

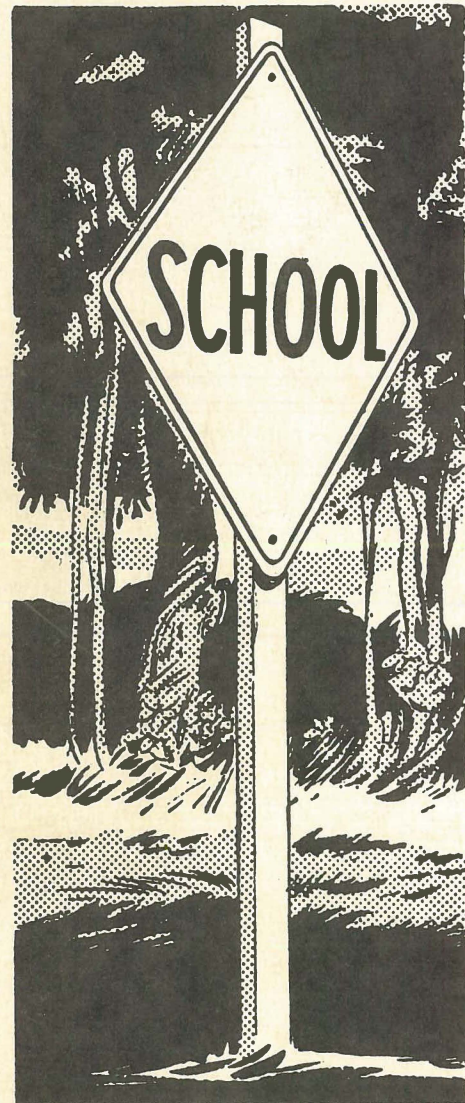
**JAMES B. CLOW & SONS**

201-299 N. TALMAN AVE.  
P. O. BOX 6600 A  
CHICAGO 80, ILLINOIS

Do Not Forward — Return to Sender — Postage Guaranteed

Thomas Coker  
570 Clow Ave.  
Newcomerstown, Ohio

Sec. 34.66, P. L. & R.  
U. S. POSTAGE  
**PAID**  
Chicago, Ill.  
Permit No. 7612



# Eye Opener!

When you see this sign, drive slowly...be alert for a child who may be careless. Remember, he's on his way up in the world... and an accident can mean a tragic detour.

**Drive carefully—the child you save may be your own!**



**DRIVE CAREFULLY—  
the child you save  
may be your own.**



# Clow News

JANUARY-FEBRUARY  
1954

# The Clow News

FOR AND BY THE EMPLOYEES OF

JAMES B. CLOW & SONS

Editor - H. E. Norain

CHICAGO

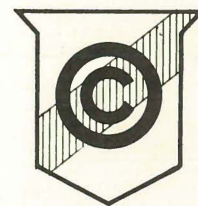
Coshocton

Waterford

Oskaloosa

Birmingham

Newcomerstown



## THE COVER

Greeting the salesmen at the Chicago office during the Sales Convention was the "iron man". It was made of a number of cast iron fittings and brought to life, artistically, by Marge Caccavari of our Foundry Department.

## The President's Page

EXCERPTS FROM THE PRESIDENT'S

OPENING ADDRESS

OF THE

1953 SALES CONVENTION

### OPENING

Good morning, gentlemen, and welcome to our first General Sales Meeting since 1948! It was good of you all to leave the bosom of your families during the Christmas holidays and come to a meeting such as this. Our apologies to your wives for having called you together just at this time, but really there was just nothing we could do about it. You see, as I explained in my letter to you, it was essential that we get all of the expense into 1953. Further, with all the work to be done arranging for the meeting, there was not enough time to do the work and still have it early in December. As I told my dear wife, we'll try to do a better job in working out a schedule for our subsequent conventions.

You have each been given a copy of our program prior to your coming to our convention, so all of the details should be familiar to you. The time and place of each meeting are clearly spelled out. Should there be any questions, feel free to ask.

Everyone here should know every other person in the room and I'm going to start by introducing these handsome men sitting with me on this platform. Some of you know some of us. Before we get through we want all of us to know all of us.

As I introduce these smiling gentlemen to

you I shall give you their name - nickname - title and explain the nature of their responsibility in the company. In order not to delay the proceedings, I want each of you to withhold your applause until the introductions are over. Then we shall have an opportunity to applaud. (Everyone was then introduced).

### 1953

Perhaps the most memorable occurrence of the past year in relation to the company was the loss by death of Kent S. Clow, William E. Clow, Jr. and J. Beach Clow. How proud they would be if they were here with us this morning and could see the magnificent body of men who make up our Clow sales force! I think it fitting that we stand now for a moment in prayer in their memory.

They, too, would be proud of our record for 1953. The largest total peacetime consolidated sales in our history - more than \$28,000,000! During the year we produced and shipped more tons of Clow Products than ever before and at the same time - before taxes - established a new high in consolidated earnings.

By way of capital expenditures, \$680,000 was plowed back into plant and equipment to make our jobs easier and to make better products at less cost.

Through the Board of Directors, \$1,100,000 was distributed to all employees by way of year end bonuses!

Many changes were made in personnel throughout the year - 10 salesmen were added to our sales force.

In Chicago we acquired, by purchase, The

Automatic Heating and Cooling Co. and made it part of our Jobbing Division. This department specializes in commercial refrigeration and have just added to their products the Chrysler Air Temp Line, thus marking our entrance into the air conditioning field.

Tremendous improvements have been made at each of our manufacturing plants, but as each item will probably be covered in subsequent talks during these meetings, I will not enumerate them here.

Suffice it to say that in my humble opinion the company has never, in its 75 year history, been so well integrated, so closely knit, so strong in intelligent manpower, or so well prepared to face the future - come what may - as it is right now at the close of 1953.

#### SINCE 1948

I have in my hand the convention issue June 1948 - our last convention. The picture on the front cover shows Kent S. Clow, C. J. Day, Frank Egan, George O'Day and myself. Of the five top sales executives in the company only five years ago, three of them are no longer with us - 60% in five short years.

On the inside pages of this issue there is a group picture showing fifty-nine men. Of that group, fourteen are no longer with the company - 24% in five short years.

What does it mean? Only this, men. Who knows when you might be called by the company to take on new responsibilities? Every one of those positions formerly filled by someone who is no longer with us, has been replaced by the person whom the company felt had the best qualifications for the job! How does the company know whom to select? FROM THE RECORD. Don't ever lose sight of the fact that the result you achieve in your every day work is the thing that really counts. Keep your eye on the job ahead and do your best every single day. That's what really counts.

As we start 1954 we find Clow & Sons a strong, virile company, with 75 years of

experience back of them - six up-to-date modern and well-equipped plants, manned by 1600 employees, all willing, ready, and anxious to handle the work engendered by the orders that you men in this room send to them.

We will probably never be satisfied that we have achieved perfection in plant and equipment - that speaks for good, healthy growth - it insures constant improvement in product and methods. Just last week the Board of Directors authorized the spending of approximately one million dollars for capital improvements during the coming year.

I sometimes wish that we could bring to our sales effort the same searching, questioning attitude - the same striving for improvement and perfection in manufacturing effort.

During the coming year we will in all probability actually start work on our new home for our Jobbing Division! Two years ago, we purchased twenty acres of property on the northwest edge of Chicago, with just this in mind. A new modern office building and warehouse will be constructed and all of our Chicago operations will be moved there. It is expected that the total cost will exceed two million dollars. Thus marking the fifth time that we have had to move because our business had expanded to such an extent that we no longer could operate efficiently in our present quarters.

As our program advances, you will hear more in detail of our plans for the years ahead and for the changes to be made in plant and equipment which we fondly hope will not only improve our products but also reduce our costs, improve our service, and thus help you bring us greater and more profitable sales.

#### PURPOSES

For our last Sales Convention we had as our purposes the following six objectives:

1. To know you
2. To know us
3. To know each other
4. To know company products

5. To know company policies
6. To know company markets

This year the objectives are the same but, in addition, we hope to give a refresher course in the Art of Salesmanship and to stimulate by your better knowledge of the company - its people and its products - an enthusiasm and pride in your work which will lead each of you to greater and more profitable sales.

#### SALES

I'd like to say a word on the importance of salesmen, salesmanship, and sales. My father once told me, in talking about the future in store for a salesman what chance he might have to succeed - "Remember, son, the salesman that can produce can SPIT on the President's rug and he'll like it! How true that is. Someone has said "Nothing happens until a sale is made." Think about that for a moment. Sure, we might stock pile our goods but if we didn't have orders on which to ship them we'd soon have to close down our shops! Then after the sale is made, the order sent into the shops, see how the wheels spin! Without sales, our shops would make "slow motion" seem like an "express train".

Consider for a moment your terrific responsibility - not just to yourselves and your family and your company - think of the people in the company who depend on you for their very jobs. You see, if there were no sales we'd not produce any goods or services and many of us would be out of work.

Think of it, 1600 people kept employed by 60 salesmen! If we were to use the government figure of four persons per family we would find that each salesman - each one of you - is solely responsible for the standard of living - food, clothing and happiness of 104 people - besides and in addition to your own immediate family.

Since 1940 in many companies it has been the lot of the salesman to be unappreciated. He was told he wasn't needed - a three cent stamp was all that was needed to produce sales! He became an expeditor,

an engineer, a messenger boy. But today the worm has turned. The pipe lines of merchandise are full - in many instances they are clogged or glutted with goods - and industry once more looks to their best ally to pull them out of the hole.

Our customers know that it has never been our policy to take our salesmen off the territories. That has been a source of great help to us in our sales efforts. We know that we need salesmen - GOOD SALES-MEN - and we think we've got them in you men in this room.

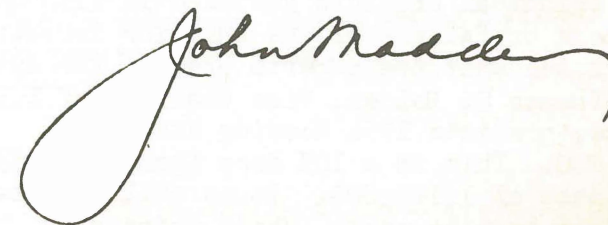
We hope you will continue to sell yourselves to your customers - make them like you and your products - instil in their minds and hearts the desire to buy from you - be proud of yourself - your company and its products. Everyone loves a champion - your company IS a champion - you can be if you will.

