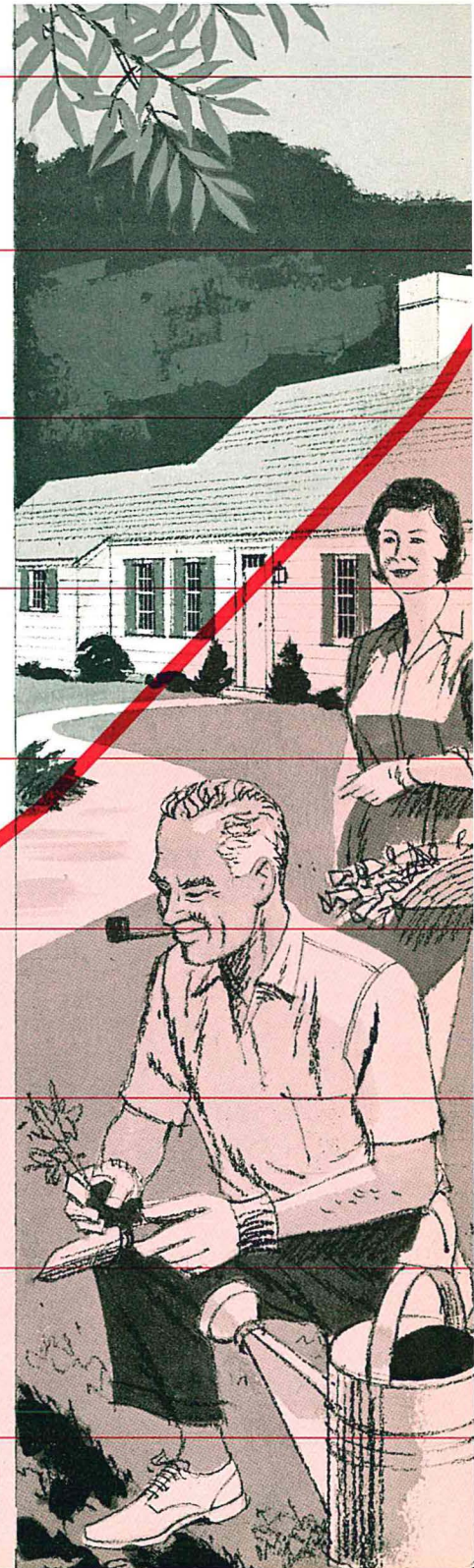
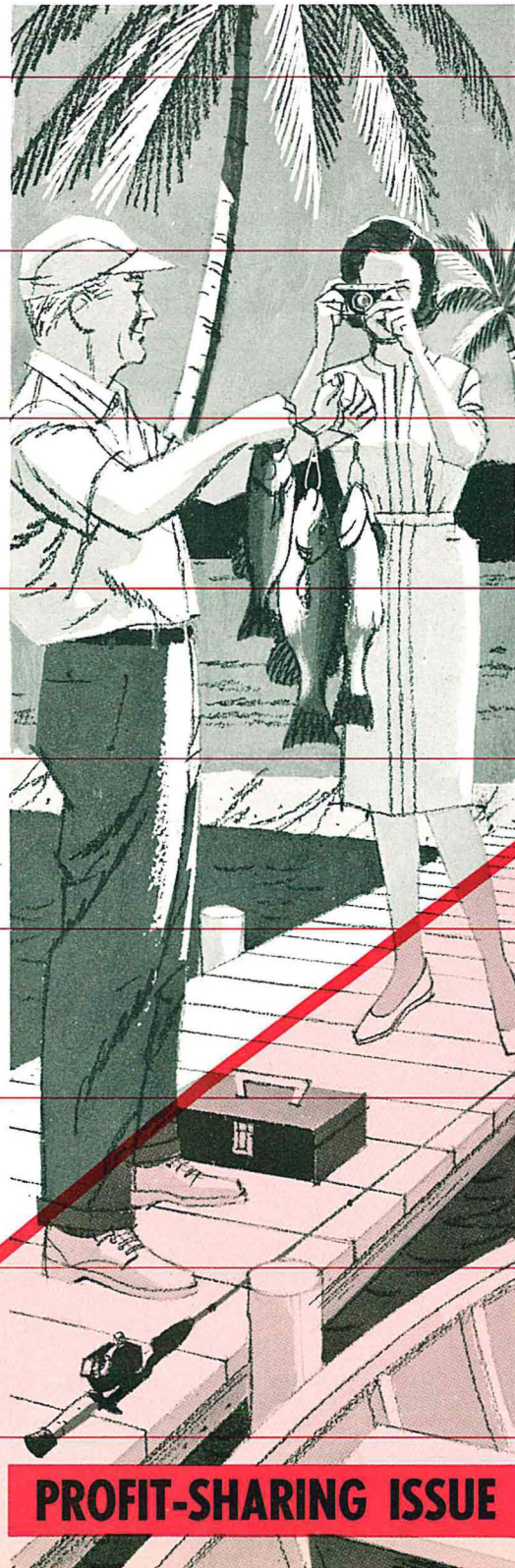
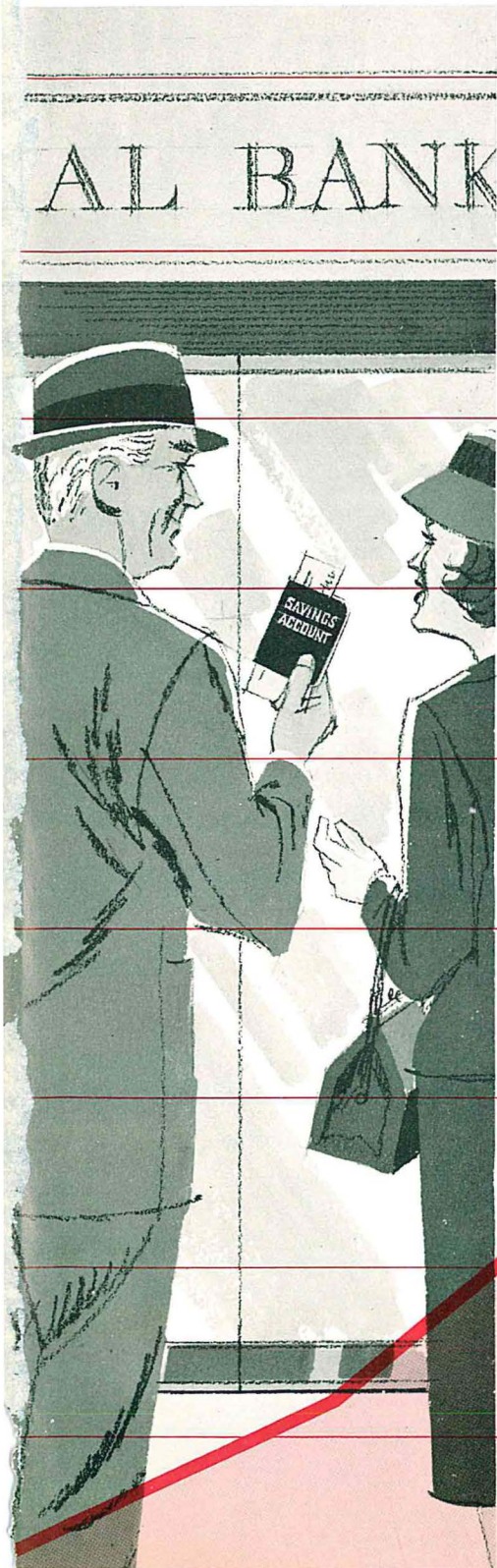


WHEELABRATOR

PARADE



PROFIT-SHARING ISSUE



Learning to Grow . . . TOGETHER

For some years now, Wheelabrator has offered employees an adult education program whereby the Company pays the bulk of an employee's tuition. Courses covering a broad range of subject matter are eligible under this program.

Why do we do this? Because one of our biggest problems is filling the ever-growing need for people trained in the specialized skills required in our operations.

We prefer to promote our own employees for such positions and this is done wherever possible. In many instances training is the only obstacle to a promotion. The tuition reimbursement program is designed to fill this need.

The program can be of real benefit to you and your family. When you increase your education and build your skills, you increase your capacity for economic growth. Today's part-time pupils will fill tomorrow's better jobs.

The world of knowledge continues to expand at an unprecedented pace. It is paralleled by an equally expanding need for trained people. I urge you to grasp this opportunity to learn! It is the way to grow, to prosper and to lead a fuller, more rewarding life.

James F. Connaughton
President



ON THE COVER

SECURITY for retirement years is represented by the drawing on our cover — SECURITY found in having cash for necessary expenses, time to escape to sunny climes during winter months and peace of mind characterized by the gardening scene — SECURITY based on the Wheelabrator Employees' Savings and Profit-Sharing Trust Fund

WHEELABRATOR

PARADE

Vol. 24, No. 1

January-February, 1965

Editor — Merle D. Gisel

Published for

Employees of The Wheelabrator Corporation

VITAL VALUES



FOR INDUSTRY

Rumpler New Factory Manager; Stevens in Charge of Production



RUMPLER



STEVENS

Paul H. Setzler, Vice President of Operations, has announced the appointment of Don J. Rumpler as factory manager and Andrew B. Stevens as production manager.

The appointments are effective immediately. Both men will report directly to Mr. Setzler.

"In view of Wheelabrator's announced expansion and future growth," said Mr. Setzler, "these personnel changes became necessary."

