





APRIL SHOWERS

Following a record-setting winter snow even the early spring rains were welcomed by all. Well, almost all.

Lu Hensel, Marketing Department secretary, gets a double dose of rain on the cover photo. The hurrying Mrs. Hensel could not catch up to the longstepping Phil Smith, Proposal Engineer, and as a result received the splattering from his umbrella as well as the cloud burst from the skies.

Phil is really not that ungentlemanly, and Lu does have an umbrella of her own. The photo was staged for the occasion.



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2

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Plugging the PROFIT LEAKS

Although the Company contributed \$323,000 to the Profit-Sharing Fund in 1962, this amount could have been larger by quite a sum.

The reason for this is that tangible and intangible waste and spoilage last year put a severe drain on our profits. It amounted to a staggering figure, conservatively estimated at \$250,000.

Unfortunately only about 10 per cent of this amount can be traced to material spoilage or waste. The balance is of an intangible nature—stemming from the individual employee's approach to his job.

For example, we know that some \$100,000 was spent for service and adjustments in the field on equipment that failed to meet the customer's expectations and our own specifications.

A hole drilled off-center, an inadequate sales proposal, or an incomplete machine blueprint can account for a malfunctioning piece of equipment. Substandard work must be corrected somewhere along the line, and this is a costly proposition. The man who does the corrective job could have been doing a constructive job elsewhere. This means we lose both ways.

By approaching our individual job as a skilled craftsman and taking pride in our individual effort, no matter how small or insignificant it may seem, we can overcome these intangible losses.

When each of us feels he (or she) is doing the best he can, these intangible losses will diminish, and marked increases will be noted in your individual Profit-Sharing statements.

J. F. Consupple President

Orth Named Engineering Vice President Thomson New Manager of Chicago Region



ROBERT L. ORTH



JAMES H. THOMSON

Robert L. Orth, a 27-year Wheelabrator veteran, has been named Vice President of Engineering, according to an announcement from James F. Connaughton, President.

K. E. Blessing, Vice President of Sales, named James H. Thomson, formerly Field Engineer in the Milwaukee area, as Chicago Regional Manager, replacing Orth.

Orth joined the Company December 2, 1935, shortly after being graduated from Purdue University with a degree in mechanical engineering. Appointed to the Chicago post in 1960, Orth had been Field Sales Manager and also Detroit District Manager before that. He began his sales career in Mishawaka after a six-month training period, and moved to Detroit as a Sales Engineer in 1939.

Orth belongs to the American Foundrymen's Society and the Purdue Alumni Club. Both Orth and his wife, the former Helen Jordan, are natives of Lafayette. Orth is active in Masonic and Shriner activities. Thomson, a Navy Lieutenant during World War II, had been Field Engineer and District Manager at Wheelabrator's Milwaukee office. A 17-year veteran, Thomson was graduated from Purdue in 1940 with a bachelor's degree in mechanical engineering. He went to work for Clark Equipment Co. until the war and then enlisted in the Navy, serving until 1945.

A member of the American Foundrymen's Society, Thomson belongs to the American Radio Relay League, and has held license W9AQD for 32 years.

Past commander of his American Legion Post, he also belongs to the Waukesha County 40 et 8. A member of the Oconomowoc Lake, Wisconsin, planning commission, Thomson also served as city chairman of the Republican party and on the county executive committee.

Married to the former Ruth Moen, the Thomsons have a daughter, Barbara, 18, a student at St. Olaf's College, Northfield, Minnesota.



Staff meetings are held regularly to check progress and to discuss the various projects. From a clockwise direction are staff members Norm Roy, Bob Hatch, Charles Carlin, Ray Leliaert, Gilbert Dill, John Straub, Harvey Van Fossen, and Clyde Snyder.

PLANNING LEADS TO BIGGER, BETTER THINGS

Through Research and Development

One of the biggest industries in the late 1800s was buggy whip manufacturing. Most of these companies are extinct today.

Those who made the transition from horse carriages to automotives relied on research and development. These successful companies gained insight into sweeping changes in the transportation field through R & D. They gained new tools to compete, and they also assisted in the progression of the transportation revolution.

