

the Wheelagram

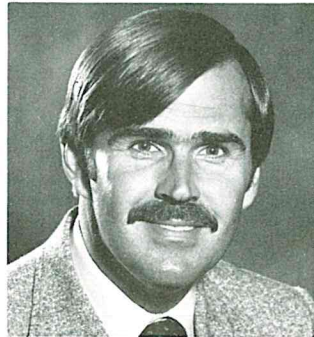
 Materials Cleaning Systems Division
Wheelabrator-Frye Inc.

VOL. V NO. 16
AUGUST 7, 1981

ELDRIDGE AND PETIT NAMED SALESMEN OF THE YEAR . . .



Larry Eldridge



Chuck Petit

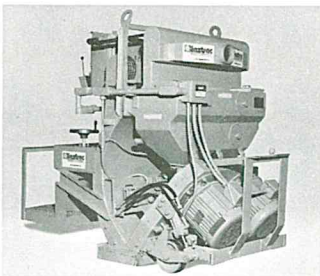
Larry Eldridge, Equipment Sales Engineer-Central Region, and Chuck Petit, Account Sales Engineer-West Central Region, are the 1980 recipients of the Salesmen of the Year Award.

Although both men are relative newcomers to Wheelabrator-Frye, they sell our products like a couple of old pros. Among many accomplishments, Larry had an extremely high closing rate. He booked orders in the amount of 40% of his proposals. Further, not one order was lost in his territory in 1980! Chuck, a "hands on" salesman, frequently gets dirty hands in helping his customers and prospects optimize their cleaning room operation, as well as having lead the nation in our Parts Incentive Program by a very wide margin.

To our Salesmen of the Year — Larry and Chuck — congratulations!

SWABBING DECKS THE BLASTRAC WAY . . .

A Blastrac model 2-48D found itself in some famous surroundings recently, when this reconditioned Wheelabrator-Frye product cleaned several thousand square feet aboard the U.S.S. Nimitz, Norfolk Naval Shipyard. Blastrac District Manager **Gunter Schadwill** and Service Technician **Bill Lingrell** were on hand to operate and demonstrate the 2-48D for Navy personnel and a local contractor. *A special thanks to all WFI personnel who worked hard to rebuild this unit, and did so under a very tight deadline.* Next stop — a large job aboard the U.S.S. Kennedy.



FOND FAREWELLS . . . Our best wishes for long and happy retirements to Accounting's **Millie Boehnlein** and Marketing's **Dick Markee**. Millie, Junior Accountant-Commissions, retires with 18 years of company service, as does Dick who has served as a Western Region Field Engineer.



Millie Boehnlein



Dick Markee

SAFETY FIRST! Congratulations to the following teams on their first place effort in the Safety First Contest. For **April — Team 15**, comprised of Steel Shop and Plate Fabrication employees; **May — Team 1**, comprised of employees from Material Handling, North Shipping, Balcrank Stores, Balcrank Shipping; **June — Team 4**, Machine Shop, Drills, Auto & Engine Lathes, Punch Press employees.

WFI'S GOLDEN GOOSE . . . In 1973 Wheelabrator-Frye originated the concept of a young people's annual report — to tell something about our company and something about our country's Free Enterprise system. The 1976 report, "The Golden Goose," based on the fairy tale of the "Goose Who Lays the Golden Egg," acknowledged business as the goose and the eggs as the benefits flowing from a successful business to the community.

Recently, National Mutual Life Association received WFI's "Golden Goose" award for being the first Australian organization to produce an annual report for young people. Warwick Granowski, Managing Director of Wheelabrator Granowski, our Australian subsidiary, presented the award commenting on "the importance of younger people being able to understand the workings of the business world and that profit is not a dirty word, but the necessary requirement for advancement and employment."

In producing the report, National Mutual wanted to explain insurance in a simple way so young people could understand its function and benefits and know about this important element in their network of financial security.

ON THE CALENDAR . . .

August 8 Twilight Golf League Outing.

August 11 It's A Freebie! Family Roller Skating Party
— Rainbow Roller Rink, 7:00 til 9:00 p.m.

August 15 Annual Picnic.



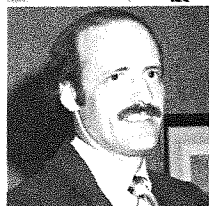
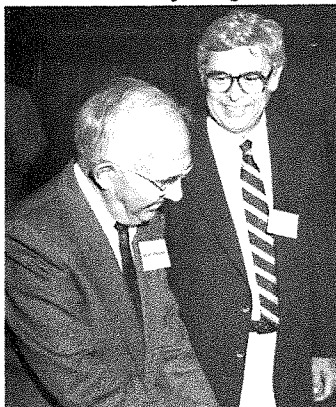
August 29 Play Ball! Athletic Association sponsored baseball bus trip to Comiskey Park, Chicago. See the White Sox play the Yankees. \$15 per person includes dinner before the game. Buses depart WFI 2:30 p.m. See your area AA rep for details.

FOR THE RECORD . . . It has come to this editor's attention that our **Engineering Department** has thus far this season defeated the Shop, Marketing, and Accounting areas in the game of softball!



FLASH . . . Industrial Engineering's **Willa Mae Parker** has been elected District Director for the National Business and Professional Women's Club. Willie will be representing Mishawaka, South Bend, Goshen, Rochester, Plymouth, Elkhart, and Warsaw during the upcoming club year — 1981-82.

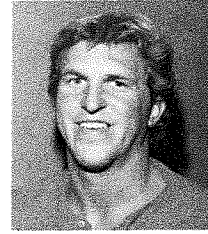
▼ Candid by Engineering's Monte Visser . . .



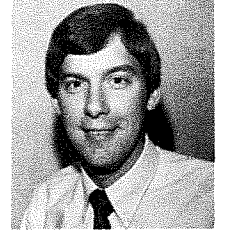
NEW FACES . . . Welcome to:



Pamela Cecchi
Senior Accounting
Clerk/Secretary



Robert Dotson
Blastrac Field
Technician



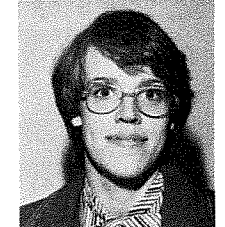
David Foster
Financial Analyst



Marjorie Guthrie
Payroll Clerk



Daniel Ridens
Draftsman-
Engineering



Georgeanne Whelan
Payroll Manager

NEW ASSIGNMENTS . . .

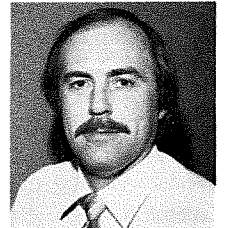
Congratulations to:



Tad Brown
Account Sales
Manager
Central Region



Bob Neidigh
Patent/Litigation
Liaison



Bob Schmok
Service Engineer-
Engineering

AN INVESTMENT IN THE FUTURE . . . The United States Savings Bonds Program promotes savings and at the same time assists our government in managing the public debt. Paying the highest interest ever — 9% when held to maturity of eight years (6% after the first year and 8½% if held five years), savings bonds can be purchased through payroll deduction. Interested? Contact Del Canarecci on ext. 510.