

WHEELABRATOR  
**Parade**

Vol. 14, No. 11

November, 1955

# WHEELABRATOR Parade

Published for Employees of  
Wheelabrator Corporation

Mishawaka, Indiana

Vol. 14, No. 11 — November, 1955

Joseph Flory, Editor

## On The Cover

It's harvest time again, and on the cover we see two of our Wheelabrator folks actively participating. Here we see Janet Marker, her young sister, Susie, her father, Glen Marker and Billy, the pony. Janet works as secretary and Chuck DeCraete in Engineering and Glen is in the Steel Shop, second shift.

The Markers live on a farm a few miles southeast of Mishawaka, and when we called they had just loaded the cart full of produce. Billy is a mighty handy animal to have around at a time like this, despite his age of 23. The cart, however, is much older than Billy, being an old-time, hand-made vehicle. Apc has not hindered either the pony or the wagon when there is a job to do, hence they are an important part of the operations on the Marker place.

## He Practiced Democracy

A retired naval officer was telling a group of youngsters tales of the Spanish-American War. One story concerned Admiral Robley D. Evans, one of the heroes of the war, and a real American. Known as "Fightin' Bob," it was he who said to his men as his ship sailed into action off Santiago, "Boys, there's going to be plenty of Spanish spoken in hell tonight."

But in spite of his gruff manner and picturesque speech he had a kind heart. After the naval engagement in which all the Spanish ships were destroyed, the wounded enemy sailors were brought aboard the American ship, while the crew let out a mighty cheer. Evans raised his hands in deprecation, "Don't cheer, men," he shouted, "some of the poor devils are dying."

Another story concerns a different aspect of the admiral's character. After the war he was attending services

in a fashionable New York church one Sunday morning. Few worshippers were present, and he seated himself at the end of an empty pew well up in front. Before long a well dressed gentleman came in and seated himself at the other end of the same pew. The man became restless and stared at Evans with manifest annoyance. Finally he took a card, wrote upon it, and requested an usher to deliver it to the admiral. The card bore the name of one of New York's social celebrities, and this message: "I pay \$1,000 for the exclusive use of this pew." The word EXCLUSIVE was twice underlined.

"Fightin' Bob" drew out one of his own cards and sent it back by the usher, with this reply: "Sir, if you are a fair sample of the membership here, you are paying too much."

## Thought for Thanksgiving ... and Everyday

Happiness is something like a boomerang — you can't toss it around without having it return. The only difference is that should the boomerang hit you, pain is the result. Never is this the case when you release a quantity of happiness. It returns to hit you, but the feeling is one of the most satisfying in life.

The laws of love, of service, of giv-

ing cannot be evaded or repealed. It is what we do for others that is best remembered by all of us. It is one of God's plans, that all the happiness that we bring to others shall be returned many times over.

The spreading of happiness requires no magic formula. If there is a secret, it is not in doing what we like to do, but in liking what we have to do. Happiness is not a "thing," but a relation — a relation between our condition and what we think our condition should be. Another name for happiness is thankfulness. To be thankful means that we think we are better off than we deserve to be. So the road to happiness lies in changing our thoughts, not our things.

We all have our bad days, some of us more than others. Instead of bemoaning our ills and bad breaks, let's play a game of "Boomerang." We might be surprised at the gratifying score we can register.

"Initiative" is a word a mile long. It is the energy or aptitude that tends to develop or open up new fields. The self-reliant individual with initiative will soon find his way up front. Organize, inaugurate, conceive, undertake, open fire, launch something. Better fail flat than not try.

## WHEELABRATOR PROFIT-SHARING CHART

THIS YEAR

LAST YEAR

Cumulation

Through  
Sept. 30  
**\$256,582**

Cumulation  
Through  
Sept. 30  
**\$152,400**

## 52 YEARS of SERVICE!

This story concerns another one of our many "Family Teams" at Wheelabrator — the Bowers Brothers, who have a combined service record with the Company of 52 years. This total could be boosted to 78 were we to take into consideration the 26 years of employment of an in-law of this trio, Clair Wilson, Machine Shop Foreman.

The first of the Bowers clan to come along was James Bowers, Steel Shop Foreman, known to all as "Jack." Clair Wilson had asked Jack to stop by so he could introduce him to Nick Byers, who was then the Machine Shop Superintendent. Jack was hired on October 4, 1936 and put to work as surface grinder. He was transferred to the Steel Shop within a month, and has remained there since.

Speaking of the progress of our Company, Jack says, "I have seen a tremendous change in the application of our machines. At first our equipment was used merely for cleaning castings and forgings. Now it is used in one way or another to process almost everything used in everyday life. I also believe that we have not yet reached the ultimate in application."

Jack is married and has a boy of 11 and a daughter aged 7. His chief spare-time activities are gardening and most sports. He is a member of Eagles Lodge 2088.

