

WHEELABRATOR Parade

Vol. 14, No. 8

August, 1955



WHEELABRATOR Parade

Published for Employees of
Wheelabrator Corporation
Mishawaka, Indiana

Vol. 14, No. 8—August, 1955

Joseph Flory, Editor

On The Cover

The informal pictures on the cover will give you a good idea of the spirit and mood of the Julianna Club Annual Picnic. The affair was held as usual at Washington Park in Michigan City, Saturday, July 23.

The girls declared a holiday for all diets as they pulled no punches in their attack on the tempting food spread on the serving table. There was baked ham, fried chicken, potato and bean salad, pickles, olives, rolls, pie, coffee and punch.

You take one helping,
Take a second,
Hoping to heaven
They'll go unreckoned,
And you won't cost them,
But reason please
At the friendliness
Of the bathroom scales!

Never mind. Winter will soon be here, and you can diet all you want.

After the food had partially settled, the girls were off to the beach and fun. Your photographer tried to catch everyone in a picture, but if he missed anyone, well—worry over the only guy trying to keep up with 40 girls?

Ye Old Sofa

Oh, dear old to be of yesteryear,
Thou wert a haven of delight!
No matter what our mood or plight,
You kept our secrets, joys and fears:
Our childish pranks on thee we played,
And dreamed our dreams as children do,
You were the ship we sailed as fancy strayed,
When Mother roared to us old ladies new.
In later years other stories on thee were told,
From swains' lips they came, oldest of old,
And one by one we deserted you,
Our dear old friends, trusted and true.
Years passed, 'til gathered 'round you once more,
With hearts that were heavy and sore,
We saw dear Mother pale from your cry of care,
To her other name— that eternal place,
Now you repose in the attic, dusty and worn,
And webs on thee have been spun; and torn
Like many of our childish dreams, also
Broken.
To thee, old friend, I send this token,
—D.F.T.

Would YOU Change It?

We recently had the privilege of chatting with Nathan Shefferman, nationally known labor relations personality whose work and daring in his speeches to both management and labor has created a new cycle of thought in relation to this important theme in American life. Mr. Shefferman speaks for many small and several of the largest firms as a representative of industry and is himself Executive Director of Labor Relations Associates, Inc. Yet he is an individual as highly thought of in labor circles as in those of management.

After talking with Mr. Shefferman one is unable to conceive of any sane person doubting that our American system of free enterprise is the best in the world. One could write a volume on Mr. Shefferman and the things he fights for, but space does not permit. Here, briefly, is what he is striving to impress upon as many Americans as possible:

"Private capitalism has always been superior to state capitalism in produc-

ing and marketing goods, and promoting general well-being. With less than seven percent of the earth's population, we have created more wealth than the rest of the 2 billion people on the earth... we should be grateful for our blessings when we consider that more people in other parts of the world live in huts of straw and roots than in any other type of shelter.

"More people all over the world travel on their own feet or on the backs of small animals like the burro than in any other fashion... here we have a car for every four people. More people all over the world, except here, live without the help of a doctor when they fall ill. More mothers all over the world, except here, watch children die before reaching maturity... American industry has brought the highest standard of living into the world due to free labor, individual enterprise in a highly competitive economy, courage, ingenuity, initiative and risk-taking by leaders of finance, commerce and labor."

COMPANY CHANGES NAME

By the time you read this, our corporation name, American Wheelabrator & Equipment Corporation, will have been officially changed to WHEELABRATOR CORPORATION. This does not affect the ownership, operation or management of the Company in any way.

Did you ever wonder about the meaning of the pyramid and the eye above it, on the back of a dollar bill? The pyramid symbolizes the strength of the union of states which make up our land. The top of the pyramid is unfinished, meaning there is still work to be done to make our system even better. The eye stands for the all-seeing God, Supreme Builder of the universe.

