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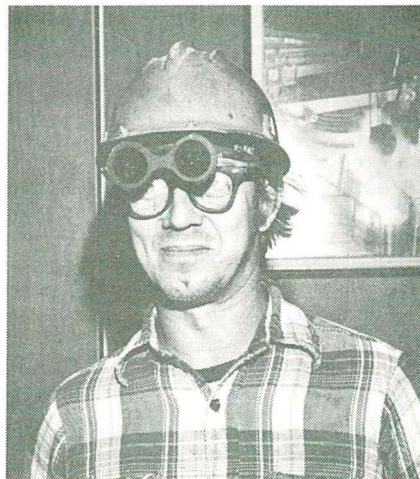
Materials Cleaning Systems Division
Wheelabrator-Frye Inc.

VOL. 11 NO. 45

DECEMBER 8, 1978

REMINDER FROM PERSONNEL . . . If you have moved or plan to before the yearend, be sure to notify Personnel of your change of address. **ALSO**, the Indiana county in which you are residing on January 1 of each year determines whether you will be required to pay a county option tax during that year. If you have moved, or will be moving, from an Indiana county that has not adopted the county option tax into a county that has (or vice versa) anytime this year, please check in at Personnel to sign a new Exemption Tax Certificate.

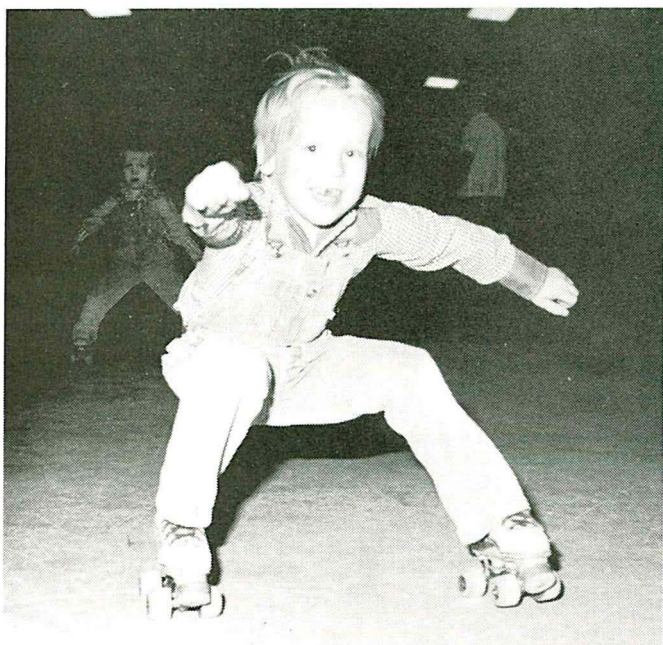
MELTER OF THE MONTH . . .



Congratulations to **DARYL KAZMIERCZAK**, November winner of the "Melter of the Month" award. "Kaz," with 19 years of company service, is a second shift Melter-Plant 2.

PROMOTIONS AND APPOINTMENTS . . . Jerry Margraf, Machine Shop Superintendent has been named Manager of Manufacturing-Plant 1; Raymond Kelsey has been promoted from Engineer to Lead Engineer-Engineering; Del Evans has been appointed Regional Manager-Southern Region and "Woody" George has been named Service Supervisor-Southern Region. Congratulations and good luck to all!

WHEELABRATOR KIDS — TOMORROW IS THE DAY!



Tomorrow is the day for **WAA'S ANNUAL CHILDREN'S CHRISTMAS PARTY**. For children 12 and under — a theater party at Town and Country theater starting at 10 A.M. For the teens, a skating party at Rainbow Roller Rink (12th Street, Mishawaka) 9-12 Noon.

WE'RE ALL INVOLVED WITH "PROFITUNITY" . . . **Profitunity**, as you might have guessed, is the opportunity to make a profit.

So many people think that making a profit is easy. That's not true. Just check the number of bankrupt firms awaiting official action by the courts.

How, then, does a firm go about making a profit?

Consider this simple problem in arithmetic. If a company has a dollar in sales and ninety cents in production costs and overhead, the company makes ten cents — before taxes. But if the company saves ten cents, this is actually equal to one dollar in sales.

Simple, isn't it?

Simply by saving a dime, the company has sold one dollar in goods or services.

Join the sales force — no matter what your job. Cut down on accidents due to carelessness, eliminate excess scrap and losses in manufacturing, reduce clerical expenses, employ your time productively.

If our company cannot save that dime, another company will. And that other company will grow and prosper and offer job security.

We are entitled to that same job security in our company. Let's all pitch in to save that dime!

TIME IS RUNNING OUT . . . Any employee or child of an employee who will be eligible to enroll in college in the Fall of next year has the opportunity to apply for the Verne E. Minich "Founder" Scholarship (at Purdue University) or the Otto A. Pfaff Scholarship (at the University of Notre Dame). Application must be made before JANUARY 1. Check with our Personnel Office. Field personnel may write for further information.

CHRISTMAS TIME IS COOKIE TIME . . . Buy yours from a Julianna Club member. Remember — all proceeds go to the **Julianna Club Scholarship Fund**.

THE THOUGHT COUNTS . . . A husband, feeling the pinch of Christmas, was buying a scarf for his wife's Christmas gift.

"She'll be surprised, won't she?" said the clerk.

"Sure will. She's expecting a fur coat!"

DON'T FORGET THE ATHLETIC ASSOCIATION BOWLING TOURNAMENT! . . . January 14 and 21 — Jefferson Manor Lanes. Entry blanks and monies must be in by JANUARY 12. See Larry Morin, George Scott, Spike Sindors, JoJo Cukrowicz, Ben Gasko or Gene Kempner.

CELEBRATING 15 years of company service this week are: **Robert A. Bentley** (December 2), Radial Drill Operator-Steel Shop; **Dennis A. Hensel** (December 2), General Order Filler-Materials Handling; **Alton Wilson**, Assembler "AA"-Assembly. Congratulations!

NEW FACES . . . Welcome to: **Thomas J. Cates, Jr.**, Southern Regional Manager-Balcrank; **Lucinda G. Claeys**, Clerk-Plant 2.

THE SUBJECT WAS . . . "Metal Removal Implementing A Jet Pulser System" when Jet Pulser Sales Engineer **Carl Crist** recently addressed the Society of Manufacturing Engineers, Greenville-Spartanburg (South Carolina) Chapter.

WOULD YOU BELIEVE?? It's time to think about enrolling for Spring '79 evening classes at IUSB. A schedule to classes is now available in Personnel. Also, while you're there, inquire about Wheelabrator's Tuition Reimbursement Program. Contact Personnel NOW!



"He doesn't want any gifts from the North Pole . . . He just wants a credit card."

Published weekly by and for employees of Materials Cleaning Systems Division.

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