This was a final expression of opinion by Jack: "I think the Profit Sharing Plan is one of the finest things Management has put through for the welfare of employees, and am only sorry it was not in effect when I first started—can you imagine what a nice pile this would make?"

The second of this family to arrive on the scene was John Bowers, who started on February 22, 1937. Before coming here, John had worked for the



(Left to Right) Lynn, John and Jack.

City of Mishawaka Engineering Department, but being impressed by Brother Jack's regard for Wheelabrator, applied for a job and obtained it. John has had experience in many types of work in Steel Shop since being employed — steel handler, assembler, sheet metal worker and layout man. John is married and has four children — two girls and two boys.

Lynn Bowers, Steel Shop, started here on April 7, 1941, because his brothers both seemed satisfied with their jobs, and because he "wanted a job where the work and pay were steady." He adds that he has never regretted the move.

Lynn is a family man and proud of his three girls and four boys, ranging in age from four to fifteen years. He

was at one time a reporter for PARKER, and is still active in many organizations. Lynn is a member of Eagles Lodge, Mishawaka Conservation Club, Pleasant Valley Men's Club and is an institutional representative for a Boy Scout troop. He also takes an important part in the affairs of Pleasant Valley Christian Congregational Church.

Lynn says, "I have had the privilege of working with a wonderful group of people. Management and Union relations are, in my opinion, the best there is. I am a Trustee in the Union, and am acquainted with these relations. Then about our Profit Sharing Plan — I know it means a lot more than some of us realize. Summing it all up, it means a lot to work with and for a grand bunch of people."

## Two Britains Visit Wheelabrator

Our Company continues to be a "point of call" for many foreign visitors. Just recently two men from England stopped by to discuss pricing of gears with John Straub, Director of Research.

The visitors, representing Metropolitan Vickers, Trafford Park, Manchester, England, were Mr. A. Hadcraft, Gear Manufacturing Development Engineer; Mr. R. E. Salhouse, Gear

Design Development Engineer. This company manufactures a line of equipment similar to that made by General Electric Company in America, and employs approximately 20,000 people.

This firm was founded 50 years ago and was known as British Westinghouse Electrical Manufacturing Company. The Metropolitan Works is situated on 148 acres. There are seven district offices located throughout England,

and they have overseas branches, affiliated companies, agents and correspondents in all of the major countries of the world.

Messrs. Hadcraft and Salhouse will visit several companies while in North America, including these: Dominion Engineering Works, Montreal; Royal Canadian Navy, Ottawa; General Electric Company, Boston; Michigan Machine Tool Company, Detroit.

## Visitors from Across and "Down Under"



Visitors from overseas at Wheelabrator Corporation recently were Mr. M. Froggatt, Joint Managing Director of Tighman's Ltd., Altrincham, England; Mr. James M. Steer, Director, McPherson's Ltd., Melbourne, Australia; Mr. Fred C. Eager, Assistant Metallurgist, McPherson's Ltd., Melbourne. Their discussions with Wheelabrator Corporation executives concerned manufacture of Wheelabrator equipment abroad under license and other engineering and sales matters of mutual interest.

Tighman's Ltd. have manufactured Wheelabrator equipment under license in England for many years and serve customers throughout the British Commonwealth.

McPherson's Ltd. are one of Australia's largest machinery importers and manufacturers and they have outlets in all major cities of that sub-continent.

Pictured in the front row in the photo, left to right, are Mr. Steer; Chas. Cline, Engineering Assistant to the President; and Mr. Froggatt. Standing, left to right, are George Pfaff, Manager of Abrasive and Alloy Parts Sales; Jake Schmidt, Jr., Treasurer; Mr. Eager; and Ed Rich, General Sales Manager.

## Wheelabrator Leads in Auto Parts Field

The Auto Parts Rebuilders Association Annual Meeting and Convention was held September 22-24 in the Fort Shelby Hotel, Detroit, with approximately 500 registering. The convention consisted of various general meetings, and clinics on subjects such as rebuilding of clutches, armatures and generators, also brake shoe rebonding.

In conjunction with the meeting a show was held in one of the large halls of the hotel, with 30 suppliers having a booth. According to unbiased observers, the Wheelabrator booth was by far the most attractive and well planned. It was well lighted, had a selling story on the back wall and contained a fine assortment of auto parts before and after Wheelabrator cleaning.

### Results of Exhibit

Our booth drew very well. Many of the visitors were people who were already familiar in varying degree

with our equipment, a good share of them being customers. There was ample opportunity for them to comment on our products. Some of them spoke favorably of the Wheelabrator equipment they already have and the possibility of their purchasing additional units. In some cases they passed along tips of new prospects in their areas.

