

the Wheelagram



Materials Cleaning Systems Division
Wheelabrator-Frye Inc.

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PLANT ACTIVITIES RESUME — operations return to normal as we work together to satisfy our customers — who are the most important part of our business.

**JIM VANKOVSKY —
SALESMAN-OF-THE-MONTH**



Over the past four years fourteen Salesman-of-the-Month have been named. According to Jim Cooke, Field Sales Manager, "in every case the award was based on a specific sale that represented a unique effort and involved a sales principle that could be utilized by others." Not to break tradition, Jim receives his award for an outstanding job at A. O. Smith which resulted in an order for a 4-Wheel Strip Descaler; "however," comments Jim Cooke, "in Vankovsky's case, the award could have been given on any number of other significant orders that were booked because of total sales professionalism. In 1976, Jim Vankovsky made more sales calls than any other Equipment Sales Engineer in Wheelabrator. His customer presentations go smoothly because everyone is informed and it is a real team effort." Congratulations to the "Pro!"

IT'S ANNIVERSARY TIME FOR . . . DONALD E. SCHRADER (Engineer, Special Blast) who celebrated 25 years of company service Thursday and **KENNETH E. VERGON** (Service Engineer, Central Region) who celebrates 15 years of service tomorrow.

SMILES COST NOTHING, yet are most valuable — particularly when exchanged.

**REPRESENTING WHEELABRATOR
SINTO do BRASIL**

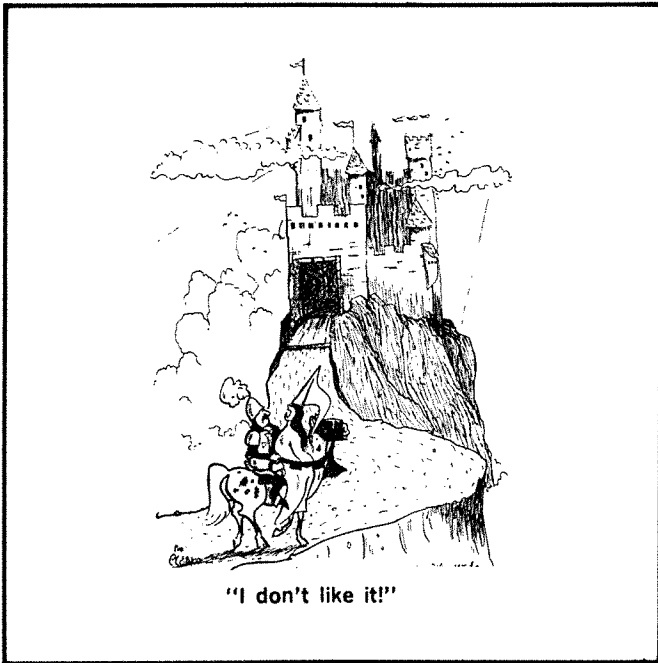


at last week's seminar for Steel Industry Products was Joao Meduma, Manager-Sales and Engineering. Joao (r) and Bob Riordan, Director, Marketing-Latin America, take time out from their discussions to acknowledge our photographer.

REMEMBER "ROSIE THE RIVETER?" . . .



Mishawaka has "Kate the Welder." Sales Trainee Kate McKeown, under the direction of Gene Rumpf, Steve Horvath, Bill Geist and John Vasein, has learned the industrial art of welding. Here Kate and Bill discuss the next step as she prepares for certification.



PROMOTIONS . . . Congratulations to **BOB MORRISON**, promoted from Senior Draftsman to Designer-Engineering.

WFI CREDIT UNION reminds us that now is the time to open a '77-'78 Christmas Club Savings Account! If you are currently a Credit Union Member and would like to start a Christmas Club Savings Account, stop in at the Credit Union Office — second floor, R & D Building or call extension 266. **NEW ACCOUNTS ARE ALWAYS WELCOME.**

JULIANNA CLUB PLANS CHRISTMAS SHOPPING TRIP to Woodfield Mall, Chicago, **SATURDAY, DECEMBER 3.** Reservations are on a first paid basis and must be in by November 18 to Grace Tague, Billing Department — **ONLY \$6.00** for members and **\$8.00** for guests. Buses will leave from our west parking lot at 8:00 A.M.

HALF OUR TROUBLES come from wanting our own way. The other half comes from being allowed to have it!

HAVE A COOKIE, COOKIE! And add to the **JULIANNA CLUB SCHOLARSHIP FUND.** 2¼ pound boxes of assorted cookies — **\$3.50** per box — are now on sale. Check area bulletin board for your sales rep.

IT's **THE GREAT PUMPKIN, CHARLIE BROWN???** NO, it's the "great pumpkin" Alan VanHuffel! Al, Product Manager-Portable Systems, and his daughter "Jeni" harvested a 102-pound pumpkin from the family garden. The pumpkin's girth measured 87 inches.

THE HAPPIEST PEOPLE are those who are usually too busy to notice whether they are or not.

ON THE SPORTS SCENE . . .

TUESDAY BOWLING LEAGUE — Engineers (L. Baker, R. Kanouse, G. McNeile, D. Soviak, K. Rohleder) still in the lead! High Team for 3 Games: It's a tie — 2851 for Stockroom (B. Trytko, C. Bargo, R. Celie, J. Medich, G. Scott, A. Kristowski) and the Fun Five (J. Rigdon, J. Teeters, K. Reidenbach, B. LaBlang, J. Kring). Inspection (D. Maloney, S. Griggs, D. Karnes, R. Holbert, R. Kronewitter) takes High Team Game honors with 1058. B. Trytko with 633 takes High Individual 3 Game Series. And, B. Trytko and H. Mayes tie for High Individual Game with 244. 200 Games for the Week: L. Baker (201).



ENGLEMAN.
"Go ahead, Good Buddy. You're talking to Snow White."

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