If proof is needed of what champions you are --- no company in the Cast Iron Pipe Industry excepting James B. Clow & sons have run two shifts per day for the last two and a half years! AND YOU MEN ARE THE ONES THAT SOLD THAT PIPE.

As Sir Winston Churchill said during the London blitz of the Royal Air Force: "Never in the history of England did so many owe so much to so few."

You men keep us running double shift thru 1954 and we will say: "Never in the history of Clow did we owe so much to our sales force."

In closing, may I take this moment to thank and to compliment the committee of George P. O'Day, Warren Whitney, Glen Carnahan and Gerry Kinnally, together with their helpers, for working out such an outstanding program for our 1953 convention.



## SALES FORECAST FOR 1954

By George O'Day

For the past four years, since January of 1950, the sale of cast iron pipe has reached an unprecedented high. At Coshoc-ton and National, since June of 1950, we have been on double shift in our DeLavaud shops. This gives us a record run of two and a half years at double shift. Never in the past have we approached such a concentrated period of pipe making!

During this four-year period we produced 572,600 tons of pipe or 33,551,707-feet. Just how much pipe is this? We could start laying this pipe at Seattle and continue east to Chicago--2,211 miles. We then turn southward to Birmingham--647 miles, westward to Los Angeles--2,114 miles; back north to Seattle--1,378 miles; and after we had thus covered 6,350 miles, we would have four miles of pipe left over. How would you like to be the water boy on that job?

In terms of carloads, it amounts to 28,630 cars or enough to make a train 233 miles long--a train that would have its engine in Chicago and the caboose in Toledo, Ohio.

As W.E. Clow used to say, "This is water over the dam." W.E. never looked backward--he was always looking ahead, and we should do likewise.

A lot of people are predicting that our economy is going to fall apart at the seams in the next few years. That's a lot of bunk. It is true, however, that certain lines are not going to do as well as they have been. Household appliances, automobiles, machine tools, and other industries are going to recede from the heights they have attained. Other lines are going to hold their own or go forward.

Our principal products are tied in with the success or failure of the building industry. Let's see what the experts predict for 1954. Mr. Thomas S. Holden, Vice Chairman of F.W. Dodge, predicts 1954 housing starts at 990,000. This is a 10% drop from the 1953 estimate of 1,100,000. It is still a tremendous housing year. While Dodge predicts this 10% drop, they predict a 7%

increase in public works and utilities, and this more accurately affects us.

Another expert, Mr. Albert Cole, Administrator, Housing and Home Finance, predicts 1,000,000 housing starts for 1954. Pretty close to the Dodge prediction, Cole's prediction follows the thinking of the Department of Commerce.

Engineering News Record, another authority on this subject, predicts a drop of 2-1/2% in total awards in 1954. They expect public works to be up 2% with waterworks off 6% and sewerage up 8%.

Our own economists, The Econometric Institute of New York, are the most pessimistic of the authoritative sources we have encountered. They are predicting a drop of 12% in our sales of pipe and fittings for 1954.

In a poll of 427 municipalities made by the American City Magazine, they received responses from 178 cities having a total population of approximately 23,000,000 people. The question was, "How much did your city spend in 1951, 1952, and 1953 on public works, exclusive of schools, and how much do you intend to spend in 1954, 1955, and 1956?" These 178 cities spent \$434,595,000 in 1951, 1952 and 1953, and they are planning on spending the amazing total of \$619,416,000 in 1954, 1955, and 1956. This is almost 50% more.

Of special interest to you jobbing and Gasteam men is the school situation. It was my pleasure recently to hear the Hon. Rall L. Grigsby, Acting Commissioner of Education of the U.S. Office of Education speak on this subject. He said, "In 1952 we had a total of about 1,000,000 classrooms in our elementary and secondary schools. There was a shortage of 325,000 class rooms and to meet this shortage would require an expenditure of 10.7 billion dollars. In 1953 we are building 50,000 new class rooms which does not begin to take care of increased attendance in 1953, so that at the end of 1953 our elementary and secondary class rooms needs will be 345,000.

To take care of increased attendance by 1960, we will have to build 760,000 new

classrooms. These figures do not express the building need for colleges. Our colleges will have to spend half a billion per year for the next five years to adequately house themselves."

This is certainly good news for our jobbing and Gasteam divisions. We will have to plan and work for our share of these school dollars.

Especially interesting to our pipe and valve divisions are the predictions of Mr. Walter L. Picton, Deputy Director of Business and Defense Service Administration, Water and Sewerage Industry and Utilities Division. Mr. Picton has been very accurate in his predictions for the past several years. For 1954 Mr. Picton predicts an increase of 8% for water and sewerage works. He further predicts that more larger pipe over 12" will be used than in the past to take care of inadequate supplies and force mains.

There you have it--the predictions of the experts. If they are right, and I believe they are, the business will be there in 1954. It will be there for the alert salesman--the salesman who will work and fight to get his share. It won't come to you--you will have to go and get it!

### WHAT WE ARE DOING TO HELP YOU SELL

Highlights from Warren Whitney's Address

"What We Are Doing to Help You Sell". "We", Mr. Whitney, explained, meant (a), the cast iron pressure pipe industry, (b), the Cast Iron Pipe Research Association and the Cast Iron Pressure Pipe Institute, which associations are supported by the pipe manufacturers and (c), the company.

Mr. Whitney explained that through standardization of the product, through both promotional and direct advertising, and through research and tests the industry was always seeking to improve the product and promote its use. He explained, briefly, the functions of the "Association" and "Institute".

The company, Mr. Whitney said, through regular advertising, reminder advertising, modern catalogs and bulletins was attempting to assist the salesmen in the promotion,

sale and use of company products. Other activities listed are educational courses, sales courses, training courses, and work with all personnel, whether plant or sales, to make each employee sales conscious. Mr. Whitney touched on manufacturing plant expansion, flexibility, wider range of products, new products and improved service. He expressed the intention of the company to keep salesmen better informed, touched on the possibility of regional meetings, better communications between plants and salesmen and asked the salesmen's aid in securing and distributing up-to-date information on competitive products. Mr. Whitney said he realized that this was primarily a sales management function but that all salesmen could assist.

His talk was concluded with the following statements:

"I do not want to over-encourage salesmen as plant improvements, development of product, increase in flexibility and even improvement of service come slowly. I suggest that you keep closely in touch with our manufacturing problems and tune your sales and your promises to the facts rather than good intentions. I urge closer cooperation and coordination between sales and manufacture. You can always find somebody who knows and can help you with your problems.

"One thing I would like to touch on in the way of aids in meeting our task ahead is the personnel we have throughout the Clow organization. This is not confined to manufacturing nor to sales. It is a part of both as well as management. There isn't an organization in our industry or in the country that has more potential ability or more know how than we have. Confidence in each other, honest effort in whatever line you may be pursuing and a belief in the company and its policies which have made progress for 75 years are also aids to help us in the tasks we face."

## I.P.S. CAST IRON PIPE

By Gerry Kinnally

You have seen some physical tests of Clow I.P.S. pipe. It would be well now to recount some of the history of this pipe. In the early thirties Mr. W.E. Clow became quite interested in the possibility of a large market for centrifugal cast iron pipe in steel pipe sizes. He felt that there was a great field for such a pipe in the construction industry. Mr. Clow was unable to sell his two sons, W. E. Jr. and Kent S., on the fact that there would be a market for such pipe. Because I was already calling on Chicago architects and engineers, Mr. Clow directed me to make a survey, interviewing the heads of the mechanical engineering departments and the independent consulting engineers to see if such a pipe would be a popular item in construction. It was a long established fact that cast iron soil pipe was the best available product for soil, waste, vent and down-spout lines. However, due to the short, five-foot lengths, the high price of lead, the time required for caulking joints and because of the bulkiness of the large hub which many times required the furring of walls, many buildings over four stories in Chicago were going over to steel pipe and a threaded job. This weakened the building because of the relatively short life of steel compared to cast iron, particularly in an alternating wet and dry condition. Steel pipe showed a definite tendency to rust through in 20 to 25 years. The architects and engineers were quick to give their approval and their willingness to specify such a product if we were willing to manufacture it.

For a month or six weeks I devoted a great deal of my time to this survey and was required to send a letter to both Kent and Junior urging the manufacture of this pipe and quoting the opinion of the architects and engineers, most of whom were known to the Clows.

Our campaign wasn't too successful in convincing the Clows to manufacture, but was very successful in getting it specified. After the interviews were over and a few weeks passed, a few of the engineers forgot

we were just taking a sample of their opinions and remembered the incident as a sales talk in the interest of getting it specified. We received inquiries to quote on a packing house where the pipe was specified as Clow I.P.S. cast iron pipe. We succeeded in getting this pipe made for us and secured the plumber's order. A few other specs came out and we continued to quote and furnish pipe made by others to our specifications.

This went on for a couple of years and finally Clow & Sons started to manufacture it at Coshocton. We continued to promote this pipe, selling the top firms first, then using the age-old formula of getting others to specify it because the Holabirds, the Schmidt Gardens, the Childs and Smiths were using it as a standard specification.

The plumbers became equally enthusiastic, many times offering it as a substitute for the soil or steel pipe specified and in many instances getting an extra price over and above their contract.

Incidentally, the larger shops as well as the larger architects were first to see its advantages. In your territories try and sell the top firms first as they are usually much quicker to adopt something better.

You have witnessed some physical tests showing the flexibility of this pipe. The worry of some architects was on the building sway on a multi-story building. Our pipe was specified as an alternate to genuine wrought iron (a much more expensive product) for the Prudential Insurance Co. job, a 42-story operation. We expect this order as the successful contractor bid our pipe.

Don't overlook the remodeling market. Many of Chicago's loop buildings have had to replace the steel piping and we have enjoyed a fine volume from this replacement market.

As you know, this pipe is made plain end in 3, 4, 5, 6, 8 and 10". It is made with an integral hub on one end and the other end plain in three sizes, 4, 6, and 8". With the F-253 tapped hub adapter,

the 3, 5 and 10" can be converted to hub end. The hub of this pipe has the same inside dimensions as an extra heavy soil pipe hub. This latter pipe is particularly a great money saver in long runs. Incidentally gentlemen, the price of soil pipe in the larger sizes is extremely high. We undersell soil in the 8 and 10" sizes. On sizes over 10" we often sell Class 150 water main because of the much cheaper price.