This is analogous to Wheelabrator. We may always have blast equipment, or a method to finish metal but it may not be in the same form it is today. In fact, we may be the company to again revolutionize the metal cleaning industry. This is a distinct possibility because of our Research and Development Department. Progress can only come through experimentation, and thusly we need and depend on R & D.

Headed by Gilbert Dill as director with Ray Leliaert as assistant director, our R & D group encompasses five sections which are set up as follows:

- 1. Wheelabrator Section, headed by John Straub.
- 2. Dust & Fume Section, headed by Clyde Snyder.
- 3. Lorco Section, headed by Harvey Van Fossen.
- 4. Abrasive & Metallurgy, headed by Charles Carlin.
- 5. Chemical Lab, headed by Norm Roy.

4

In the field of blast equipment, R & D is working to improve the airless blast unit, upgrading product design, and adding diversification to present shot peening processes.

For Lorco, R & D studies new approaches to precision metal finishing, improving auxiliary equipment, and establishing the best media and compound recirculation systems for the equipment.

Evaluating competitive cloth and developing new cloth are two important functions in the area of Dust & Fume along with coming up with new collecting systems. The wet collector is a prime example.

We also see a steady program to improve the already high quality of our steel abrasives while at the same time lowering costs. A new addition to the Abrasives Section is a Quantavac machine to aid in quality control.

R & D also analyzes competitive abrasives and compounds and media to arrive at standards for both blast and Lorco equipment. Sales Department can use this information as a selling tool in competitive situations.

Basically then, R & D has two goals:

1. Developing new processes and new products while improving manufacturing quality and lowering costs, and

2. Providing expert service to Sales and Engineering.

Results of R & D already present an impressive listing. Among them are the silicone and organic rubber deflasher, a dustless plastic deflasher, a rod cleaning machine which has eliminated acid pickling, magnetic abrasive seals, improved synthetic cloths for dust collector tubes, Blast-seel, a preservative coating and many other important items.

These and other highly confidential programs keep Research and Development constantly searching both within and without our company for newer ways and means to accomplish its basic purpose — Perpetuating Our Leadership in the Industry.



Performing a media test is chief chemist Norm Roy. Tests are made to compare competitive media with ours. Media is used in Lorco vibrators for a number of precision finishing jobs.

Tom Bodle and Paul Kohler test cloth as part of their duties as Dust & Fume technicians. Cloth is integral part of the collecting system as it must restrict the passage of contaminants while filtering air.





Technician Vern Valentine processes specially hardened metal to determine the effects on the finish by steel shot and grit. These blast tests assist Sales in solving customers' problems.



Nicolini Byword



In full harmonic swing, the Armando Nicolini family strikes an impressive chord during an impromptu concert. Mrs. Hilda Nicolini plays the piano while Danny, Bonnie Jean, Armando, and Lora Lee play the violins.

Once you learn to swim, skate or ski, you never forget. That's what the experts say.

You can add playing the violin to that list, according to Armando Nicolini, special design engineer in the proposal section. After a lapse of 26 years, Nick dusted off his violin when his son, Danny, showed an interest in music as a third grader. Nick played out the kinks and quickly returned to the form he displayed in high school



where he played with the orchestra, the Little Symphony in South Bend, and a dance band in Mishawaka. It served as the necessary stimulus for Danny, now 12, to learn from his father.

Danny, who also now studies the clarinet, was soon joined by sister Lora Lee 11. Lora Lee started piano lessons, and the progress of the older children prompted Bonnie Jean 8, to take up the violin.

Once started, the problem of "keeping them interested" cropped up. Stressing the need to "complete a project once started," Mom and Dad Nicolini have made the music studies a part of a character building program. Subtle pressures, here and there, spur interest in "those dreaded lessons." But, scheduling music lessons with other studies and play time is not a problem because Mrs. Hilda Nicolini has much experience in this field. She teaches second and third grade at South Side School in Mishawaka.

The battle is won when a certain plateau is reached — when the kids began to play with school groups and enter music festivals. The social aspect of being a performer allows the children to take a kinder look at their music studies. As Nick says, "We only want them to learn an appreciation of music, good music. If they develop into an accomplished performer that is merely an added benefit to them."

