to fix that thing anyway? Isn't anything done right around here?"



Type 2. The coward who is also in the habit of showing up late. He rushes in, muttering feverishly, "Gosh! Sure tough with all the kids sick, and the alarm not going off—and say, my bus passed the corner three minutes early."



Type 3. Then there is the workhorse who somehow manages to make the best of things. He bounces in saying, "Well, back to the old salt mines, huh huh huh."



Type 4. The next is the pit-teacher who usually has a companion with him. He groans as he comes through the doorway, "Well, another day another dollar." His fellow groaner echoes, "Yeah, a million days a million dollars."



Type 5. This is the fellow who has heard some football coach say that a good offense is the best defense. He stumbles in with puffing circles under his eyes, then goes around pointing at everyone accusingly, "And where were you last night?"