WHEELABRATOR PROFIT-SHARING CHART

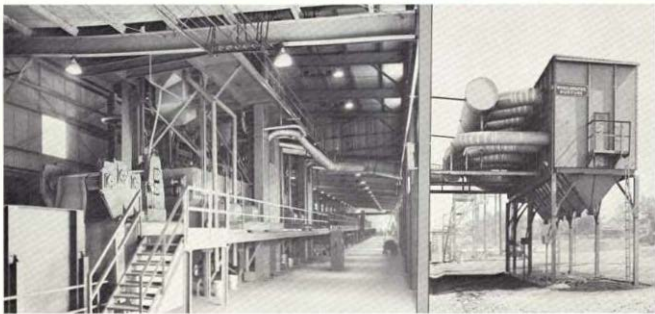
THIS YEAR

LAST YEAR

Cumulation
Through
June 30
\$175,939

Cumulation
Through
June 30
\$117,197

Mechanical Giant Hurls 8 TONS of Shot per Minute!



During the past several years there has been a decided upsurge in the steel industry toward mechanical descaling of hot rolled products—strip, sheet, bar, wire rod, slabs and billets. This is not only due to the fact that pickling can either be reduced or eliminated entirely, but for other reasons. It has been found that plain hot rolled steel can now be used where hot rolled pickled and oiled were necessary before the mechanical process. Metal cleaned by this newer process is found to cold roll and draw,

and work better in general than metal that has been pickled only.

Recognizing this trend, our company is taking every advantage of it by designing and building machines to handle any problem which might arise in this vast field. For example, the largest mechanical descaler ever made was installed in the mill of Empire Steel Company, Mansfield, Ohio. This Wheelabrator Special Cabinet is equipped with 16 wheels, each capable of hurling 1,000 pounds of abrasive per minute for a total of eight tons.

The overall length of this giant is 65 feet. It will handle steel strip 24" to 54" in width at the rate of 250 feet per minute passing through. Eight of the wheels are positioned above, and eight below, the strip, meaning that both sides of the work will be cleaned at once. The Wheelabrator Special Cabinet is part of a completely automatic descaling line 565 feet in length.

Completing this huge installation is a Wheelabrator Dustube Collector for ventilating the Wheelabrator.

Abrasive Division Meets at Home Office

All members of our Abrasive Division met recently in the Home Office. They are shown here in the conference room. Seated, left to right, are: George Pfaff, Alfred "Rick" Childs, Jr., Harold Hillman and Roy Hayworth, Jr. Standing, in the same order, are: Bill Sutherland, George Spartz, John De Groot, John Moonan, Leo O'Brien, Jack Hansen, Jim Barnes and John Jameson, Jr.



HOW to Win

Word comes that one of our Wheelabrator folks recently won a 19" Motorola color TV set at the annual Detroit Foundrymen's outing. The lucky fellow was Gordon "Bud" Bryant, District Manager of the Detroit Office. The picture here is pretty good authority that Bud really DID win the TV set, but HOW he turned the trick is something else. Those of us who know Bud rather well might have some questions on certain aspects of his "story," but here it is in his own words:

"You understand, of course, while I won this TV set, it was the result of a shrewd analysis of a problem with the usual Detroit office solid engineering approach. The problem was to guess the weight of a cubic foot of shakeout sand from a given foundry



as shown in a photograph. Working on a basis of 96 pounds for standard sand, I figured a reduction of 40% due to replacement of sand by carbon-

a TV Set

aceous materials, then added 10 pounds 6 ounces for an estimated 3% moisture content and came up with a figure of 66 pounds 6 ounces.

"This figure was confirmed by the fact that it happened to be the reading on my spectrometer at the time. The actual weight of the 1 cubic foot sample turned out to be 66 pounds 4 ounces which was undoubtedly due to the fact that there was slightly less moisture than I had figured on. Incidentally, guesses by the 450 foundrymen there ranged from 4 pounds to 1800 pounds—I think those two extremes were by purchasing agents."

With this formula passed along gratis by Bud we expect other Wheelabrator people to cash in on various contests.

Know Your Profit Sharing Plan!

Q. If I die before I retire, what happens to my share in the Trust Fund?

A. Your entire share in the Trust Fund will be paid to the beneficiary you have designated, or if you have not named a beneficiary who is then living, to your estate.

