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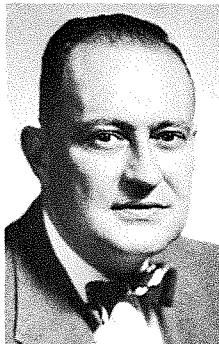
966

WHEELABRATOR

Parade



Profit-Making Precedes Profit-Sharing



Here at Wheelabrator, we share in the profits we make together through teamwork. And we share in those profits even before the stockholders whose investments in our company make our jobs possible.

As you know, profits are the funds that remain after we engineer, manufacture, and market our products. This definition, at best, is but an elementary analysis of the source of business profits. Taxation, governmental regulations, and economic ups-and-downs, to mention just a few, are uncontrollable factors which play an increasingly prominent part in profit determination.

The overall goal of any business, nevertheless, is to insure profitable operations not only for today but for the many tomorrows ahead of us. It is for this reason that this year we have invested heavily in major plant expansions, added materially to our manpower, increased inventory of production materials, installed new production tools and machines, and expanded our international operations.

All indications point to another good year for Wheelabrator. Here we must acknowledge that today's profits are in part the fruits of our efforts in the past to keep our facilities modern and competitive. Without this progressive foresight and the commendable efforts of all employees, we would not have attained the leading position we now occupy and upon which we are building for an even stronger company.

At Wheelabrator, profits have special significance because of Profit-Sharing — a program that is both a Profit-Sharing plan and a savings plan. As you put money into the plan in the form of savings, the company makes contributions in the form of profits. You make your share grow as you save more and as you help your company grow and make more profits.

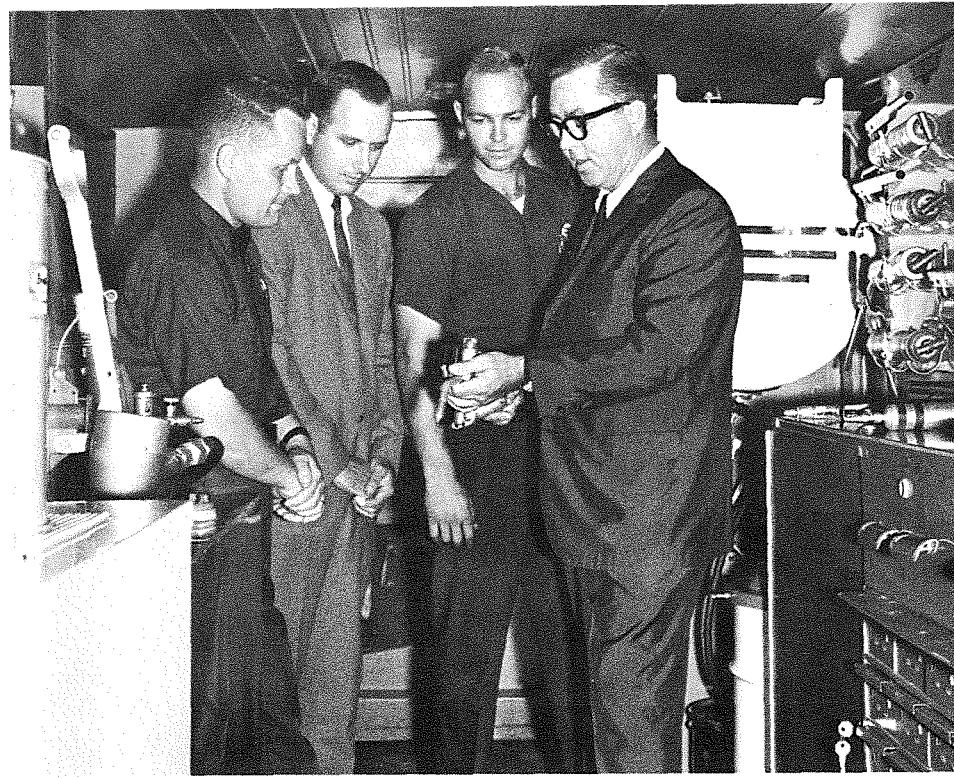
Remember that the better we work together the more we'll eventually share through the Wheelabrator Employees' Savings and Profit-Sharing Plan.



James F. Connaughton

President

**ON
OUR
COVER** Andy and Carl Strasser, sons of Mr. and Mrs. Charles Strasser, stand in awe of Jim Lynch as the Notre Dame football captain autographs their pint-sized football. The boys' father is chief engineer for electrostatic precipitators.



William McGowan, right, Balcrank's Florida District Manager, makes a lubrication equipment sales presentation inside the Mobile Showroom to two Texaco dealers and a Texaco salesman.

The Mobile Showroom — a new and exclusive concept in lubrication equipment sales presentations — is being used with excellent results by our Balcrank Division.

According to Vice President E. A. Rich, Balcrank's Lubrication Division now operates five units which traverse the country, displaying the firm's lubrication equipment to automotive jobbers, oil company executives, oil equipment distributors, auto dealers and truck terminal executives.

Greatest sales success has been achieved among the automotive jobbers. Rich termed the increase in business that the division has done with that group since last fall as "sizeable". Also, he said that the mobile showrooms have created a great deal of interest among oil company executives — a group whose collective buying power is great.

The Mobile Showroom, enclosed in a van, contains operating Balcrank lubrication equipment including pumps. Prospective buyers can walk through the van and see a demonstration of the division's complete line in 30 minutes. Items in the Brookins line are also shown. The mobility of the Showroom is advantageous because the van can be driven to a prospect's headquarters so that the busy executive and his staff can quickly see what we have to offer his company.

Many "first" sales to companies have been made

Mobile Showroom

DISPLAYS BALCRANK LUBRICATION PRODUCTS



A view from the outside of the Mobile Showroom.

with the aid of the Mobile Showroom. Seeing the product and having it physically demonstrated is very effective with prospective customers particularly in the introduction of new products such as the pre-set meter, the new 15 to 1 defender pump and new hand pump line.

"While catalogs can present a firm's line of equipment, the Mobile Showroom is far more effective," Rich explains. "In fact," he concludes, "we consider it to be a prime sales tool and plan to put a Mobile Showroom on the road soon to show our machine tool accessory line."

A Wheelabrator Cabinet for shot peening is used to hammer extra strength into forged axle housings manufactured at the Buchanan, Michigan, plant of Clark Equipment Company.

Peening Hammers Extra Strength Into Axle Housings

The peening of axle housings enables Clark to manufacture a product that will meet the rigid specifications their customers require.

According to company officials, laboratory testing proved a need for increased strength in certain areas of the housing that Clark manufactures.

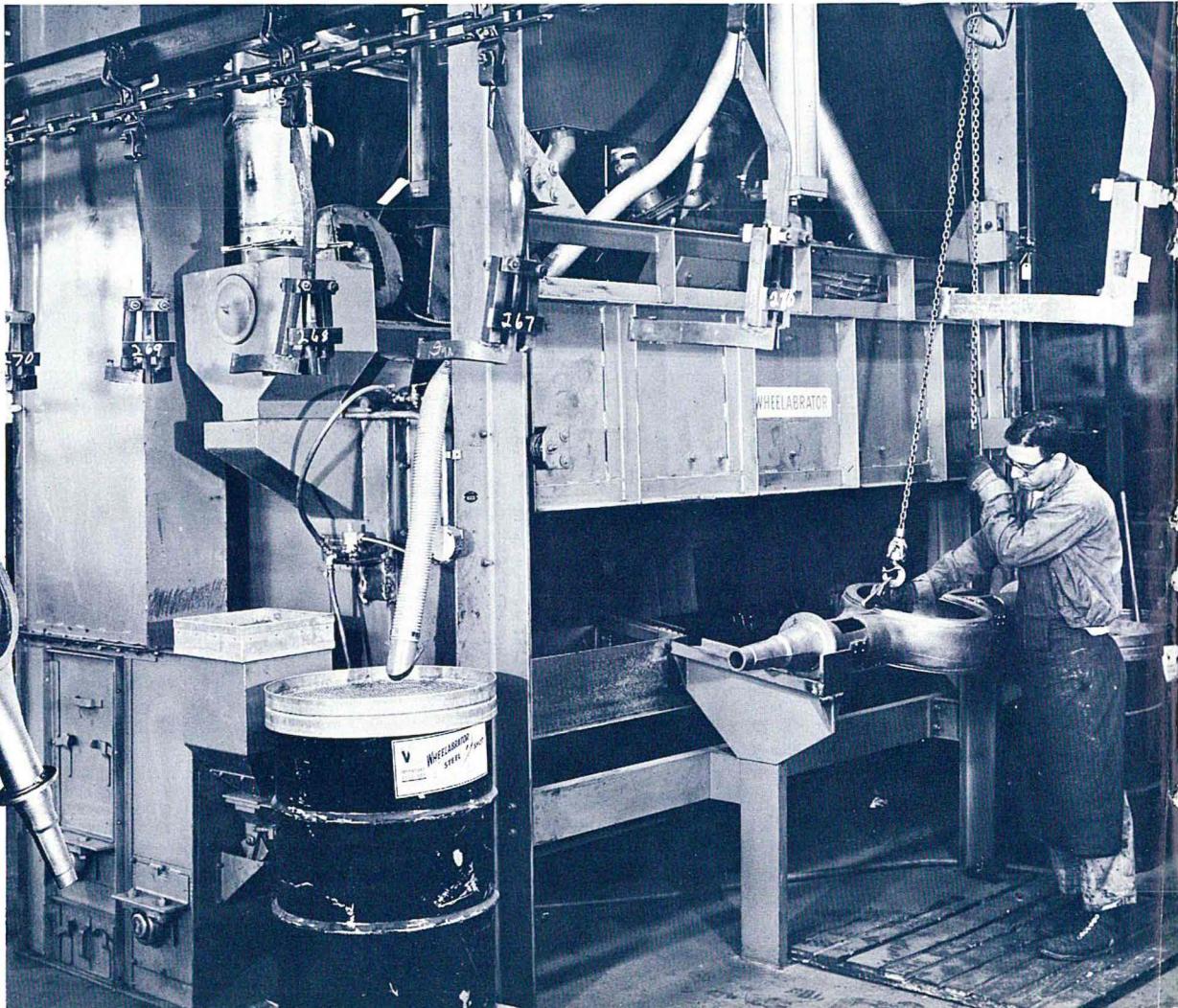
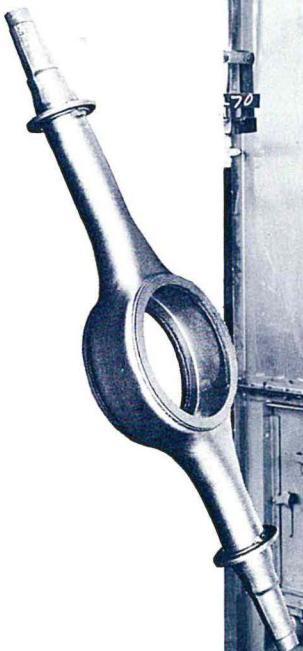
Two alternatives faced them.