Many Chicago plumbers say we undersell our I.P.S. pipe in offering it only for drainage lines. During the steel pipe shortage many installations were made for pressure pipe usage.

H. P. Reger Co., one of Chicago's largest plumbers used an 8" line in the Chicago Title & Trust Co., running it a half block across the building, made a right angle turn and ran 1/2 block more, then ran it up 22 stories to a roof tank with two pumps running with the shock of starting and stopping and a pressure of about 85 pounds. This line has been in for five years. Don't be afraid of these usages as one look at the wall thickness convinces anyone. The pipe is often used for return lines to boilers.

We have furnished all salesmen with a sales kit to present the story. This will be supplemented from time to time with additional information. Comparative costs on labor is being prepared and will be mailed.

Summarizing, we have a product to sell which is so much better and so much cheaper than any other pipe except the short lived steel pipe, with no competition that any of you who merely presents it cannot fail to sell it.



# SPECIAL

# RECOGNITION



The following were awarded the Clow Service Pin in December:

Delford Arnold.....	Coshocton.....	30 years
Clarence Shumate.....	National.....	30 years
James Hyde.....	National.....	30 years

The following were awarded the Clow Service Pin in January:

Mark Vogel.....	Chicago.....	30 years
Edgar Allen.....	National.....	30 years
M. M. Carter.....	National.....	20 years
Mikel Peck.....	National.....	20 years
Samuel Burton.....	National.....	10 years
Lavern Kent.....	Coshocton.....	10 years
Phillip Bond.....	Newcomerstown.....	10 years
West Holman, Jr.....	National.....	10 years
H. Edward McCall.....	Newcomerstown.....	10 years

# 1953 SALES CONVENTION

**THROUGH THE CAMERA'S EYE**

Bill Read of Iowa Valve gives a talk on Design. He is flanked by Harry Bower on left and "Pete" Clow right.



These groups listened to talks on Eddy and Iowa products.



An informal session on valves and hydrants found this group gathered together, left to right: Howard Beck, Henry Tiedeman, Dwight Richards, George Macdonald, Newt Belew and Ernest Prescott.

Assembled with Glen Carnahan (seated in center) are, left to right, Ray Ehrhardt, Joe McPherson, Andy Belew, Ed Garnett and Walter Albright, seated next to Glen. We can bet that the subject under discussion was Gasteam.



Heading a discussion on Jobbing were, left to right: Frank Schoeman, Harry Stein, Frank Fabbri, Harvey Schoeman and John Gee.

BELOW is a part of the group that attended the talks on the Jobbing end of our business.



This group gathered around Hank Stob, seated, to discuss 1954 prospects. Left to right: Tom Wolfe, Jr., Bill Weber, George Vogel, Bing Leighninger, Henry Skibbe and Ed Hughes.

Pausing a moment to have their picture taken were, left to right: Joe Foreman, Lew Alk, Bob Holz, Marge Caccavari, who did the art work on the "iron man", Ray Rinehart and Bob McAdam.



Giving the cameraman their undivided attention were, left to right, W. L. Hackney, Keith Porter and Jack O'Brien.





Posing for a picture in the Iowa Valve Department were left to right: Keith Porter, Bob McLeod, Bill Roberts (seated), Pat Nelson, Marty Killeen, Elaine Dore and Tom Egan.

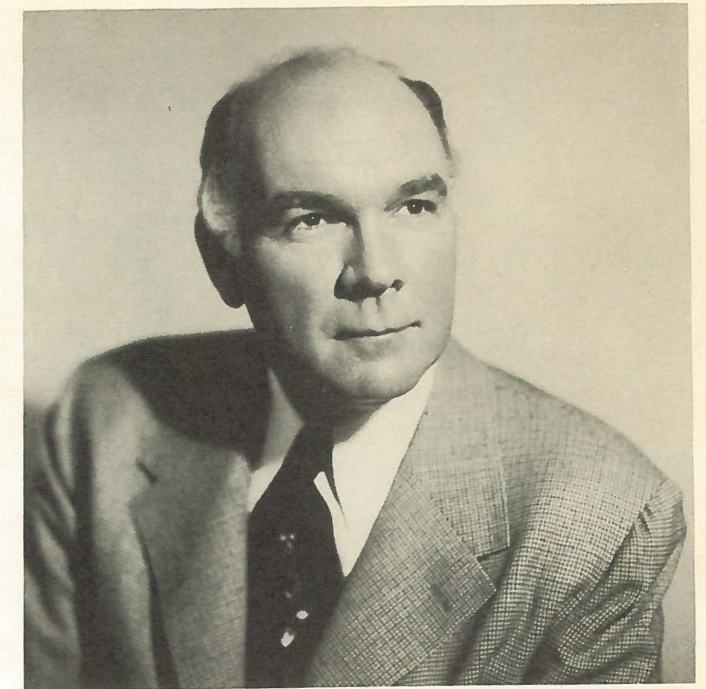


A Gasteam group discussion found the following in attendance, left to right, seated: Walter Albright, Andy Belew, Joe Welch, Joe McPherson. Standing, left to right: Rod O'Connor, Sam Boyd, Bob Stuhlfauth, Glen Carnahan, Ed Garnett, Dick Thigpen, and at extreme right, Milton Clow.

Talking things over along Gasteam lines are, left to right: Cecil Forbes, "Buck" Weaver and Milton Clow.



Guest speaker at the Sales Banquet was Dr. Kenneth McFarland - Educational Consultant and Lecturer for the General Motors Corporation, and Educational Consultant for the American Trucking Associations, Inc. His wide knowledge in both education and business, combined with his established ability as a platform and after-dinner orator, has made him an effective and respected leader all over America.



Dr. Kenneth McFarland

WARREN WHITNEY BRIEFLY OUTLINES DR. MCFARLAND'S TALK

It is impossible to put Dr. McFarland's talk before the sales convention banquet into words. All who were present were entertained, instructed and inspired by what Dr. McFarland had to say. We can only hope that all Clow employees will someday have the privilege of hearing him.

Dr. McFarland complimented the group on its record of 75 years of service and assured them that only through working as a team and by giving service could this have been accomplished. He pointed to the competitive years ahead and urged all present, whether salesmen or not, to respect each person, customer or otherwise, with whom he came in contact as an individual entitled to personal attention and courteous, business-like treatment. All people are human, and are to be treated as human beings. This is their real desire and the key to gaining their friendship. All progress made by companies or individuals, he said, came from practical applications of the Golden Rule in business. He pointed to the fact that he could not tell people in Clow how to run the company's business -- that they knew how and had demonstrated it by asking them to review past successes in the light of what had been done through team work and attention to the desires and needs of human beings. He urged a reconsecration to these ideals. Problems faced, whether sales, manufacturing or administrative, would be solved if these ideals were upheld.





GROUP PICTURE

1953 SALES CONVENTION - CHICAGO

Front Row, L to R: George Macdonald, Gerry Kinnally, Tom Ripley, Jack Byers, John Madden, Warren Whitney, Glen Carnahan, Joe Welch, Ed Garnett, Bill Read, Dwight Richards.

Second Row, L to R: Lee Kelley, W. L. Hackney, Jr., Les Lindberg, Tom Bruner, Jr., "Buck" Weaver, Bill Roberts, Tom Wall, Ed Hughes, Dan Haley, Ray Rinehart, Bob Holz, Walter Albright, Len Fahlander, Hunter Phillips.

Third Row, L to R: Marty Killeen, Don Lundell, Les Mandelbaum, Paul Slaughter, Bob Stuhlfauth, Bob McAdam, Harry Harris, Francis Wehrle, Sam Boyd, Cecil Forbes, Bill Weber, Newt Belew, John Sheary, Tom Wolfe, Jr., Jack Finnin.

Fourth Row, L to R: Bill Douglas, Dick Thigpen, Henry Tiedeman, Jack O'Brien, Hank Skibbe, "Pete" Clow, Harry Bower, Keith Porter, Jerry Jurasek, Everett Prescott, Tom Egan, Ernest Prescott, Joe Foreman, Sam Clow, Tom Barnefield, George Vogel, Ted Seabrooke.

Fifth Row, L to R: Clyde Hooper, Jim Healey, Rod O'Connor, Andy Belew, Bob McLeod, Roger Brown, Joe Fogarty, Carl Berghult, Jim McGuan, Jack Eunson, "Bud" Carbine.

Sixth Row, L to R: Hank Stob, Bob Mangan, Harry Stein, Frank Fabbri, Reinert Schramm, Lew Alk, "Bing" Leighninger, Milton Clow, Joe McPherson, Howard Beck, Dick Michaels.

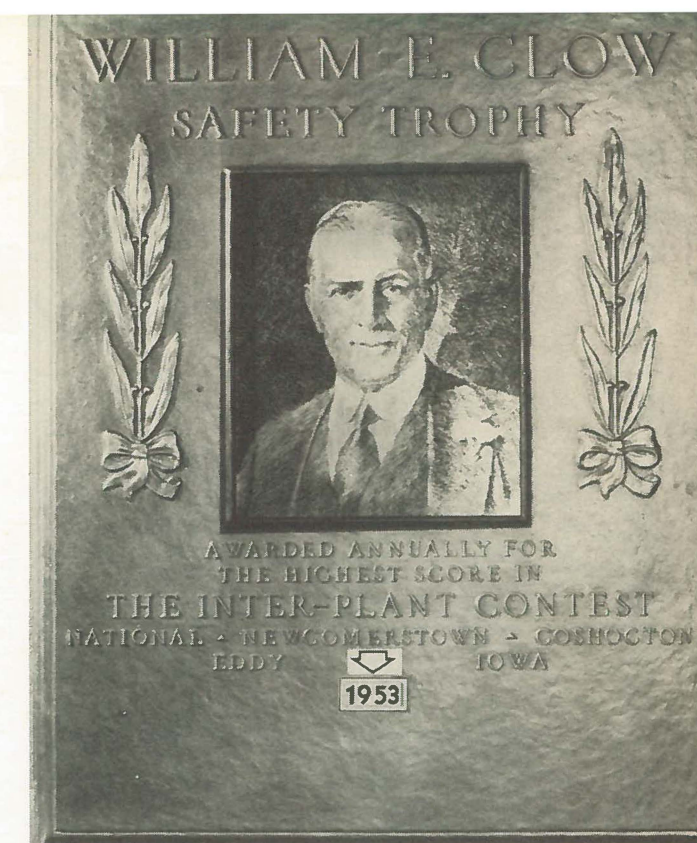
# Safety

Newcomerstown Wins

The 1953 Annual Interplant Safety Contest

and is awarded

The William E. Clow Safety Trophy



	Number of <u>Accidents</u>	<u>Man Days Lost</u>	<u>Points Won</u>
<u>NEWCOMERSTOWN</u>	-0-	-0-	743.70
<u>IOWA VALVE</u>	-1-	28	607.20
<u>EDDY VALVE</u>	-6-	290	458.45
<u>NATIONAL</u>	-5-	126	434.95
<u>COSHOCTON</u>	-6-	116	394.70

The men and women at Newcomerstown may feel a just pride in having worked a full year without suffering a disabling injury. Their record has won for them the William E. Clow Safety Trophy. This Trophy will be presented with appropriate ceremony soon, and will then be kept on display at the Newcomerstown plant during the year 1954 as a constant reminder of their perfect record for 1953 and as an inspiration to continue working safely during 1954.