As factory manager, Rumpler will have direct charge over all plant superintendents and plant engineers. Stevens will have full responsibility for planning, scheduling, production control, shipping, receiving, inventory control, stores and sub-contracting.

Rumpler was named assistant to the Vice President of Operations last March. Prior to that he had been regional supervisor for Lorco.

The new factory manager joined Lorco in 1960 after gaining 26 years experience with the General Machinery Corporation, Hamilton, Ohio. He had been general plant superintendent there. Rumpler resides with his family at 18020 Bariger Place, South Bend.

Stevens, of 214 South Varsity Drive, South Bend, has been with Wheelabrator for 38 years. He joined the firm in 1928 as a receiving clerk and soon became head of stores. His next job was supervisor of production control, and in 1951 he was appointed assistant factory manager.

OTHER PROMOTIONS

Ralph Ballard is the new Lorco Regional Engineer for the Pittsburgh, Cleveland, Chicago and West Coast Regions. Effective January 1, he replaced Duff Watson.

According to Gordon E. Medlock, Lorco Sales Manager, Ballard has an excellent background in vibratory finishing and is able to provide the technical assistance and field backup necessary in obtaining the increased volume of business Lorco anticipates this year.

N. R. Snyder has been appointed Regional Engineer for Cincinnati in the Dust and Fume Control Division. He will be handling products of that division as well as the W. W. Criswell Division.

Robert L. Orth, Vice President in charge of Engineering, announced the promotion of Richard Adams to chief project engineer in the Dust & Fume control section. He will be responsible for directing and controlling the application engineering section.

NEWS AND



One of the biggest groups to ever honor a company retiree gathered at Garrett's Restaurant, December 16, at the retirement of Frank Pedrotty. The 35-year Wheelabrator veteran is shown (insert) with J. E. Skene, member of the planning committee. At the time of his retirement Pedrotty was a demonstration engineer. In addition to company officials and fellow employees, the testimonial was attended by Pedrotty's family.

Once again Wheelabrator is sponsoring a group of Junior Achievers, whose company is called JACO. Officers of the group work on its project, hot dish trivets, at the new JA headquarters, 924 Louise Street, South Bend. Wheelabrator sponsors of the group are Frank Herbison, Don LaPlace and Dave Jones. Members of the JACO company are high school students from Mishawaka, South Bend and New Carlisle.



Julia Ciszczon, left, new Julianna Club president, meets with other new officers. They are, left to right: Olive Hartung, board member; Jean Vergon, board member; Mildred Boehlein, treasurer; Lillian Zimmerman, board member; Vicky Vanderbeke, vice president and Joan Schue, secretary.

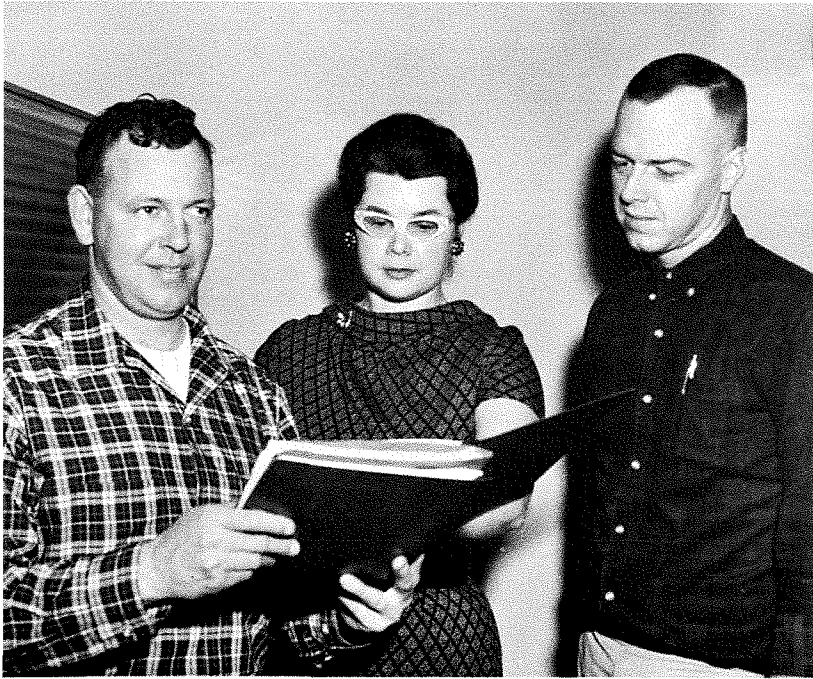
Representatives of 18 companies attended the first Lorco Customer Service School in January. They posed for this formal picture in the Board Room with Lorco and Wheelabrator representatives (standing) who conducted the school.

VIEWS

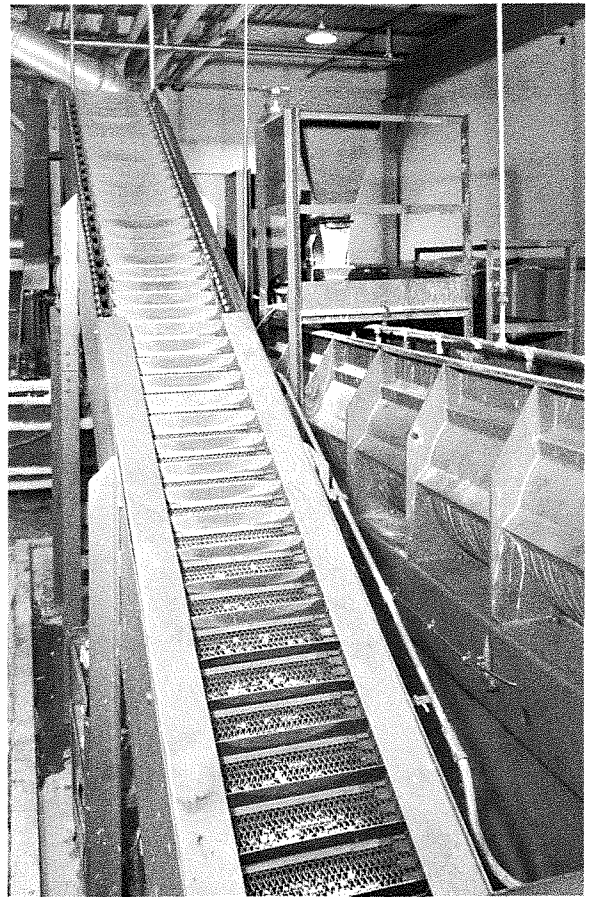
Paul H. Setzler, Vice President of Operations, escorts Mishawaka Mayor Margaret Prickett and some of the 18 appointed and elected city officials who visited our plant in January. From the left are: Harley Eckert and Melvin Keiser, city councilmen; Mayor Prickett and Mr. Setzler.



NEWS AND VIEWS



1965 Wheelabrator Corporation Athletic Association officers get together to discuss one of the many events being planned for the year. President Al DeGeeter is at left. In the center is Delores Burttsfield, secretary and Tom Bodle, vice president, is on the right.

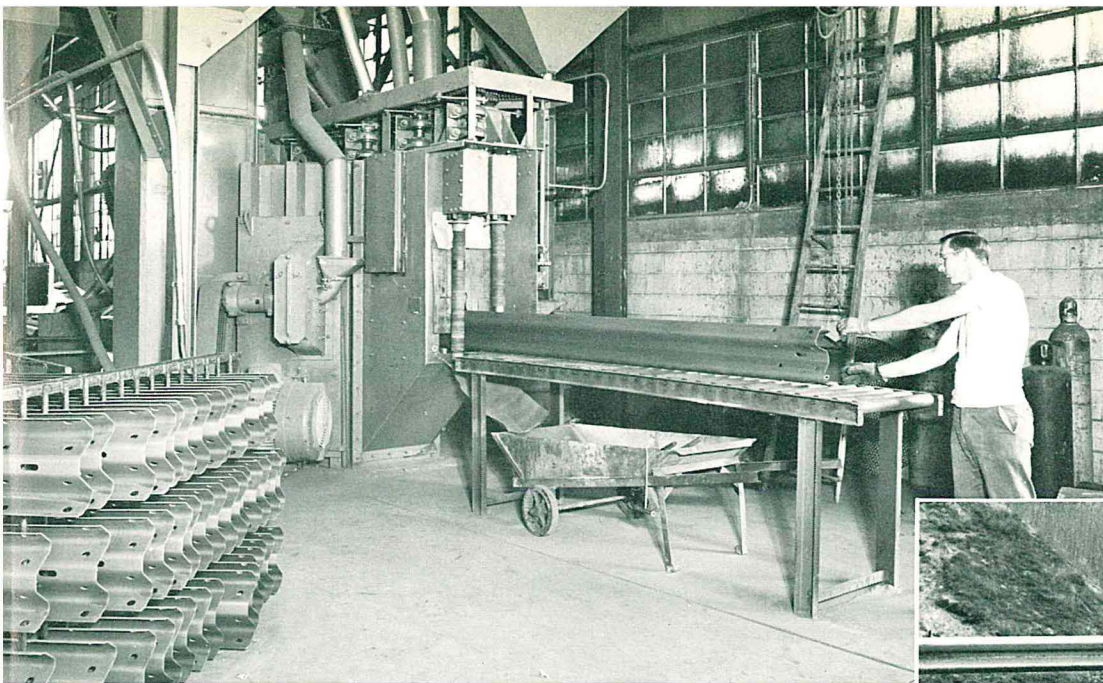


Part of the completely automated Lorco Vibratory Finishing equipment used for deburring metal stampings at the Amron Corporation, Waukesha, Wisconsin. The conveyor in the foreground is returning media to the processing bowl which is shown in the lower right of the picture.