To give proper exposure to good music the Nicolini music library contains a goodly share of classical and semi-classical records. This more than offsets the newest library additions of modern-day rock and roll sounds.

The classics seem to be holding their own, at least, because Danny, who is a straight A pupil at Main Junior High, performed at the recent Northern Indiana High School Music Festival and earned a top rating. He and sister Lora Lee, a fifth grader and also an A pupil at Battell School, play in the All-City Orchestra, and Dan also plays in the All-City Band.



Lora Lee goes through practice paces with Miss Amanda Fishmann. In the other photo, Danny studies clarinet with Mrs. Arthur Claeys.



A day in the life of

TRAINEES

John Cassani, Ken Kaufman, and Jim Dominello, sales department trainees, learn rudiments of sales organization from Field Sales Manager Jim Barnes. This was one aspect of the program designed to acquaint trainees with all phases of Wheelabrator's operation.

Practically buried inside a Tumblast is Ken Kaufman as John Cassani and Jim Dominello aid in disassembly of wheel housing. At far right is instructor Dick Fenska.

The Lorco operation was explained by Sales Manager Gordon Medlock to Ernie Gibson, Ken Kaufman, Jim Dominello and John Cassani. The trainees also went through Abrasives, Repair Parts, Proposal Engineering, and various other facets of the sales function.



CORROSION SHOW OPENS TRADE SHOW YEAR

Wheelabrator's participation in trade show activity this year opened last month in New York at the Corrosion Show. We will enter six others later in the year, giving us the opportunity to tell the Wheelabrator story to important segments of our markets.

At the Welding Show, for example, coming up on April 23-25 in Philadelphia, we will be able to tell the story of the threefold benefits of Wheelabrator cleaning and peening to the welding industry — cleaning prior to welding to improve welding; cleaning after welding to remove welding slag and flux and to improve paint adherence; and shot peening to increase the fatigue life of weldments.

Lorco Division will demonstrate the new End Discharge Vibrator to the more than 20,000 personnel who will attend the Tool Show to be held in Chicago, April 29-May 3.

Other shows in which we will participate in 1963 are:

Air Pollution, June 10-13, at Detroit.

Auto Reconditioning, August 14-16, at Denver.

- Drum Reconditioning, Oct. 10-12, at New York. Chemical, December 2-6, at New York.
 - 7

Field Sales Manager Jim Barnes, center, listens as Joe Kelly of the Cleveland office presents his forecast for 1963 at the Regional Managers meeting here last month. Seated clockwise are Bob Orth of Chicago, Bob Rich of Detroit, Larry Kohlmeyer of New York, Tom McCrory of Los Angeles, and Lee Wieschaus of Birmingham. Product managers, too, gave outlines on what the prospects were for the coming year at the meeting.





Dave Rogers of Engineering, newly elected vice president of the Golf League, and Tom Hameline, new president, check the angle of a 7 iron, while Clay Dinger, reelected secretary, explains how the club head should strike the ball for proper accuracy. The league opens 15-week play on April 15 with 30 two-man teams.



NEWS

M. Joseph Denfeld, chief engineer of the Dust & Fume operation at Wheelabrator-Allevard in France, receives valuable assistance from George Roper, chief project engineer, and Ken Blessing, vice president of sales, during a recent training session here. M. Denfeld directs the D & F operation for the joint venture at LeCheylas, France.



Newly elected officers of the Athletic Association pose before the monthly meeting. Discussing the items on the upcoming agenda are, left to right, Hank VanWaeyenberghe, vice president, Mary Lou Rethlake, secretary, and Al DeGeeter, president. Bob Wall is the only new addition to the board of directors.

8



Prize winners at the Athletic Association stag receive canned hams as well as enjoying the friendly atmosphere and good refreshments. Here, one of the winners, accepts his prize from AI DeGeeter while Hank VanWaeyenberghe looks on.



A "first" was set at the February Customer Service School when a woman attended the evening dinner-meeting. Pictured in the center of some 40 males is Mrs. Ray Mock, whose husband is at her right in the photo. Mock attended the regular training for operating and maintenance personnel alone, but his wife was invited to the informal evening session.

