

the Wheelagram



Materials Cleaning Systems Division
Wheelabrator-Frye Inc.

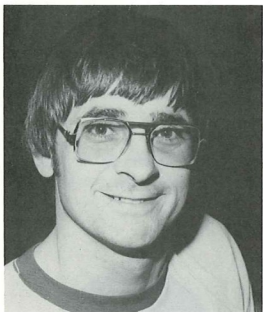
VOL. IV NO. 25

JUNE 27, 1980

IN OBSERVANCE OF INDEPENDENCE DAY,

all departments will be closed Friday,
July 4. Look for your next issue of
Wheelagram to be published Friday,
July 11.

NEW FACES . . . Welcome to **Theodore F. Hopkins**,
Account Sales Engineer-Eastern Region.



MELTER OF THE MONTH . . .

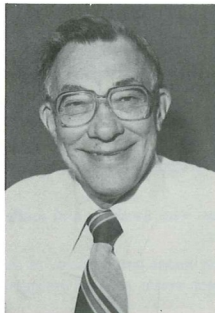
Congratulations to **Lonny DeGraff** who accumulated
the most points, based on established criteria, to be
named the May "Melter of the Month." Our quality
worker has over two years of company service.

CREDIT UNION FLASH

Effective Monday, June 30, the annual
dividend rate for the Credit Union's
one year share certificate program will
be 9 per cent.

SERVICE ANNIVERSARIES . . .

Congratulations to the following men who have marked
25 years or more of company service:



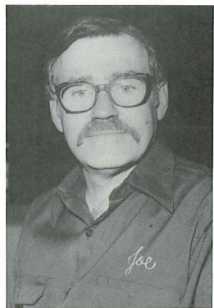
HAROLD SCHULTE
Director-
International Engineering
40 Years (June 24)



DON SELTZER
Sheet Metal "A"-
Steel Fabrication
25 Years (May 6)



BOB BURKHART
Packager-
Plant 2
25 Years (May 9)



JOE LANDY, JR.
Production Electrical
Trainee-Assembly
25 Years (June 27)

MARKING 15 YEARS of company service June 28 is **Ernestine Banes**, Buyer-Purchasing. Congratulations, "helpful lady."

WHAT IS A SALESMAN? (Reprinted from *Executives' Digest*, May, 1980.)

What manner of man is the American salesman?

He is a *showman* who gains and holds the attention of uncooperative people.

He is a *counselor* who promotes and maintains good will.

He is an *organizer* who plans and programs his work systematically.

He is a *man of action* who makes decisions and assists others in deciding.

He is a *diplomat*, skilled at removing obstacles and winning favorable agreement.

He is a superb *teacher* and *communicator* who imparts information in a clear and vivid manner.

He is a supreme *persuader* who brings conviction out of opposite viewpoints.

He is a *scientist* who analyzes needs, solves problems and reveals values.

He is a *practicing psychologist* who awakens and guides human emotions and motives.

And, finally, he is a hero who keeps going when, to the average person, every next step seems to be a complete waste of effort and time.

PUZZLE CORNER . . .

Ted Zielinski submits the following four-star brain sharpener:

If I were to tell you that . . .

When the day before yesterday was referred to as "the day after tomorrow," the day that was then called "yesterday" was as far away from the day we now call "tomorrow" as yesterday is from the day on which we shall be able to speak of last Monday as "a week ago yesterday" . . .

On what day of the week would I be making this statement???

Solution to last week's puzzle:

One sheep, five cows, 94 pigs. (For the record, Inspection's **Dan Maloney** was the first to call in the correct answer.)

ATTENTION MANAGEMENT CLUB

MEMBERS: Please note the following change of time for the First Annual Management Club Picnic scheduled for Sunday, July 6, Rose Park, Mishawaka: **Noon til 5:00 p.m. NOT 1:00-6:00 p.m.**, as previously announced. The picnic lunch will be served **promptly** at Noon. Please don't forget your covered dish and place setting.

On The
SPORT SCENE...

CALLING THE SHOTS was **Jud McKinley** during this week's lunch-time tennis match between Purchasing's **Vicki Stringer** and **Frank Williams**. The gallery, comprised of **Kay Catanzarite**, **Linda Goodrich** and **Lucy Winnie**, did their best to cheer Vicki on to victory but, alas, Frank was the victor — 3-0. Frank, the good sport that he is, treated the crew to banana splits! (Ladies: There will be no more booing of Frank at future tennis matches!)

THE MAJORITY is made up of those who complain about their officials after they've let the minority elect them.



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Wheelabrator-Frye Inc.
400 South Byrkit Avenue
Mishawaka, Indiana 46544

Del Tenney, Editor Ext. 397