All field service engineers participated in training schools on the proper maintenance and operation of Lorco vibratory equipment held in Mishawaka. Shown here is one of the groups present at the January meeting.



These men attended a Wheelabrator Customer Service School held during December. A total of 34 such schools have been held since 1958 with more than 1,000 customer representatives attending.



A section of guard rail is shown entering the Wheelabrator cabinet in Anderson's plant. All rust, scale, paint and contaminants are completely removed by the abrasive blast prior to galvanizing.

A galvanized guard rail lining an Indiana highway.



HIGHWAY GUARD RAILS GIVEN NEW LOOK

Wheelabrator descaling provides clean surface for galvanized coating

This summer, as many of you take to the nation's highways, Wheelabrator will be on hand to protect you. Every time you see those long, protective ribbons of steel highway guard rail, you can think of Wheelabrator. In all probability, that particular guard rail took a trip of its own — through a big Wheelabrator 6-wheel cabinet installed at Anderson Safeway Guard Rail Company in Flint, Michigan.

Occasionally you'll still see unsightly guard rail with chipped paint and streaked with rust. But more often, the rails will be shiny and rust-free. What happened to the rusty painted rails so prevalent a year or two ago? Unsightly and potentially unsafe, they seemed destined for the scrap heap. It took an application of Wheelabrator blast equipment to give that rusted rail an almost endless lease on life.

The Anderson firm not only makes new guard rail, it now does a thriving business in collecting rusty painted rail, then carting it back to its Flint plant, where it is Wheelabrator-cleaned, galvanized, and trucked back neat and shiny to its previous roadside home.

This restoration process is helping to correct a common mistake made by many highway departments a few years back. Specifications for guard rails failed to specify that all mill scale and rust be removed from the steel prior to painting. After only a short time the scale would pop from the steel taking paint with it. Result: an unsightly

guard rail requiring costly repainting which also had a short life.

Since a galvanized coating lasts longer than most paints, many highway commissioners are buying galvanized rail for new installations, and are having old painted rail changed over. For either a long-lasting paint or a galvanized finish, it is imperative that all mill scale and rust be removed prior to coating. Here is where the Wheelabrator is proving its worth since there is no more effective nor economical method of steel descaling.

With the nation's vast interstate highway project just beginning to hit its stride, and many miles of painted rail impatiently awaiting restoration, we can look forward to guard rail blast cleaning as an expanding market for Wheelabrator equipment.

How to make hot dip galvanizing stick. The oxide on the surface — a steel surface free of scale and contaminants, etched for tight bonding. That's the kind of surface Wheelabrator airless blasting gives to highway guard rails produced by Anderson Safeway Guard Rail Corp., Flint, Mich. Says Anderson president, William Shapiro: "Shot blasting is the only method of conditioning steel for galvanizing, or painting for that matter." For corrosion protection investigate Wheelabrator centrifugal wheel blasting.

W WHEELABRATOR

This Wheelabrator ad, featuring the Anderson Guard Rail cleaning application, is scheduled to appear in THE IRON AGE, ENGINEERING NEWS-RECORD, and STEEL Magazines.



PROFIT-SHARING HITS RECORD HIGH

Company Contributes



The figures tell the story. It's a dramatic story of productivity and profitability that concludes with an announcement:

\$429,410 has been contributed by the company to the Wheelabrator Employees' Savings and Profit-Sharing Trust Fund for the year ended December 31, 1964. This is the highest figure ever in the history of Profit-Sharing at Wheelabrator.

And it stands to reason.

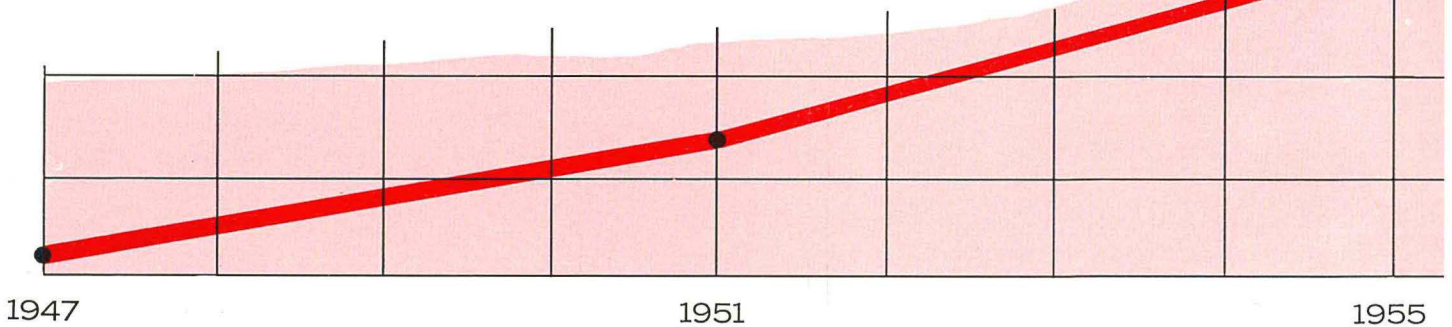
Wheelabrator Division completed in December its finest year in history. Sales were up substantially over the previous year. In some product lines and markets the increase was three-fold.

Specifically, our best year yet saw:

- Sales to the steel mill market more than triple in volume.
- New sales records made in rubber deflashing, railroad car cleaning, structural cleaning, reconditioning, shot peening, and the Wheelabrator Tumblast replacement market.
- Streamlining and modernization of Abrasive manufacturing and processing operations. This was accompanied by a 30 per cent increase in sales of steel abrasives.

YEAR	Company Contribution	Savings	Earnings	Expenses & Adjustments of Investments to Quoted Market	Paid to Participants	Year-End Balance
1964	\$ 429,410	\$ 319,859	\$ 264,592	(\$420,357)	\$ 443,844	\$7,992,367
1963	292,973	283,798	228,621	(423,505)	326,291	7,001,993
1962	323,139	268,862	206,812	428,394	282,780	6,099,387
1961	164,941	240,992	186,315	(526,135)	203,777	6,011,748
1960	264,422	228,185	169,929	(131,332)	249,357	5,097,142
1959	309,560	225,478	150,630	40,012	404,649	4,552,631
1958	120,401	205,982	141,179	(182,381)	318,921	4,311,624
1957	294,810	218,441	119,518	8,847	176,497	3,980,602
1956	384,041	197,178	94,294	174,088	125,428	3,533,177
1955	373,279	172,883	79,707	42,504	112,497	3,157,180
1954 (14 Mos.)	262,681	178,802	70,010	(36,276)	76,497	2,686,312
1953	326,852	144,639	46,574	10,506	105,698	2,215,040
1952	363,923	141,618	34,535	1,388	43,166	1,813,179
1951 (10 Mos.)	302,025	91,892	18,890	21,364	23,847	1,317,657
1950	222,615	80,295	15,805	12,876	42,066	950,061
1949	111,541	80,289	9,882	1,759	77,300	686,288
1948	238,049	93,382	2,608	3,590	11,265	563,635
1947	228,256	16,195	—	—	—	244,451
Totals 12/31/64	\$5,012,918	\$3,188,770	\$1,839,901	(\$974,658)	\$3,023,880	\$7,992,367