The entire organization of James B. Clow & Sons extends to the men and women of Newcomerstown heartiest congratulations on their perfect record.

# CHICAGO'S CHAPTER

by H. E. Norain



## A LUNCHEON FOR OUR RETIRED PEOPLE

On November 24th a group of our retired people were gathered together at a luncheon held in their honor. Among those present to help put over the affair were John Madden, President, a group of old timers still with the Company and guests.

Seated at end of table, Steve Kaske, front row seated left to right: Glen Carnahan, Henry Reinke, Joe Gribble, Al Leo, Henry Gunther, Harry Stein, Bill Cawley, Mooshey George, Joe Chap, John Zivatkauski, and Jay Miller. Second row seated left to right: Ted Seabrooke, Joe Little, Lew Alk, Ted Tyrcha, "Pete" Clow, John Madden, Roy Allen, Frank Fabbri, Tom Quill; Standing, back row left to right: Lee Kelley, Gerry Kinnally, Bill Abell, Pat Horgan, Charley Kann, John Gee and Rudy Krempels.

## HARRY LEHMAN RETIRES

The title of "Purchasing Agent", a position held by Harry Lehman for many years does little justice to the responsibility that he has carried - the responsibility of spending the Company's money by capably supervising the buying of the best materials at the lowest available prices.

Harry Lehman began working for James B. Clow and Sons back in August of 1905 as a stenographer. Previous to that time he had worked for the Joint Rate Inspection Bureau and also did law reporting. He was forced to retire from the latter job for reasons of health. Through the Blixonderfer Electric Typewriter Company he got his start with Clow and his first assignment was that of stenographer to Mr. McKeeby, plumbing manager at that time. Later Harry became a desk salesman, handled correspondence, became "trouble shooter", and ordered supplies in the Sales Department. When the Operating Department was established at James B. Clow & Sons under the management of Mr. Blines, Harry became a part of that unit too, and he was given the job of order writing and purchasing on specialty contracts. As time went on he was transferred to the Purchasing Department as assistant to Mr. Rose, who was then Purchasing Agent. Mr Lehman succeeded Mr. Rose in 1928 as Purchasing Agent although the former had carried a great share of the buying job before that time.

In retirement Harry will find diversion in his gardening and odd jobs around his home in Skokie, Illinois. He also plans to do some traveling in the years ahead.

We know that the Company has appreciated and enjoyed Mr. Lehman's stay with them and a mutual feeling is well expressed by Mr. Lehman, "I have appreciated and liked the associations with my fellow workers and I am glad and proud of putting in so many years with Clow".

\* \* \*

## OFFICE CHANGES

Arnold Fischer succeeds Harry Lehman, (retired) as Purchasing Agent.



Ken Hersted has moved into the Purchasing Department as Assistant Purchasing Agent.

Joe Cicero has taken over duties as head of the Billing Department and will supervise our Claim Department.

Wally Furst is now in charge of the Claim Department and will be assisted by Bob Johnson.

Bill Burke can now be found operating at the Bulletin Desk while Bob Mangan prepares for a salesman's job.

Len Fahlander is now working in the Advertising Department where he is engaged in the production of Iowa and Eddy catalogs.

\* \* \*

Ben Garland became a grandfather for the

first time, when a baby boy was born to his daughter Mrs. Lenore Seeley of Chicago.



### TED SEABROOKE RETIRES

On September 17th, in the year 1900, Theodore Riley Seabrooke became an employe of James B. Clow & Sons. Ted started as the "chore-boy" in the Advertising Department - receiving, storing, and dispensing stationery forms and office supplies throughout the general office and warehouse, located at Lake and Franklin Streets in Chicago.

In 1902, the company, in need of more space for its rapidly expanding business, moved to larger quarters at Harrison and Franklin Streets. It was during that same year that work was started on Clow's 1902 catalog and Ted rendered much valuable service in connection with the publication of that book.

Three years later found Ted in the Purchasing Department as an assistant to the City Buyer - checking orders, expediting delivery of outstanding orders, etc. The year 1908 found the company again in need of a new catalog and, Ted, with the experience gained while working on the previous book, was "drafted" by the Advertising Department to help with that job. Later, that same year, he returned to Purchasing as the City Buyer for the company. During his first eight years Ted's duties were such that he just had to acquire a full and complete knowledge of the products being handled by the company. He was, thus, well prepared for selling those products when he became an outside salesman in 1910. In 1918 he took over the Minneapolis sales office where he remained until 1922 when he returned to the Sales Department in the Chicago office.

Ted was a salesman - an outdoor salesman - used to the wide open spaces - and so it was that he left the company in 1924 to sell the products of another Chicago manufacturer. But he was back with us again six years later - selling in the Toledo, Ohio, territory.

Then came old man "depression" and in 1934

46 fellow members attended a "going away" dinner on December 22nd to pay tribute and honor to two old timers, Ted Seabrooke and Harry Lehman - both retiring from company service with the close of the year. These two men had a combined service record of 95 years and 10 months with James B. Clow & Sons. In the picture, seated, left to right: Roy Allen, Ted Seabrooke, George O'Day and Gerry Kinnally. Standing, left to right: Frank Fabbri, Harry Harris and Harry Stein.

Ted returned to Chicago to work in the Foundry Sales Department. It was about this time that Earle Johnson (retired) made Ted our Special Representative, a sort of "trouble shooter" - for there was plenty of trouble during the early 30's. As such, Ted, traveled throughout the Mid-West calling on contractors, waterworks men, engineers, etc., who may have been selected by the home office for a personal visit. And, incidentally, Ted was selling Clow wherever he went.

With the gradual return of good business, which started up in the late 30's, Ted was continued in that same activity. He had no regular sales territory but - under the direction of Walter O'Day, Frank Eagan, (both deceased), and George O'Day - Ted went wherever he was needed to help sell Clow products, to settle claims, to get our bills paid, and to do many odd jobs that had to be done.

In retirement, Ted and his good wife Phyllis will first of all spend a couple of months in Texas. They will visit with their son Russell, and his family in El Paso and with Mrs. Seabrooke's relatives in the Houston area - and we suspect they will also spend a lot of time traveling through those wide open spaces under sunny southern skies before they return to their home in Maywood.

We extend best wishes to Theodore Riley Seabrooke in his retirement and, here in the Chicago plant, we expect to hear of him often and see him in person on many occasions.

\* \* \*

Lee Ann Seabrooke became the 17th grandchild of Ted Seabrooke (retired) when she arrived at the home of Ted's son in El Paso, Texas. Ted tells us that he expects to be presented with grandchild number 18 sometime in February.

\* \* \*

Dolores Rusteberg was beaming with happiness when she returned to work after the Christmas holidays -- reason, a sparkling engagement ring third finger, left hand.

\* \* \*

A wise man always noes a lot.



Smiling happily at each other are Mr. and Mrs. Leo Sieja. The bride, the former Millie Docimo who heads our Steno. Dept., was married in October.

### A COOLER SUMMER

With a number of air conditioning units being installed in the Chicago office we can look forward to more comfortable working conditions next summer.

\* \* \*

### GILBERT J. BROWN

It is with deep regret that we report the passing of Gil Brown a former employe of our Company. It was on January 1st, 1950 that Gil retired, after having served Clow for 50 years.

Our deepest sympathy to George Sennett who's mother passed away December 11, 1953.

CLOW CHRISTMAS PARTY

John Madden addresses the Clow employees and guests.



Irv Fecenko right, assisted by Tom Quill during the prize drawing.



Roy Allen who introduced John Madden and who kept the program moving along.

PRIZE WINNERS AT CHRISTMAS PARTY

Name	Item
Marge Barone (Guest)	Radio
Marge Caccavari	Coffee Maker
Ben Garland	Set of Knives
Aud Birkenes	Clock
Jim McGuan	Mixer
John Kinnally	Blanket
Viola Skibbe (Guest)	Deep Fry

Flanking entertainer George Johnstone are two able Clow personalities, Jim Healey left, and Bill Douglas, right.



CHRISTMAS  
PARTY  
THROUGH  
THE  
CAMERA  
LENS



# Coshocton Comments

by Howard Sherrets



The "wheels" of the Machine Shop, E. L. Bolen, (left) and Bill Laird.

## INSIDE THE TRADE (STORES)

### Inventory

This is the time of the year when we realize how quickly we can spend our bonus, so we take a short count of the situation, recall last year's resolutions (broken) and make an inventory of 1954.

The subject of inventory brings to mind the job performed by our friends in the plant's Storeroom. This task began on November 15th and was completed about January 1st, thanks to Fred Koman's men. It consisted of checking, counting and listing all of the 8500 items that serve the operation of our plant. (Our stores system employs a perpetual inventory, but this annual count is necessary for many reasons and includes stock numbering, stock record cards, des-

ignation of location, purchase price of material and amount used).

Another phase of the inventory is the writing of 7354 purchase requisitions and as the ordered material is received a thorough check is made for breakage, condition of shipment, correctness of items, date and shipping means.