Q. If I do not retire at age 65 may I continue to make payments and share under the Trust Fund?

A. Yes.

Q. Do I receive any benefits from the Trust Fund if I am temporarily granted a leave of absence?

A. Yes—providing the Company officially grants you a leave of absence for military service, temporary disability or other good cause. During authorized leave of absence you will not be required or permitted to deposit savings in the Trust Fund, but you will participate in the Company's contribution for any year during which you received compensation, and your account will be credited or debited with your proper share of net earn-

ings or losses of the Trust Fund and forfeitures from other employees' accounts.

Q. Do I continue as a Participant of the Plan as long as I am employed, after having once joined?

A. Yes, each employee who has become a Participant in the Plan continues to be a Participant during the entire period of employment whether or not he deposits or continues to deposit savings in the Trust Fund.

Q. Do I have to save in order to participate in the Plan?

A. No, the Plan is designed to enable any employee to join the Plan and participate in the benefits whether he saves or not. The Plan is not intended to penalize a Participant who through some unfortunate circumstance is unable to save part of his compensation. If you are in the Plan but are not saving, you are still a member and will participate in the Company's contributions to the Trust Fund and in the earnings of the Trust Fund applicable to your account.

Wheelabrator Folks on the Job



LA VERNE ELLIOTT, Steel Shop, came here to work in January, 1951. Before that he had worked for Bremen Gray Iron Foundry, Bremen, Indiana. As a catch up man, he performs various duties such as on graders, shovels and drills. Here La Verne is handling belt guards. He is married and has one son in the Navy. La Verne says he likes baseball, fishing and hunting and will "let time for church."

Wallace, Crissler & Wallace, Inc.



Bob is "cornered" by Barbara (at your left) and Nancy.

To those of you who have not met them, this will introduce another of the many family teams at Wheelabrator. It is still a different combination than those we have used in the past, and the age level is also lower.

Barbara Wallace, Parts Service, worked part time for F. W. Woolworth Company before coming here in September, 1950. Her first job was typing "B" invoices for Mary Gilba. Billing. Her sister, Rosemary McIntyre, who worked in Billing from 1946 until 1950 had asked Barbara to come in to see about the job. She got the job and stayed on it until December, 1953, when she was transferred to Parts Service. Barbara types correspondence for Paul Myers; works on quotations and price letters for Dick Fenska; advises customers of shipping promises for Pat Hartwick. She was married in May, 1953 to Bob Wallace.

Barbara's sister, Nancy Crissler, began as Mail Girl on a part time basis in August, 1953. This was a case again of "one girl telling another," as Nancy came here at the suggestion of Barbara. She began working full time in February, 1954 as Teletype Operator. Her present job is on the Cardatype. Nancy is a movie and sports enthusiast and likes to try her skill at baking. Nancy is from a fine family of six girls and three boys.

Bob Wallace, Barbara's husband, works as an Order Filler in the Stock Room. He worked for B & G Construction Company before starting here in April of this year. Bob is a quiet sort of fellow, but we did manage to get an expression from him. Although he is rather new here he says that "this is a nice place to work." We agree with that, and would like to add that Bob is in a pretty "nice place" right here in this picture.

FACT or Fallacy?

Every day we hear comments of discussions concerning diets and calories, and their relationship in our general health. We often gather our information from sources which are misleading and unreliable. Below are a few questions with answers which may settle some doubts in your mind, since the answers stem from authoritative sources.

Is meal skipping a good practice for weight reduction?

No. It is practically impossible to have a diet adequate for good health unless three meals are eaten daily. Research studies show that people who eat three regular meals each day reduce more easily, have greater resistance to fatigue and are more alert and efficient.

Do fruit juices "have" calories?

Yes. Fruit juices contain the natural sugars of the original fruit and may have sugar added before canning or freezing. A large glass (6 oz.) of fresh orange juice will yield about 80 calories. If sweetened canned juice is used, the calories would amount to 100 or more.

Is toast less fattening than bread?

No. A slice of bread, toasted or not, yields the same number of calories. Toasting does not reduce calories, but it does reduce moisture. Therefore,

toast is not less fattening than the bread from which it is made—unless it is "burnt" toast.