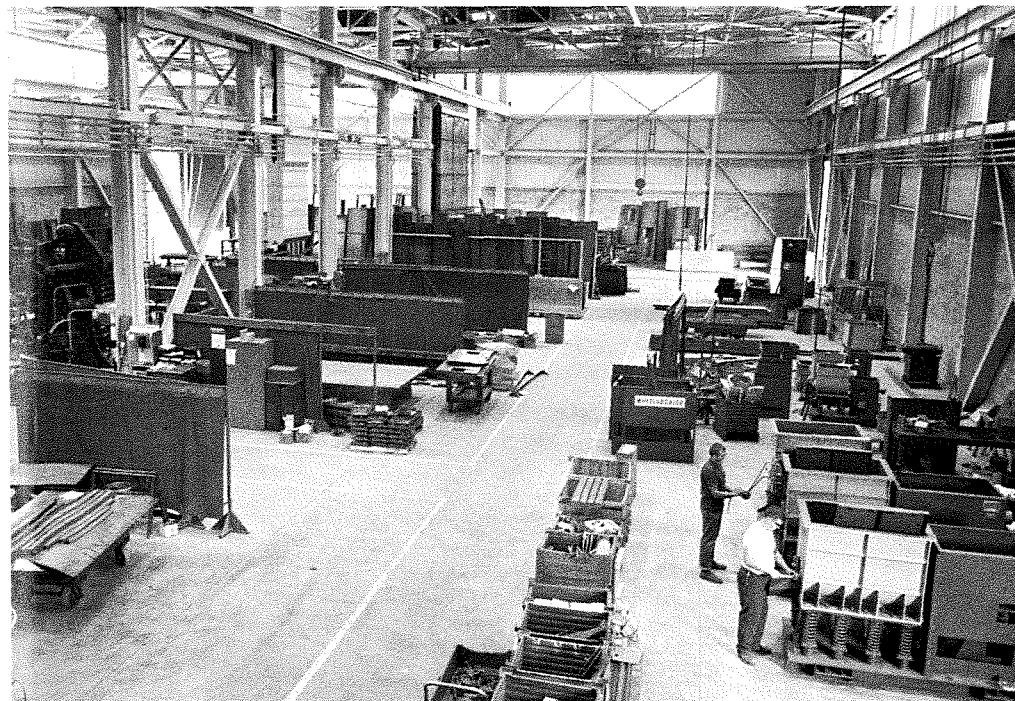
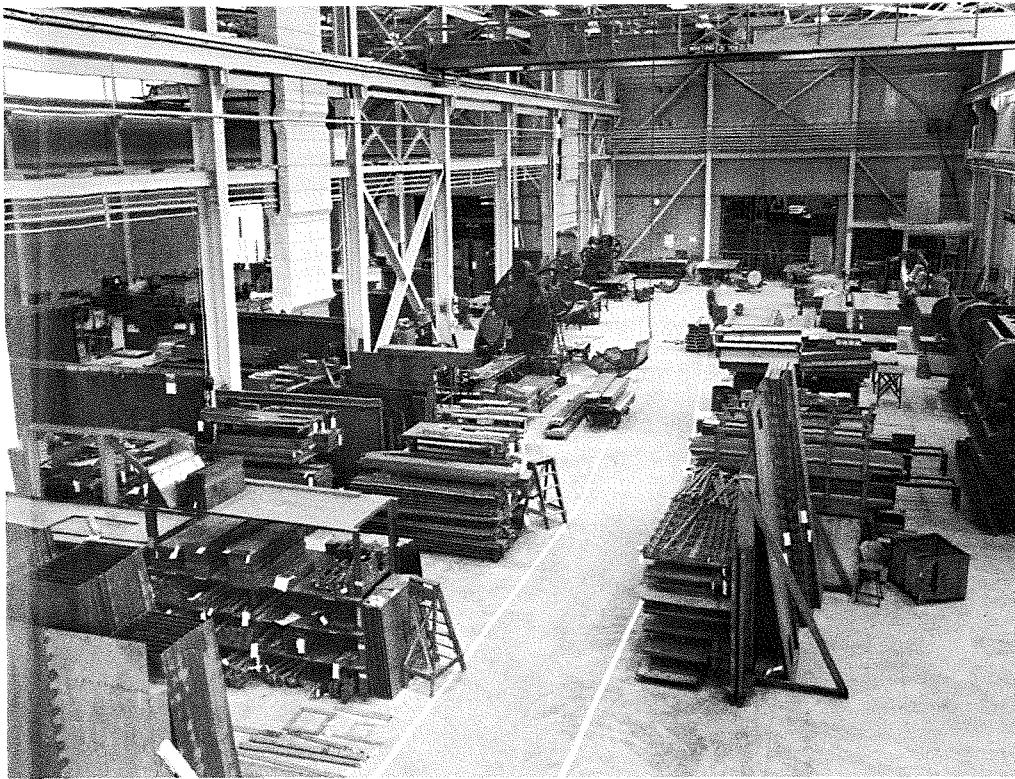
One would have been to increase the thickness of the metal from which the housing is made. This would have increased the weight of the housing and would also have added to the expense of the product.

Instead, Clark chose to install the Wheelabrator shot peening equipment, thereby increasing the fatigue strength in certain areas of the axle housing that need to withstand extra highway wear and tear. And, at the same time, they were able to continue using the same weight metal in the housing.

In the shot peening process, the axle housing rotates in the blast of two Wheelabrator wheels at approximately 100 revolutions per minute. As the housing rotates, the areas that undergo extreme stress are subjected to a shot peening blast that lasts approximately one minute.

Special cabinet for shot peening rear axle transmission housings at Clark Equipment Company, Buchanan, Michigan. Insert shows one of the housings.





1966 Plant Expansion Program Continues

Views of the areas in the new addition to the Steel Shop being utilized for dust collector fabrication and erection (above) and the erection of Lorco vibratory finishing equipment (below).

Shortly after the addition to the Steel Shop was completed in August, contracts were let for the construction of two other buildings to be completed early next year. Views of the interior of the addition to the Steel Shop are shown on this page.

The Thos. L. Hickey Inc. construction firm has begun work on the new buildings which will extend from the east of the new Machine Shop. They will have a combined space of 80,000 square feet.

One will be used for shipping and receiving and the other will be for steel storage and general warehousing.

This expansion is part of a three-year program planned to double our firm's output by the end of 1968. Already completed in the over-all program are the Steel Shop addition, the addition to the Machine Shop and the new Technical Center. These amounted to an increase in floor space of 84,987 square feet—a 23 per cent improvement.

CONTROLLING AIR POLLUTION FROM ELECTRIC FURNACES

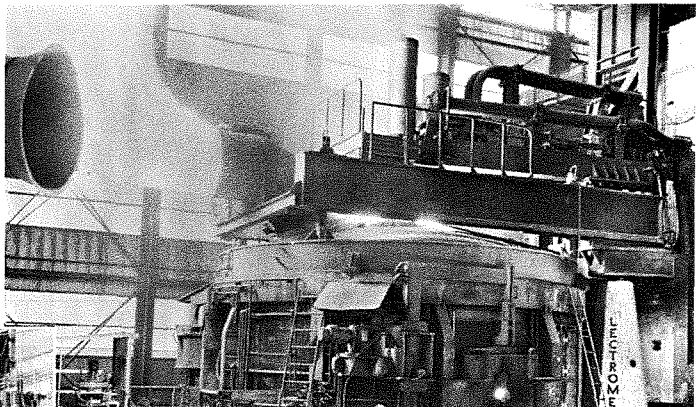
Wheelabrator Corporation has been playing an increasingly important role in helping major industries solve one of their most critical problems — air pollution.

One of the important applications of Wheelabrator air pollution control systems is the ventilation of iron oxide fume and solid particles from electric melting furnaces in steel mills and foundries. More than 120 furnaces in more than 90 foundries and steel mills are being ventilated with Wheelabrator systems. This includes two of the largest electric furnaces ever controlled — 225 ton furnaces at Laclede Steel Co., East Alton, Illinois.

Effectiveness of fume pickup devices manufactured by Wheelabrator is illustrated by the two pictures on this page. Below, the snorkel device attached to a 225 ton electric furnace at Laclede Steel, East Alton, Illinois, collects all fume and solid particles that would escape into the atmosphere if not trapped. In the photo at right, fume and solid particles escape into the atmosphere from the same furnace when snorkel device is not hooked up.

The *canopy hood* was likely the original type employed and involves an overhead hood as shown in Figure 1. This hood is completely divorced from the furnace and therefore has the advantage that it will not effect the makeup of the metals in the furnace. Also, crane movement over the furnace is not restricted by this type of hooding.

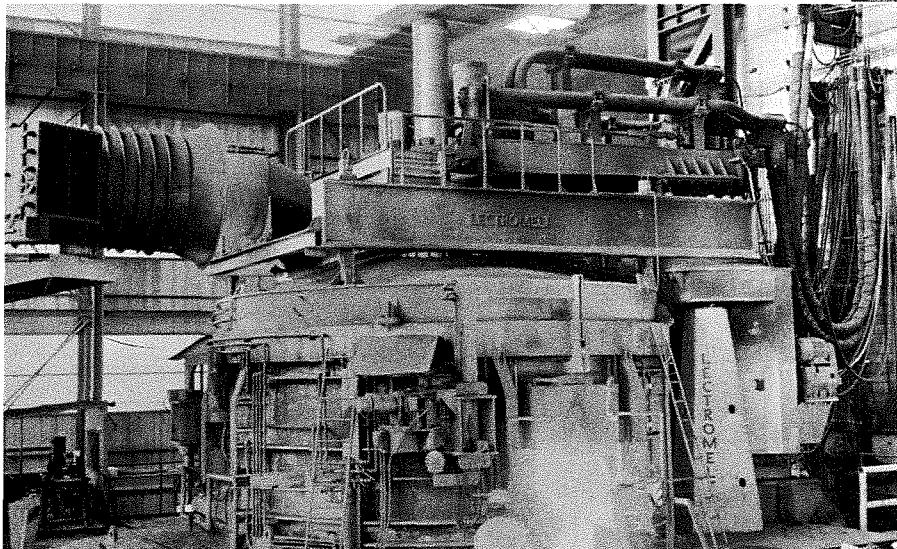
The second type of pickup device and the most widely used is the *roof hood*, Figure 2. This type hood has many possible variations and affords excellent fume control. Less air is required than with the canopy hood and



the effect of this type of hooding on the makeup of the metals in the furnace is negligible.

Direct shell evacuation is the third method of furnace control. Here a fourth hole is cut in the furnace roof, shown in Figure 3. A water cooled or stainless elbow taps into the furnace and is directly connected to the air moving exhauster. This has the advantage of giving good fume control at the furnace without covering the furnace roof.

The newest type of furnace fume control and the method recommended for large melting furnaces is the *snorkel*, Figure 4. It is closely related to the direct shell evacuation system, but does not rely on an instrument controlled negative pressure within the furnace. Again, a fourth hole is cut into the roof but the arrangement serves as a natural pressure relief for the furnace.



In order for the dust collector to function efficiently, an effective fume pickup device is needed to connect the dust collector with the furnace. Wheelabrator dust and fume control engineers have designed four types of fume capturing devices — each engineered to control the fume emissions for a particular type of furnace.

Following are brief descriptions of the four types of fume pickup devices manufactured in our plants.