1964 Gross Earnings on Beginning Balance — 3.78%. NOTE: The bracketed figures denote credits.



429,410⁰⁰ to Fund

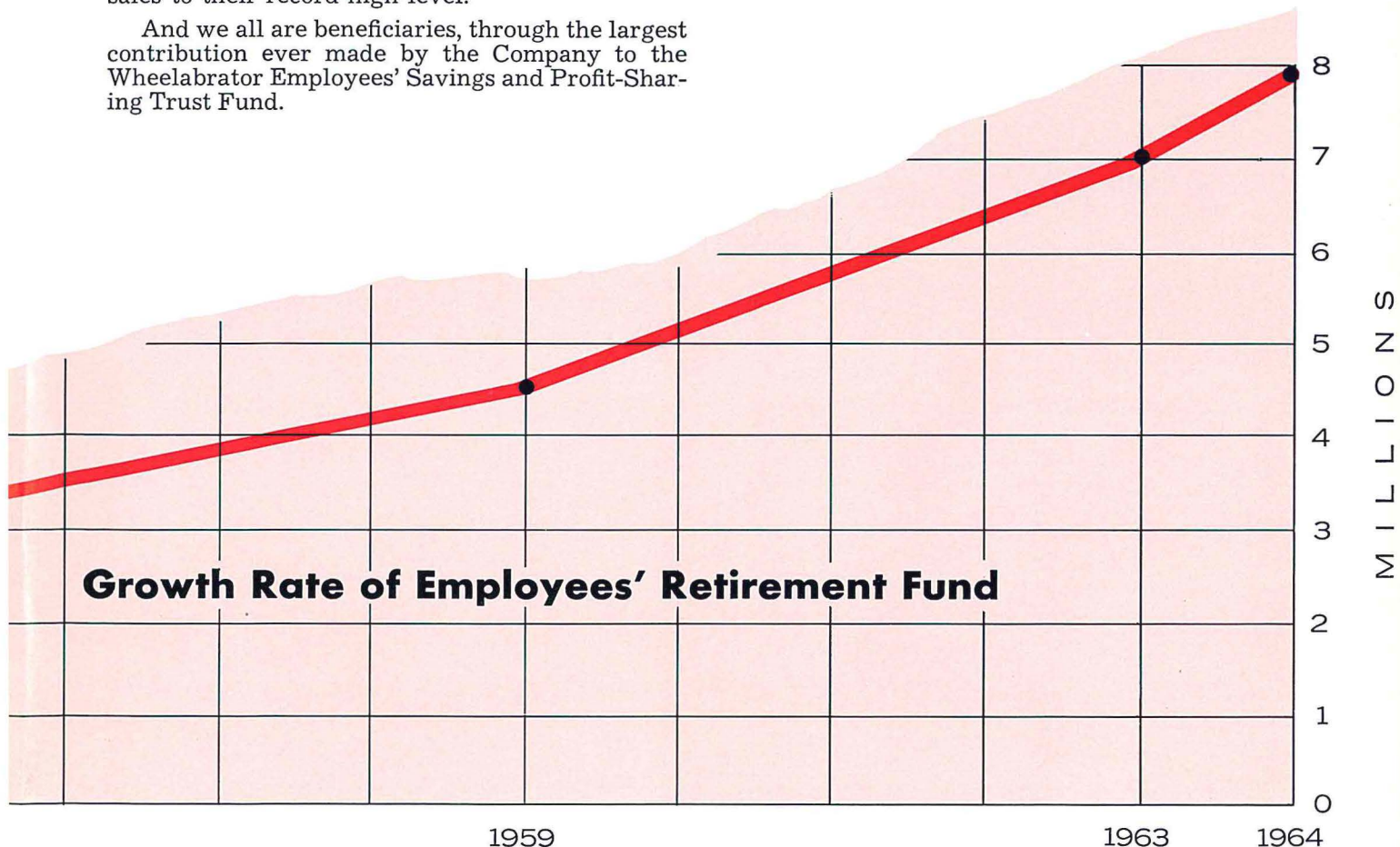
- Record sales of air pollution control equipment with procurement of important orders in areas such as the control of electric furnace fumes in steel mills, ventilation of cupolas in foundries, abatement and recovery of valuable dust in cement plants and solution of difficult dust and fume control problems in the mining and smelting fields.
- Lorco Division built record sales through the development of continuous machines and the application of automatic handling techniques to both continuous and end-discharge equipment. Media and compound sales soared.
- Export sales of Mishawaka-made equipment mushroomed 40 per cent, keeping pace with the strong growth of our Canadian, Japanese, European, Australian and Latin-American affiliates.

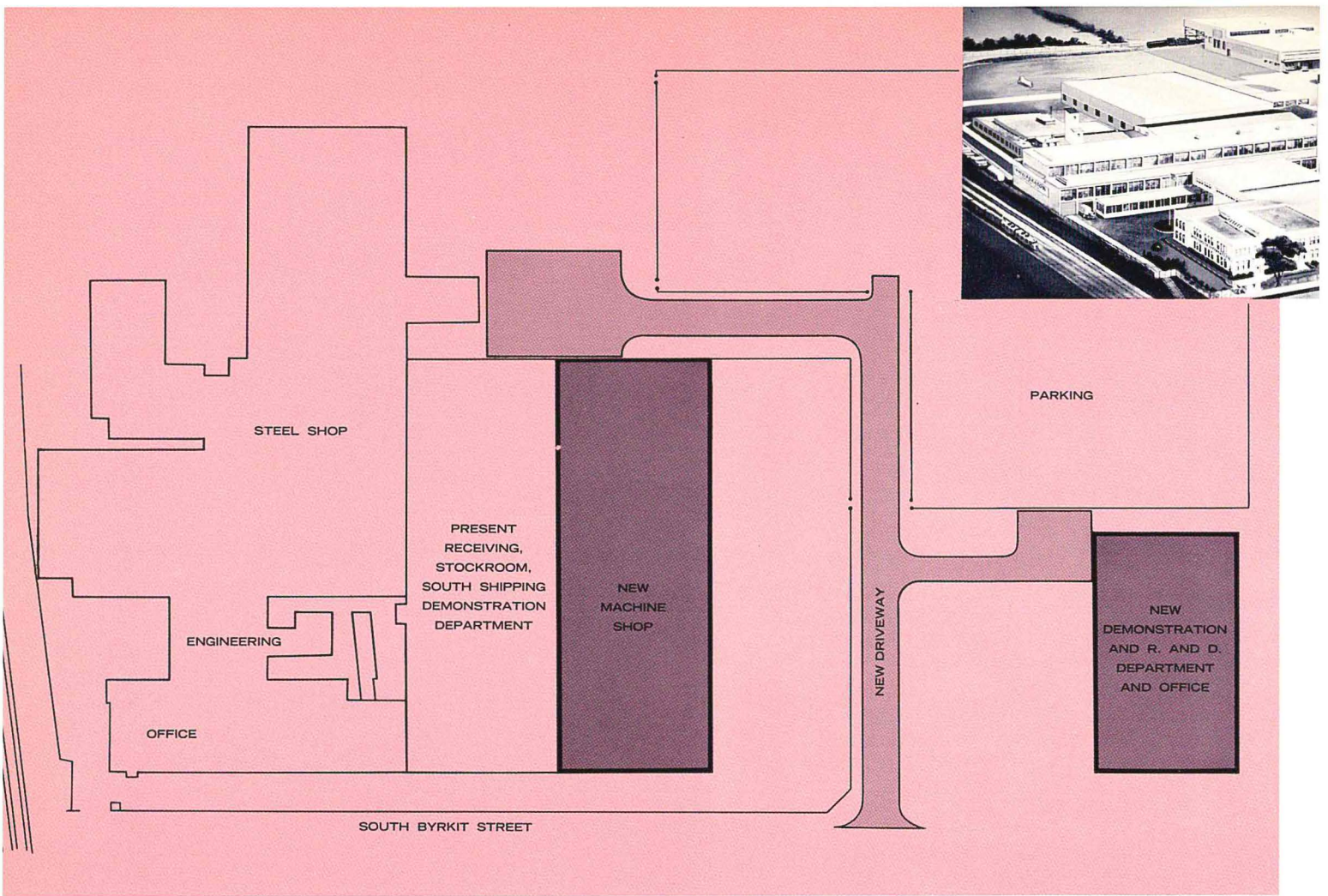
So, it does stand to reason. Diligent work and thorough planning helped boost Wheelabrator sales to their record-high level.

And we all are beneficiaries, through the largest contribution ever made by the Company to the Wheelabrator Employees' Savings and Profit-Sharing Trust Fund.

Glenn Fulmer, Union President, Says . . .

. . . We can all be happy about last year's Profit-Sharing progress, and take a share in the credit. Every part of the fund has grown — company contributions, savings and earnings. This growth is reflected in the Profit-Sharing statement of each individual employee. In its 18-year existence, the fund has grown in meaning as well as in size. It has become very important in the economic plans of each of us.





\$1.42 Million Expansion Plan Rates Headlines in Local Papers

Both of the daily newspapers circulated in Mishawaka boldly headlined the \$1.42 million expansion program announced January 26 by President James F. Connaughton.

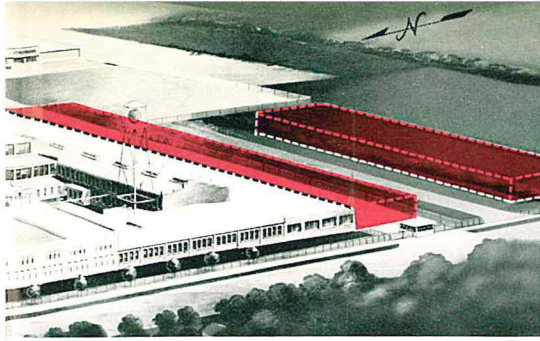
"Wheelabrator to Boost Employment" and "Announce Plans for Expansion" read the *South Bend Tribune*. In the *Mishawaka Times* the display was "Wheelabrator Set to Begin Expansion of Plant, Jobs."

Construction is to begin soon on two new structures which are to be ready for occupancy by the end of the year. Included are a building 160' x 430' to house an expansion of the machine shop and a building 150' x 250' for an enlarged demonstration laboratory, a bigger research and development

operation and a two-story office section. Both buildings will be located south of the present plant.

Editorially, the move was heralded by the local papers as both a testimonial to Wheelabrator's success and an indication of the renewed strength of this area's industrial circle.

In announcing the expansion Mr. Connaughton said that "the move . . . was made necessary by the tremendous upsurge in our business, the need to provide larger quarters for our extensive research and development program, to provide enlarged facilities for demonstrating our products to prospective customers, and to provide increased production facilities for new products, including new



The photo (above) shows how the buildings will appear from Byrkit Street.

The drawing (left) shows the layout of the present plant with the planned improvements in darkened areas.

types of cleaning equipment, a new electrical precipitator and a new biological filter.”

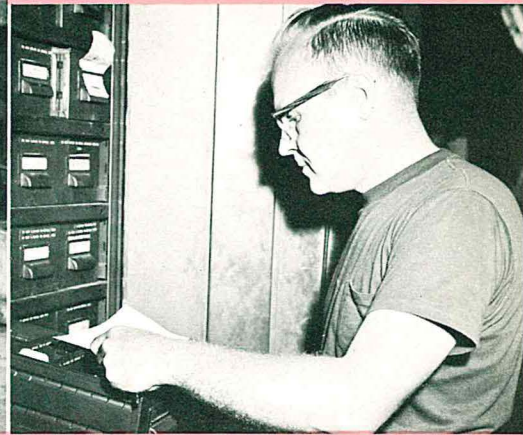
The electrical precipitator will complement the Dustube cloth bag-type collectors we have been producing for the past fifty years. Its addition to our product line will expand our activities in the control of industrial dusts and fumes, particularly in markets involving problems that require extremely high efficiency, such as fly ash in power plants, cement dust and carbon black.