Do all foods "turn to fat" in some people?

No. People accumulate body fat or increase in weight when the caloric value of the diet exceeds the body need for calories. Each individual's need for calories is determined by many factors. One of the most important is physical activity. It is only the food eaten in excess of caloric needs that "turns to fat."

Are citrus fruits "acid-forming" in the body?

No. Citrus fruits are acid in their original state. After digestion and final use by the body cells, fruits are changed in chemical form and leave an alkaline residue in the blood and tissues.

Can vitamin pills replace natural foods?

No. Nutrition authorities agree that foods are the best source of vitamins. Natural foods contain many other nutrients as well as vitamins. Vitamins as pills or in other forms are valuable additions to diets of infants, growing children, expectant and nursing mothers, convalescents and persons with special conditions. A physician should prescribe the vitamins needed. There is no complete substitute for the combination of foods that make an adequate diet.

Wheelabrator Folks on the Job



JAMES FUHRER, Steel Shop, began working for AWECO in August, 1951. Before coming here he was employed by Dodge Manufacturing Corporation. Jim works as an Assembler and here we see Jim tightening nut on bearing hub of Wheelabrator Cabinet. He is married and has two children—Jim spends much of his time watching TV and working in his garden.

The Passing Parade

Golf Greats of Wheelabrator

Seven folks from Wheelabrator bettered the score (72) of Ed Furgol, U. S. Open Golf Champion, on National Golf Day in June. Proceeds from the tournament were turned over to American Red Cross and other worthwhile causes.

With their total, handicap and net listed in that order, following are the Wheelabrator winners: Lee Lester, 83-22-62; Chuck Books, 73-8-65; Arnie Meizer, 80-17-63; Oenals Hixenbaugh, 87-21-66; John Pawlowski, 109-39-70; Walt Ostrowski, 76-6-70; Joe Kuzmanovich, 99-29-71.

Our birth congratulations this month go to Mr. and Mrs. Woodrow Carter—also the Ray Vincent family. On May 27, it was a boy, Gary, to the Vincents, and a girl, Pamela Marie, on June 8, to the Carters.

Wedding congratulations are in order for Ralph Plax and Margaret Yates, who were married on the 28th

PARADE REPORTERS

Office — ENGINEERING	ANONYMOUS GIBBS
Machine Shop —	HILARETH BOOFLER
Stock Room —	KENNY HEDGECOCK
Foundry —	SID MATCHEVITZ
Steel Shot Print	MILKENS GRABOWSKI
Steel Shop —	BOB BALANCOVIC

of June. Best of luck to both of you and we wish you many years of happiness together.

Virgil Kopperson and family have moved back to Mishawaka from South Bend. He says his reason for moving is to be closer to work. We're glad to have you back in our city again, Virgil.

George "Wisconsin Kingfisher" Lynn left on a fishing trip to Wisconsin in his new Mercury. If he caught as many fish as planned you other folks might as well give up your ideas of a good catch, for the only ones you'll

catch up there are the ones he threw back.

American Society of Mechanical Engineers has initiated a Project covering fundamentals of performance of effluent air and gas cleaning equipment. A sectional committee has been formed to develop standards on the subject. As its representative to this committee the Foundry Equipment Manufacturers Association has appointed Robert Prinz, Technical Director of our Dust & Fume Division, American Foundrymen's Society has also appointed Bob to represent them.

Don't know yet the results of the "big onslaught" by the Foundry Anglers up around Howard, Wisconsin. Freddie Bishop, Delbert Kinney and Carol Shireman claim that some

ROEBUCK RETIRES



This picture was taken of DILLON ROEBUCK, Steel Shop, on the day of his retirement. Surrounded by fellow workers, he holds up a wrist watch, gift from his department building.

Dillon came to work here in November, 1939, and has been on 17-year most of that time. He plans to move to Indianapolis where he will live in his apartment house. He says he will take care of repairs and have a little shop of his own in the basement. You have our best wishes, Dillon.