Bob Schalliol, Assistant Advertising Manager, reports several incidents which prove that the name "Wheelabrator" is continually in the foreground among customers and prospective customers. One concerned a telegram which the Executive Secretary of the Auto Parts Rebuilders Association received from an auto parts rebuilder in Johnson City, Tennessee. It read as follows: "Unable to attend meeting. Interested in purchasing Wheelabrator. Please inform proper people."

Our Company received 19 bonafide

inquiries concerning equipment, but there were other favorable aspects of the show. Good relationships were established with other suppliers to this field. For example, suppliers to the bonded brake shoe industry spent considerable time with Bob Schalliol discussing mutual problems such as mailing lists, users of various equipment, prospects for additional business, etc.

One of the subjects coming in for discussion was the great growth of the brake shoe rebonding field. The majority of the auto parts firms are going into the business to supplement their present operations on water pumps, clutches, etc. Many firms to whom we have sold Wheelabrators for cleaning a few hundred shoes daily are now cleaning four or five thousand. From all indications the automotive parts rebuilding industry will prove of great benefit to us in the future.

## New Chief Process and Plant Engineer

C. Burton Barnard has assumed his new duties as Chief Process Engineer, a post held by I. D. Tyson since February, 1946. The latter has tendered his connections to take over the position of Chief Engineer for Ernest Holde-man & Collet, Inc., of Elkhart, Indiana. This firm is a manufacturer's representative for various lines of machine tools and equipment. The Time Study and Cost Reduction Division, which was previously a part of Process Engineering is now a separate division under the supervision of Andy Stevens, Assistant Factory Manager.

"Barney" Barnard steps up to his new job from Plant Engineer. He came with the Company in November, 1938, having had considerable experience with Studebaker and Dodge Manufacturing previously. He is a quiet sort of fellow, but carries on an interesting conversation when it comes to football or his three sons. Barney is justly proud of the three sons who are all in the service of their country—one is a Captain in the Marine Air



Corp; another, a Lieutenant in the Naval Air Corp; the third, a Lieutenant, Junior Grade in the Navy.

Taking Barney's place as Plant Engineer is William Carter, a native of Rockwood, Tennessee. Bill is a graduate of John Adams High School and Georgia Tech. He holds a degree in Mechanical Engineering from the



later school. Bill was in service during the Korean conflict. He has worked with his father in the sale of material handling equipment and was for some time Design & Production Engineer with Rivard Products. Bill is married and has one small daughter.

We wish all three of these men success in their new jobs.

## Dustube Salvages Microscopic Material



Charmin Paper Mills, Inc., Green Bay, Wisconsin, is using a Dustube Collector in the processing of yeast which is a protein supplement to animal and poultry feed. This is a new process developed by the Green Bay firm for making greater utilization of waste material which appears when they make paper products. It appears that there are some yeast organisms in this material and with the introduction of certain chemicals it is possible to produce this yeast.

In the latter stages of the process, the compounded material goes through drum dryers to a hammer mill and into a blending tank from which the material is automatically packaged in bags or drums. In these stages the material is dry and the conveying system, which is pneumatic, must be exhausted somewhere between the hammer mill and the blending tank through a system of cyclone collectors and the Dustube. The Dustube collects those fine particles which escape the cyclones. Approximately 80 pounds of fines are collected in this operation daily.

The one picture here shows an engineer taking a manometer reading to determine the pressure buildup in the Dustube.

The other photo shows an employee in packaging operation.

# The Passing Parade

**Dennis Hilsenbaugh**, who worked in Dust & Fume this summer, left for Purdue in late September. **Dorothy Lott**, mother of Nancy Lott (also attending Purdue) was a trifle perturbed at Denny, since she thought she had persuaded him to transport Nancy's formal evening dress plus two winter coats. When her parents had taken her to school, all available space in the car had been taken up by the family, boxes, suitcases, a typewriter, record player, desk lamp, etc. Through some misunderstanding, Denny failed to pick up the items he was supposed to. We just hope it doesn't turn cold for awhile or that no formal parties will be given. (Offices—Engineering)

Among the sparkling diamonds hurting our eyes is that of **Boris Schmeltz**. Dust & Fume, who is engaged to Dale Hesch Dale is a Junior at Purdue. (Offices—Engineering)

**Mary Helen Driver**, Sales, was wearing moccasins for awhile. She tore a ligament in her ankle while hanging up the laundry. Might be safer to buy a dryer, Mary Helen. (Offices—Engineering)

**Mary Minnis**, Secretary to **John Wolf**, left us recently in favor of a five-month-old baby boy which she and her husband are adopting. Good luck, Mary on your wonderful new venture. **Lillian Cook**, formerly of Sales, has taken over Mary's old job. (Offices—Engineering)

**Pat Hartwick**, Parts Service, is justly enthusiastic about the addition of a baby girl to his menage. September 22, which we understand already consisted of two boys, a dog called Harvey—and his wife, of course. (Offices—Engineering)