The Bowers Family Team

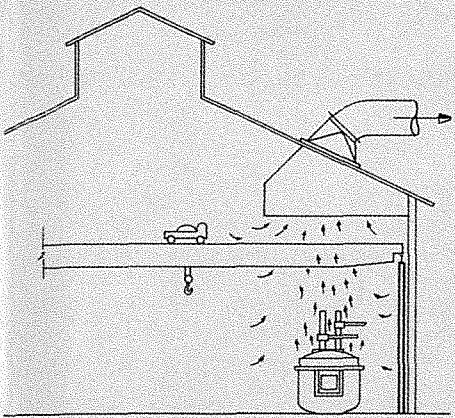


FIGURE 1 — CANOPY HOOD

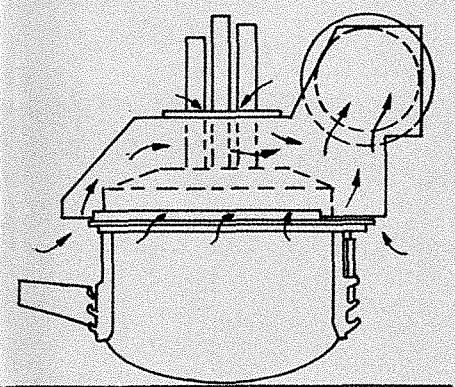


FIGURE 2 — ROOF HOOD

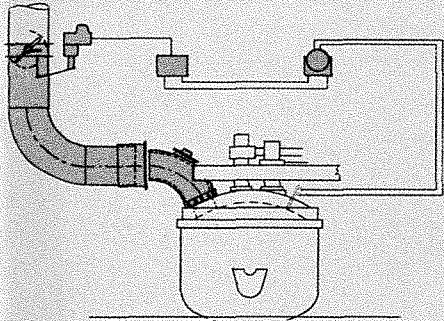


FIGURE 3 — SHELL EVACUATION

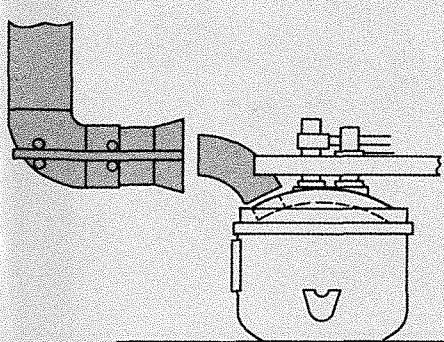
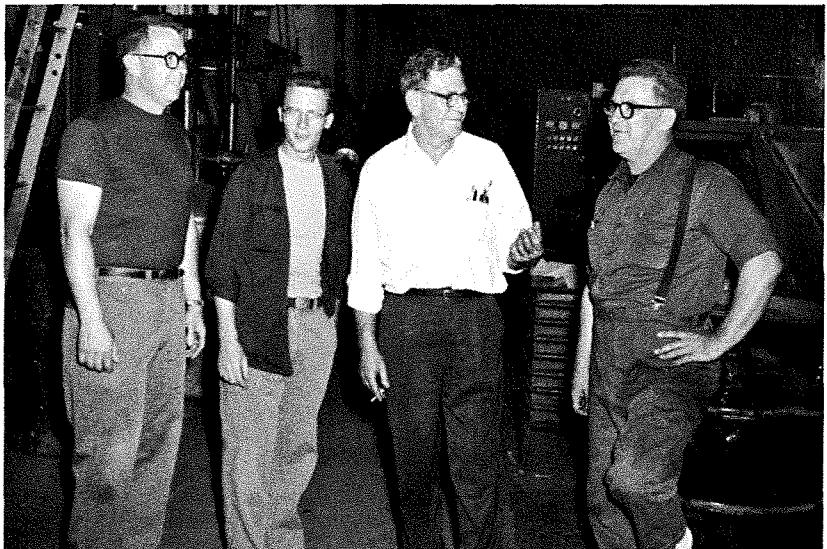


FIGURE 4 — SNORKEL DEVICE



The Bowers family — Jay, Leroy, Jack and Lynn. The other member of this family team, John, was absent when the picture was taken.

Family teams are numerous at Wheelabrator, but few are as large, or have attained as long a service record as the Bowers family. Collectively, they have amassed over 88 years as employees of Wheelabrator.

Four brothers and one of their sons make up this family team.

First to come to Wheelabrator was James "Jack" Bowers in 1935. He was hired as a surface grinder, but was soon placed in the Steel Shop, where he has remained since. He now is Steel Shop Superintendent. Jack is married and has a son and a daughter.

John Bowers began work in 1937 as a material handler, and has held various jobs in the Steel Shop during his 31 years of employment here. John is the father of four children.

Next to come to Wheelabrator was Lynn Bowers, now a radial drill operator in the Steel Shop. He has worked on the Tumblast line and on an Erie Press since starting in 1941. Lynn admits that with seven children, the only hobby he has time for is working on his house.

One of Lynn's seven children, Leroy Bowers, is also a Wheelabrator employee. He works in the Steel Shop on the night shift. Leroy, the youngest member of the team, joined Wheelabrator in 1965. He is also the only single man in the group.

The fourth brother, Jay Bowers, is a saw operator in the Machine Shop on nights. He has worked here since 1964. Prior to that time he had been an employee of Studebaker Corporation. He is married and is the father of one son and one daughter.

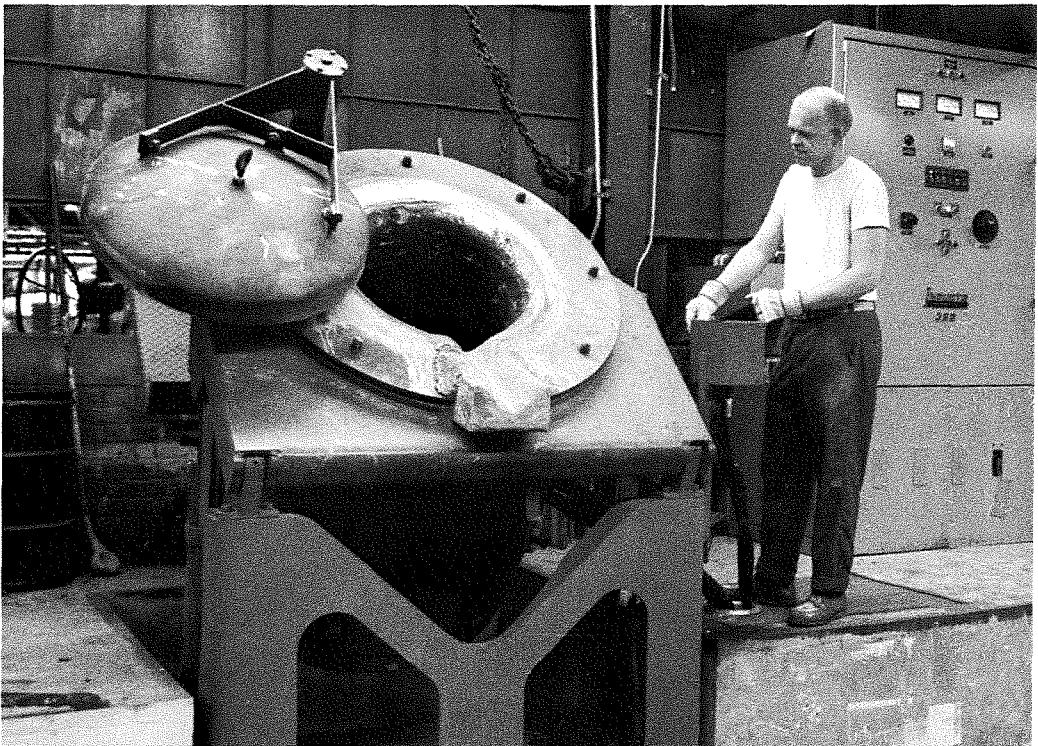


Julianna Club members traveled by bus to the Wagon Wheel Playhouse in August to see "The Music Man". At left, late-comers hurry to their assigned buses while the girls who already have found their places in one of the buses, below, get ready for the trip.



Another point for the old timers' team is scored as Fred McCallister passes home plate in the annual Old Timer's Game held July 29 under sponsorship of the Athletic Association.

NEWS



Pictured is the new induction melting furnace installed recently in our Foundry. It is another example of the Manufacturing Department's attempt to increase the production capabilities of our factory with modern equipment.



The Wheelabrator-sponsored team pictured above won the East End Babe Ruth League tournament during August. Holding the trophy won by the team are two Wheelabrator employees who acted as coach and manager of the team. Joe Kring, the coach, is at the left, and Don Karnes, the manager, stands next to the team.



Co-chairmen of the in-plant solicitation drive for the United Fund, Robert Pherson, seated left, and John Richardson, standing, confer with Ray Steele, personnel manager, prior to the opening of the drive. Pherson represents Local 995 and Richardson represents management.

AND VIEWS

Wheelabrator golfers who played in the annual Wheelabrator-Dodge Tournament held this summer at Four Lakes Country Club near Adamsville, Michigan pose for the photographer in the picture below.



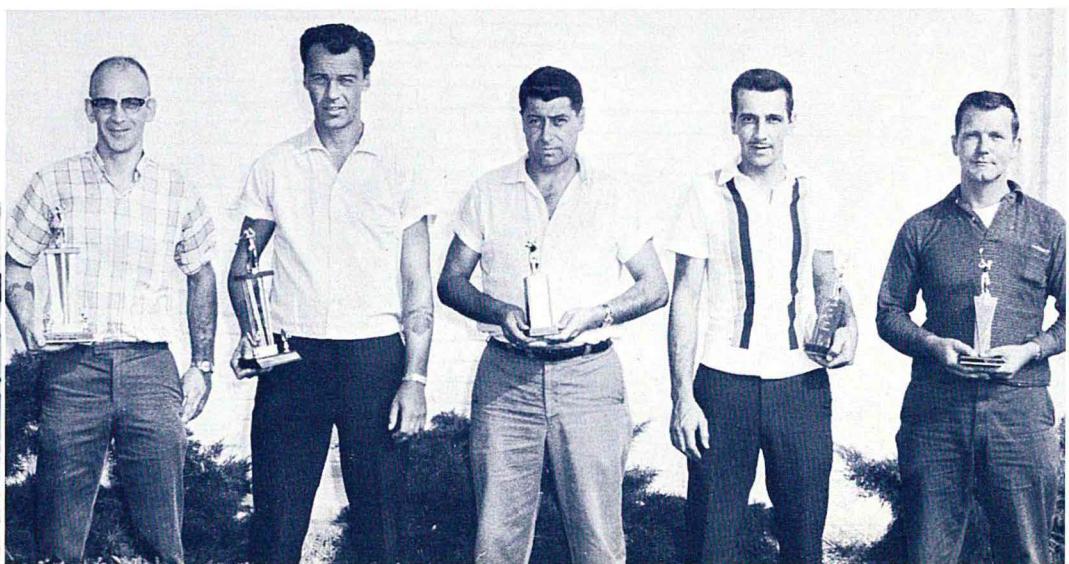
The north entrance to our plant has a new look. The old gates near Bykit Street have been taken down and new, automatic gates have been installed farther back from the street. In addition to improving the appearance of the plant, the new gates allow enough clearance for large trucks to use the driveway.



Mr. and Mrs. Art Thompson are welcomed to the Julianna Club's dance at the Knights of Columbus Hall in South Bend, September 10, by Mrs. Norbert Rethlake, chairman, second from right, and Mrs. Jack Seider, co-chairman, right.

NEWS

Winners of the Dawn Golf League pose with their trophies. Left to right are: Leroy Byrd, Bill Cholasinski, Dale Sinders, Bob Ambrick and Pat Ross. In the single photo at left is Walt Ostrowski who finished second in season play. Byrd, who is league president, and Cholasinski placed first in the league for the second straight year while Sinders and Ambrick finished third. Ross was given a trophy for winning the fall tourney, September 11.



A record crowd enjoyed the annual picnic sponsored by the Athletic Association on August 6. The three photos at the right show some of the highlights of the picnic. In the top photo, children enjoy rides on the wagon pulled by a team of ponies. Some of the men responsible for roasting the corn are shown at work in the bottom photo. At the extreme right, Al Degeeter, president of the sponsoring Athletic Association, takes time out to visit with the clown who entertained the children.