### Storage and Quantity of Materials

In order to care for the large stocks of material necessary in the operation of our plant there are various storage locations which include the Main Storeroom and Receiving Department; oxygen and acetylene storage; paints, thinners, naphtha and other like products storage; full oil drums location; gaskets, gears, waste, and thread protectors stored in Tin Bldg; oil storage for working stock - Main Storeroom and various other carload lots of materials located throughout the plant.

Some questions may arise in your mind as to the reason for our carrying such large quantities of materials and supplies, but when consideration is given to the geographical location of the Coshocton plant it can be readily seen. Materials cannot always be secured on short notice because of the fact that our Coshocton plant is not located near a large industrial area from which most of our required material comes.

### Special Services

Storeroom personnel also offer the best service possible during breakdowns by using a special bell system; thus rendering special attention to meet any emergency.

Every employee in Stores is also a trained



1.



2.

Machine Shop personnel celebrating 2013 days without a lost time accident. Picture 1, back row left to right: Foreman E. L. (Boots) Bolen, Paul McNary, Gene Farmer, Fred Durant, Roland Emler, Roy (Doctor) Franklin, Glenn Guilliams, Russell Laird, and Jack Lyons. Middle row, left to right: Bill Laird, Bruce Buker, Charles Lockard, George Swalley, Floyd Arnold and Henry Clark. Front row, left to right: Paul Arnold, Glenn Murray, Bob Elder, Ernie Wears and John Ransom. Picture 2, back row left to right, Francis Clark, Morton Orem, Clarence Fox, Asa Shaffer, Bill Gillen, Clarence Callentine and Bob Fortune. Middle row, left to right, Clyde Eberwine, Earl Jones, Lee Norris, Guy Cosmar, Jess Wilson, and Clarence Mencer. Front row, left to right: Virgil Pierce, Raymond Randles, Bob Henderson and Hilton Jennings.

Absent when these photographs were taken were John Saunders, Joe Van Dusen, Jack Farmer, and George Farmer. A picture of these men will appear in a future issue of the Clow News.

We would like to add that this nice safety record was celebrated by cigars furnished by the foreman.

first aid attendant and often they serve in that capacity. First Aid is tended by a storekeeper during the second and third shifts.

Another sizable job performed by the men in Stores is the preparation and packing, for shipment, of gaskets and accessories for sold orders.

### Leisure Time

Probably a feat of note in our plant is

the number of things engaged in by many employees during the thirty minute lunch period. Of course, eating lunch is accepted and the Storeroom personnel are not unlike others, but their noon recreation is euchre, and some highly competitive contests are decided across the board. We make the following statement with permission, "We don't say we are the best euchre players in the plant, we just haven't found any better."

To sum up this "Inside the Trade" on our



Virgil Pierce always a part of Yard inventory turned in the only dry account sheet of the day during a light but wet snow. (Or a new use for a golf umbrella.)



Showing the progress being made in the transformation of the Shipping Yard.

Storeroom, we pass compliment to a nice group of boys doing a swell job.

\* \* \*

#### AN ELECTRIC SWITCH

Concluding the month of November in a burst of energy the ladies in our restaurant performed a Herculean task in mashing potatoes

for 100 hungry customers with hand potatoe mashers and lots of elbow action.

For those of us who are always ready for noon chow at 11:30, and for those who do appreciate the privilege of eating in our restaurant, dinner was ready on time and the mashed potatoes were as good as usual, but for the ladies who prepare the food November 30 will be remembered as a day of unusual exertion.

Shortly before serving time the cooks made preparations to mash the potatoes in the large electric beater, an operation that is always performed last so that the food will be warm. Then after the operation was started, attention was demanded in another part of the kitchen so the machine was turned off.

In accordance with Safety practices such electrical devices are served with two switches, a wall arrangement and a machine switch. What really happened is that the

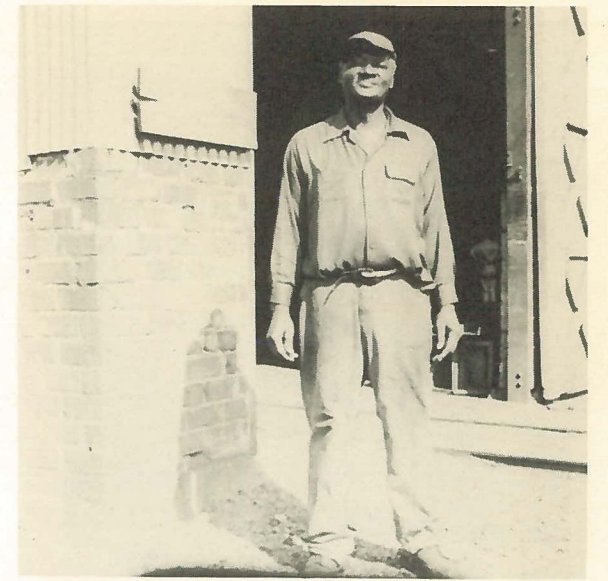
Not permitting the Ohio Sesquicentennial celebration to stop with summer festivities we caught Master Mechanic Virgil Bucklew wearing one of the hats used in portraying the history of our state.



#### JOHN SPENCER RETIRES

Retired as of December 31, is John Spencer, of the Pipe Foundry. John was employed July 25, 1946 and was given the job of cutting heads. He remained at that job throughout his seven and one half years with the Company. His son Charles Spencer and two sons-in-law Shack Martin and William Dozier work in the Pipe Foundry.

We will all miss John's friendly smile and greeting, and trust he will accept the standing invitation and welcome to all retired employees of a visit just any time.



ladies failed to turn on the second switch and by the time the electrician arrived to diagnose the ailment the cooks performed the operation by hand and another good dinner was served as usual.

On November 1, 1935 she was married to George W. Swalley who survives.

Our deepest sympathies to those who survive.

\* \* \*

\* \* \*

#### JAMES LAIRD

A heart attack suffered at 10:00 A.M. Monday, November 23, claimed the life of James Laird, 73, at his home in Pleasant Valley. Jim was retired December 24, 1945, having been employed in our plant for twenty-three years in various departments. He was married to Della Mack on April 18, 1907, who survives. He was a member of the Presbyterian church.

Additional survivors include a brother, William, and a nephew Russell Laird, both of the Machine Shop.

Bill is the remaining member of a family of six brothers and two sisters.

Mrs. George Swalley, 69, wife of George Swalley of the Machine Shop, died at 7:45 P.M. Tuesday, November 17, at her home 712 John St., after a one year illness.

Harold Howell of the Pipe Foundry was home on leave following 18 months in Japan and Korea.

#### ACCIDENTS

Barbara Sue, five-year old daughter of Mr. and Mrs. Paul Gardner, Maintenance Department, suffered painful injuries November 26, when she fell from the family car near their home at Isleta.

We are happy to report that at press time she is greatly improved and back to near





Cliff Williard of the Pattern Shop and Art Conard of Maintenance are completing a fire and sprinkler inspection.

normal.

Roy Dennis, Maintenance Department, received painful cuts and bruises November 27, when his car skidded off the Coshocton-Newcomerstown highway while on his way to work.

Sherman Howell, of Industrial Department, who suffered a home accident some time ago, is considerably improved and has returned to work.

Arthur McCollum, Melting Department, has

been experiencing some difficulty with a trick knee. We trust that by this time it is in first class shape, so that he can continue bowling.

Charles Mitchell, of Melting Department fractured two ribs in a fall on the stairs at his home.

\* \* \*

#### THIS IS SHOW BUSINESS

With his first performance at age seven, Jim Bordenkircher, 23 year old son of Mr. and Mrs. Harry Bordenkircher of Maintenance Department, embarked on a part-time career in the entertainment field that has landed him a regular half hour program on radio station WTNS.

Sixteen years ago during one of his many trips to the neighborhood grocery and on one of the occasions when pennies were not available for buying treats, Jim sang his way into Vic Balme's candy case.

Mr. Balme who operated a grocery store at the corner of Kenilworth Avenue and John Street for many years, was well acquainted with all the youngsters of the neighborhood and was well known for his good business practices. To purchase an all day sucker with a song not only required talent of voice from our young entertainer, but salesmanship as well, and a great deal of satisfaction was derived from having a lollypop on Mr. Balme.

In establishing a good scholastic and attendance record at Sacred Heart School, Jim was also prominent in plays and entertainment and climaxed his senior year in high school by being selected as the best performer in the senior class play. A medal, nicknamed "Little Oscar" by the students, was the reward for this distinction and is among Jim's prized possessions.

His Honor the Mayor of "Tune Town", Jim Bordenkircher.

At the age of sixteen Jim was assigned to a regular end-man spot in the annual Moose Minstrels and occupied that position until recently when the shows were discontinued. This was only one of many benefits engaged in by our young and ambitious entertainer. Minstrel shows under the direction of Francis X. Weaver, well known Coshocton musician, toured Coshocton and Tuscarawas Counties for the love of entertaining and all proceeds were given to a benefit.

Next, an organization known as the Minstrel-aires, came into prominence in our town and was represented by four young men singing and dancing their way to all service clubs, lodges and benefits of the community. This quartet is rather close to our plant since the members were Jim Bordenkircher, Kenneth Grier, Labor Pool, Ray Young, son of Mr. and Mrs. Raymond Young, of Maintenance, and Jerry Weaver.

This group, sometimes known as McNamara's Band under the direction of Francis Weaver, entertained over radio station WTNS and was a regular feature on the annual March of Dimes.

A break for Jim came along recently when he was called to fill in as disc jockey on a local radio program and during the time at the mike he conceived the show "Tune Town" now featured every Sunday afternoon from 1:00 to 1:30 O'clock.

As mayor of Tune Town with Stan Robinson of the staff of WTNS as his bailiff, Mr. Bordenkircher represents the six additional characters that appear on the program from time to time and between the recording of hit tunes occupies a spot of wit and humor.

Script is written by the Mayor of Tune Town, the show rehearsed and recorded evenings since His Honor is employed in a downtown haberdashery.

Best wishes Jim for you to continue and realize your ambition for full time in show business.

\* \* \*

At right; always a busy spot in our plant, but especially at year's end.



Albert Fitzpatrick of Maintenance received a check for \$5.00, for a suggestion.

#### WEDDINGS

Congratulations are extended to Mr. and Mrs. Charles Cross, Industrial Department, on their marriage November 21. The ceremony was performed by Rev. Walter Young in the parsonage of the First Christian Church. The newly married couple are residing on R.F.D. #4 Coshocton.