The new biological filter involves a new concept in filtering air. It requires no inlet or outlet and is suited particularly for the control of odors from industrial and commercial operations.

On the Job



Aloysius Skwiercz is a relative newcomer to Wheelabrator. He joined us in August of '63 in the foundry. A graduate of Washington High School and a former Marine Sergeant, he enjoys electronics and gardening.



Bob Newsom, turret lathe operator in the Machine Shop, came to Wheelabrator in 1947 from Buchanan, Michigan. He now makes his home in South Bend. Bob's favorite pastime is sports spectating.



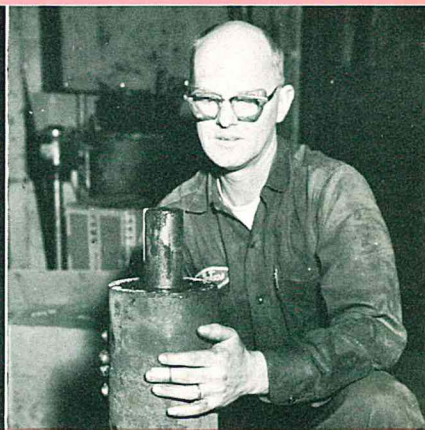
Maurice Roelants, who operates the engine lathe in the northwest corner of the Machine Shop, started in the electromode department 28 years ago. Recreation for Maurice includes a house trailer for fishing at Big Fish Lake.



Herman Miller is a 13-year assembly man in the Steel Shop. Herman was born in Napanee, and logged a few years at Studebaker and the Elkhart Bridge and Iron Company before coming to Wheelabrator. He enjoys fishing and hunting.



Herman Jones joined Wheelabrator 27 years ago in assembly and is now group leader of elevator assembly. Herman, a native of Clay City, Indiana, enjoys fishing and reading.



Cletus Gurley, of Plant II Maintenance, has been with us since 1947. He's been a make-up man in the Steel Shop and a millwright. Clete is active in the Masonic Lodge and is Worthy Patron of the Eastern Star.

People and Events in the NEWS

Technical Talks

Lorco representatives spoke to two chapters of the American Electroplaters' Society during January.

Gordon E. Medlock, Lorco Sales Manager, and **Heamon Castle**, Lorco Research and Development, presented "The Application of Vibratory Equipment to Metal Finishing" before the Chicago AES Chapter, Friday evening, January 8.

Medlock spoke to the Kansas City AES Chapter, Thursday, January 14 on the same subject.

J. E. Skene, Manager Blast Equipment Sales, spoke during January in Minneapolis to the Twin Cities Rubber Group, Inc. His speech, "Mechanical Rubber Deflashing — An Up-to-Date Process Evaluation," was illustrated with slides and a sound movie on the process.

. . .

Significant Sales

Walter Schlegel and the Detroit Regional Office get credit for one of the largest single blast equipment sales in Wheelabrator's history.

This sale, to the Chrysler Corporation for a new foundry, was for six machines — four monorails and two specially-designed machines for cleaning heads and manifolds.

According to **Kenneth E. Blessing**, Vice President of Sales, other last quarter significant Wheelabrator sales were made to the Newport News Shipbuilding and Dry Dock Company, the J. & L. Steel Company, Detroit, and for the strip mill at the Wallace Barnes Division, Bristol, Connecticut.

. . .

Transfers

Transferred in January to the Lorco Division from Blast Sales was **Phil Smith**. He is responsible for all proposals and sales correspondence relating to Vibrators, Liquamattes and related supplies.

In announcing the transfer, Medlock said, "We know Phil will be a great asset in the expanding Lorco sales activity."

Jim Boyer transferred from product engineering to Dust & Fume application engineering.

Chicago Meeting

J. H. Thomson, Chicago Regional Manager, conducted the Chicago regional sales meeting December 14 and 15. A similar meeting was held in Birmingham.



New Employees



SCHROCK

A new employee in the Engineering Department is **Tom Schrock**. He will be responsible for awarding contracts and overseeing construction of Wheelabrator equipment for customers.

Tom spent the past five years with The Bendix Corporation as project engineer in a facilities engineering group. Prior to Bendix he spent time with Kaiser Engineers as field engineer; Strauss Associates of Fort Wayne as design engineer, and Hatfield Electric Company as electrician foreman.

Robert W. Montague, 130 North Coquillard Drive, South Bend, has joined the accounting department. A native of Flint, Michigan, he was formerly with the Lee Schoeller Paper Co., Pulaski, New York; Chrysler Corporation, Detroit, and a public accounting firm in Detroit.

Harry L. Minegar and **Phyllis M. Johnson**, Production Control. **Elizabeth E. Voorde**, Cost. **Dan L. Ryan**, Operations. **Ronnie Bryan**, **Alex J. Devaty**, Marketing. **Clifton P. Hare**, Methods & Planning. **John S. Nemeth**, **Charles R. Farrell**, **Thomas J. Holsinger**, **Tom L. Bonney**, **Stan M. Bober**, **Joseph C. Clardy, Jr.**, Steel Shop. **Sally J. Woodring**, Research. **Bruce A. Foldesi**, **Anne C. Talboom**, **Leo F. Winiarz**, **James W. Lawson**, **Eugene L. Kapiszka**, Engineering. **Thomas L. Dutrieux**, Office Services. **Dean S. Bayman**, North Shipping.

. . .



GISEL

New Editor

Beginning with this issue PARADE has a new editor. He is **Merle D. Gisel**. Presently residing in Elkhart, he is a native of Wauseon, Ohio. He formerly was telegraph editor and Weekender editor for THE MISHAWAKA TIMES as well as a reporter for THE ELKHART TRUTH.

. . .

Anniversaries

Twenty Years

R. A. Campbell W/A Corp. of Canada, Ltd.
James A. Dowdy Steel Shop
Calvin V. Kelly Foundry
Juanita Cannon Maid

Fifteen Years

Harry K. Johnson Plant 2
C. E. Andrews Service Engineer, Pittsburgh

Ten Years

Emily L. Canell Production Control
A. M. VanderBeke Machine Shop
Virgil H. Epperson Plant 2
George D. Roof Steel Shop
Raymond J. Boehnlein Inspector
Glenn E. Britton Plant 2
L. J. Davenport Inspector
Dale E. Freel Foundry
Charles J. Moon Foundry
Martin A. Schneider Foundry



SERVICE SELLS AGAINST

Every Wheelabrator employee can take pride in the fact that we produce the world's finest steel shot made in the industry's most modern plant. No doubt about it, quality's important. But quality alone doesn't sell abrasive. It took more than quality to boost Wheelabrator to number one in abrasive sales, and keep our recently-revamped shot plant straining at every furnace to meet the demand.

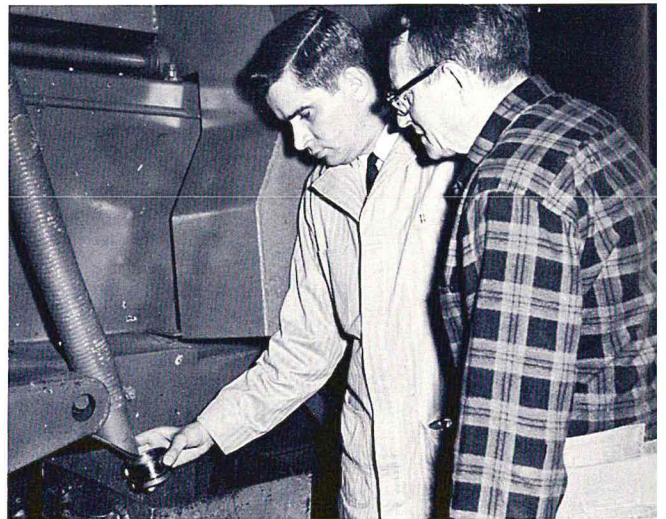
It took a very special kind of salesmanship, called *service*. Competition can offer cut prices, but they can't offer the kind of service that makes up Wheelabrator's abrasive technical assistance program. Our field engineers are trained to deliver top-notch service along with our top-notch abrasive.

Working directly with the customer's finishing room supervision, our field engineers seek solutions to important blast cleaning problems, such as slow or imperfect cleaning, excessive abrasive consumption, high maintenance, frequent parts replacement. Each man is thoroughly trained to check out blast equipment—make in-plant equipment adjustments—provide technical cost and process control assistance so necessary to developing methods of maintaining proper blast cleaning cost records and measuring cleaning efficiency.

And there's more. Thorough equipment checks, adjustments, and establishing adequate controls are followed up with in-plant and Mishawaka training sessions for the customer's employees, briefing them in the elements of efficient machine operation and maintenance. After these bases have been covered, then (and only then) can the introduction of premium steel abrasive, such as Wheelabrator Steel Abrasives, improve finishing quality and cut cleaning costs. The important cost figure is not the cost per ton of abrasive, but the cost per wheel hour! That's what Wheelabrator technical assistance is all about—cutting cleaning costs—cutting that all-important cost per wheel hour. By offering our customers blast cleaning efficiency and economy along with the best steel shot made, Wheelabrator leads the field of abrasive sales by a country mile! The photographs on these pages show how our field engineers sell abrasive — through service.