AND VIEWS (CONTINUED)

Early in September, B. J. Squires of Tilghman Wheelabrator Limited in England visited our offices in Mishawaka. Shown, left to right in James L. Hesburgh's office, are George F. Wilkins, Mr. Squires, Mr. Hesburgh and Chalmer R. Cline.



Robert Pfliegel, secretary-treasurer of the Wheelabrator Golf League, shows winners of the group's annual fall outing the prize won by Bud Wolff. In the photo, left to right, are Walt Ostrowski, Pfliegel, Wolff, Chet Herman and John Keller.

Part of the inside sales force — the Dust and Fume Control Division located on the second floor of the Technical Center.



In-plant training sessions are conducted in customer's plants by members of the sales department staff.

SALES DEPARTMENT VITAL LINK IN MAIN

A cardinal rule of business states that "sales are the beginnings of profit." It follows from this that an efficient, hard-working sales department is very important if a company is to maintain a profitable business. A high quality product produced at a competitive price may be attractive to sell, but it will certainly not sell itself. This is especially true in our highly competitive industrial market.

While consumer goods like cosmetics, food items and small appliances rely almost entirely on advertising and sales promotion, capital equipment such as we produce is rarely bought on this basis alone. Every potential customer must be shown, in dollars and cents, how a Wheelabrator product can benefit him in his own unique situation. This task of persuading and proving is undertaken by Wheelabrator salesmen every day.

K. E. BLESSING DIRECTS DEPARTMENT

Not only must the individual salesman be effective, but so must the entire sales organization behind him. Kenneth E. Blessing, Vice President of Sales, directs all the activities of the Sales Department.

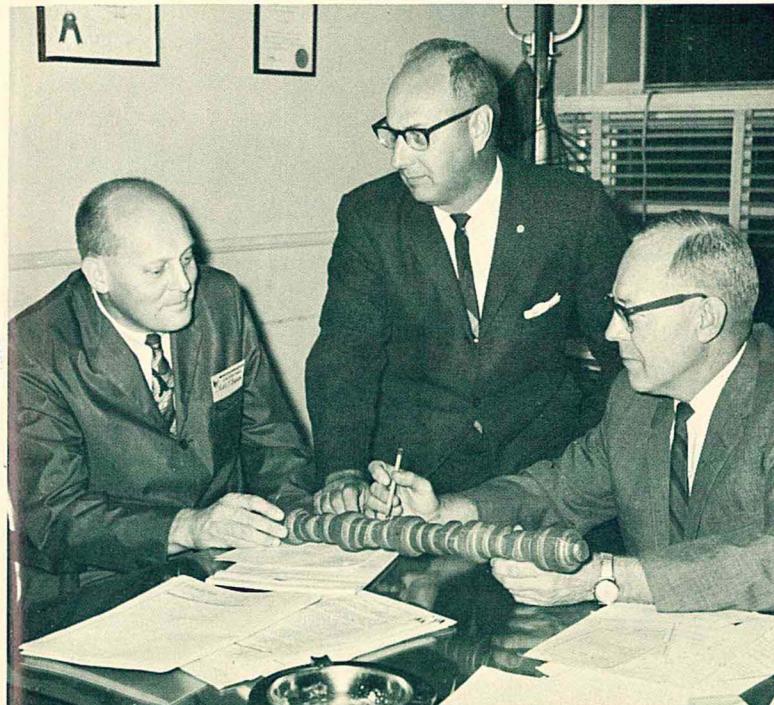
As it is now, the Sales Department is organized

into eight regions. These are, for the most part, autonomous and individually responsible for their performance. Responsibility for the field operation rests with one man in Mishawaka, Lawrence W. Kohlmeyer, field sales manager. Heading up our operations in each of the regional offices are the following men: John H. Burlingame, New York Region; Dean T. Pournaras, Cleveland Region; James H. Barnes, Detroit Region; James H. Thomson, Chicago Region; L. J. Wieschaus, Birmingham Region; John H. Phelan, Los Angeles Region; George F. Burditt, Pittsburgh Region and Thomas L. Fawcett, Philadelphia Region.

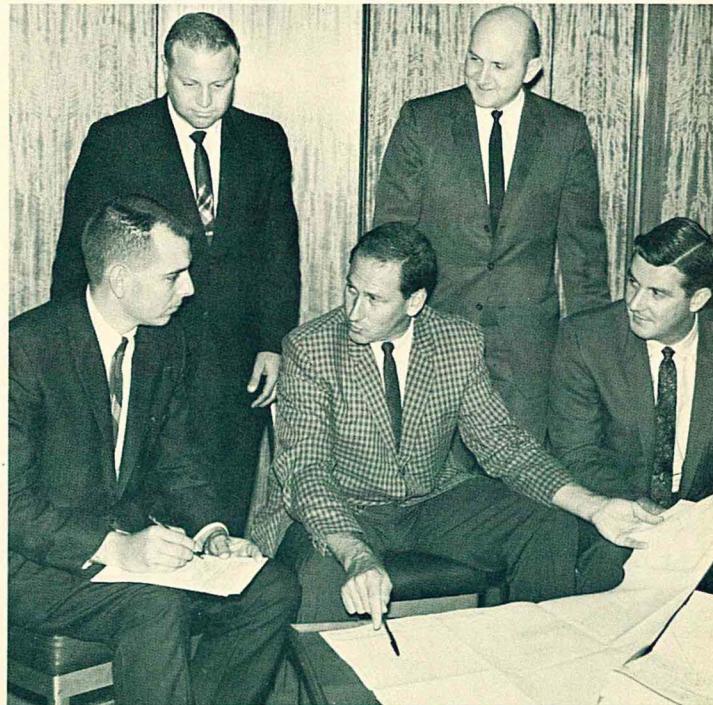
FULL LINE SALES ENGINEERS

Each region has a core of sales engineers who sell our complete line including Blast Equipment, Lorco Vibratory Finishing Equipment, Repair Parts and Abrasives. In addition, the regional offices employ specialists in each of the product areas to insure that each line gets the proper amount of attention in that region. Also, service supervisors in each region help coordinate the activities of the service engineer in the start up of newly-delivered equipment and the servicing of other equipment in their regions.

Another service of the sales department — customers coming into our plant to confer with officials on the status of orders.



Field personnel return to Mishawaka from time to time to confer with Mishawaka officials.



Mining Profitable Business Enterprise

These sales specialists also act as local, specialized sales backup personnel. For example, a sales engineer may be unfamiliar with the detailed workings of a particular type of equipment one of his customers is planning to buy. The specialist consults with the sales engineer in this case and will make special calls on the customer with the sales engineer.

HOME OFFICE SALES BACKUP

Further backup for the sales engineer and the specialist — this time on a broader scale — is provided by the Mishawaka office. Three sales managers supervise a staff whose aim is to aid the men in the field. They are George F. Jones, sales manager — Supply Division; Gordon E. Medlock, sales manager — Lorco Division, and Julius E. Skene, sales manager — Blast Division.

Among the services that their staffs perform are the preparation of sales proposals, keeping of valuable sales and competitive data, running of tests in both the Blast and Lorco Demonstration Laboratories, providing technical assistance in the form of literature and personalized services.

They also make occasional trips to the field to

help our firm's sales efforts. Another purpose of these trips away from the Mishawaka office is to allow the product managers to keep abreast of what is happening in the field.

AIR POLLUTION CONTROL SALES

Because of the specialized nature of air pollution control equipment, sales activity in this area is handled differently. In highly dense industrial areas, air pollution control equipment is sold by Dust and Fume Control Regional Engineers. But, in less concentrated market areas, this equipment is sold by the same men who sell the general line of Blast and Lorco equipment, repair parts and abrasives.

The total air pollution control sales effort is headed by Frank R. Culhane, sales manager — Dust and Fume Control Division. Reporting directly to him are Dust and Fume Control Regional Engineers stationed in offices in the following cities: New York, Hazleton (Pa.), Philadelphia, Atlanta, Birmingham, Pittsburgh, Detroit, Cincinnati, Chicago and St. Louis.

Men who sell Dust and Fume Control Equip-

SALES DEPARTMENT *Continued*

ment in addition to our general line are headquartered in Houston, Dallas, Los Angeles, San Francisco and Portland. These men report to Lawrence W. Kohlmeyer, field sales manager. Both groups of Dust and Fume Control salesmen share the same home office sales backup force of sales application and service engineers.

Other departments play a crucial role in the sales effort also. For example, sales aids are an important tool in our sales department. A salesman can hardly be expected to sell products such as we produce on the first meeting with the potential buyer. In fact, he would make very little headway if the customer had never even heard of our product.

The task of informing potential buyers of the

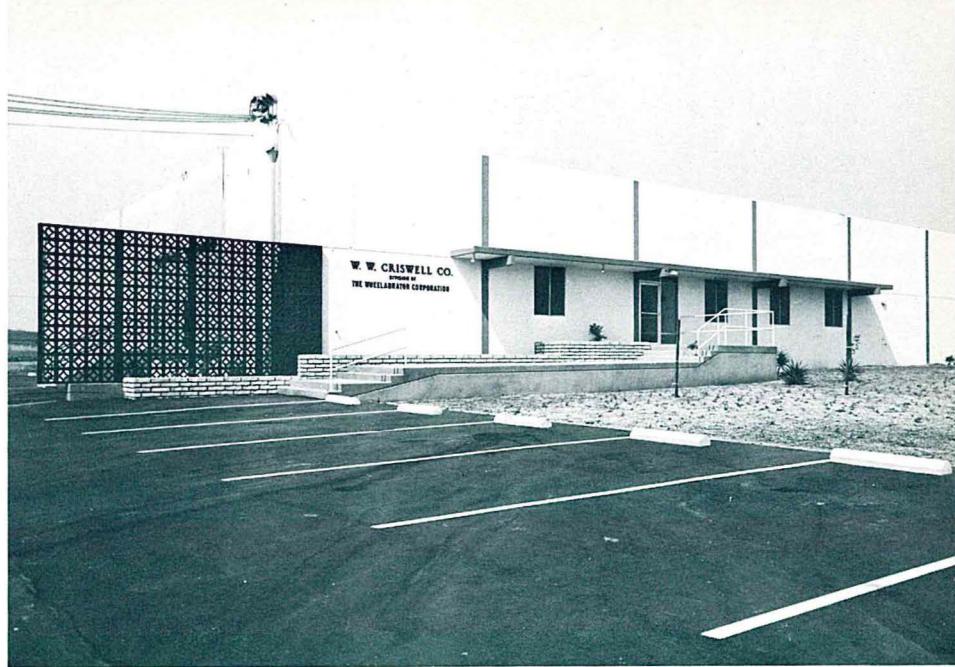
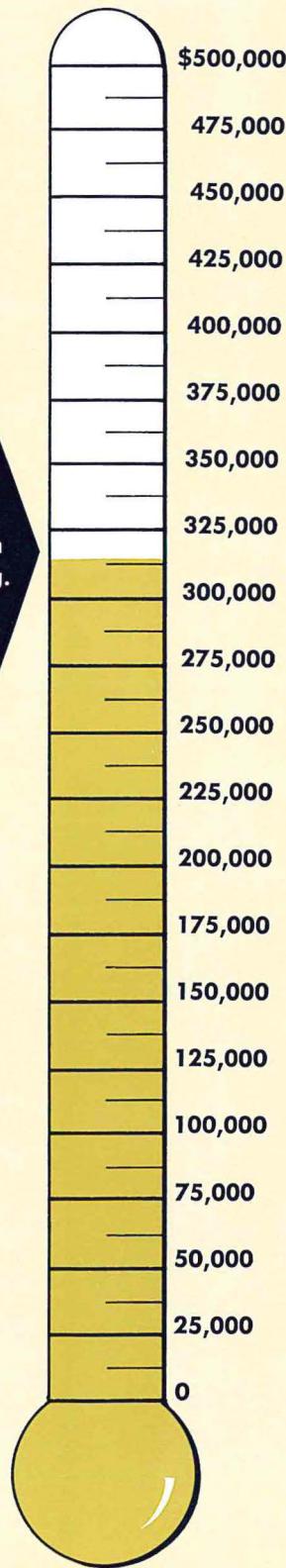
advantages of our product rests with Marketing not only through the placing of advertisements in trade magazines, but through the publication of direct mail brochures and catalogs. Even before this, the Marketing Department seeks to identify the potential customer through market research.