Wheelabrator Folks on the Job



BERNARD KRONEWITTER, Steel Shop (Night), was employed by AWECO in November, 1951. Previously he had worked for Colpaert Reedy Corporation. His job is sheet metal make up man. Here we see him working on a separator. Bernard is quite a family man, having eight children. He likes all sports, especially hunting and fishing.

Wheelabrator Folks on the Job



WILLARD SMITH, Cost Department, has been with us since September, 1951. Previously he had worked for Bendix Home Appliances. Bill's job is pricing all the steel purchased by the Company. He is married and has a small daughter. As for spare time activities, Bill says that reading and golf are the ones which come in for most attention.

of the fish tried to chase the boats off the lake. Heard that "Bottle Bass" were really hitting and that Carol caught the limit.

Howard "Pex Wee" Shafer, Machine Shop, and Mrs. Shafer vacationed in Washington, D.C.

Bob Gibbens, Stock Room, must have covered most of Florida on his vacation. He says, "You name it and I was there."

Claire Wilson, Machine Shop Foreman (nights), vacationed at Paw Paw Lake, his summer place.

Mr. and Mrs. **Louis Cookie, Jr.** entertained Mrs. Cookie's parents the week of July 4th. The second week of their vacation was spent in Kentucky.

Good-By and Good Luck

To the following girls who left us recently after several years of faithful service: **Virginia Yoder, Sales,** who came to Wheelabrator in April, 1942; **Edna Stebbins, Billing,** who started in

September, 1948; **Alma Huebner, Dust & Fume,** who began in June, 1950; **Beryl Plodowski, Cost,** who came along January, 1951. Hope we haven't missed anyone in this category.

Also leaving to retire is **Guard Lem Fisher.** Lem has been with the company since April, 1942.

Louie Dowdy and Myron Williams are now sporting bulch haircuts, and have been named Shakeout Twins. They are real "cool" in all the heat.

John Lang, Swing Grinder, has rented a trailer to head northwest toward Lake Geneva, Wisconsin. This isn't too far, but could seem to be a long way with a trailer hooked onto the rear end of a bicycle.

On the subject of vacations—**Bob Breckhoff, Plant No. 2,** spent his vacation in Pittsburgh.

Roy Garlit has joined the Wheelabrator family and is working in the Foundry Lab. Roy's mother is well known to many people as she is a member of Mishawaka School Board.

As usual the Julianna Club annual picnic at Washington Park, Michigan City, was a success—good company—plenty to eat, etc. Everybody ate a-pleen.

Matt Balini, Machine Shop, and wife spent their vacation fishing "up North."

Wheelabrator Folks on the Job



PAUL MYERS, Parts Service, was employed by Wheelabrator in June, 1947. Before that he had worked for K&L-Edel. Paul is Expeditor at Bogus Part Orders. He handles wires and phone calls from customers who urgently need repair parts. Paul is married and has one daughter 3 1/2 years old. He is interested in sports, and in his own words, "I am the most rabid Dodge fan west of Brooklyn." He also says his interests are working around the house and keeping the family happy. Paul is a member and former officer of Mishawaka Jaycoo.



Sand Mellor, OON VAN OOTIGHEM, and **Elain Echaz** were married July 4th, in St. Davin's Church. The reception was held at X. of C. Hall. The couple spent their honeymoon in Michigan and are residing in Mishawaka. The gang in the Towday presented Don with a set of steak knives and beer washes.



Bill is seen sanding a wooden bait.



A collection of typical sketching done by Bill.

"Bill" — a Versatile Hobbyist

Francis "Bill" Geist, Steel Shop Welder, is one person we know who never has time to become bored. He has not one hobby but several. Probably his two favorites are sketching and making artificial baits.

Bill says he started making baits because most of the ones he needed for his own use were too large for fishing in this area. Then he began making certain baits at the suggestion of his friends. After seeing what he could do they had him make up some for them. Other orders came from fishermen whose favorite plugs had become damaged and were no longer on the market, so it was up to Bill to make reproductions.

Regarding tools and equipment he says that he uses a good sharp pocket

knife, sandpaper, a selection of good enamel, treble hooks and eyes. "What you need the most is of patience," Bill remarks.