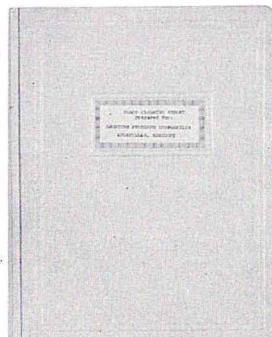


Wheelabrator field engineer checks the blast wheels — heart of every blast machine.



Checking and analyzing the abrasive mix determines the condition of the mix.

how customer analysis predicts the savings to be made with **WHEELABRATOR's** technical assistance program.

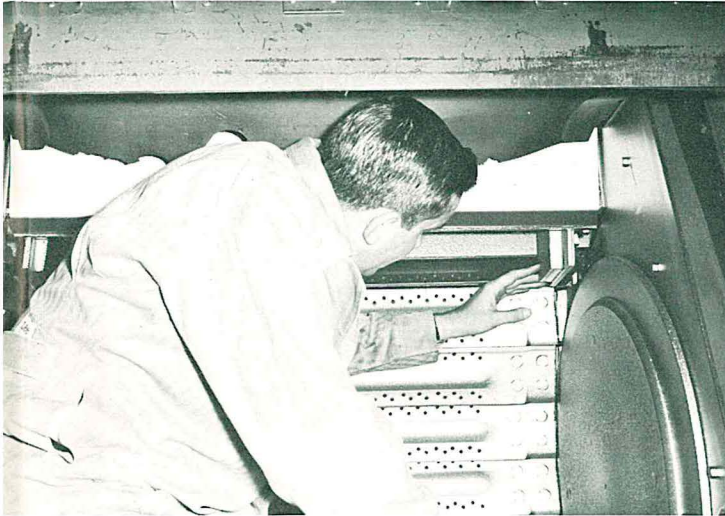


More Than Abrasive

While the economy and performance of blast equipment depend on the abrasive used, other factors enter in. Machine condition and efficiency, condition of the abrasive separator and dust collector, operating procedures, maintenance practices — these are just some of the factors influencing blast cleaning costs. By treating all these

WHEELABRATOR'S QUALITY ABRASIVES

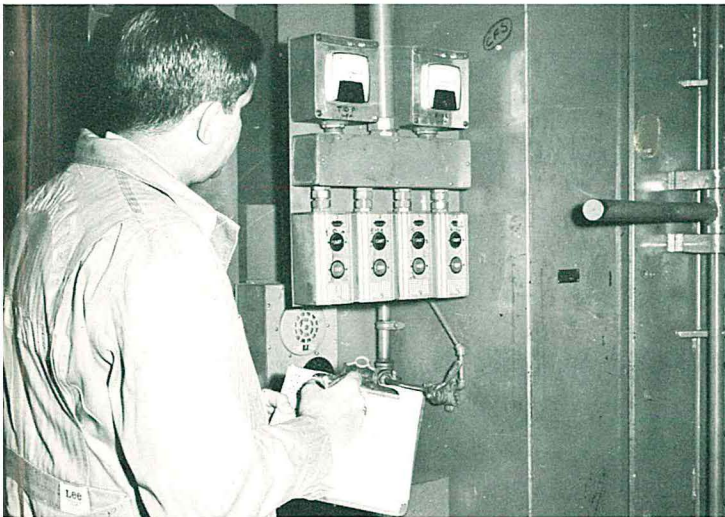
PRICE-CUTTING COMPETITION



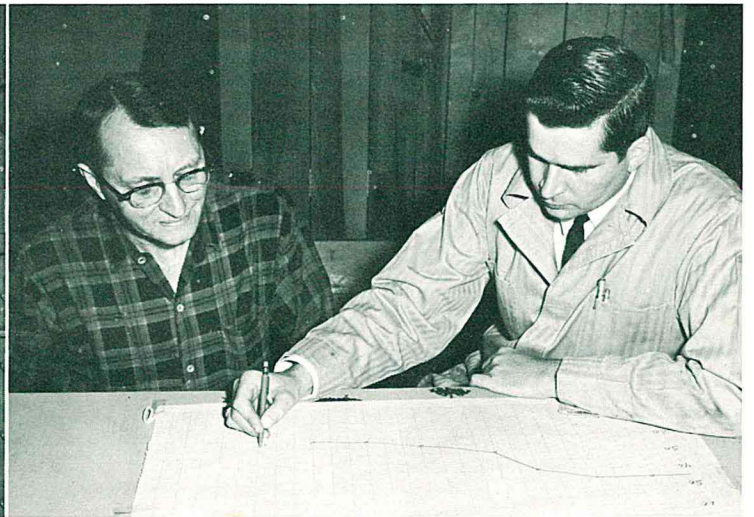
He checks all components of the blast chamber. A "right" mill assures maximum blasting economy.



Adjusting the abrasive separator assures that only sound, effective abrasive is used.



Proper abrasive feed and wheel efficiency are indicated by the ammeter readings.



Keeping accurate records of abrasive consumption and equipment operation provides clues to cleaning efficiency.

problem areas, as well as furnishing premium abrasives, Wheelabrator technical assistance promises to reduce blast cleaning costs.

I'm From Missouri!

Understandably, there are those customers who want to be shown how and what they can expect to save. So we show them! Our field engineer makes

an in-plant analysis of their blast cleaning operation — reports on the condition of equipment and what needs to be done — recommends cost-cutting methods and procedures. He evaluates his findings, then shows the potential customers how much these improvements and procedures can save him — *in dollars and cents!* Such savings, more often than not, can add up to many thousands of dollars each year.

Adventures in Foreign Living

— The Hysingers Report from France



The Hysinger family at Mont-St.-Michel. George Roper took the picture.

EDITOR'S NOTE — Late in 1963, David Hysinger, project engineer in the Dust & Fume Division, went with his family to France to assist Wheelabrator-Alleward in the sale of dust collector equipment. PARADE asked Dave and his wife to recount some of their business and personal encounters. A very interesting and lengthy letter from France was condensed for these pages.

We are flattered that you have requested that we share some of our experiences with readers of PARADE MAGAZINE. To condense the past fourteen months of our lives into a lengthy letter is like trying to write Lincoln's Gettysburg address on the head of a pin, but we'll try to give you a READER'S DIGEST condensed version. However, with the strict censorship policies of PARADE's editors, we have reluctantly omitted some of the more colorful episodes which might mislead the reader as to the purpose of our assignment here.

The transition to the French way of living was perhaps no more difficult than the transition one must make when moving from any small community to the heart of a city teeming with millions of people. But how much less frustrating that transition would have been in our mother tongue! As it was, we arrived in Paris with only fifty hours of tutoring in conversational French (for which we will always be grateful), barely knowing enough to ask directions but not always enough to understand the response. All other problems of transition were insignificant by comparison. We feel very strongly that anyone assigned to work in a non-English-speaking country should have, with his family, a crash program in the conversational language of that country.

As for our dust collector business, orders were slow in coming, and it was advantageous that Wheelabrator has such a firm and respected position in the carbon black industry. The first two orders received in late '63 came from Continental-Columbian in Rotterdam, Holland, and from Cabot in Ravenna, Italy. These were purge filter collectors of the K. D. type. Early in '64 we received an order from Kodak France for an AC and from John Deere France for an intermittent K. D.

Then in July and August we hit the jackpot with orders from J. M. Huber in Yugoslavia and from Phillips in Spain, totaling almost \$750,000. In September we received an order from United Carbon France for all the accessories and bags for a six-compartment expansion of one of their production filters. We are still hopeful for our first order from a European company (that is, one without American associations). We have excellent prospects for an ultra-filtration collector order and for an electric furnace collector order early this year.

Our main problem in closing a dust collector order is that we simply cannot show the would-be customer a similar installation of Wheelabrator-Alleward manufacture in Europe. And regardless of how many we can point to in the States, the client wants to see a European installation. This is especially true in the cement and metallurgical industries.

Another problem is finding reasonable prices for our sheet and structural fabrication. There is no machinery available for folding and punching sheets as we have in the States. With much more hand labor and lower efficiency, we are hard put to be competitive.

Thirdly, we are starting out with engineering personnel who have had no experience in dust collector design. Only time and patience will correct this.

It may be of interest to review our organizational structure. From our Paris office, Jo Delfeld and I handle all the proposal and sales work assisted by a project engineer, a design draftsman and two proposal draftsmen. We have two secretaries (one speaks some English and takes care of all correspondence in English). At Le Cheylas in

Dori and French children riding donkeys in the Tuileries.



part of our new bag plant we have our dust collector engineering group consisting of a chief supervisor, five permanent draftsmen, a secretary, and three other personnel for stockroom, errands, and expediting manufacturing and delivery. At times our progress seems very slow, but when we compare it with that of a year ago when we had practically nothing, it appears better in perspective.

One of the biggest accomplishments of 1964 was starting the new bag plant. Fred Spiegel has seven employees and is turning out 800 to 1000 bags a week. As soon as our bag business can be exploited, we can boost our production easily to 1500 bags per week.

Although Delfeld and I could spend all of our time either in the Paris office or in Le Cheylas, we must necessarily travel a great deal. Traveling about Europe by train, plane or car may sound exciting and even romantic — and perhaps it is when you are a tourist. But it gets to be a grind after the first or second time, especially when there is no time for side trips or sightseeing. So far, I have travelled in Holland, Luxembourg, Germany, Switzerland, Italy, Spain, and, of course, through France for the Company.