When the customer is at the stage where he shows a definite interest in a Wheelabrator product, a trip to the Demonstration Department, where his individual problem is exposed to actual testing, may be in order. Although these are very simple examples of how other departments play a part in sales, they show that the sales department is dependent upon cooperation and coordination with other departments.



K. E. Blessing, vice president of sales, and L. W. Kohlmeyer, field sales manager, are shown with seven regional managers during the group's third quarterly meeting in September. Seated, left to right, are John Phelan, Los Angeles; L. J. Wieschaus, Birmingham, and Mr. Blessing. Standing, left to right, are George Burditt, Pittsburgh; T. L. Fawcett, Philadelphia; Dean Pournaras, Cleveland; James Thomson, Chicago; John Burlingame, New York; and Mr. Kohlmeyer. James Barnes, Detroit, was absent when the photo was taken.

Watch It Go Higher!

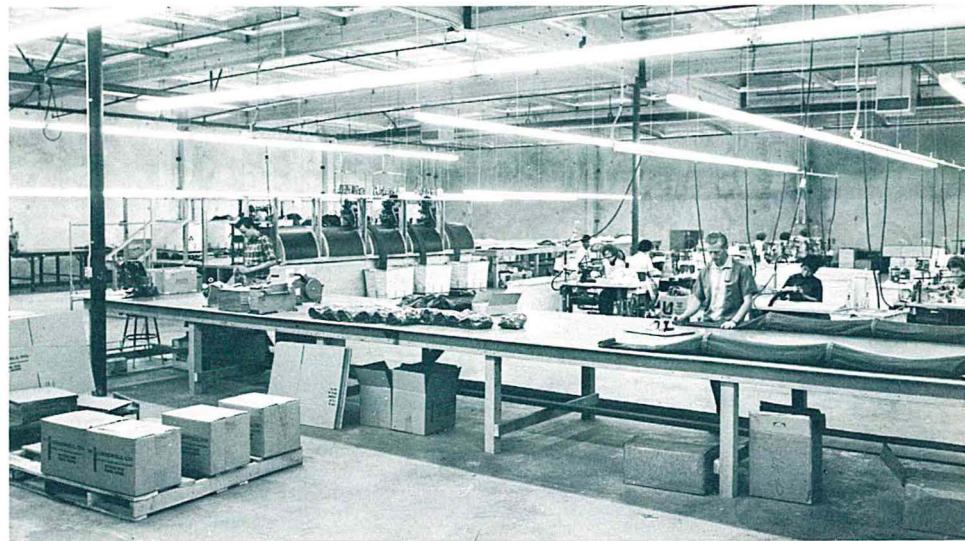


NEW CRISWELL FACILITIES SERVE GROWING MARKETS

To serve growing business requirements on the west coast, the W. W. Criswell Division of The Wheelabrator Corporation built the manufacturing and office facility in Riverside, California, that is pictured on this page.

The top photo shows the modern exterior of the 100 by 120 ft. structure. The photo at the bottom shows part of the area used for the manufacture of cloth filters for air pollution control systems and plastic products for wet filtration systems.

Formed in 1961, the Criswell Co. also operates a plant in Riverton, N.J. for the manufacture of all types of fabricated bags and blankets for filtering solids from gas or liquid streams. These items are supplied to many industries principally in the cement, chemical, steel, carbon black, mining and non-ferrous metals field.



Marianne Yeakey was guest of honor at a luncheon September 2. We were sorry to see her leave but we are happy she can join her husband who has been in Korea for the past 13 months. Marianne and Virg are residing in Fort Sheridan, Illinois until his discharge in March. Among those at the luncheon were several of Balcrank's sales representatives: **Jack Davey**, Chicago; **Lyle Randles**, California; **Jim Pernenter**, Oklahoma; **Frank Danzo, Jr.**, Kansas; and **Porter Alden**, New Jersey. They were here to attend a Jet Pulser seminar . . . We would like to welcome **Martha Heeter**, **Rod Johnson**'s new secretary. Martha recently moved here from Louisville, Kentucky . . . We also have a new addition to our engineering department. **Carol Bryan** joined us August 5 . . . **Wayne Schlemmer** is the proud owner of a new Gulbranson organ, which will receive a great deal of use by Wayne and his oldest daughter, Sharon . . . **Mel Riehm** will be spending his vacation in Washington and Oregon . . . **Inez Lovely** enjoyed her vacation at home with her son and his family who were visiting from Maryland . . . **Chuck Bradley** took his family camping with other friends to Burt Lake, Michigan. They had fun even though it rained and they didn't catch any fish . . . Our congratulations to **Larry Vogt**! While vacationing in Miami Beach, Florida, he caught a 7 foot sail fish.

Marie Calentine
Balcrank Offices

The gal who probably had the most interesting and enviable vacation was **Mary Lou Rethlake**, Sales, who spent four weeks in Europe. The main purpose of her trip was to see her 82-year-old grandfather who lives near Gent in Belgium. Mary Lou and her sister, Joan, left June 24 by plane and arrived in Milan, Italy, then visited Rome for three days, from Rome on to Brussels, where they met her mother, another sister and her daughter, and on to Gent to see many relatives and friends who live nearby. Having Belgium as their home base, they went on a 9-day tour of neighboring count-

ries — spent several days in France, on to Spain and Luxembourg and back to Belgium . . . **Vicki Miller**, of Abrasive, spent one of her weeks of vacation driving up through Michigan, into Canada, visited Tahquamenon Falls in the Upper Peninsula, coming back through Wisconsin. She and her girlfriend visited the zoo at Milwaukee and Brookfield Zoo in Brookfield, Illinois. While they were way up there in Canada, they took an airplane ride at Sault Ste. Marie, flying over the locks and that area. They noticed a huge plant below which turned out to be that of our customer, Algoma Steel . . . **Ginny Silvers**, Parts Dept., spent part of her vacation taking her three youngest children to "Santa's Village" at Elgin, Illinois. "Like a fairyland," she said — beautifully landscaped storybook scenery. There is, of course a "Santa's Workshop", many rides, including a large horsedrawn pumpkin, seating eight people, a little train with seats for 40 people, authentic replicas of antique cars that are electrically operated . . . A rather sad vacation week was spent by **Helen LaDow**, Sales. She sewed and shopped for daughter, Debbie, so she could send her off to college. (First time away from home for such a long time, you know.) They delivered her at Ball State University on Labor Day and about two weeks later son, Dave, left for Tri-State at Angola. We almost needed a crying towel around this corner for awhile . . . Wouldn't you think you would go to a ranch to ride horses, go on hikes, etc? Well, **Geri Seeley**, Abrasive, went to Jack & Jill Ranch, near Muskegon twice this summer and didn't

ride a horse once! Must have been some handsome "cowboys" up there, though . . . Someone else who goes on very interesting trips is **Odelia Schaut**, Order Dept. She and her husband went west again this year but visited places they had not seen before. First, of interest, was a trip to Denver, across the Painted Desert, Lake Powell, which she reports is a beautiful large lake in Utah and Arizona; to Zion National Park, and Las Vegas. We must dwell on this a minute—she gambled and to quote Odelia, "lost my slip" (instead of shirt). She was winning and her husband came to the table and, being a good wife, gave him some of her winning chips, and promptly started to lose. They told her she "gave her luck away". Next time, and there probably will be a next time, she wants to win it back. There is a moral in this story somewhere . . .

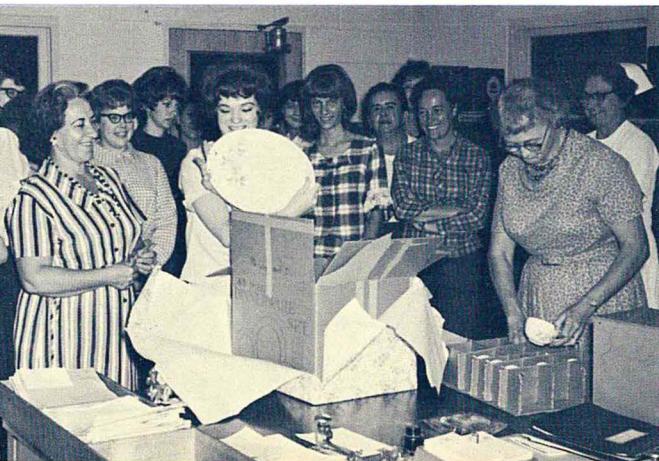
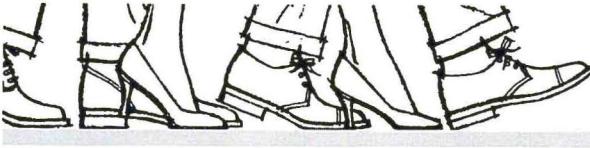
Eleanor Rea, Sales

Virginia Collins and **Eileen Hofmann** spent their vacation fishing in Cohasset, Minnesota . . . **Robert Klump**, foreman, and his family spent part of their vacation this summer in Kentucky and the remainder of it enjoying their new home in Reverewood . . . **Maude Bennett** visited her mother in Corbin, Kentucky during her vacation . . . Vacations in Cincinnati, Ohio, were spent by **Helen Smith** and **Chester Barger** and family . . . **Aggie Dorst** visited her mother in West Virginia . . . Our sympathies to **Ervin L. Jones** in the death of his father and **Maude Bennett** in the death of her father-in-law . . . **Jerry Brown** recently spent two weeks with the U.S. Army Reserves.

Virginia Collins
Balcrank, Brookins

Glenn Fulmer and his wife recently returned from a trip to Colorado where they visited their son David who is stationed at Lowry Field . . . **Jerry Hall**, an assembler on the Lorco line, has been appointed to the Local 995 sick committee. Other members are **Elmer Byrd**, **John Palmer** and **Andy Conklin**. If you know of any fellow employees on sick leave please

PASSING PARADE



Girls who work in the Methods & Planning and Production Control areas gathered to watch Sandra Martin open a gift before she was married August 27 to Roger N. Phelps III. Mrs. Phelps works in Production Control.

contact any one of the committee members . . . Also back from vacation is **Charles Correll**. He spent most of it traveling in the New England states . . . **Dick Schaut**, spot welder, is the proud father of a new daughter, Elizabeth Ann, born August 5 . . . **Don Duerksen** and family spent their vacation camping in Prince William National Forest at Washington, D.C. . . . **Elmer Mast** spent most of his vacation traveling through New Mexico, Los Angeles, Oregon and Yellowstone National Park . . . **Ralph Dietrich's** son, Joe, has enrolled as a freshman at Indiana State College . . . **Bob Barsoda** and family camped near Detroit during their vacation in a Chevy van that he converted into a camper . . . **Stanley Bober**, who has been in the Naval Reserve, will be leaving soon for active duty. Good luck to you and your wife, Stan . . . We want to extend a welcome to **Fred Beals**, **Fred Britton** and **Leonard Shiprek** who have joined the electrical section of the Steel Shop . . . **Ray Ledgard** and his family spent their vacation traveling in the western states . . . **Ed Wales** spent his vacation at home. His son, Phil, was home on furlough during that time just before going overseas on an intensive training course with the Marines . . . **John Mumby** and family spent their vacation in New York City and on the way back to Indiana stopped in Pennsylvania to visit the fellow he works with all the time on the Lorco assembly line — **Jerry Hall**. Hall was also on vacation at the time . . . **Joe Bidlack** and wife along with **Herbert Hillebrand** and wife visited Gettysburg, Washington, D.C., the New England states and Niagara Falls in Joe's new Mercury . . . **Ray Hutchins** and wife took a sight seeing trip north of Lake Superior from Sault Ste. Marie to Duluth, Minnesota, returning through Wisconsin to spend time with their son Duane and family at Racine . . . **Red Richards** is back operating the crane in North Shipping after an extended sick leave.