The marriage of Miss Lois Guilliams, daughter of Mr. and Mrs. Chester Guilliams, Flange Machine Shop, and Richard Murray, son of Mr. and Mrs. William Murray, South



Lawn Avenue, took place Saturday afternoon, November 21, at 4:00 o'clock in the parsonage of St. John's Evangelical and Reformed Church.

The Rev. C. M. Higgins, pastor of the church officiated in the presence of the immediate families. A reception followed the ceremony in the home of the bride's parents, and the couple left later in the afternoon on a short wedding trip.

Lois is employed at the local telephone exchange and Dick is serving in the U. S. Navy stationed at Norfolk, Va. The newly married couple plan to establish a home in Norfolk.

\* \* \*

BEGINNER'S DEPARTMENT

Debbie Sue, to Mr. and Mrs. Kenneth Callentine of the Labor Pool, November 12, Coshocton Hospital.

Ester Mable, to Mr. and Mrs. Charles O'Neil, Molding Floor Finish, December 2, Coshocton Memorial Hospital.

\* \* \*

VISITORS

Tom Barnefield of Chicago, Dave Lillibridge retired Industrial Department, George Cooper and George Retzler, retired Machine Shop employees, Keith Porter, new salesman for our products, Cliff McComber, retired Pattern Shop, E. U. Sexton, retired Shipping Yard, and Ed White of Birmingham.

\* \* \*

IN THE SERVICE

Fred L. Saylor, son of Mr. and Mrs. Earl Saylor of Molding Floor Finish Department has enlisted in the Marines.

\* \* \*

BOWLING

Team standings at the close of the first half of the season December 10, are as

follows:

Braves	39 - 17
Pirates	34 - 22
Indians	33 - 23
Browns	32 - 24
Cardinals	27 - 25
Red Sox	25½ - 30½
Senators	23 - 29
Yankees	22 - 34
Giants	21½ - 34½
Tigers	19 - 37

Members of the winning Braves team are: Captain Raymond "Red" Young, Jack Kanuckle, Ira Lecraft, Arthur McCollum, and Ned Patterson.

A few interesting counts on the first half include: Red Sox - high team single - 1039  
Senators - high team series - 2973

The two high games of the first half are: Jack Lyons, 267, and Gerald Bordenkircher, 256. Morton Orem rolled high series of 640.

\* \* \*

BONUS MONEY

Bill Bevington's 12 yr. old son, Jack, thought some of the bonus money should trickle down to him, so he presented Bill with a charge of \$3.90 - the estimated bonus on his weekly allowance. He collected!

\* \* \*

SICK LIST

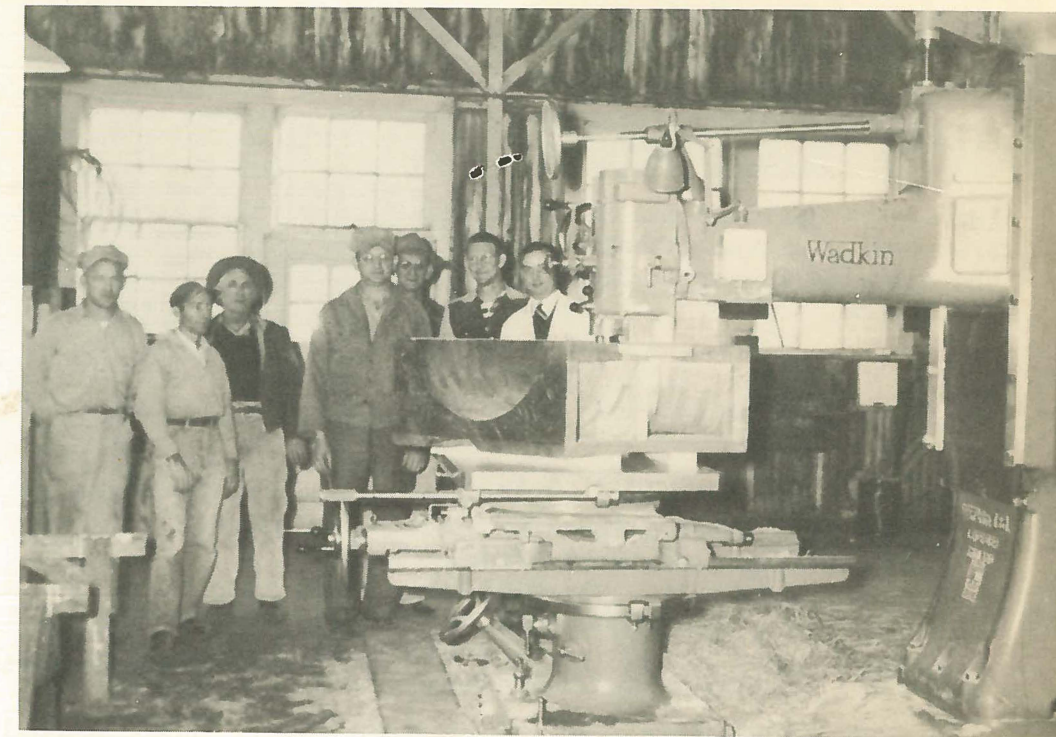
John Boyd, Chief Chemist, surgery.  
Ralph Albertson, Pipe Foundry, surgery.  
John Saunders, Machine Shop, confined to Coshocton Memorial Hospital.  
John Edward, six-year old son of Mr. and Mrs. Henry Stine, Shipping Yard, surgery.  
Mrs. Kenneth Carter, Coshocton Hospital.  
Kennie works on Molding Floor Finish.  
John, three year old son of Mr. and Mrs. Jack Smith, Standards, surgery.  
Martha, thirteen year old daughter of Mr. and Mrs. Ragan Hosfelt, Molding Floor, surgery.

\* \* \*

An egotist is a sort of I-dealist.

# of National Interest

by Charles Hooper



A NEW MACHINE

Basil Eades, Joe Miller, John Erwin, Lloyd McCleskey, Aubrey Foote, and Jack Lambert are pictured in front of the new pattern and core box milling machine that just arrived from England. Jack Lambert has been instructing this group how to operate the machine.

LOST TIME ACCIDENT

We are sorry to report National's fifth lost time accident of the 1953. Leonard Bryant's report reads as follows: "On Wednesday, October 28, 1953, Charlie Abney, lead man in the Mechanical Maintenance Department, was helping to straighten the hot pipe hooks in the deLavaud Shop. He was using a sledge hammer and in doing so felt a snap in the lower part of his back.

Charlie went to First Aid where an adhesive brace was put on his back. The next day he was taken to Dr. William E. Doggett who recommended diathermy treatments.

Charlie seemed to respond to the treatments for a few days, but then his progress retarded, so Dr. Doggett referred him to Dr.

Ben Meyers, at the Norwood Clinic. Dr. Meyers could find nothing more than Dr. Doggett had found, but recommended a sacroiliac brace in conjunction with the diathermy treatments.

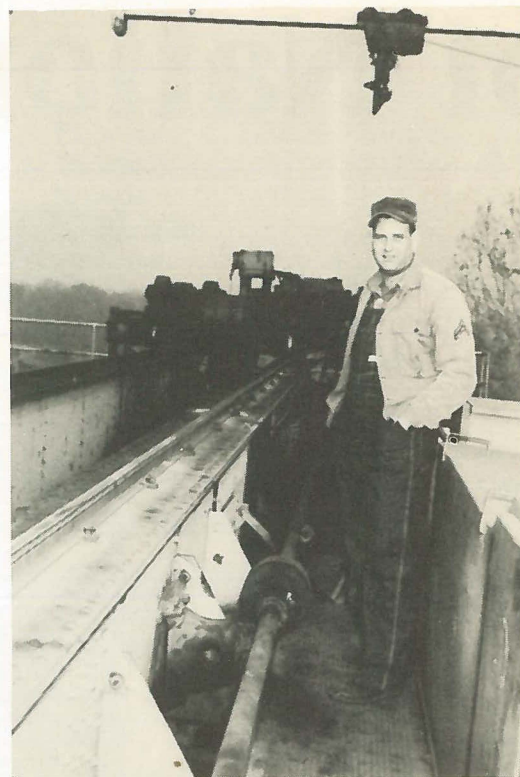
Finally, on November 16th, Dr. Doggett recommended hospitalization under Dr. Meyer's treatments, so Charlie was hospitalized, tension was used on his leg and so he remained until November 24th.

After treatment in the hospital, Dr. Meyers diagnosed the case as a deep lumbar spine derangement. Charlie has returned to work, but must go to the Clinic for special treatment; therefore, we will have to take a lost time injury on this case. This is something that could happen to anyone and it is difficult to pinpoint any direct cause.

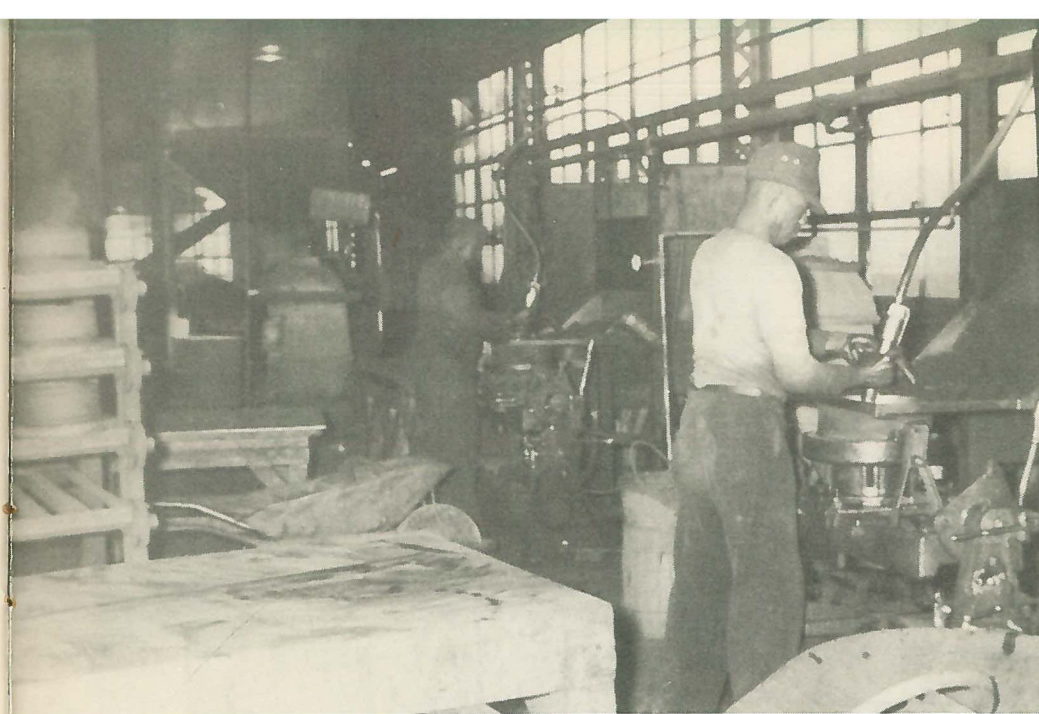




Above, Ira Hallmark and Henry Goodwin are working on the annealing oven in the deLavaud Foundry. Lloyd Bryant is looking on.