As for the day-to-day routine of family living here in Paris, this is best expressed by one who learned the hard way, but who has made many friends in doing this — Bobbie.

Dave has mentioned the magic word, "friends", and to all of us, that has really been our greatest experience. Parisians are the greatest handshakers in the world, and we've come to like this greeting very much — though I still have to remind myself sometimes when I go shopping or greet our children's classmates. (Though now that we've been here for over a year and have made lasting friendships, we're entitled to kisses on both cheeks.) We have been met with kindness from Monsieur le Presidente (Monsieur Planchard, not Big Charles) right on down the office staff; from the teachers at the girls' school and from their classmates and parents; from our neighbors; from the people in the stores who helped when I didn't even know the names of the foods and who now still give me extra consideration.

We are most fortunate in having a twelfth floor apartment that overlooks practically all the rooftops of Paris.

Sally (13) and Dori (9) attend a neighborhood school within walking distance of the apartment. There are no carpools, regardless of the weather! The students wear *tabliers* or smocks and carry all their books and notebooks for each subject back and forth each day in *cartables*. Each book and notebook has to be covered in plastic. Last year they were the only non-French pupils, but there are two other American girls enrolled this year. Boys may be enrolled for kindergarten and the elementary grades, but Cours Louise de Bettignies is considered a girls' school.

Their subjects correspond in some instances to classes in U. S. schools: arithmetic, science, geography, music and art — but they are taking French history, French literature, French grammar, French spelling, naturally. Dave and I often wish that we could sit in on a few of their classes, maybe absorbing some of their vocabulary and accent. Sally is taking Latin and English as a foreign language. Even Dori has *couture* or sewing, but both levels consist of hand sewing and embroidery and do not correspond to home economics. Drawing, painting, and the fine arts are taught in art class — no handcrafts. Their most difficult subject is *analyse*, which is like old-fashioned parsing. Quite a bit more memory work is required, such as the poems of Victor Hugo, Racine, or La-Fontaine, and they have a terrific amount of homework. They go to school on Saturday and have Thursday off. Both girls are taking piano lessons from the school's *Professeur de Musique*, and Sally is studying piano and solfeggio at the Ecole Normale de Musique, which we feel is a wonderful opportunity for her.

Miscellaneous items one must remember: stores are closed Mondays; museums, Tuesdays; schools Thursdays; banks and some offices, Saturdays. "Weekend" is an American word!

We have joined the American Church in Paris which is non-denominational and includes people of almost every nationality as well as many French. It gives us an opportunity to worship in our native tongue as well as an opportunity to speak English once a week. During the service when we stand to sing the last verse of "America", we always think of home and friends and get a little misty-eyed and nostalgic. But we do love Paris!

PAUL KAUFMAN



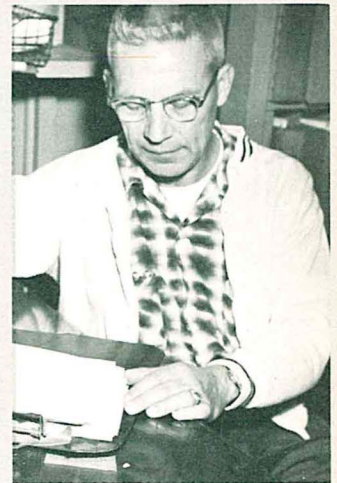
We knew him when

Paul Kaufman started working at Wheelabrator while a junior at Mishawaka High School in 1945. His first assignment was as a draftsman in special blast design. Upon graduation in 1947 he joined the company full-time.

After a two-year stint in Alaska as an Army corporal and gun mechanic, he rejoined the company in 1954. He was made supervising engineer of Lorco design. He still holds that position.

In 1956 and '57 Paul attended Purdue University Extension night courses. A Mishawaka native, he enjoys summer sports, particularly water skiing and golf. He also likes gardening.

BILL HAAS



Bill Haas, foreman in charge of material handling in the Steel Shop, is a Wheelabrator vet of 23 years.

Born in Bremen, he graduated from Mishawaka High School and was a farmer for the following three years.

As a new Wheelabrator employee, he worked on the receiving dock until World War II took him to the Pacific area as a tech sergeant. Until three months ago, he was foreman of receiving. Bill's favorite hobbies are fishing and bowling.

Passing PARADE

Number two son Kevin Duane was born January 10 to Nelson and Sharon Hill . . . New faces in Engineering are **Jim Goff**, **Richard Lewis**, **Gene Kapiszka** and **Leo Winiarz** . . . A sparkling diamond is now owned by **Nancy Mast** who is engaged to Jack Deon of Gary. Jack is a junior at Tri-State College, Angola . . . Also recently engaged were **John Davidson** and Pat Szucs. They plan a September wedding . . . **Dave Myers** married the former Claire Kollar in November . . . This reporter became pinned to Bill McCorkle, a junior at Tri-State, and received a dozen roses from his fraternity house . . . **Pat Nagy** built a new stereo from a kit and then converted his old record player into the stereo system . . . **Rudy Destics** is taking courses in portrait painting, drawing and sketching at the South Bend Art Center. Since attending classes, he's done colored chalk drawings . . . Sporting a 1965 Olds Convertible is **Kenny Rohleder** . . . **Terry Tetzlaff**, not to be outdone, has a '65 Chevrolet Impala . . . **Dimitri Soviak's** son Steve is stationed in Turkey with the U.S. Army. Steve and five other men operate the television and radio stations there . . . **Jim Marsh** recently retired from the Army Reserve after 20 years of service.

(Pam Savadori, Engineering)

Another holiday season has come and gone. This season saw **Ray Good** and **Dick Atkinson** enjoying the warmth and sunshine of Florida. However, they were back at work, suntans and all, January 4 looking forward to their next trip to the "sunshine" state . . . **Will DeGeeter** who was inducted into the Army December 3 was home for the holidays. He is stationed at Fort Knox, Kentucky, where he's presently undergoing basic training . . . Mrs. Philip Shapiro underwent an operation after Christmas. She left the hospital January 15. Here's hoping she has a quick and complete recovery . . . **Art Bagwell** wants to thank one of his fellow inspectors for the Christmas present he received.

(Tom Van de Walle, Machine Shop)

Tom Lewis is sporting a new car, well almost new — a 1963 Chevrolet . . . **Charles Harlan** had the good luck of being the father of twins born in August. The Harlans named them Cathy and Carla . . . **Bill Renfro** had the misfortune to lose his brother, Carl, who died in the Veteran's Hospital in Birmingham, Alabama, in December.

(Walt Stegman, Plant 2)

A few changes have been made in the Office Services department. The new mail boy is **Tom Dutrieux**. Tom comes to us from Associates and replaces **Bob Molnar** who is now working in the Parts Service department. Another new face in the Mailroom is **Barbara Hillebrand**. She replaces **Elaine Baldini**. Elaine is working in the Cost de-

partment now. Barbara's husband, **Paul**, is also a Wheelabrator employee . . . **Judy Spencer**, Switchboard, spent a cold, but happy, Christmas with her parents in Wyoming. This was the first time Judy had been home since moving here two years ago. She said the "forty below" temperatures of that region didn't bother her at all — she was so happy to see everyone.

(Judy Rallo, Office Services)

I suppose most everyone noticed the phenomenon of the big candle of the Wheelabrator display coming out of the top of the Christmas tree as you came down Byrkit Street on the north side of Lincolnway. It was a most unique display . . . **George Scott** left about December 12 for Florida and returned after Christmas . . . I can personally feel for those maintenance men who some time ago received an electrical shock. It is one of the most unnerving experiences one can have . . . Steel Shop Superintendent **Ralph Whittaker** and son **Max** and families visited Max's son at Fort Sill, Oklahoma, over Thanksgiving . . . Our local falconer **Mike Jones** and a fellow falconer took their hunting birds out hunting recently. They got out to the hunting grounds shortly after 4 p.m. and were back at home by six with four rabbits. Mike says it is really something to see a hawk take off and follow a rabbit. One rabbit thought he would delay the game by going around a bush. The hawk looked over the bush and cut him off. Mike's friend had a European hunting hawk that was even faster than Mike's. When Mike's hawk took off the other one would already be 50 feet or so on its way . . . **Marv Powell** and Mrs. Powell flew to Los Angeles for the Christmas-to-New Years week. They left on Sunday and arrived home Saturday night. While in Los Angeles they visited Disneyland, Chinatown, Universal City where they saw movies made and Forrest Hill Cemetery where Marv said they saw the most natural and most beautiful statues he had ever seen. On the return trip the plane circled over the Ocean and flew over the Grand Canyon . . .

Co-workers of George Linn in Plant 2 presented George with a wedding gift recently. Others in the picture are John Paczesny, Walt Stegman, Frank Bach and Jim Powell.



Bill Hass spent the same week home with his wife who was ill.

(Milferd Gardner, Steel Shop)

. . .