**Bob Riordan**, Export Division, was very popular with his fellow-workers not long ago; he passed out candy and cigars announcing the birth of a baby boy on September 27. This makes it "even eleven"—two boys and two girls. (Offices—Engineering)

A bright new face in the Foundry Lab. is that of **James Liebt**, presently working the second shift. (Foundry)

**Joyce Zimmerman**, Sales, is now Mrs. Duane Hartz, the lovely cere-

## PARADE REPORTERS

Offices—Engineering (Upstairs)	<b>MARIE MENIER</b>
Offices—Engineering (Downstairs)	<b>JUNE KOONIN</b>
Mechanic Shop— Stock Room	<b>HILBERT BRONIAK</b>
Foundry	<b>KENNY HERTON</b>
Steel Shop	<b>MILTON HANSON</b>
Steel Shot Plant	<b>SIS MARCIFFER</b>

## Wheelabrator Folks on the Job



**HENRY WOOLLEY**, Steel Shop (Nights), has been with the Company since October, 1951. Before coming here he worked for the Standard Oil Company. Henry is a welder, and hopes we see him about to work on an abrasive feed pipe. He is married and has three children. Henry says most of his spare time is taken in building a new home. He is also active in the affairs of his church—Cedar Row U. M. of Osceola.

mony having taken place on September 10, at the River Park Lutheran Church. (Offices—Engineering)

**Marge Daugherty**, Billing, and husband transported their son, **John**, to Purdue for his first term in Veterinary Medicine. We understand the car

was slightly overloaded, what with tennis racket, ice skates, swim trunks, three cameras, portable typewriter, desk lamp, bed spread, etc. It seems that another of his hobbies is guns. After a slight altercation, he was dissuaded from taking any guns along. (Offices—Engineering)

**Anna Marie Hiesbrueck**, Secretary to **Kenny Barnes**, was General Chairman of the style show and card party given by the Junior Altar Society of St. Bayo's Church on September 29. Her Co-Chairman was **Irene Maenhout**, who formerly worked in Purchasing. The affair, attended by a number of Wheelabrator girls, was a success. Mrs. **Robert Litchner**, whose husband works in Stockroom, won the mink scarf. (Offices—Engineering)

Speaking of **Anna Marie Hiesbrueck**—how do you still keep that appeal which prompts your husband to send you a down American Beauty rose on your 12th wedding anniversary? (Offices—Engineering)

**Herman Jones** is putting the finishing touches on a new house on East Fourth Street. Anyone want to buy or rent a home? (Steel Shop)

**John Van Belleghem** is also coming along nicely on his new home. (Steel Shop)

A farewell lunch was held in the honor of **L. D. Tyson**, Process Engineering Department, at the Lincoln Highway Inn. Mr. Tyson left Wheelabrator to work in Elkhart. All of his friends here wish him well on his new job. (Offices—Engineering)

**Bob White**, from the Makeup gang, has returned to his native soil. (Steel Shop)

The Wheelabrator Corporation really started something, according to **PARADE** reporter, **Milford Gardner**, when they developed a machine to blast the soft grain from wood. He used Redwood plywood, treated in this manner, for his breezeway and says it is really a beautiful job. (Steel Shop)

Have any of you noticed **Gerry Groer's** rain gear? It definitely constitutes the new look in hats. The hat is plastic with a droopy, ruffled band.

## Wheelabrator Folks on the Job



**WILMAN WOOD**, Steel Shop, came to the Company in November, 1950. Before starting here he was employed by Iowa Lumber Company. Wilman is operator of the small crane in the Steel Shop. He is married and has eight children. Wilman's spare time activities are hunting, gardening and watching TV.

Geary, we have decided, is very practical about rainy weather.

(Office—Engineering)

**Freddie Bishop**, Foundry Foreman, has recently started a little building in the rear of his property. He says it is to be a garage, but we're wondering if it is to be his own little private dog house.

(Foundry)

A lot of folks would like to know why Virgil Epperson has been drifting so slow of late.

(Steel Shop Plant)

No matter how fearful a man may be of the future, he hopes he will live to see a lot more of it.

(Steel Shop Plant)

The downstairs departments are getting the "cosmopolitan" type of employee. We have Marlan Johnson, Personnel, from the townting city of Chicago; **Vicki Preda**, Purchasing, from the mighty city of Pittsburgh; and Nancy Young, Purchasing, from the microscopic village of Osceola. Marlan's husband works for the B. F. Goodrich Co. and was transferred from Cherego; Vicki's husband is a student at Notre Dame, studying Metallurgy; Nancy formerly worked for L. O. Gates.

(Office—Engineering)

**Myron Yoder**, Purchasing, and wife

Virginia, formerly of Sales, adopted a baby girl named Nancy Jo.

