

the Wheelagram



Materials Cleaning Systems Division
Wheelabrator-Frye Inc.

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JONES AND WARREN NAMED SALESMEN OF THE YEAR . . .

A downturn in the economy could not keep Southern Region's **Tom Warren** and **Lynwood Jones** from achieving impressive results against their sales plans. Their accomplishments for the year 1981 led to each of them being named "Salesman of the Year." Excerpts from Southern Regional Manager **Del Evans'** recommendation letter explain in part the reasons for Tom Warren's successes. ". . . *He obviously takes the initiative to search out opportunities, not waiting for the customer to call us and in many instances, has literally stolen sales from the competition. Tom has been a pleasure to work with and I find that he is willing to handle his share of a project and then some. He is industrious, conscientious and resourceful. Of major importance is the esteem with which he is held by our customers.*"



Rod Johnson (l), Administrative Assistant and **Joe Ponteri** (r), V.P. Marketing & Sales congratulate our Salesmen of the Year — **Tom Warren** (center l) and **Lynwood Jones** (center r).

Del had this to say about Lynwood: "*His knowledge of the territory and sales ability have been the reasons for his success. Pangborn has one of their best salesmen in Houston and Lynwood has met him on his home ground and has beaten him. We were second best until Lynwood took over. . . . He has been a pleasure to work with due to his enthusiasm, product knowledge, planning, selling skills, hard work and good nature.*"

To our Salesmen of the Year — **Lynwood Jones** and **Tom Warren** — congratulations!

ORGANIZATIONAL CHANGES ANNOUNCED . . .

In a bulletin recently released by Corporate Group Vice President **Tom Begel**, the following organizational changes were announced: **Joe O'Callaghan**, President of Wheelabrator Materials Cleaning Systems International, has assumed direct responsibility for our operations in Mexico, Brasil and Australia, in addition to continuing responsibility for all other wholly-owned and joint venture companies and licensees throughout the world. **John Burlingame** has assumed responsibility for our international marketing activities, reporting to Joe.

Jim Schroeder, who most recently served as Executive Vice President and General Manager of MCSD Domestic, has been named President of our division. Both Joe and Jim will report to Tom Begel.

These changes were necessitated by the increasing global nature of our materials cleaning businesses and the continuing importance of the international aspects of the markets we serve.



Joe O'Callaghan



Jim Schroeder



John Burlingame

NEED HELP? Often what begins as a small personal problem mushrooms into an overwhelming crisis which can, and often does, prevent an employee from doing his/her job effectively. These problems, whether simple or complex, may include alcohol and/or drug abuse, family or marital, financial, legal or psychological problems, as well as medical concerns. No personal problem exists in isolation and often affects other areas of a person's life — not to mention a lowered sense of well-being.

Our Personal Assistance Program is available to all employees, retirees and those on lay-off. If you would like more info, please see your supervisor or call Labor-Management Services at 287-1879.

OPPORTUNITY '82 . . . Last week our field sales force was brought together to participate in a unique presentation — Opportunity '82. The seminar was carefully planned to present to our sales force the best opportunity in which to learn more about our products and philosophies, learn how to increase sales performance and enhance professionalism and, most important, to learn how to be sharper and tougher than our competition.

The Mishawaka team devoted its many resources in preparing a top-notch training program, aware that a well-trained, informed sales force will provide dividends not only for itself, but for the division as a whole.

The sales force was asked to arrive at the seminar ready to devote its complete energy and concentration to the presentations. Working from eight in the morning til ten at night, no phone calls were allowed (other than to get orders) during this fast-paced and intense two and one-half day period.

The sales team has had its opportunity to enhance the talent and skills at its disposal; we know that they are sharper and tougher — they will beat the competition!

The Sales Team:



Eastern Region — Larry Bracher, Regional Manager; Ron Reed, Equipment Sales Manager; Ted Hopkins, Account Sales Manager; Bob Cohn; Jeff Nelson; Ted Fawcett; Bernie Stubbings; Hiliary Asher; Monty Stiles; Dean Pournaras.



Central Region — John Cassani, Regional Manager; Tad Brown, Account Sales Manager; Pat Nagy; Larry Eldridge; Gary Baird; Steve Ellison; Jim Hautman; Tom Aliber; Cris Crismore.



West Central Region — Ed Fioretti, Equipment Sales Manager; Ken Carlson, Account Sales Manager; Don Passehl; Chuck Petit; Jim May; John Roberts; Jack Klenke; Don Ruhl; Bill Niedbalski.



Southern Region — Del Evans, Regional Manager; Joe Hoffman, Account Sales Manager; Ted Kostilnik; Lee Friesen; Frank Pulice; Tom Warren; Lynwood Jones; Bill Randquist.

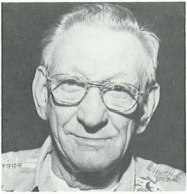


Western Region — Al Sartor, Regional Manager; Dick Walter; Ralph Fuller; Chuck Lechner; Jerry Maddern.

(Photos courtesy of Brown Sanders)



RETIREMENTS . . . Farewell and best wishes for long and happy retirements to our recent retirees:



Schuyler "Slim" Andrus — Millwright-Maintenance, 10 years.



Joseph Buczynski — Precision Grinder-Machine Shop, 16 years.



Fritz DeLodder — Flame Cutter-Steel Fab, 14 years.



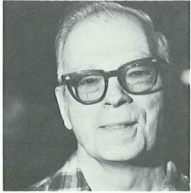
Bill Fore — General Foreman-Shipping, 41 years.



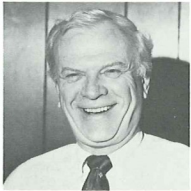
Francis "Bill" Geist — Foreman-Steel Fab, 41 years.



Arnold "Arnie" Kristowski — Material Handler-Balcrank Assembly, 16 years.



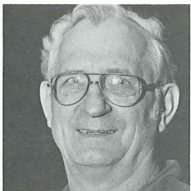
Glen Martin — Semi-Layout-Steel Fab, 41 years.



Matt Rutkowski — Buyer-Purchasing, 24 years.



Bill Shultz — Sr. Process Engineer-Industrial Engineering, 45 years.



Bill Wagner — Arc Welder A-Steel Fab, 18 years.



THE FOUNDRY GANG BIDS FAREWELL TO "RED" . . . Best wishes to Vander "Red" Hunt for a long and happy retirement. Red, Heat Treat Control Operator, retired March 31 with 18 years of company service.



WHEELABRATOR'S MAN ABOUT TOWN — JOHN HARRIS — RETIRES HIS WHEELS . . .

Farewell and best wishes to **John Harris**, Personnel Services Specialist, who retired April 1 with 18 years of company service. On camera — John and some of his well wishers.



NANCY EDWARDS BPW REPRESENTATIVE . . .

Accounting's **Nancy Edwards** represented the Mishawaka Chapter of the Business and Professional Women's Club in the Young Careerist speakoff held during the spring district meeting late last month.

Nancy, a 1976 graduate of I.U., with a bachelor of science degree in accounting is a product accountant in our Balcrank Division.



Nancy Edwards

NEW ASSIGNMENTS . . . Congratulations to:



Clyde Hickman
Manager-Shipping,
Receiving, Warehousing
& Transportation



John Mow
Manager-
Manufacturing
Engineering

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

Del Tenney, Editor Ext. 465