Ralph Holdeman, Assembly,
Erection, North Shipping

* * *

The vacations taken by the guys and dolls in Dust & Fume Sales and Engineering and Lorco Divisions could be better expressed as "Around the World in Eighty Days" — **Jo Wien-dels** jetted to Europe with her Dad to visit relatives in Didam, Holland, some of whom she had never seen before, then off to Germany and Paris. While in Paris she visited our **Dave Hysinger** and family and **Joe Delfeld**, Manager of Wheelabrator-Allevard. Although she had some difficulty conversing with her relatives in Dutch,

The Methods & Planning Department presented Phyllis Johnson with an electric fry pan before she left the company to marry Fred Ragusa. They are living in Kentucky where Mr. Ragusa is stationed in the Army.



she's all set to go again next year . . . **Nancy Van Houtdrevre** was off to New York (her first airplane trip by the way). While there she visited friends who introduced her to some of New York's glamour spots. She also took in Vernon Downs Race Track and came away \$5.00 richer. We've had a hard time getting Nancy back to earth — she was quite taken with New York . . . **Lucy Seider** and family, as well as **Joan Wenger** and family, both decided on the West for their vacations. Lucy and her family visited Rocky Mt. National Park, Colorado, Denver and Colorado Springs. They also visited the Black Hills in South Dakota where they saw the beautiful and spiritual Passion Play in Spearfish, South Dakota. The stage is only three blocks long. She advised anyone going to South Dakota not to miss it . . . **Joan Wenger** and family visited Denver and Colorado Springs where she once made her residence. It brought back many happy and pleasant memories. She hopes to go back there and live again some day . . . Oh, by the way, did you know, **Lucy Seider's** son, Ronnie had received his B.A. degree last Spring from Butler University and is now attending the Seminary at Butler University? Nice going Ron . . . Quite a few fishing and camping trips were taken with Wisconsin as the setting for two such trips. **Frank Culhane** and family and **Marge Chomyn** and family both decided on Wisconsin. Marge confessed though that after a few days of camping out that it just wasn't the life for her, but how her family loves it. Too bad Marge. We didn't hear any fish tales from Frank Culhane, but we've heard he's quite a fisherman . . . **Fred Kroll** and his four-year-old son, Chris, went on a weekend camping trip to Warren Dunes State Park. He really believes in starting his son early in the ways of camp life. Real nice though, don't you think? . . . **Bruce Foldesi** and family, also spent a week at a cottage at Lake Michigan . . . A sailing trip on Chesapeake Bay, south of Annapolis, was the setting and va-

cation that **Fritz Brosien** and wife, Kathy, decided on. Fritz is quite a sailor — he even charted his own course, complete with night sailing. They were gone eight days. Statistically, his sailboat measures 20 ft. in length and has a mast 25 ft. above deck. Fritz has a past history of sailing for he used to do quite a lot of it on the Baltic Sea . . . A new face in Dust and Fume Sales is **Richard Hamilton**, Project Engineer. We wish to extend our welcome and best wishes to Dick, his wife Sandra Ann and daughter Tracey Renee . . . And — if you've seen a few feathers flying about, it's probably because the Stork has been quite busy, what with Marie Horak, **Joe Horak's** wife, giving birth to a girl, Rosemarie Ann, Aug. 2, and **Terry Tureskis'** wife, Margaret Ann, giving birth to a girl also, her first name being Kelly, born September 8 . . . In the Lorco Division, **Jean Vergon's** daughter, Vicki Kenaga, gave birth to a girl, Lori Lynne, August 26. Yes, you've guessed it, the girls have it 3 to 0 . . . To make our "Eighty Days Around the World" complete, **Sue Driver** of Lorco Division and a friend jetted to Hawaii. Although she must have wondered at times if she would ever really make it, with the airplane strike causing them a 12 hour delay at the Los Angeles International Airport. They visited the Islands of Hawaii, Kaui, Maui and stayed a week on the Island of Oahu. It was a planned trip with Henry Yim greeting them when they arrived with the customary lei and kiss — wow! They also were guests at a Luau, complete with a roasted pig in an Imu and were entertained with some of the lovely Hawaiian dancing . . . **Jean Vergon** and her husband, **Kenny**, spent two weeks on a motor trip. Almost 6,000 miles to be exact. They visited several western states going all the way to the west coast and then all the way to North Carolina in the East. This was Jean's first trip cut West . . . **Bob Mullen** and family spent their vacation in Tennessee and Dallas, Texas. So, it looks

(Continued on page 21)

DEADLINE



FOR SCHOLARSHIP APPLICATION APPROACHES

December 31st is the deadline for applications for the two scholarships offered annually by the Wheelabrator Corporation, the Verne E. Minich "Founder" Scholarship to Purdue and the Otto A. Pfaff Scholarship to Notre Dame.

The Minich Scholarship is open to applications from both young men and women who plan to study physical sciences, engineering, or business. The Pfaff Scholarship is open only to men interested in studying engineering, science, or commerce.

Complete eligibility rules and application forms are available from the Personnel Department. Applications turned in to the Personnel Department are then sent to the Scholarship Committees of the two universities who determine the recipients.

If there are no applications from Wheelabrator employees or from sons or daughters of employees, or should the University Scholarship Committees determine that no Wheelabrator applicant is qualified, the Committees will then turn to applicants from Mishawaka High School.

In both scholarships the initial award is \$1000 for the first year. This amount is renewable for the following three years.

Ve knew him when

DALE REDDRICKS



Dale Reddricks joined Wheelabrator in 1955 as a factory-based field serviceman. He was then promoted to senior service engineer—factory based, which enabled him to travel to such places as Germany and India on assignment. In July of 1965, Reddricks was promoted to Manager-Service and Erection, the position he now holds.

Dale is married and has three children, a son and two daughters. The Reddricks' make their home at 1140 Bowman Street in South Bend.

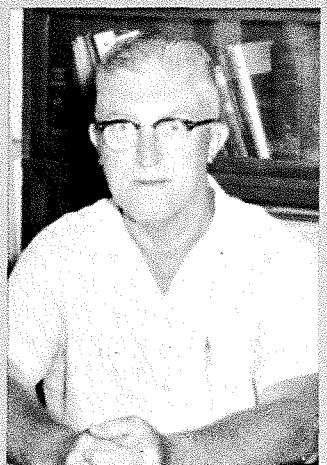
He is active in Mishawaka Lodge No. 130, F. & A.M. and is a Chief Warrant officer in the Army Reserve. Dale also enjoys doing automobile mechanical work with his 14-year-old son.

WALTER OSTROWSKI

Walter Ostrowski is general foreman on the second shift of the foundry. He began working at Wheelabrator in 1946, and was soon named foreman.

Walt is married and has two married daughters and four grandchildren. He and his wife live at 15930 Walter Street in Mishawaka.

When asked about his favorite hobbies, Walt replied, "Golf, golf and more golf." During his 20 years at Wheelabrator he has actively participated in the Golf League sponsored by the Athletic Association. He is also the newly-elected president of the Wheelabrator Supervisors Club. Walt is also a past chairman of the area Chapter of American Foundrymen's Society.



Conferences, Seminars Keep Press and Industry Informed

Keeping the press and industry informed about significant happenings at Wheelabrator Corporation is no small task. And when there are a number of major events happening at any one time, the pace becomes quite hectic.

Eight press conferences and seminars have been scheduled during September and October in four cities — New York, Buffalo, Cleveland and South Bend.

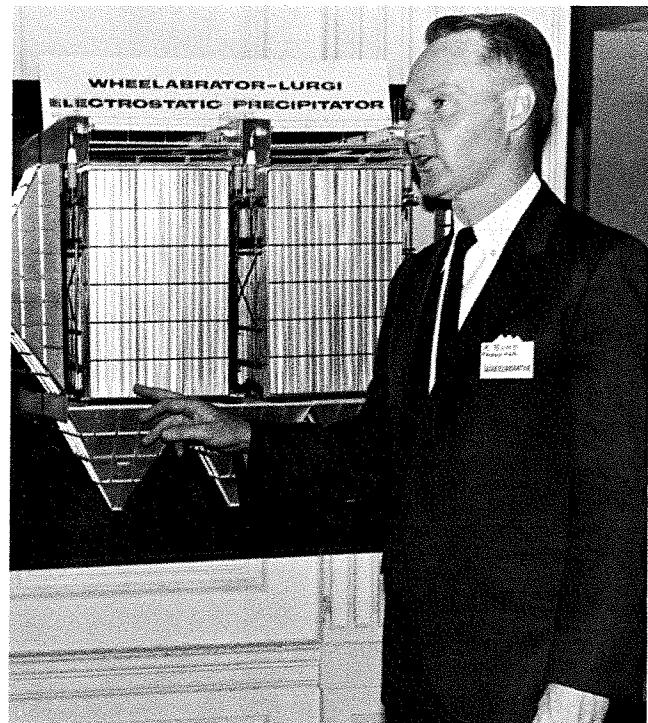
Two air pollution briefings were held in Buffalo on September 14. The first, a luncheon session attended by 100 industry, business, civic and opinion leaders of the city, was hosted by John M. Galvin, chairman of the executive committee of Marine Trust Company of Western New York and a Wheelabrator director. The second briefing was attended by members of the Frontier Press Club, the Buffalo Chapter of the Public Relations Society of America, the Buffalo Industrial Editor's Association and working industry representatives.

Two more air pollution briefings will be held October 10 in Cleveland. A luncheon session will be attended by members of the Public Relations Society of America, the press, and operating management. An afternoon session will be sponsored by the Cleveland Society of the Financial Analysts Federation.

The sessions were in charge of Francis W. Dunn, assistant to the President. Kenneth E. Blessing, vice president of sales, and Robert Bump, product manager, discussed the increasing problem of air pollution control and the four main types of air pollution control equipment manufactured by Wheelabrator.

"NAD" PRESS CONFERENCES HELD

Introduction of the new No-Acid Descaling process to industry and the press was made at three press conferences. The first two were in New York City on September 22. The third was during a breakfast meeting, September 27, in Cleveland for editors and writers attending the Iron and Steel Show but who were unable to attend the New York Conferences.



Robert Bump explains the function of the Wheelabrator-Lurgi Electrostatic Precipitator.

Participants in the NAD briefings were F. John Pichard, vice president of marketing; Francis W. Dunn, assistant to the president; Gilbert Dill, director of research and development; J. Douglas Lamb, sales manager, Wheelabrator Corporation of Canada, Ltd., and Jack F. Jarrell, manager of technical services, Dosco Steel, Limited.