As for his art work, Bill says he has been doing that "as long as I can remember, and I find it enjoyable and relaxing." His tools are a selection of soft pencils, pen, ink, lithograph pencils, etc. To Bill, form is basic and color is secondary, so black and white is what he works in mostly. He has done some painting but states that he does not get as much satisfaction from this medium.

Bill's subject matter is quite varied — animals, ships, planes, landscapes and humans. He says that although he has done very little commercially with his art, he hopes it will be different one of these days.

GET the MOST from YOUR SOCIAL SECURITY

There are times when it is important for us to consult the social security office. Here are three occasions upon which it could be especially so if we are concerned in receiving maximum benefits under the provisions of the act:

1. IF YOU ARE DISABLED BEFORE AGE 65

If disability occurs that prevents your working at all for an indefinite time, after you have been regularly employed in work covered by social security, get in touch with your social security office. You may wish to apply to have your earnings account frozen to protect your benefit right.

2. WHEN YOU ARE 65

When you are 65, get in touch with your social security office promptly for information about your social security rights. If your earnings from all types of employment are not more than \$2060 a year, or if there are even a few months when you do not work after you are 65 years of age, you may be eligible for some payments. When you reach age 72, you should check even if you are still fully employed. If you are insured, benefits are payable at 72 regardless of whether you are working.

3. IF A WORKER IN YOUR FAMILY DIES

After the death of a person whose work was covered by social security, some member of his family should inquire promptly at the nearest social security office to learn if survivors' benefits are payable.

Your nearest social security office is located at 116 East Jefferson Boulevard, South Bend.

From Assembler to Steel Shop Foreman

MARY POWELL

Marv Powell came to work for the Company in January, 1937. Previous to that he had worked as auto mechanic. His first job here was on Tumblast Assembly. Later he was made Group Leader. In 1947 he was promoted to his present position. When Marv was on Assembly he was given the job of working on most of the machines which were to be exhibited at industrial shows.



We
Knew
Him
When

To the man who does not value time, let me hand a straight shot: Soon your opportunities will begin to lessen, your abilities to be discounted, your ambition will grow less and less, and the most valuable asset you have, time, will begin to seem so short that you will get overanxious about your situation, and in your great anxiety to do something you will do nothing.

"There'll Come A Day..."

When alarm clocks and time clocks will cease to be a part of your daily routine. Your time will be your own to do with as you please. Will you be ready to derive the maximum benefits from your retirement? Whether this period is 10, 20 or 30 years distant makes little difference, just so long as we are making our plans for it.

In talking with several retired folks we find that their after-work years depend upon various factors if they are to be really happy. Probably the first consideration is freedom from financial worries. That is why it is important that all of us should engage in some systematic method of savings when we are still on the job. Next in importance is the necessity of having a home paid for when retirement comes.

After talking with these oldsters I have less and less liking for the term "retirement," which suggests that



when you leave your work you must of necessity lie down and become inactive. We like to think of these later years as a period of transformation or realization, rather than idleness. There are many ways by which we can make this portion of our life one of fulfillment instead of frustration.

The happiest folks are those who learn to live independently of their children or other members of the family. This does not mean that they should break off contact entirely with old friends and relatives. It is fine to maintain old relationships if it is not at the expense of your own personal freedom.

It is wise and important to continue an active interest in life. How about doing some of those things which you often said you would do if you only had the time. Maybe it is gardening, knitting, collecting stamps, sketching, making models of wood or other material, fishing—or just get-

ting out in the big outdoors to get on speaking terms with nature.

You don't necessarily have to be an enthusiastic hobbyist to be happy if you have something to claim a fair share of your time. Perhaps you like to read. If so, the public library will be a boon to you with its thousands of volumes on a wide variety of subjects. One advantage, however, to having a definite hobby is that many times it can lead to financial reward, and that few extra dollars is always welcome.

In the final analysis, everyone must do the things which will make him feel that he is not just "hanging around" waiting for the old man with the scythe to cut him down—that he still has a definite function in life, and that others look to him for guidance and inspiration. It's up to each one of us to look ahead a few years and decide whether that period shall be an ending or a beginning.