AND

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MEWS

The largest group ever to attend a Customer Training School is pictured here in the formal pose. Some 35 maintenance and operating personnel from throughout the country attended this two-day clinic.





A modern business operation today must be alert to the fluctuations and evolutions of its own industry and others around it. The world and all in it are constantly changing.

To stay abreast of the latest thinking about sales, engineering, production, purchasing, management, accounting, marketing, and other facets of a business, those within a company must interchange ideas, trends, and developments with others who have similar objectives.

Wheelabrator and its personnel belong to many important technical and trade groups. One of these is the Machinery and Allied Products Institute (MAPI).

MAPI is composed of the leading members of the capital goods industry who are engaged in research in the economics of the industry, in advancing technology and furthering the economic progress of the country.

In this organization, Wheelabrator personnel associates with top personnel from such companies as General Motors, Caterpillar Tractor, Westinghouse, Sperry-Rand, Food Machinery and Chemical Corp., and many other internationally known firms.

From these associations, key Wheelabrator personnel, such as James E. Donlan, Vice President-Controller, and F. J. Pichard, Assistant Director of Marketing, gain an insight to general and specific industry changes through formal and informal discussion on matters of mutual interest.

Wheelabrator, for example, worked out its Super Tumblast Replacement Cost Analysis from MAPI's study, "Business Investment Policy." This formula scientifically guides a customer to the correct time to replace aging capital equipment. Wheelabrator Field Engineers frequently use the Replacement Cost Analysis to sell successfully.

Serving as the spokesman for the industry, MAPI also offers other materials and aids to members in its effort to stimulate the national economy through investment in capital goods. Many research and technical materials are distributed through MAPI's research director, George Terborgh, well known authority on capital goods investment.

Long active in MAPI, Wheelabrator has sent many of its executives to MAPI to exchange ideas on economic ways and means. Harold M. Miller, recently retired Senior Vice President, served as an officer of this national group, and was on the Finance Council.

Donlan was recently named to the Accounting Council which will study the role of accounting in administrative management. Pichard, who has been appointed to the Marketing Council, will also assist in the writing of a new text on marketing which will be used for practical applications more than academic.

INSURANCE PLAN

Family Benefits Despite Unusual Hardships

How would you react to doctor and hospital bills amounting to \$1,190.40 in one year?

Paul and Mary Helen Driver, both Wheelabrator employees, faced just such a situation last year, and they did so with good spirits.

While no one relished the thought of two major surgeries in the family in one year, they certainly were glad they were prepared to ease the financial burden. The preparation was in form of the Wheelabrator Group Insurance Plan.

Daughter Sue underwent surgery in March, and her bill came to \$450.35. As a daughter of an employee (the daughter of two employees, in fact) she was covered by the Company insurance plan, and the total cost was absorbed by the insurance company.

Mary Helen was required to submit to surgery in June, and her bills amounted to \$740.05. As an employee, she was covered by the plan, and all costs were paid by the insurance company.

Last year Paul and Mary Helen paid half of the cost of the insurance and the Company paid half. This year the Company pays the entire cost of supporting the plan which protects all employees and their families.

Again, how would you react to doctor and hospital bills amounting to more than \$1,100?



Our family is just like Profit-Sharing. They both keep growing . . .

WE KNEW THEM WHEN

Roy Guite started in Special Equipment as an engineer in 1934 after several years experience with local industries and near his hometown in lowa. Roy is now Supervisor of Design for all Specials.

After being graduated from Iowa State College with a degree in Mechanical Engineering, Roy worked as master mechanic for U. S. Gypsum. Shortly be-



fore being graduated, though, he married his campus sweetheart, Zoe Van Meter. They moved to the South Bend area in 1928.

A member of the St. Joseph Valley Engineers Society, Roy enjoys "engineering" around the house, repairing and rebuilding. Roy and his family belong to the First Methodist Church of Mishawaka.

His two married daughters, one lives in Kalamazoo, Michigan, and the other in Villa Park, Illinois, have presented Roy and wife with four grandchildren. This, too, has become one of Roy's favorite hobbies, visiting the grandchildren.