SHOT PEENING SEMINAR

The seminar on Shot Peening in the Aircraft Industry was held October 3 and 4 at the Center for Continuing Education at the University of Notre Dame. President James F. Connaughton gave the welcome address. Other Wheelabrator personnel participating in the sessions were: F. John Pichard, vice president of marketing; Kenneth E. Blessing, vice president of sales; J. J. Janush, marketing manager; George F. Jones, sales manager—Supply Division; John C. Straub, chief research engineer; George R. McNeile, supervising engineer, and Philip R. Jordan, manager of customer service.

people AND events IN THE NEWS

Meetings, Seminars

F. J. Pichard, Vice President of Marketing, will participate in two meetings in October. He will travel to Hot Springs, Virginia for a meeting of the Marketing Council of the Machinery and Allied Products Institute from October 28 to 30, and then attend the convention of the American Institute of Steel Construction, October 31 to November 3, at White Sulphur Springs, West Virginia.

Two Wheelabrator executives will attend the annual meeting of the Foundry Equipment Manufacturer's Association. **Kenneth E. Blessing**, Vice President of Sales, and **Robert L. Orth**, Vice President of Engineering—New Products will participate in the

convention at White Sulphur Springs, West Virginia, from October 27 to 29.

Anthony Kruszewski, Assistant Controller, attended a meeting of the Accounting Council of the Machinery and Allied Products Institute, October 7-9 at Hot Springs, Virginia.

In August, **James L. Hesburgh**, Vice President of International Operations, made a presentation to an American Management Association conference on "Planning an International Merger or Acquisition" in New York. The topic of his presentation was "Establishing Company Strategies and Policies in Acquiring International Companies."

International, Lorco Films Released

Two more motion picture productions have just been released by the Advertising Department. One entitled, "The Wide World of Progress" chronicles Wheelabrator's world-wide operations. Sequences for the 35-minute full-color, sound movie were filmed in five of the countries where we have joint ventures: France, Germany, India, Japan and Switzerland.

The other new film features our Lorco product line. Entitled, "Vibratory Precision Finishing", the 35-minute full-color, sound movie is the first to be released featuring Lorco equipment and

supplies. Included in the film are Lorco installations at Bell and Howell, Inc., Perfect Circle Company, Sheaffer Pen Co., Barber-Colman, Caterpillar Tractor Co., Hydramatic Division of General Motors Corp., and Electromotive Division of General Motors Corp.

The completion of these films brings to sixteen the number of motion pictures produced by Wheelabrator. They are available for use by salesmen, customers or persons wishing to present a program on any aspect of our business.

New Employees

Engineering: Carol L. Bryan and Paul A. Maehler. **Sales:** M. Dean Kantz, Lorraine M. Brockeveldt, Julie A. Craven, and William R. Hamilton, Jr. **Data Processing:** Beverly J. Beam, Juanita M. Mikel, Marlene A. Fezy, Marlene K. Fackelman, and Jane E. Fries. **Office Services:** Ann-Marie Leyes and Bernard W. Meyer. **Dust and Fume Sales:** Edward P. Koval. **Chicago Office:** Judy Drauden. **Balcrank Sales:** Martha A. Heeter. **Pro-**

duction Control: Linda C. Correll. **Machine Shop:** Delmar R. Thomas, Douglas W. Coddens, Clarence E. Neese, Phillips D. Kirkendall, Wilfred M. Fisher and Robert L. Griffee. **Assembly:** Charles E. Klatt. **Foundry:** Theodore L. Bass, Ted J. Kazmierczak and Joseph S. Pangallo. **Plant 2 Maintenance:** Jerry Crowe. **Brookins:** Elmer E. McGary. **Inspection:** Charles A. Cleveland and Raymond R. Cobb. **Fabrication:** David A. Lange.

Union President Attends Classes

Glenn Fulmer, president of Local 995, U.A.W., was a student at Purdue University for a week this summer. He participated in

a class in Union Leadership Administration on the Lafayette campus. The class was sponsored by the United Auto Workers.

Anniversaries

30 Years

Alden E. Lenhard	Mgr. of Adv. and Sales Prom.
Lambert Klaer	Machine Shop
Greg Thompson	Machine Shop
Donald Raabe	Machine Shop

25 Years

Kenneth Bidlack	South Shipping
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20 Years

Fredrick Baldauf	Sales
Glenn Clark	North Shipping
Clarence Frick	Foundry

15 Years

Don Scott	Steel Shop
Leo Deneve	South Shipping
Frank Culhane	Dust & Fume
Willard Smith	Cost

Clyde White	Plant 2
Jewel Bradberry	Steel Shop
Robert Lennox	Stockroom
Donald LaPlace	Prod'tion Control
Woodrow Carter	Plant 2
Ralph Platz	Plant 2

10 Years

Charles Swift	Plant Engineering
Ralph Young	Steel Shop
Corwin Kiser	Steel Shop
John Palmer	Steel Shop
Anthony Vandeloo	Plant 2
William Roe	Stockroom
Charles Dubie	Plant 2
Gordon Medlock, Sr.	Sales
Jerome Selig	Pasadena
John Phelan	Pasadena
Richard Simth	Export
John Weaver	Steel Shop
Jerry Kinney	Plant 2

PASSING PARADE

(Continued from page 17)

CANADIAN CLASSICS

Labor Day has come and gone and the children are back at school and it looks as if fall is upon us. Looking back at our plant shutdown, when most of us were on holidays I believe I can safely say that everyone who was away on vacation at that time really enjoyed excellent weather and came back with nice tans and looking rested . . . Janet Horne, daughter of **Alex Horne**, Manager of Blast Sales, has enrolled at Ryerson Polytechnical Institute for a course in Journalism . . . Mr. **R. A. Campbell**'s son, "Tony", has returned to McGill University in Montreal where he will be starting his second year . . . Bob Dick is starting his first year at his father **Gord's** old Alma Mater and is entering Queens University on a scholarship . . . **Doug Durrell**, Sales and Service Engineer, is still trying to break his neck racing. Several weeks ago he wasn't content to race at Mossport, he had to go on to Ottawa and ended up wrapping his car around a pole and getting a couple of cracked ribs . . . **Gord Dick**'s favorite song these days is "Don't sit under the Apple Tree" — especially when he's falling from it. Gord had a small accident awhile back and took a fall out of said tree and suffered a badly sprained ankle . . . **John MacKay**, Dust & Fume, comes into work these days mumbling to himself and if you stand real close to him you can hear he is speaking French. He will soon be a regular linguist. Keep it up, John . . . **Chris Boak** is building a new cottage up in the north country and comes back from the weekends show-

ing off his calluses and bruises . . . **Jackie Hawkyard**, secretary Blast Division, recently celebrated her "29th" birthday. We all wish her many more "29th" birthdays . . . **Bob Shurtleff**, Dust & Fume, is really all set for winter. The other night he went downtown and bought the ski spot out. He got some terrific buys on ski equipment and came back with "Hart Galaxie" skis and extra fancy ski boots and all kinds of other stuff. He will be all set for the Laurentians when he goes to Montreal . . . We welcome **Paul Eye** to our organization and he will be assuming the duties of Production Supervisor, taking over from **Martyn Ubbink**, Blast Division, who was filling in until Paul came with us. We wish him well . . . Two of our female employees, **Jackie Hawkyard** and **Gail Durbray** are in the market for new cars and they are driving these car dealers wild. Whoever heard of turquoise exterior with petal pink interior? Trust a woman to think of these wild colors . . . Linda Donaldson, Production, recently came in wearing a new diamond. I understand the wedding will be sometime next year. Congratulations, Linda . . . We wish to welcome Mrs. **Christine Babineau** who will be working in the Accounting Department. We hope her stay with us will be a long one . . . All the staff of Wheelabrator Corporation were invited to a corn roast given by **Gordon** and Anne **Big Canoe** recently. Gord sent up a smoke signal and gave us the route. Everyone turned out with a good appetite.

Bob Ross

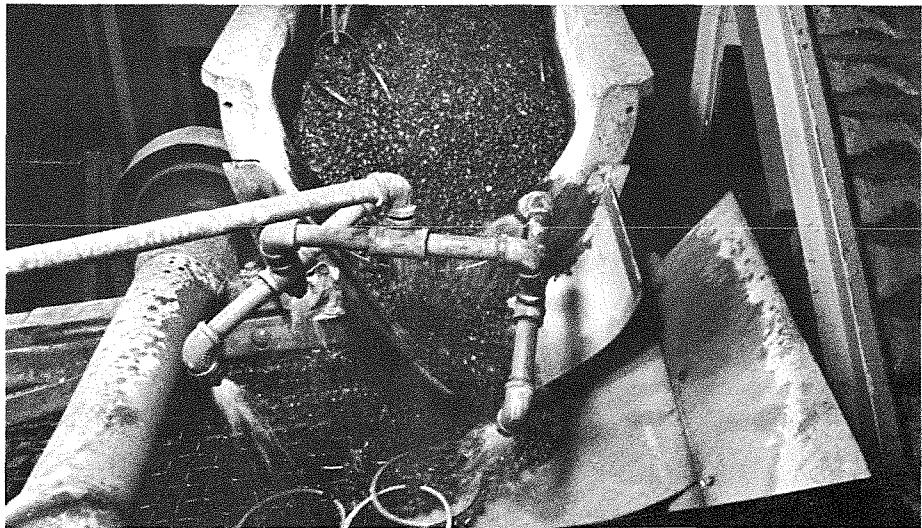
like the West was quite popular this past summer . . . This about completes our trip — if I have forgotten anyone it's because this writer is exhausted . . . P.S. I certainly enjoyed my trip around the World — didn't you?

Joan Wenger, Dust & Fume
Control and Lorco Divisions

• • •

Sandra Martin, of Production Control, was married on August 27 to Roger N. Phelps III in South Bend. Sandra is the daughter of **Glen Martin** of the Steel Shop. The bride and groom went north on their honeymoon. We wish them the very best in their married life . . . **Phyllis Johnson**, of Production Control, left the company on September 16 to be married to Fred Ragusa of Baldwin, New York. Fred is in the service stationed in Kentucky. Phyllis is the daughter of **Phil Johnson** of Engineering. Good Luck, Phyllis. Our best wishes go with you . . . **Bob Trueax**, Methods & Planning, just returned from his vacation. When asked what he did he replied, "Helped my wife wax floors." That was being what I would call "Mother's little helper" . . . **Gene Sobiech**, Methods & Planning, and his family spent their vacation at Diamond Lake . . . **Jim Hullinger**, Methods & Planning, spent his vacation driving to California . . . Bowling season is well on its way. Good or bad it is still a lot of fun. Good luck to all bowlers at Wheelabrator.

Hildreth Boehnlein
Methods & Planning



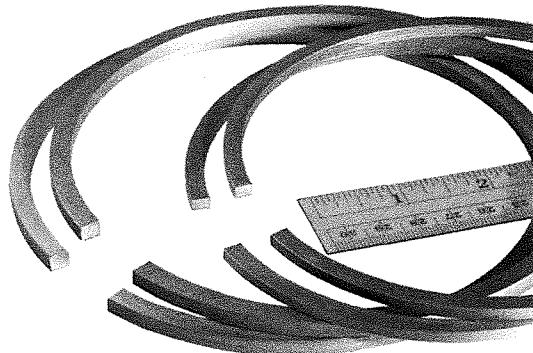
Parts and media empty out of the Lorco equipment installed at Perfect Circle Company.