At right, Edwin Calhoun is learning to operate the Melting Department Crane.



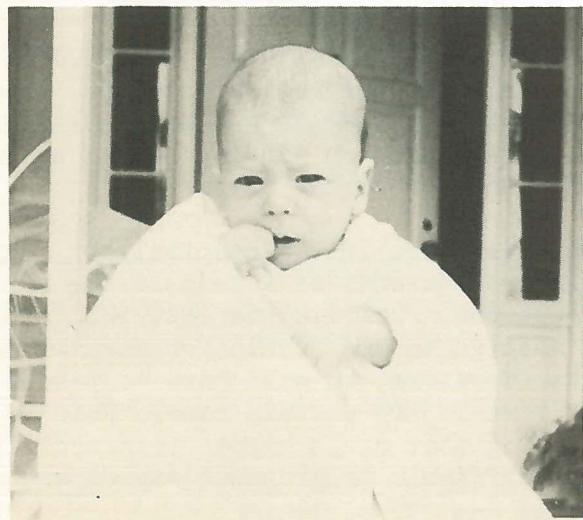
George McClinton and Asa Griggs are shown making cores in the deLavaud Core Department.

BOWLING

The snow, sleet, rain, and cold weather hasn't slowed down any of the bowlers. Here are the results so far.

<u>Name</u>	<u>Average</u>
George Estes	154
Charlie Abney	142

Clarence Forte	142
Chuck McAnnally	133
Eugene Foote	156
Howard Bryant	162
Leonard Bryant	136
Z. T. Tumlin	125
Jack Lane	112
Aubrey Foote	148
Dwight Little	144
Don Parks	128
Red Bates	137
Henry Goodwin	131
Burney Pyle	136



Introducing James Charles Hyde.....Grandson of Mr. and Mrs. Fletcher Hyde.

Gene Woolwine	170	Pvt. Calvin Wilcutt, Jr.
Luke Smith	145	U. S. 53215031
Jack Bennett	139	Co. F 13th Inf. Regiment
John Sisson	157	4th Platoon
Kendall Springfield	109	Ft. Jackson, South Carolina
John Dumnavant	114	* * *

WELCOME TO NATIONAL

We welcome Virgil Bucklew and Don Slaughter from Coshocton who are here to see the new operations in the deLavaud Foundry. I am afraid that we had regular "Yankee" weather for them, but we hope they will come again to see us.

\* \* \*

CHRISTMAS BONUS

Our sincere thanks and appreciation go to the Board of Directors and officers of the Company for the wonderful Christmas bonus this year. We pledge our support in making 1954 a better year.

\* \* \*

MILITARY SERVICE

Here are two new military service addresses that we have.

Pvt. Crathon C. McCombs  
 US 53214360  
 K Company  
 61st Infantry Regiment  
 Ft. Jackson, South Carolina

NEWS BITS

The Bryant Hunting Club has planned four more hunting trips this season. So far the members have had good luck. Ray Taylor has killed one buck, Z. T. Tumlin six ducks, H. B. Hannah, one turkey.

D. H. Kittrell, W. L. Dendy and W. L. Coker have so many rabbits and squirrels to their

The second shift crew in the Machine Shop.

Left to right: Earl Tidwell, D. H. Kittrell, Denson Kelley, Grady Turner, and John Jackson. Since this picture was taken, John Jackson has been transferred to the deLavaud Foundry, and William Rhea is the present crane operator.

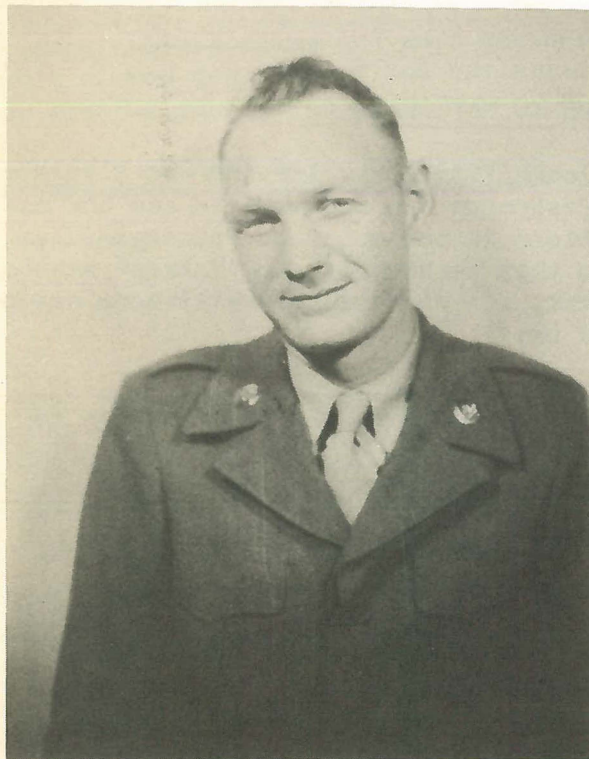


credit that they have lost count.....

Guy Moffett paid us a visit the other day.

There'd be less pedestrian patients, if there were more patient pedestrians.

\* \* \*



Junior C. Wilcutt, who left in November for military service, just sent us this picture of himself taken at Ft. Jackson, S. C.

FOOTBALL GUESSING CONTEST WINNERS

Now that the Alabama-Auburn game is over and things have settled back to normal, here are the winners of the football guessing contest:

Green Robinson is the first place winner of five dollars. J. B. Brand, Jr. and Arthur Smith tied for second place and each won \$2.50. Lecile Self and Tom Smith tied for third place and each won \$2.00. Tom Smith also won \$5.00 in weekly prizes. Scotty Kelley won \$4.00 in weekly prizes, and Flozell Bates won \$1.00 in weekly prizes.

Congratulations to the winners.



"Guess what I went shopping for today, dear!"

# Newcomerstown NOTES

by Harold Schlarb

so a member of the Moose Lodge.

Akie, as he was called by many who knew him, was well liked by his fellow workers. His pleasing disposition and good sense of humor helped make each work day a more enjoyable one for those working with him.

Richard Wells, Clow truck driver, assisted with the services held at 2:00 P.M. Wednesday at the North Salem Church. Burial was in the Bell Cemetery at North Salem.

Our sympathy is extended to his widow, Mrs. Mabel Gibson Atkinson, his two daughters, Mrs. Albert Wallace of Kimbolton Route 2, and Miss Rose Atkinson, and four grandchildren. Mr. Wallace is our cupola tapper.

\* \* \*

HOSPITAL NOTES

Mrs. Francis Wise underwent major surgery at Coshocton Memorial Hospital on November 30th. She has returned to her home on Center Street and is coming along fine.

Johnnie Williams, machine molder, was in Good Samaritan Hospital, Zanesville for an examination last November and will re-enter the hospital sometime in January for surgery.

Mrs. Willis Shroyer underwent surgery at Coshocton Memorial Hospital on December 1st. She is recuperating at her home on R. D. #3, Newcomerstown.

Mr. Ross Miller, retired, who underwent major surgery at Coshocton Memorial Hospital in November, has been returned to his home



William Miller, Cores, was recently presented with a 10 year service pin.

ROBERT M. ATKINSON

We were saddened by the sudden and unexpected death of Robert M. Atkinson, an employee of our Yard Department for the past ten years. His passing came on Sunday, December 6th, at the Guernsey Memorial Hospital, Cambridge, where he had been hospitalized for a week with leukemia and pneumonia.

Robert Atkinson was born in Knox Township, Guernsey County, and belonged to the North Salem United Presbyterian Church and was al-



Vic Kopp, Storeroom, seems happy to be out of the Army and back at work.



Bob Bonnell, Storekeeper, looked up from his work long enough to have this picture snapped.

on East Main Street extension. His condition at press time was reported as fair. A son Joe Miller works in our Machine Shop and a grandson, Leroy Miller, is employed in our Radiator Molding Department.

Miss Clarice McCall, daughter of Jasper McCall, Foundry, underwent surgery at University Hospital, Columbus in November.

\* \* \*

#### HURT IN FALLS

Ellen, four year old daughter of Mr. and Mrs. Ben Matheny, fell at her home on Clow Avenue, suffering a nasty scalp laceration. She was treated by a local physician and several stitches were required to close the cut.

Robert Carruthers, sand blast operator, suffered a bad laceration of the nose and above his right eye when he slipped on a throw rug and was thrown against the corner of a dresser after his wife had waxed the floor. Bob said he had just glanced at the

clock which said 9:30 P.M. when the accident occurred. His wife and family came home from Church at 10:00 P.M. and found him still unconscious on the floor. They revived him and he was later treated by a physician. We are glad the injury was not too serious.