UNION OFFICERS MEET

We had wanted for some time to get a group picture of our union officers. Recently the opportunity presented itself as they gathered for a meeting with Ray Steele, Glenn Fulmer is President and Carol Shireman is Vice President.

Seated around the table, left to right, are Elmer Byrd, Calvin Kelly, Carol Shireman, Glenn Fulmer, Walter Schooley, Donald La Place, Walter Heiser. Absent from the meeting was Committeeman, Cletus Gurley.





Maurice McCally taking a reading of the Carbon Determinator.



Maurice McCally prepares to extract sample from muffle furnace.

Foundry Lab

Now Busy the Clock 'Round

To keep pace with the increased volume of castings being turned out by the Wheelabrator Foundry it has become necessary to add another chemist to the staff. The latest is Roy Garlik, the others being Chief Chemist, Maurice McCally and Walter Lantz. With this personnel it will be possible to properly perform the important functions of this department.

The primary function of our Foundry Lab is to maintain rigid physical and chemical control of all the parts being made and sold by the company. One of the most interesting and important pieces of equipment in use is a semi-automatic instrument called a Carbon Determinator. This instrument is a "must" in a modern foundry lab because of the speed required to obtain the carbon analysis.

The sample being tested is placed in a closed tube that is maintained at a temperature of 2000°. A stream of oxygen is then passed over the sample

causing a combustion. The carbon dioxide gas given off by this combustion is measured and interpreted against temperature and pressure readings to give the percentage of carbon in the sample being tested.

Another interesting technique concerns a miniature piece of equipment known as a "muffle furnace." This unit is used for the heating and ignition of various samples at high temperatures. The furnace is used primarily for the ignition of silicon and nickel precipitate in the quantitative analysis for these two elements.

The lab is equipped with other instruments for various tests, all of them vital to the success of our products. Without proper equipment and capable personnel in this department to maintain maximum quality our company could lose vast sums in reduced business. This is further proof that every department and every individual in our organization is dependent upon each of the others.

"Calling Parts Service . . . Emergency!"

We all know the importance of gaining a new customer. Sometimes it is just as essential that we keep that customer satisfied. This often takes considerable "bonding over backwards" but our experience is that such a policy pays off. I am reminded of a man for whom I once worked as a salesman, who was referred to by his staff as "Mr. Five Per." This nickname stemmed from the fact that he used to impress upon us, "when you think you've got the guy sold, don't begin counting—that's the time to give him that old 5% bonus which keeps him happy—because he doesn't EXPECT it."

So it is with our service here at Wheelabrator. Several weeks ago a call came in from Central Foundries Division of General Motors for vital parts to keep our equipment operat-

ing. The call had come in the afternoon, so production was started on our second shift. Before 8 o'clock the next morning Kenny Verdon, one of our new Erectors, had loaded the parts in his own car and was off for Delaware, Ohio. The parts had been promised before noon, so when Kenny arrived before that hour everyone was happy.

On another occasion a customer in Milwaukee sent in a "hurry up call" for a shipment of control cages in order to keep their production running. They needed the



Kenny Verugo

parts within a matter of a few hours. The folks in Parts Service went into action. While the control cages were being loaded on one of our trucks, calls were put in to South Shore Lines and North Shore Lines. The parts were delivered in South Shore station in South Bend for departure on the 9:30 A.M. train. Meanwhile arrangements had been made with the proper sources to transfer the shipment from the South Shore to the North Shore Lines in Chicago. Things worked out according to schedule with the result that the customer in Milwaukee received the parts late in the afternoon of the same day.

These are just two examples of the many "extras" we like to extend to our customers — to keep him satisfied and at the same time to build toward our own future.

Performance Tells the Story



The pictures here prove what can happen when a quality product is involved, and when a group of people work together to promote that product. The one photo, taken from the roof of our office, shows the two-car shipment recently finished for *Fabrica de Enlozados, S.A.*, in Santiago, Chile, South America. The other shows *Cecil Jack, North Shipping*, as he stencils the shipment.