Starting in the stockroom as a receiving clerk in 1934, Maurice VanPoelvoorde now is a repair parts expediter.

Formerly employed at U. S. Rubber Co. (Ball-Band), Red began employment there as a stock chaser when only 16 years old.

A Mishawaka native, Red played football and basketball around the area, and was one of the members of the Wheela-

brator Softball team which won the Industrial League championship in 1936.

Married to the former Anna Smet of Wisconsin, the VanPoelvoordes have a daughter, Beverly 10, who attends LaSalle School.

Fond of gardening, Maurice also enjoys reading (mainly the Reader's Digest and Kiplinger's Report) and watches TV with relish.

COMPETING IN THE Dust Collector Market

Although competition facing our dust collector sales force comes from many firms and equipment types, definite strides are being made to capture a goodly share of this market.

This accomplishment has not been an easy one. Many factors loomed as obstacles (still several remain) before we could hurdle them and stamp ourselves as a vital force in the dust collector field.

First off, a prospect had many firms to talk to when he wanted to buy a baghouse such as we manufacture. Then he could also talk with those who sell wet collectors, electrostatic precipitators, or cyclone collectors. The customer could be influenced by any one in this array of systems.

Secondly, a customer is naturally reluctant to purchase equipment that does not directly contribute to reduction of manufacturing costs. (In most air pollution control installations the equipment is installed to conform with existing codes, and does not effect production efficiency to any measurable extent).

Wheelabrator's success in the collection field resulted when the salesmen began to frame the customer's specifications around our equipment. By establishing a sound personal, sales and engineering relationship with the customer, the salesman gained a foothold to open a competitive negotiation. With this achieved, he was able to point out similar successes in the field to further bolster our reputation.

With the assistance of our project men here, our engineering staff and manufacturing division, the salesman creatively sells to provide design, service, and low-cost operation that is not offered by the competition.

After first selling the customer on Wheelabrator's ability to solve his problem, the wheels are set in motion to accomplish this purpose. A competitive price is figured and a delivery date is promised. One of the major reasons Dust & Fume has been successful is the cooperation shown by sales, engineering and prodution.

While the salesman must continue to cooperate with all concerned, he must also concentrate on keeping ahead of his competition. An example of this is the correspondence course in Textiles our salesmen are taking. They study the rudiments of the Textile industry to gain an advantage in selling replacement bags. By being able to talk knowingly of their product, they gain confidence and subsequently more sales.

Such aggressive initiative by the sales force and continued cooperation from the home office and production personnel will cement a solid front for Dust & Fume Division in its highly competitive market.



Getting to Know You . . . and You and You



James E. Donlan, vice president-controller, was one of speakers to address the membership. Others from top management will be included as speakers for future meetings.

A get-acquainted meeting last summer for our new Vice President of Operations, Paul Setzler, sparked factory supervisors to form a permanent association.

Aptly called the Wheelabrator Supervisors Club, this group now meets monthly in an informal atmosphere to promote their management skills through group education.

Education comes in an air of congeniality and informality. Various members of management are asked to speak to the membership on a specific phase of Wheelabrator's operation. This means of communications corrects misconceptions and dispells the "sacred cows" and rumors that have a way of cropping up.

And possibly more important, this form of association allows the supervisors to learn more of each other, while learning about the entire Company operation. After the meeting for Setzler brought out the idea that similar gatherings might be worthwhile on a permanent basis, Harold Groh, Steel Shop foreman, headed a steering committee to draw up a membership list and bylaws. In September, 1962, the bylaws were adopted and officers were elected.

Larry Metcalf, Machine Shop foreman, was elected the first president, and the group was formally underway. Clyde Conley serves as vice president, while Al VanDenAvyle is treasurer and Gene Dickerson is secretary.

To provide scope to the club, the plant membership is divided into four sections — Foundry-Machine Shop-Inspection-Plant Engineering, Plant 2, Shipping-Stockroom-Production Control, and the Steel Shop. To assure equal participation, all the officers can not be elected from one division and each division appoints one member to the Board of Control.

As the members learn more of each other's function, they learn more of the overall Wheelabrator function. Through this method they increase their skills. A more skilled supervision can only lead to a more progressive Wheelabrator.