(Office—Engineering)

On October 3, a daughter, Shelley Jean, was delivered to the home of **Willard "Bill" Newland** and wife. Congratulations, folks.

(Steel Shop Plant)

The wife of **Charles Carlin** has been released from the hospital after undergoing surgery. Chuck wishes to thank the men who gave blood to replace that used by his wife.

(Steel Shop Plant)

**Marion "Casey" Wilrhand** wife spent a week touring around the state of Ohio. They report a wonderful time as they covered 1100 miles on the trip.

(Steel Shop Plant)

Al "Pee Wee" Van Hoecke, Foundry Shakeout, second trick, has taken up "baby-sitting." Anyway, that's the news this reporter gets from those working with "Pee Wee." They say that several of his "femmes" have been bringing him to work and then taking his car around town. Seems they are pretty big to be needing a baby sitter, "Pee Wee."

(Foundry)

**Fred Beak**, Steel Shop, has been voted membership in the Military Historical Society of Great Britain. This society is a branch of the Imperial War Museum, London. Fred is also a member of the Military Heraldry Society of Great Britain.

(Steel Shop)

"The steps of faith fall on seeming void and find rock beneath."

—**JOHN GREENLEAF WHITTIER**  
(Steel Shop)

School days are here again and some of our boys are returning to college. One such fellow is **Diek Wedel**, Laboratory, who has gone back to Western Michigan College. By the way, Diek played a lot of football while attending John Adams High School.

(Steel Shop Plant)

**George Brandt** and family have given up city life and taken to the country. They now reside in Twin Branch.

(Steel Shop Plant)

"Nothing is impossible. We merely don't know yet how to do it."

—**THOMAS A. EDISON**  
(Steel Shop)

**Charlie McConahay**, Foundry Maintenance, has really distinguished himself as a square dance caller of late. He recently terminated a long engagement at Winey Hall in Mishawaka, and is currently performing at Pleasant Lake near Edwardsburg, Michigan. "Chuck" has quite a following attending these dances, so if

you are inclined, and like to get out and "shake a leg," get up to one of the gatherings and enjoy yourself.

(Office—Engineering)

**John Eljek**, Imperial Potentate of Long-Lycie Liners, is starting his second million by making his rounds of the coke machines looking for the change the others may have left.

(Foundry)

**Orelia Schaut** left October 5 for a two-week vacation in Dallas, Texas. Orelia has a sister living in that city.

(Office—Engineering)

**George Jones**, Market Research Engineer, addressed members and guests of Porcelain Enamel Institute at Ohio University, Columbus, Thursday, September 15. George touched upon mechanical cleaning in general, but especially upon the relationship of four equipment to the cleaning of steel prior to enameling.

The American Hop Dip Galvanizers Association, Inc. had a meeting at the Sheraton-Belvedere Hotel on September 28-30. Two of our people, **Gilbert Dill** and **George Jones**, jointly presented a paper on "Modern Blast Cleaning Techniques and Abrasive Developments."

## Wheelabrator Folks on the Job



**ALBERT WILSON**, Steel Shop, first worked here from 1942 until 1946. He left to do cement contracting work, but returned to September, 1950. Al is a Make-up man and here is working at the shears. He is married and has six children and eleven grandchildren. His chief outside interests are baseball and hunting.

# HOW SMART A SHOPPER ARE YOU?

One of the biggest problems in shopping (aside from finding the cash to use) is to be sure you're getting value for your dollar. You have to consider products in relation to the ad writer, the salesman and the person who put tricky wordage on various labels. This little quiz will give you an idea of where you stand as a shopper. Sixteen correct answers, and you're sharp with your dollar. If you have 12 right, you'll do all right. Anything less than that—better brush up on your "buymanship."

1. A label that describes the water repellency of a raincoat as "durable" means about the same thing as one that says "renewable." True  False
2. You can't be sure that a 108-inch sheet will be 108 inches long. True  False
3. A No. 2 can of vegetables serves two persons, a No. 2½ can three persons, and a No. 303 can six persons. True  False
4. Lower grades of meat usually have less lean meat to the pound than higher grades. True  False
5. An inexpensive cotton dress will last longer if it has pinked seams. True  False
6. It is most economical to buy kitchen pots and pans in sets all at one time. True  False
7. The word "full-fashioned" on a sweater label means that the garment is extra roomy. True  False
8. Most sheets are labeled Type 112, Type 128, Type 140 or Type 160. The larger the number, the stronger and heavier the sheet. True  False
9. The word "official" on a piece of sports equipment usually means something, but the words "league" and "professional" are just advertising talk. True  False
10. You shouldn't buy fruits and vegetables in transparent film packages if there are holes in the film so that air gets in. True  False
11. Any car performs better with highest gasoline. True  False
12. If a shirt is labeled "Sanforized," you should buy one with a collar size half an inch bigger than you wear. True  False
13. If the label states "pre-shrunk, residual shrinkage 3%," buy a one-inch bigger collar size. True  False
14. The cheapest antiseptic for minor cuts and scrapes is tincture of iodine. True  False
15. It is not economical to buy a pad for a new carpet. True  False
16. You should purchase brand-name aspirin even though it costs a little more. True  False
17. Cheese foods and cheese spreads give less food energy, ounce for ounce, than natural cheese. True  False
18. The only eggs you can be sure are not spoiled are those marked Grade AA. True  False
19. Always buy clothing a size or two larger for growing children. True  False
20. The bright-green color of frozen peas, string beans, spinach, and so forth, is pretty but doesn't have any special buying significance. True  False