The equipment shipped was a 6 wheel Wheelabrator Monorail for the



cleaning of sanitary ware prior to enameling. The initial inquiry came in July, 1954. Then followed much effort on the part of several of our people to land this order, among them *Ernie Gibson, Export Division*; *Mr. Manuel Sigren*, one of our agents in South America; the personnel of our Cleveland office. This customer, to settle all doubts as to the equipment they should buy, sent *Mr. Herbert Thraves*, one of their engineers to this country to look over installations of various

blast cleaning machinery manufacturers. After visiting plants of sanitary ware manufacturers in several cities, including Cleveland and Milwaukee, *Mr. Thraves* was convinced that Wheelabrator was his answer.

The largest foundry of its type in South America, *Fabrica de Enlozados, S.A. (FENSA)*, with its new plant will be equipped to turn out 80 bathtubs an hour. They will export to other countries on the west coast of South America.

So copable performance of our machinery, backed to the limit by co-operation and performance of our people, results in nice business like this.

God left the Challenge in the Earth

When God made the earth He could have finished it, but He didn't. Instead, He left it as a raw material — to tease us, to tantalize us, to set us thinking and experimenting and risking and adventuring. And therein we find our supreme interest in living.

Have you ever noticed that small children in a nursery will ignore clever mechanical toys in order to build, with spools and strings and sticks and blocks, a world of their own imagination? And so with grown-ups, too. God gave us a world unfinished, so that we might share in the joys and satisfactions of creation.

God Left Us —

He left the oil in Trenton rock. He left the electricity in the clouds. He left the rivers un-bridged and the mountains un-trailed. He left the forests un-felled and the cities un-built. He left the laboratories un-opened. He left the diamonds un-cut. He left the music un-sung and the dramas un-played. He left the poetry un-dreamed, in order that men and women might not become bored, but engage in stimulating, exciting, creative activities that keep them thinking, working, experimenting, and experiencing all the joys and durable satisfactions of achievement.

So it is that progress comes, not by some magic word and not by government edict, but from the thoughts, the toil, the tears, the triumphs of individuals who accept the challenge of raw materials, and by the grace of God-given talents produce results which satisfy the needs of men.

— DR. ALLEN A. STOCKALE



PANGBORN NORBLO PARSONS WESTERN PRECIPITATION RANSOHOFF
 SLY VAPOR-BLAST TURNER & HAWS HYDRO-BLAST LEIMAN DAY
 BUELL SCHNEBLE PETERS-DALTON KIRK & BLUM MAHON NEWCOMB-DETROIT
 DRACCO CRO-PLATE AMERICAN AIR FILTER DUCON MOTT SCHMIEG
 RUEMELIN BARTLETT-SNOW



MACHINIST



STENOGRAPHER



SHIPPER

THERE'S A Phantom IN YOUR LIFE

We all know that our company has many competitors. What we often fail to realize is that all of us as individuals have competitors — somewhere — in some capacity. These phantom counterparts are performing the same duties as you and I so, just as a wise business man does, it is up to us to outdo them by initiative, ingenuity, enthusiasm, etc. Our success as individuals means success for our company, which in turn means higher profit sharing and job security for each of us.

Why are you and I so important to the success of Wheelabrator? Let's look at it this way. No one company holds a decided advantage over a competitor when it comes to buying raw materials. Their production costs and techniques differ little. Most companies have the same basic tools and equipment. About the only factor left to consider is the human element — the calibre and quality of the Mary Smiths and the John Browns — how each tackles and completes his own job. This is the thing which can tip the scales in favor of one particular company over another.

So it is PEOPLE that is probably the most vital ingredient in the success formula of most industries today. Just what each of us does on his job, day by day, helps decide many things — whether the customer will buy OUR product — whether we have steady jobs for the future — whether we gain genuine satisfaction from our work.

Pictured here are a number of Wheelabrator folks at their respective positions on the Wheelabrator team. They are not alone in their efforts to win over our competitors. Every employee, regardless of his wage or salary or type of work, is in the game, including custodian and the president of the company. Competition is to be reckoned with, but not to be feared. We should welcome it, for it is only by this challenge that we are able to develop the potential that lies within the great majority of us.



DRAFTSMAN



RECORD CLERK



WELDER