Club officers often chart the next meeting in sessions such as the one pictured here. Gene Dickerson, secretary, points out an agenda to Clyde Conley, vice president, and Larry Metcalf, president. Treasurer Al VandenAvyle is the fourth officer.





Spring and summer hobbies are cropping up now after the long, hard winter. Lloyd McCullough (Mack) has started planting his begonias, cannas and dahlias. Last year, his cannas ranged up to 7' and his dahlias were 14''to 18" across. Mack will add orchids and gardenias to his garden this year . . . Go-Kart racer Ted Kopp will rebuild his "winner of last year" for his wife, Mabel. Now chairman of the Competition Committee of the Edwardsburg Go-Kart Club, Ted is also a director of the board . . . Jim Montgomery has a new Rambler wagon which will be used to haul his Kart to the races . . . One of Mrs. Leon Goggin's several hobbies is buying and refinishing antique furniture. She also does some painting and likes to do Pennsylvania Dutch decorating. Another hobby is tracing the descent of their family, and this one she shares with hubby . . . Lloyd Forner's wife, Marie, paints china and ceramics and does wonders with room and table decorations for several lodges and clubs . . . Paul Hildebrand (Lorco Lab) and his wife have been members of the Home Testing Institute for 10 years. Besides testing foods, cigarettes, housegoods, and other items, they also rate TV shows. Paul's hobby is building plastic model planes and ships . . . Bryce Knight (Mail Room) gave Marilyn Harrington a diamond, but no date has been set for the wedding. Condolence to Bryce on the loss of his father, who died January 22. Mr. Knight was the son-in-law of Orville Potts of Demonstration . . . Ted Copp's father-in-law, Jay Gibbs, passed away in Grand Rapids last month. He was one of the few remaining Spanish-American War vets . . . Mr. and Mrs. Barry Selack proudly announced the arrival of a new daughter, Suzanne, born January 24 ... Vern and Mary Valentine celebrated their 26th wedding anniversary

Staff members of Repair Parts surprised department manager Tom Hameline with a coffee-and-rolls party on his birthday. Enjoying the informal gathering are Howard Hull, Mary Golba, Mary Lee Millemon, Paul Myers, Doug Ross, and Hameline.





Rudy and Eleanora Destics, formerly of Hungary, were proud recipients of U. S. citizenship papers the day this picture was taken. Friends from Engineering and from Reproduction shared in their joy and presented them with party cakes to celebrate the occasion. Rudy works for Jim Evans, and Eleanora is with Ray VanDeWalle.

on Valentine's Day. Son Bill will work in Phoenix this summer and will stay with his two uncles, Ferris and Herbert Rudduck, formerly of Mishawaka . . . **Bob** and Betty **Hatch** and **Norm Roy** played with their recorder group for a concert before the University Women recently.

(Martha Kemp, R & D)

There is nothing like real sub-zero weather to bring out the starting qualities or lack of them in both cars and drivers . . . Luther (Woody) Woods was on sick leave for five weeks during this winter. Woody was in and out of the hospital several times during this period but appears on the mend now . . . With all his oil furnace troubles, Bill Geist remembers when this reporter had oil heater troubles a while back and how he drew cartoons about it. No one sees any cartoons about Bill's troubles, but we are enjoying a hearty chuckle over them . . . Cecil Rice, day operator of the layout punch press, underwent surgery, but is back now and in fine shape . . . "One advantage of traveling the straight and narrow is that seldom does one try to pass you" . . . Harold Miles, inspection, spent 13 days in the hospital but has returned after two months on sick leave . . . There is an old axiom -- "First a daughter, then a son, and the world is well begun." Mr. and Mrs. Michael Hillebrand made this come true in their world when Michael Jr. was born in February at St. Joseph Hospital. Michael who weighed 7 pounds, 1 ounce joins a sister born 18 months ago . . . Welding engineer John Vaselin and foremen Norm Burch and Bill Geist recently attended a special training school at A. O. Smith in Milwaukee on aluminum welding. Bill drove and took Mrs. Geist. He reported the instruction was beneficial, and the trip as "very interesting."