We wish **Ray Celie**, Stockroom, a very speedy recovery. Ray had surgery January 10 and is doing fine and hopes to be back to work soon . . . It is nice to see **Art Weber**, Stockroom, back on the job. Art spent 11 days in the hospital . . . **Margaret Harrington**, Stockroom and Receiving, who is out on sick leave, is so much better that she promises to come over and say "hello" to all her friends . . . **Bob Sloan** of the Stockroom spent his vacation the last two weeks of December by just staying home and resting up from the holidays . . . **Al Ross**, Plant Engineer, spent his vacation along with the Mrs. visiting their son and family in California. While out in the sunny West, Al visited C. Burton Barnard, formerly of the Methods and Planning department. "Barney" was in good health and was very glad to see Al. Anyone wishing the address of "Barney" may have it by calling Methods and Planning . . . **Ronnie Whittaker**, son of **Max** and **Betty Whittaker** was home for the Christmas holidays. Ronnie is in the service, stationed at Fort Sill, Oklahoma. Max works in Methods and Planning . . . **Sandra Martin** is the newcomer to the Production Control office. She is the daughter of **Glen Martin** and the niece of **Don Martin** of the Steel Shop. **Helen Leyes** will be going to the North Shipping office and Sandra will replace Helen. **Phyllis Johnson** also works with Helen in Production Control making up all shop orders.

(Hildreth Boehnlein, Methods and Planning, Stockroom)

. . .

Charles Schalliol, 16-year-old son of **Bob Schalliol**, Advertising, won first place in this district in a speech contest held at LaPorte under sponsorship of the Veterans of Foreign Wars. From there he advanced to state competition where he finished in second place. This won him a \$100 cash prize. Charles is also entering other speech contests. In the district contest, third prize was won by **Virgil Wesco**, son of **Truman Wesco**, Demonstration . . . **Phil Smith**, Sales, has recently undergone major surgery but is

Secretaries gather around the desk of LaNelle Martin (Sales) on her last day of work as she opens a variety of baby gifts.



now recuperating nicely. He told us before the operation that there were lots of pretty nurses there at Elkhart Hospital. Maybe he won't want to get well *too soon* . . . We have some more news about vacations and then we will patiently (?) wait for our '65 vacations . . . A friend of mine and I went to Florida in November for a tour around the state, but before coming back we took a weekend cruise to Nassau in The Bahamas. Except for a little seasickness coming back to Miami, we had a most wonderful time. Needless to say, we hated to see the snow that was falling when we got back to Indiana . . . Mr. and Mrs. **Art Fuller** (Art's the artist in Advertising) left for Florida in November also but he had *four* envious weeks. He reported they visited all the interesting spots??? . . . **Dick Smith**, Export, and his wife took a trip during the Christmas holidays to California (seeing Disneyland for the second time), Arizona (visiting relatives there), and "just looking" in old Mexico . . . **La Nelle Martin**, Sales, saved her vacation until Christmas too, so she could gather with her kin in Georgia. Then, after being back to work for a week or two, left us again to stay at home and prepare for that first child. Good Luck to her! . . . We welcome "**Cris**" **Crismore** to our department. He will be manager of Steel Mill Equipment Sales.

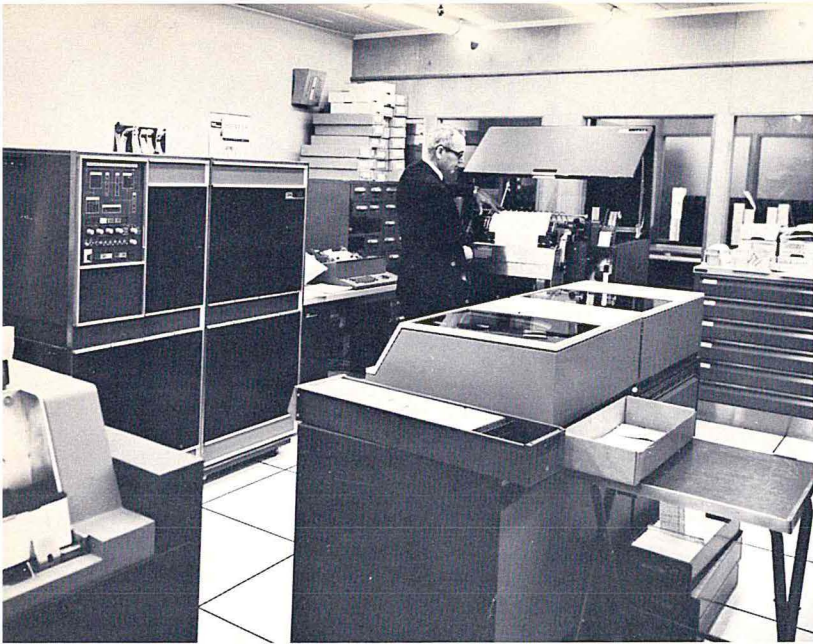
(Eleanor Rea, Sales)

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CANADIAN CLASSICS

Highlight of the month of December was the Canadian Office Christmas Party held December 23. Chef, **Gordon Dick**, Dust & Fume, brought in his rotisserie and took charge of roasting a chunk of fine beef. Tantalizing aromas flavored the office atmosphere all morning and all were delighted at noon. **Alex Horne** carved the roast for beef-burgers which were served buffet-style with salads and coffee. Once all were well-fortified, Gordon set his movie projector humming and showed travel slides and movies of family trips to Marineland, Disneyland, Arizona and Western Canada. It was an enjoyable occasion, and a vote of thanks is tendered to **Bob Ross**, Purchasing, and Gordon who were its co-organizers. Later, **Bob Campbell** played Santa Claus giving out the turkeys to each employee for family dinner on Friday . . . **Doug Lamb**, Blast Sales, and family spent the Christmas Holiday with Mrs. Lamb's parents in Ottawa . . . **Doug Durrell** was also in Ottawa for Christmas Day where he was spending a week's holiday with his mother . . . The correspondent, who earlier in the month had a week's vacation in the Ottawa Valley and Montreal with his parents, hosted his family in Toronto for Christmas . . . Early in the hockey season Eric Horne (**Alex's** son) suffered a facial injury when he blocked the path of a flying puck. He has now recovered . . . In November, Rose Barker left the staff to take a position as dental secretary. In her stead, **Arlene Churchill** joined the staff as secretary to the Dust & Fume Division, followed by **Gail Dubreuil** in January as steno in the Parts Department . . . Equestrian, **Eric Robinson**, Shipping, is now looking forward to Spring when he can get his recently-acquired half-Welsh pony out on pasture. Meanwhile the small stallion requires a little more growing to make the ideal mount, so Eric plans to train him for show riding in country rodeos next autumn . . . If anyone has had a bad year, it was **Ian Somerville**, Service, who since his car-truck accident in Montreal earlier in '64, has been dogged by a lame back and general poor physical health. Ian is looking forward in '65 and here's hoping Ian's luck has changed with the New Year . . . On that note, may we of Canadian Office wish one and all in the Wheelabrator and associated organizations, the very best in 1965.

(Eldridge MacMillan, Canada)



R. L. Kyle, manager of Data Processing, is shown operating the new equipment installed in his department — an IBM 1401 Data Processing System. The machine features processing speeds and capabilities for handling needs in our processing department formerly not attainable.

Meet the Field

JERRY SELIG



Jerry joined Wheelabrator in 1956, starting in Abrasives. He was sent to the West Central Region after a training period. Jerry is now on the west coast as Field Engineer in the Los Angeles Regional office. Before coming to Wheelabrator, Jerry worked as assistant foundry foreman for the H. Kramer Company. He is a graduate of Purdue University with a bachelor's degree in metallurgical engineering. Ranking among his achievements is the sale of 12 Tumblasts during one year. Jerry and his wife are the parents of two young children.

ERNIE HEARRELL



Before he became a service engineer, Ernie Hearrell worked in the Steel Shop and on construction. He worked in Studebaker's machine shop and on maintenance at Oliver's before coming to Wheelabrator 26 years ago. Originally from Logansport, Indiana, he resides in McKinley Terrace in South Bend. Ernie works out of the Detroit office, servicing installations in Michigan and Indiana. Among his list of accomplishments are conversions of 63" x 96" Tumblasts to heavy duty conveyor systems. He has made more of these complicated conversions than any other serviceman.

Popular Economics



ALL SALES FINAL!

Every time you buy or agree to buy something, you make a contract. This is true whether you pay cash, make a deposit, pay by installments, or "charge it." It is true generally, whether the agreement is signed or just verbal, although some contracts or agreements must be in writing and signed. For example, when you buy a dress or hat or a pair of shoes or any one of a thousand other items, you make a contract.

There are two parties to the contract — the seller and you, the buyer. Each has the same right to expect the other to live up to its terms. Ordinarily, once the contract is made or completed, and in the absence of fraud or misrepresentation, neither one can properly break, or cancel, or revoke the contract without the permission of the other party. If you, the buyer, "change your mind" or, because of some unforeseen circumstance, want your deposit or money back, or, if a charge customer wants a credit, the seller, legally, does not have to give it to you. You are asking the seller to cancel or break or change the terms of the contract — and he has the right to decide whether he will do so or not.

"All Sales are Final" unless the terms of the sale or policy of the seller makes them otherwise.

Generally, the seller will do one of three things, dependent upon his policy in the treatment of his customers:

1. Some stores follow the policy that all sales are final. They will not refund money nor give credit slips.
2. Some stores follow the policy of refusing cash refunds, but allow the purchaser a credit slip which may be applied then or at some future time toward the purchase of other merchandise in the store.
3. Some stores unhesitatingly give refunds, credits, exchanges, or return deposits. A store grants this as a "privilege" rather than a legal obligation. Exceptions include certain intimate articles, such as combs, bathing suits, mattresses, etc., which for health reasons and for your protection, are generally not returnable. Also, generally, there is a restriction that returnable merchandise must be returned in good condition within three business days for credit, refund, or exchange.

READ BEFORE YOU SIGN

... KNOW WHAT YOU SIGN

... KEEP A COPY