LORCO RINGS UP SAVINGS AT PERFECT CIRCLE COMPANY

Perfect Circle Company of Hagerstown, Indiana, has lowered the cost of producing automotive piston rings — and at the same time improved product quality — with a Lorco Continuous Vibrator.

Company officials point out that problems had arisen in the area of deburring with the use of various alloys. Previous deburring operations, largely done by hand, were greatly increasing costs of finishing the product. Installation of the Lorco 30 cu. ft. Continuous Vibrator has solved their cost problem, at the same time improving plating bond and corner conditions to resist chipping.

Such savings are realized through the use of the Lorco equipment and Perfect Circle officials



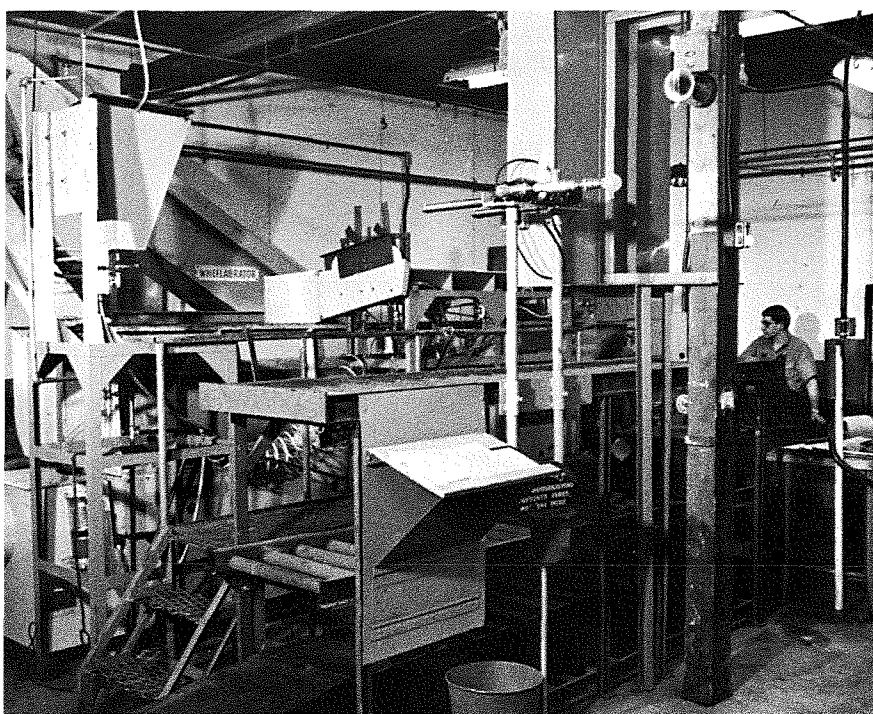
A close-up view of Perfect Circle's product.

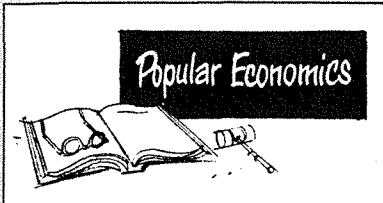
estimate that the initial investment will be amortized in two years!

Because different sizes of parts are processed in the same vibrator, the time sequence is varied by adding the parts at different points along the vibrator tank. This means there is no complicated change-over procedure involved, thus reducing labor and time costs.

Another impressive feature of this system is the efficient vibrating screen which prevents the parts from becoming entangled with one another as they leave the tank.

Camera catches over-all view of the Lorco 30 cu. ft. Continuous Vibratory Finishing System.





Debt Adjusters

Debt adjusters are individuals or companies engaged in the business of pro-rating the income of a debtor to his creditors for a fee or service charge.

Ideally, a debt adjuster would set up a budget allocating a certain percentage of the debtor's income to the retirement of his debts, as well as the agency's fee. The adjuster would then set up a payment schedule for distributing the available income on a prorata basis to the creditors. However, if satisfactory arrangements could be made, the debtor would make regular payment of the amount budgeted for debt retirement to the adjuster who would distribute the funds to the creditors, as well as himself. As a rule, this situation is not only idealistic, but uncommon.

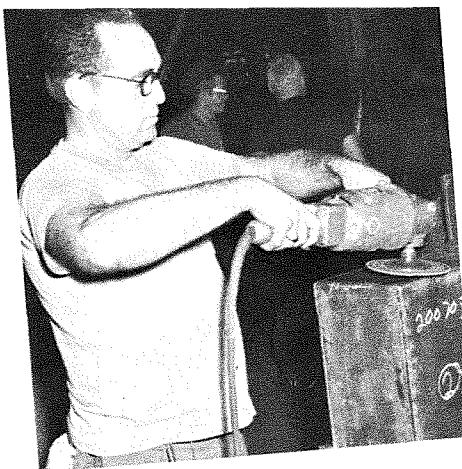
Some facts one should know about debt adjusters are:

1. The advertisements that lead you to believe that your responsibility for your debts ends when you engage a debt adjuster are misleading and false — only *you* are responsible for your debts.

2. In the end, you may *worsen* your credit position if you don't meet the payments . . . the debt adjuster will also be your creditor.

3. Agreements usually favor the adjuster in the event of non-payment . . . the penalty of withdrawal from the plan may be loss of all of your previous payments.

Alternatives to this dangerous and often costly practice of trusting money and reputation to a debt adjuster are available. Legal aid societies, family welfare agencies, and retail credit bureaus are willing to assume the burden of debt adjustment with little or no charge to the deserving debtor.



The accepted way to use a grinder — while wearing a protective face shield — is demonstrated in the photo at right. In the photo above, Dick Coddens demonstrates a dangerous technique — use of a grinder without proper shielding.



Safety Pays

Grinders of one type or another are in use in nearly all parts of the factory. They are useful and necessary tools. But if misused, they can cause serious injury. For this reason there are several safety precautions that should be taken when grinding or when near someone who is grinding.

Wear a safety shield. This is the most fundamental precaution for the grinder himself. Sparks produced by even the smallest of hand grinders are potentially dangerous to distances of 10 feet or more. Not only can the hot bits of metal burn a person seriously, but the abrasive wheel can break up, sending fragments in all directions. The shield protects all parts of the face and neck, as well as the eyes.

Be mindful of others near you when grinding. Warn fellow workmen who are too near. Hot sparks can hurt others who are unprotected, in fact, you may be more dangerous to others than to yourself.

Be careful when working near a grinder. Stay far enough back from the shower of hot sparks.

Watch loose clothing. Loose clothing can easily become entangled in the wheel leading to serious injury.

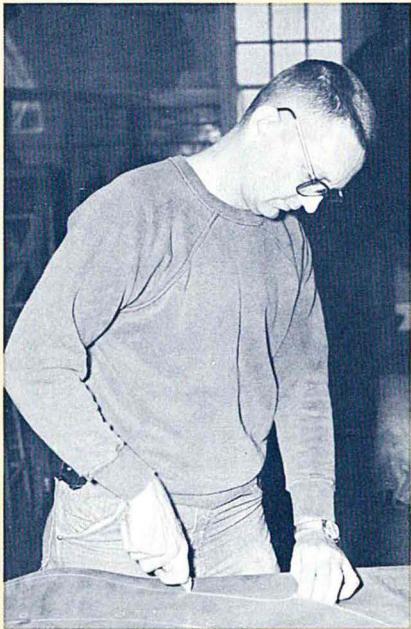
Remember that the abrasive wheel can cut flesh as well as metal. Serious accidents have occurred when a grinder has lost control of his machine and cut himself.

These hints are provided by PARADE in the interest of safety for Wheelabrator employees. Don't be the victim of carelessness when operating or working near a grinder.

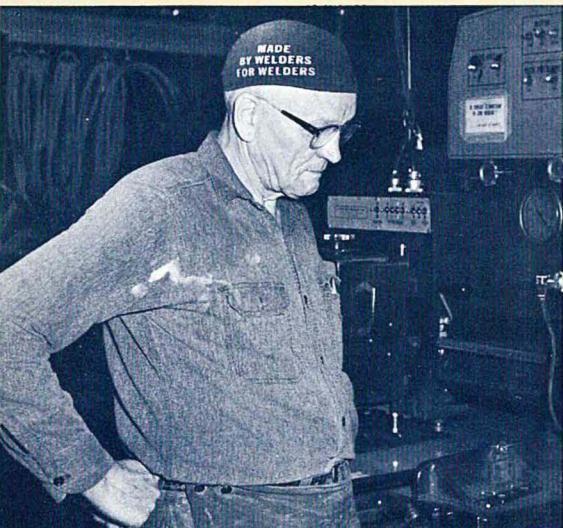
On the Job



Art Webber has been working as an order filler in the Stockroom since he joined Wheelabrator in 1950, excepting a four-year term in the service. During the summer, many of his evenings are spent playing softball in the city league. Art and his wife, Mary Ann, a former employee of the Engineering Department, live at 1213 West Sixth Street in Mishawaka with their two daughters.



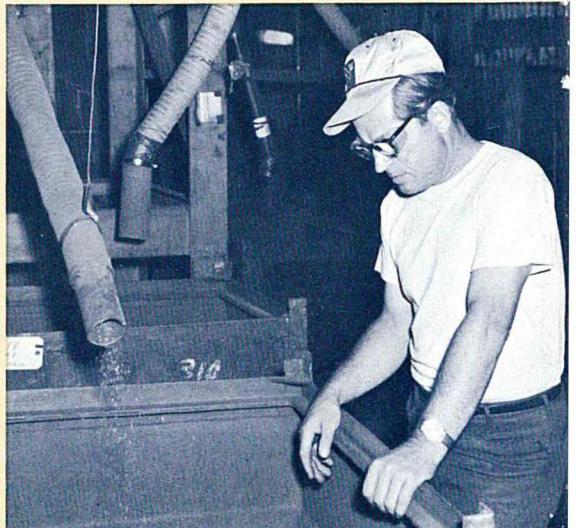
Guy Clewell works as a layout man on the rubber bench. He has worked at Wheelabrator since 1950. In addition to this present job, he has been a material handler, a saw operator and a multiple drill operator. He lists his hobbies as camping and fishing and is active in the Osceola Lions Club. This November, he and his family will travel to Las Vegas, Nevada. He lives with his wife and two daughters near Elkhart.



Traveling is the chief hobby of **George Scott, Sr.**, who operates an NCG burner in the Steel Shop. On his vacation this year, he traveled through Texas, Mexico and Montana — all in 2½ weeks. George started working here in 1941 as a radiograph operator and was then moved to the burner where he has been ever since. His son, George, Jr., works in the Machine Shop.



Charles McConahay is an order filler in the Stockroom. He began his employment at Wheelabrator in the Maintenance Department and later worked in the Foundry. Chuck spends as much time as he can, squirrel and rabbit hunting, but doesn't stray too far from home because he is a member of the Harris Township Volunteer Fire Department. He and his wife have a son who is in the service. They live at 53548 Fir Rd., Granger.



Alfred Smet has been an employee of the Foundry since coming to Wheelabrator in December of 1947. He has two daughters, one of whom is married, and two grandsons. Al likes to bowl and enjoys fishing when he can find the time to do it. He and his family reside at 709 W. Sixth St. in Mishawaka.



The Foundry is where **Herb Quayle** worked when he joined Wheelabrator in 1950. From there he transferred to the Steel Shop. Herb now works in the ball mill room of Plant 2. He and his wife, Dorothy, have one daughter. The family resides at 349 Capital Ave. in Mishawaka. When asked what his favorite pastime is, Herb replied, "fishing".