(Milferd Gardner, Steel Shop)



Winners of the Athletic Association's Bowling Sweepstakes smile their best grins after the two-day event at the Kosciusko Club. Singles champ Emil DeVreese rolled a 665 while runner-up Bob Sloan hit a 649. Doubles champs, Phil Jordan and Frank Pedrotty, combined for a 1285 total.

While everyone anxiously awaits vacation time to roll around, **Esther Harley** spent two weeks at Miami Beach this month . . . **Mike Miller** left Wheelabrator to join Charles Cole & Sons architects . . . You could say **Armando Nicolini** has a back-breaking job. Anyway the pained expression on his face stems from a sprained back received while stooping to look under a machine while out in the field last month . . **Charles Bultinck's** St. Bavo's basketball team entered the Inter-City Tourney and won the first two games. Unfortunately they couldn't continue the winning pace, losing in the semi-finals.

(Pam Savadori, Engineering)

Jo Wiendels spent a weekend recently at the Newaygo, Michigan, ski lodge trying her luck at skiing and toboggaining ... Alberta Kaufman learned that ice is for skates. After skating a while, she was returning to the house without the skates on. Suddenly she flipped about, a skate just missed her head, she wound up with a sprained ankle and various abrasions . . . Jim Skelton had a tonsillectomy and planned only a brief respite from work. The tonsils, however, were reluctant to leave and his stay was longer than anticipated . . . Chuck Slane has a new Chevy Monza. These new cars give us with old relics a severe complex, Chuck! . . . Ruby Edison's son, Gordon, received admittance to MIT to work on his doctorate in nuclear physics. He has been studying for two years on a Fullbright grant ... Dennis Davidson, son of Jim, is at Remstein Jet Fighter Base in Germany as a mechanic. And his dad was afraid to trust him with putting in a set of spark plugs on the family car. Denny has visited many points of interest, including Berchtesgaden, Dachau Prison, Frankfort and the palace of King Ludwig which is located on an island in Lake Chiemsee. He plans to visit Rome this summer . . . Fritz Brosien and Fred Kroll recently learned that acquiring hot water in Canada is not as easy as it is in the States. After a series of discussions with the hotel manager who was French, it led to another room across the court. Unfortunately, this room was also out of hot water and no bath water resulted that day. On another trip to Cleveland with Dave Hysinger later in the month, Fritz experienced the same difficulty after Dave had his bath. All the hot



Four of five Women's Sweepstakes winners group themselves in the form of a pin triangle following the roll-off. Left to right, Laura Forbess had a 578, Willa Mae Parker, a 556, Helen LaDow, a 544, and Martha Heston, far right, a 512. Wanda Stutzman, a member of this team, did not finish in the money. Carol Nowacki of the Wheeletts finished fourth with a 513.

water was gone. On a third trip to Pennsylvania, Fritz and Dave accompanied George Burditt. They stopped at an Elk's Club in Franklin at about 8 p.m. for supper. Because George did not have his Elk's card handy, they could not be served. They had to find "someone" to sponsor them, and again Fritz got the nod. After more struggling, mission was accomplished. Fritz however believes that staying at home where he can bathe and eat at his leisure outdoes traveling . . . Clay Dinger had a problem, too. His roof leaked. To clear the ice and water away, he had to climb to the peak with hammer, pick and shovel. His heated words aided melting off the accumulation of ice and snow ... Emma Arnold (Files) is enjoying her first experience as a car owner. She has a new red Prinz which she claims is the smallest car in the lot . . . New faces include Judy Spencer in Files and Larry Vandenbosch in Dust & Fume.

(Marie Koldyke, Dust & Fume)

Phil Jordan and **Howard Hull** have improved their bowling to the stage where they can score in the 200s on occasion . . . **Tom Hameline** spent a few weeks in March home with pneumonia . . . **Martha Heston** learned that her son Charles has been promoted to A/2c in the Air Force. He claims promotions in the AF are hard to come by these days . . . Deepest sympathy to Mary Golba and family. Mary's mother died in late February . . . Carol Coppens is showing a beautiful diamond she received from Joe Mammolenti.