## ANSWERS

1. False. "Renewable" waterproofing must be treated after each washing or dry cleaning. "Durable" repellency lasts through several cleanings.
  2. True. Subtract about five inches for the hem and another five inches for shrinkage to get the true length.
  3. False. A No. 2 can, containing 2½ cups, will usually feed five persons; a No. 2½ can containing 3½ cups, will feed seven people; and a No. 303 can, containing 2 cups, makes four servings.
  4. False. Higher grades have higher proportions of fat to the pound. That makes these cuts taste better but means less lean.
  5. True. Pinked seams stand laundering better than serge, cast-aver, stitched or raw edges.
  6. False. Different pans are suited to different purposes. It is best to choose each utensil separately.
  7. False. "Full-fashioned" means the sweater was knit to shape rather than merely cut from a piece of flat yardage and sewn together.
  8. False. The first three type numbers conform to the statement, but Type 160 indicates percale, which is lighter than
- any of the others and has less strength than Type 140.
9. True. "Official" means the article was made according to official rules of the sport.
  10. False. The perforations are necessary because fresh fruits and vegetables need to breathe to prevent decay.
  11. False. Highest gasoline gives better performance only if the motor of the car is adapted to its use.
  12. False. The word "Sanforized" guarantees only 1% shrinkage—not enough to make your usual size too tight after washing.
  13. False. A shrinkage of 3% reduces the size of the collar half an inch, the chest measurement one and two-fifths inch and the sleeve length three-fifths inch.
  14. False. The cheapest antiseptic—and one perfectly adequate for minor cuts—is soap and water.
  15. False. Even the cheapest carpet cushion can prolong the life of a rug by more than 40%.
  16. False. Under pharmaceutical regulations, all aspirin must contain the same ingredients and meet purity standards. The cheaper brands are as good a buy as those with a "name."
  17. True. Cheese foods and spreads contain more water and have a lower fat content.
  18. False. You are no more likely to find a rotten egg in a carton labeled A, B or C than in one marked AA. All have been inspected.
  19. False. Fleecing won't be comfortable in too-busy garments. Instead, to allow for growth, get clothes with adjustable fullness, extra-long blouse or shirt tails, extendable straps, roomy necklines and armholes.
  20. False. The "full" green of frozen foods is your best indication that nutrients have been retained during processing.

## From Trucker to Stockroom Foreman

We  
Knew  
Him  
When

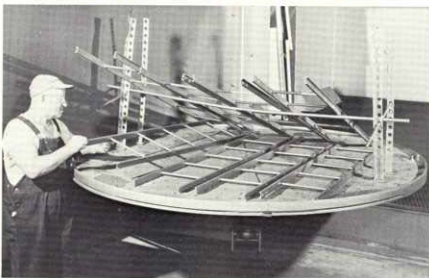
### STANLEY HES

Stanley Hes began working for the Company August 4, 1941, under Andy Stevens. His first job was trucking repair parts to the Shipping Room. Between then and the time he was made Stockroom Foreman, Stan worked at storing material, order filling and stock chasing.





## Wheelabrator Cleans Structural Prior to Galvanizing



Line Material Company manufactures a variety of electrical equipment. This firm, located in South Milwaukee, Wisconsin, finds our 96" Wheelabrator Swing Table of prime importance in the cleaning of such pieces as ladders and frames used as structurals in electrical substations

which they engineer and manufacture. Since these parts are made of coated steel, the pickling method formerly used for cleaning would not touch the welding flux and spatter. So blast cleaning has proved to be the only efficient way of cleaning in the operations of this company. The matte



finish imparted by Wheelabrator affords an ideal surface for the galvanizing process which follows.

The ladders are cleaned eight at a time, requiring a total of 15 minutes for the operation. This allows seven minutes for blasting on each side, with only a minute to turn the pieces between the two blasts.

One of the pictures here shows the 96" Wheelabrator Swing Table loaded with the eight ladders. The other photo is a close-up showing ladders before and after cleaning.