(Mary Lee Millemon, Customer Services)

CHUCK LUDWIG DIES

Chuck Ludwig, Field Erection Supervisor for the past two years and a 28-year sales and service veteran, died February 26 after a heart attack. His wife, Helen, and sons Mark and James survive.

WHAT'S NEW

ANNIVERSARIES: One employee will celebrate his 20th year with the Company in March. He is:

Cecil Jack Shipping

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RETIRED: Luther Woods, Steel Shop; Mark Smith, North Shipping, and Elmer Harrison, Plant 2, all retired March 29. George Barnard, Plant 2, retired on March 22. Woods had 18 years of service, Smith had 12, Harrison had 10, and Barnard had eight.

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PROMOTIONS: Myron (Mike) Yoder has been appointed Assistant to the Director of Purchases. In his new post, Yoder will assume part of the duties and responsibilities of Harold Books, Director of Purchases, who made the announcement. Yoder, who had been a purchasing agent, joined the Company 21 years ago.

Don Rumpler has been named Regional Supervisor of Lorco Sales for the Eastern Region and Regional Product Specialist for the East Central and Steel Mill regions. Rumpler had been Regional Engineer for Lorco in the East Central Region. He will maintain his office in Mishawaka.

Barry Selack, formerly in a sales support position for Lorco at Mishawaka, has been named West Central Regional Engineer for the vibratory finishing line. Selack has had several years experience each in selling and engineering for vibratory finishing equipment.

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TRANSFERS: Frank Walker formerly of Dust & Fume Engineering has joined the Order Entry section of Sales. Walker who joined the Company in 1956 will report to Phil Jordan, Customer Services Manager. Walker is married to the former Ardis Erickson, and they have one daughter, Carol Ann 2.

NEW PERSONNEL: John Cassani, former welterweight boxer and a 15-year sales and merchandising veteran, has been assigned to the Central Region as Field Engineer. A marketing graduate of St. Louis University, John is married to the former Mary Ann Lakins, and they have four sons.



CASSANI

Jim DeWald, formerly sales engineer and branch manager for Tec-Hackett in South Bend, is a new East Central Field Engineer. A Navy vet, Jim is married and has five children. Born in Mishawaka, Jim has worked for U. S. Rubber, Standard Oil, and as a manufacturer's representative.

A new Abrasives Specialist is Jim Hyder who has worked in export engineering and production control for the Seeburg Corp., Chicago. A 1959 graduate of Kent State University, Jim has been active in the Industrial Management Society of Chicago. In college, Jim participated in intercollegiate debate. He is a bachelor.

Ken Kaufman, formerly area sales manager for IBC Homes, joined the Engineering Proposal staff under Fred Baldauf. An Army vet with the geodetic engineers, Ken is a native Mishawakan and is married to the former Claire Werbrouck. They have two children. Ken is the brother of Paul Kaufman, who works in Engineering.



DEWALD



HYDER



KAUFMAN

Edmond A. Glos II, a consulting geologist for the past five years, joins John Phelan in Chicago as Regional Sales Engineer in Dust & Fume. A mining geology major from Montana State University, Glos has been associated with several prominent firms including DuPont and Marquette Cement. He is married and has three sons.

Other new employees are: Charles Leddis, Lorco Division; Helen F. Bjorkman, Lorco Division; William A. Stauffacher, Engineering; Judy Spencer, Office Services; Larry H. Vanderbosch, Dust & Fume; Arthur W. Bagwell, Foundry; David A. Carpenter, Foundry; Kenneth A. Bowman, Inspection; Thomas Ornat, Machine Shop; Thomas A. VandeWalle, Machine Shop; James R. Fowler, Steel Shop, and William L. Taylor, Plant 2 Production.

NEW ASSIGNMENTS: John Robinson, formerly Field Engineer in northeastern Indiana, has moved to the Saginaw Michigan Valley, according to Central Regional Manager Bob Rich. George Lieser, previously a Lorco Sales Engineer, now is a Field Engineer for all products in Western Michigan. Ernie Gibson, Recruiting Supervisor, moved into the northwestern Indiana territory as Field Engineer. New employee John Cassani now has the northeastern Indiana territory after completing his training at Mishawaka.