## News and Views of Wheelabrator Products

The Crescent Brass Foundry, Reading, Pennsylvania, performs a number of operations with one of our 15" x 20" Wheelabrator Tumbler. They are using GH-50 Steeltex to clean such articles as lamp bases, ornamental table legs and wall pieces. This company reports that Wheelabrating before burnishing and polishing brass and bronze castings improves the final appearance immensely. The job of wire brushing is also eliminated.

Commercial Steel Castings Company, Marion, Ohio, comes along with an interesting report on a No. 95 KD Dustube which ventilates a 48" x 78" Wheelabrator Tumbler. They have had this Dustube since 1942, and still haven't changed a bag. They collect a truck load of dust each week (4 to 5 yards). They shake the Dustube about every 8 hours, but dump it only twice a week.

The Plant Engineer of this firm says the Dustube functions the best of all (they have other competitive makes) and requires the least maintenance.

The Stearns Manufacturing Company, Adrian, Michigan, has a good report for the No. 20 model 112 KD Dustube which ventilates a 48" x 42" Wheelabrator, as well as grinding booths, a sandblast room and a tumbling mill in the foundry. The air is being returned to the foundry after it has passed through the Dustube. The state board of health inspectors spent two days testing the quality of the air, and have given the company a clean "bill of health."

The Firestone Tire & Rubber Company, Akron, Ohio, is blasting new molds in order to bring out the high spots. This makes it much easier for

them to determine what part of the mold requires hand buffing. These high spots are then hand buffed, and once more blasted with the Liguamette. They say that the Liguamette has saved them \$25 per mold since its installation.

## Changes on PARADE Staff

If you look at the top of the "Passing PARADE" page you will notice changes in our staff of reporters. We hope you will continue to cooperate by passing along your news items to the proper reporters.

Marie Mezias, Dust & Fume, is now covering Upstairs Offices and Engineering. Downstairs Offices and Engineering is to be handled by Jane Krontz, Process Engineer. We wish the two girls good luck in their new endeavors.

# "YOU ARE A SALESMAN"

You may not realize it, but you are a salesman, regardless of what type of work you are doing for the Company. You may say, "Why, I've never sold anything in my life." But the fact is we have all done some selling, even if unenthusiastically at times. If we have any friends we must at least have sold ourselves to them—and that is selling.

What has this got to do with doing a job of selling for our Company? Plenty. A business or manufacturing concern is not judged alone by the product it manufactures or sells. The type of people who work for that company can be just as important in making a favorable impression on a customer or the community. Haven't you at times refused buying a quality product from one source, simply because the salesman did not inspire confidence, was unfriendly or did some little thing that irritated you, thus causing you to take your business elsewhere? The salesman didn't sell himself, with the result that not only he, but his firm, suffered.

As regards a firm such as ours—the

girl on the switchboard can make a lasting impression upon the party who is phoning for the first time, not only by the efficient manner in which she handles his call, but by such little things as the friendliness or enthusiasm of her voice.

The guard at the gate can send a visitor into our plant or office with a feeling of friendly anticipation or with a "chip on his shoulder."

The receptionist is in a prime position to sell her Company. If she is on her toes, she realizes that the visitor is part of another business organization and probably just as busy as the folks he is wishing to see. Much depends upon her whether or not the visitor is unnecessarily delayed. If that one person leaves our company with the feeling he was handled inconsiderately, he is likely to tell others of his treatment.

All the people whom these same visitors have come to see can do a selling job—good or bad, by the manner in which they deal with the callers. If they are wise, they realize that

while these representatives of other companies are seeing them, members of their own organization are in offices in other parts of the country doing business with someone like themselves.

Then there are the people who handle various correspondence for a company. The phrases they dictate for these letters can be very important. A sharp word here or there can set up a resistance which may never be overcome.

Then there is the girl who types the correspondence. A neat letter, minus erasures or mistakes in spelling, can be one of the best pieces of salesmanship possible.

So it is with all the other jobs in the shop or office. The machine operator, the maintenance man, the shipping clerk or the welder—they all have a chance to sell. When they do a workmanlike job of any kind they are a salesman—first by pleasing the boss, and secondly by turning out a product that will satisfy a discriminating customer.



"Why you Sunday Driver you — you — you blasted, low down, Profit Sharing wrecker you!"

## Wheelabrator Man Heads Panel Discussion at World Trade Conference

Bob Rierdan, of our Export Division, was Chairman of one of the panel discussions at the Eighth Annual Notre Dame World Trade Conference on the campus of Notre Dame October 11. Bob was Chairman of the panel which discussed the Latin American, European and Far Eastern markets. Men recognized as authorities on the subject discussed these market areas on the conference theme, "The Next Five Years in World Trade."

This conference is sponsored by the Department of Marketing of the Edward N. Hurley College of Foreign and Domestic Commerce of the University of Notre Dame each year, and draws outstanding executives interested in foreign trade from throughout the United States. Those attending the meeting are predominantly from the Midwest, and represent the many types of business whose activities include foreign trade, such as exporters, importers, bankers, transportation and insurance.

Notre Dame offers a degree in Foreign Trade and its curriculum is recognized as one of the outstanding in this country.

## Sales Department Operations Streamlined

A new organizational setup in our Sales Department has been announced by Bud Rich, General Sales Manager. The prime purpose of this change is to obtain the maximum amount of business in each of our fields of endeavor. It is felt that by specializing in each of our functions in this department we can take full advantage of the development of all sales opportunities. With this complete responsibility for each of our functions in the hands of one man it is believed that the internal strength of our Company will be greater due to the development of executive talent. This in turn should result as a benefit to all of us.

Bob Orth, Field Sales Manager, is responsible for the staffing, functioning and developing of the field sales force. Some of his duties are now as-

signed to others in order that he can be free to do justice to his executive responsibilities.

Julie Skeee has been appointed Manager of Special Blast Equipment Sales. He is responsible for the development of our special equipment business in all of its phases. This job combines duties formerly performed by several staff members.

George Pfaff is to be Manager of Standard Equipment Sales, with the same general responsibilities in this field as Julie Skeee has in the Special Equipment category. Temporarily he will also have supervisory control of Abrasive and Alloy Parts Sales.

Phil Jordan is now Manager of Customer Service. He will be in charge of every aspect of our operations which have to do with equipment orders from the time they are procured

until the customer accepts the job. This includes scheduling, delivering, erection, trouble jobs, complaints, correspondence, etc. Phil is also responsible for parts service in all its phases.

Al Lenhard, Sales Promotion and Advertising Manager, will function still more closely with other managers in the department. There will be a free exchange of any and all ideas which could lead to the effective promotion of each individual product.

John De Groot has been appointed Assistant Manager of Abrasive and Alloy Parts Sales. Fred Baldauf will take care of the proposal line in place of Phil Jordan and will be responsible to Julie Skeee.

It is expected that this new setup will simplify considerably many of the Sales Department operations, since each manager is aware of his duties, and is in a position to clear relationships with other departments immediately and without confusion.

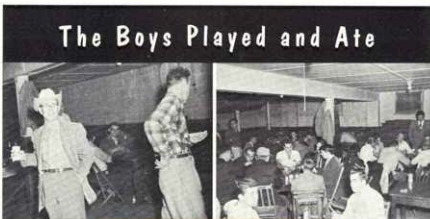


## Food and Fun for the Foundrymen

Saturday, September 17, was a big day for members of the American Foundrymen's Society (Michigan Chapter), when they held their 16th Annual Picnic at Tabor Farm near Benton Harbor. More than 300 men enjoyed a day of fun—golf, softball, bait casting, and horseshoes, with worthwhile prizes being awarded, topped off by a banquet in the evening.

Among the picnickers were four Wheelabrator people—Verne Spears, Bob Orth, Walt Ostrowski and Bob Gallatin. Verne is Secretary-Treasurer of the Chapter, and Al Blaskie, who was not present at the picnic, is a Director.

In the picture, about to murder the ball, is "Hole-In-One" Orth, known to a few of you here. The fellow in the loud shirt and abbreviated pants is another Wheelabrator lad who can be found in the Sales Department when he is in town—"Slicer" Spears.



The Wheelabrator Athletic Association sponsored a stag party in the Lincoln Park Community House on Saturday night, October 8. It was the ultimate in informality, as the "boys" played cards, witnessed several short movies and did their best to do away with great stacks of sliced baked ham. The pictures here tell the story better than words.



Our bowling teams, men and women, are again in full swing, as you can see by the pictures on this page. Regardless of their scores, these guys and gals have a real time and say if you don't have anything more exciting to do please come out and watch them do their stuff. The men of the Wheelabrator League bowl at Rose every Tuesday night at 8:30; the girls bowl in the City "B" League at the same place on Friday nights at 8:45.

Following are the girls who make up the Wheelabrator team: Johanna Wiedels, Marlene Claess, Hildreth Goehwein, Alberta Kaufman and Dorene Galbreath. Other teams in the league are Mishawaka Minors, Reno Bar, Bub's Funeral Parlors, Mishawaka Paint & Wall Paper and Rose Recreation. Although our girls are not setting the world on fire, some of them are coming up with good games. The highest individual score this season is claimed by Dorene with a 213.

As of October 10, the standings in the men's Wheelabrator League are as follows:

	Won	Lost
Southview	20	4
Machinery Shop	16	8
Office	11	13
Dorshies	11	13
Maintenance	7	17
Engineers	7	17

## Spares, Strikes, and Gutter Balls

Johanna	17	24		
Marlene	9	29		
Hildreth	6			
Dorene	21	20		
Dee	16	22	35	