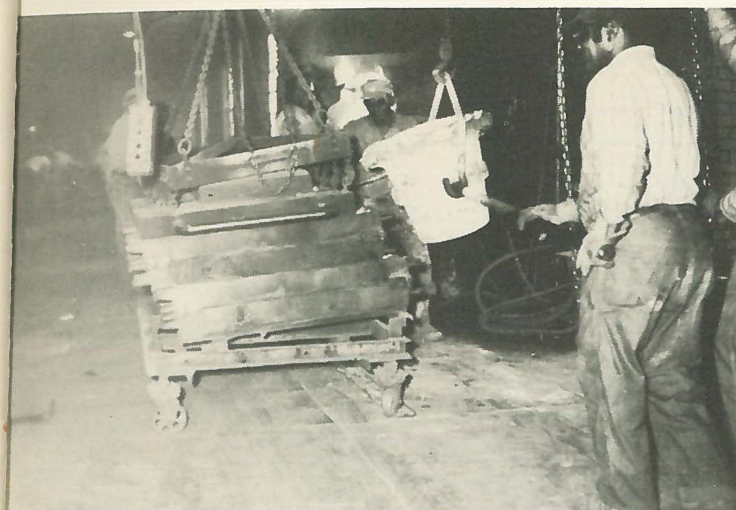
\* \* \*

Al/C Donald E. Kohl, our last employee still serving in Uncle Sam's forces, was one of the 20 from the 802nd Air Police Squadron, Smoky Hill Air Force Base, Salina, Kansas, who served as an honor guard in October when the President's plane, the "Columbine" landed at the Smoky Hill Base.

\* \* \*

#### NEWS BRIEFS

Bob Bonnell and Vic Kopp, storeroom, took their wives to see "Holiday on Ice" at the Canton Memorial Auditorium.....Thomas Coker, Machine Molder, is sporting a new Buick Roadmaster.....Bob Hinds purchased a 21" General Electric Television set



The Dansby boys handle the pouring of our radiator molds. Odis skims, Arthur pours and Elijah handles the shank end of the ladle.

and says it is really great entertainment. However, he has placed certain restrictions on the Mrs. "No television while ironing." .....Lloyd McCrone and Dean Hammersley, a team in Radiator Molders, are now driving late model Nashes.....Henry "Sharkey" Yanai picked Johnnie Lattner of Notre Dame to win the Heisman Trophy in football just before the 1953 season got underway. He has two witnesses to prove it George "Buck" Johnson and Harold Schlarb, each of whom paid Sharkey \$1.00..... Lloyd Hart, Foundry Finish Foreman, spent a week of his vacation deer hunting in Pennsylvania. Lloyd bagged a 6 point buck on Saturday, the last day of the hunt. This was the first time that he used his new 30-30 Marlin lever action rifle.....Les Gadd also took a week's vacation in December and he too got in some hunting...C. C. Starker got 2 pheasants the first day of the season. He had them frozen and will enjoy them while his 2 grandsons are visiting over the holidays .....Mr. and Mrs. E. L. White visited Youngstown, Ohio, to spend Thanksgiving with relatives. It was nice to see Ed on his visit to the plant.....Franklin "Pug" Milligan returned to work on November 30th following a three week illness. We are glad to see him back on the job.

\* \* \*

#### MOVING NOTES

Lester Nelson from 618 West State Street to 444 Tuscarawas Avenue, Newcomerstown.

#### TRANSFER

Richard Daugherty from Radiator Molding to Jolt Squeeze Molding.

\* \* \*

#### APPRECIATION AND THANKS

December 11th was probably the most enjoyable day of 1953 for employees and their families of the Newcomerstown Plant. The bonus voted this year by our Board of Directors was again very generous. It cannot be expressed in words to show the happiness and gratitude which this occasion brings into the homes of each employee associated with our fine company. All of us at Newcomerstown offer our sincere thanks to the Officers, our Board of Directors, and everyone who helped make this year's Christmas Bonus possible.

\* \* \*

#### WEDDING BELLS

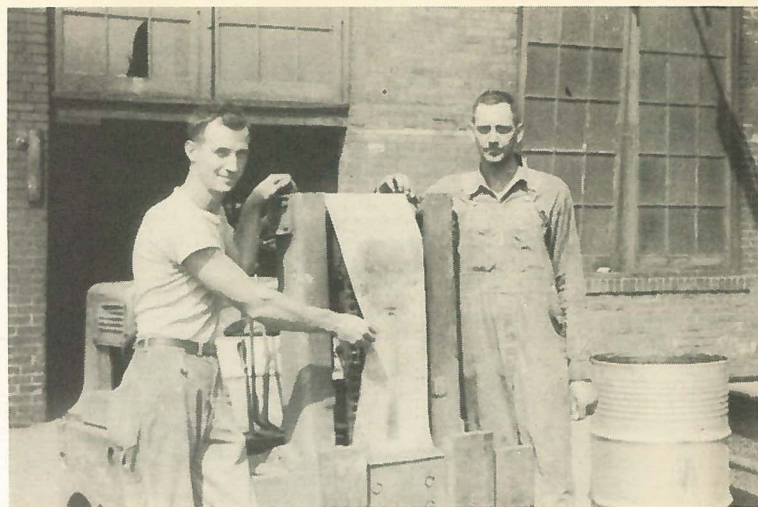
On November 14th Miss Imogene Stahl became the bride of Jack Hart in a single ring ceremony at the Methodist Church in Liberty, Indiana. The newlyweds are living at 141 Neighbor Street. Jack is employed in our Gasteam Assembly Department.

\* \* \*

An optimistic woman is one who makes out a market list when she goes shopping with a \$5.00 bill.

### THESE IDEAS WERE WORTH MONEY

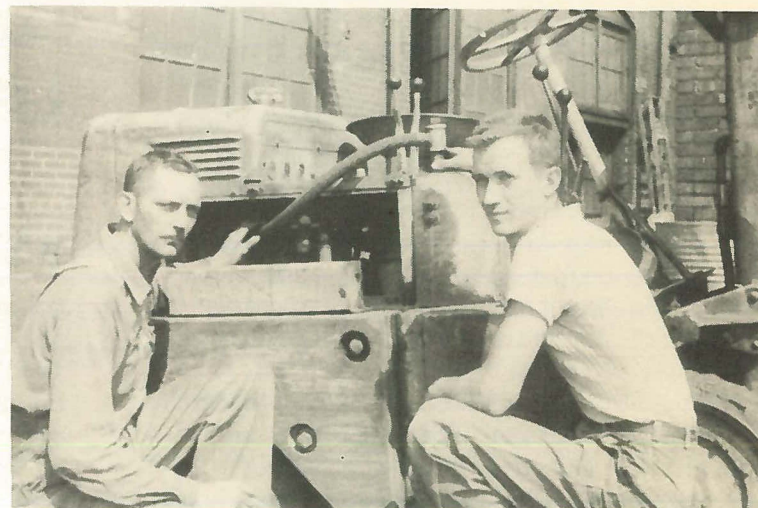
Back in August, 1952, O. V. (Joe) Chaney and Lester Gadd who handle the maintenance on our mechanized equipment, turned in two suggestions that had all the ear-marks of being unusually good ones.



1.

The dust and dirt in the foundry was playing havoc with the hydraulic systems in our fork trucks, the abrasive action causing frequent and costly repairs to and replacement of hydraulic shafts, cylinders, valve banks, gaskets, etc., and these two men decided to do something about it.

By utilizing an old window shade roller and some medium weight duck material, (see picture number 1), they devised a self-adjusting dust shield over the lift cylinder and chains. One of the chains can be seen where "Les" holds out the protecting cover. This keeps dust and dirt from showering down and settling on these moving parts.



2.

Next they discarded the original truck equipment for filtering the air to the hydraulic system and by means of some heavy duty hose and a few fittings, connected the air intake line through the large air cleaner on top of the carburetor, making it do double duty.

In the picture number 2, Joe is resting his hand on the hose from the air cleaner to the hydraulic intake line alongside the driver's seat.



3.

A token award of \$12.50 was paid to each man on each suggestion and the suggestions were held open for a year so that the actual saving could be determined. For a period of one year the parts affected by these two suggestions were carefully kept track of and a complete parts cost for operating our two Clark trucks using these two suggestions was carefully figured and compared with the cost of the same parts for previous years. We are happy to report that the saving from these two suggestions was such to warrant an additional net award of \$125.00 to each man. This made a total of \$150.00 which each man was paid.

Joe and Lester display their \$125.00 checks and seem plenty happy about the whole thing.



Visiting members of our Company's Board of Directors make a tour of the Iowa Valve plant. Shown above are Messrs. Donald Douglas, John Byers, George O'Day and John Madden with Iowa works manager, D. B. Richards.

## **IOWA items**

by Fred Gegner

### BOARD OF DIRECTORS VISIT IOWA

The Iowa Valve Co. was honored to have four members of the Board of Directors as guests last November. Mr. Sidney Murray, Director and Chief Counsel for the company was not present. The directors had a heavy schedule during their visit to the Oskaloosa Plant, with a board meeting in the morning and a tour of the Iowa plant in the forenoon, after which they lunched with the Oskaloosa Chamber of Commerce.



Terry Dykstra poses for the "Dennis the Menace" contest.

Recently the local newspaper, the Oskaloosa Daily Herald, supported a contest to find a boy with a character similar to that of the cartoon character "Dennis the Menace", by Hank Ketcham, cartoonist of national fame.

Terry Dykstra two and one-half year old son of Mr. and Mrs. Melvin Dykstra was judged the winner. Terry was given a \$25 savings bond for first prize. The following poem was entered to describe how Terry's actions resemble those of the mischievous "Dennis".

WHO?

Who's the little guy, aged two and a half  
That makes me scold when I want to laugh?  
Who comes so close in acting like Dennis?  
Who else would use an egg for a game of tennis?  
Who has an imagination that really runs wild?  
Who pretends he has a kitten for his own little child?  
Who brought a real one into the house one day,  
When mamma thought he was again at play?  
Who put that skinny creature into the meringue pie?  
Who said, "I'm fatten him up Mom", without batting any eye?  
Who got so mad when that cat went outside?

Who got paddled, then cried and cried?  
Who runs all of the water out of mom's washing machine?  
When she's hanging up clothes that are already clean?  
Who turns out the lights and sits on the door,  
When mom won't let him in the basement any more?  
Who laughs and chuckles and has so much fun,  
When mom wants to come up, promising even the sun?  
Who runs and hides when he's tired of that game?  
Who knows what is coming but won't give it a name?  
Who looks up at mamma with those great big brown eyes,  
And says, "I love you Muzzer," then bends over and sighs?  
Who gets a hug and a kiss, little tike?  
Who else, but you, my own Terry Mike?

\* \* \*

AC3, Harry L. Kennedy, son of Mr. and Mrs. Jack Kennedy was home on leave. Harry enlisted in the Air Force on April 2, 1953 and was given basic training at Lackland Air Force Base, San Antonio, Texas. He was then sent to the jet bomber mechanic school at Amarillo, Texas. Upon completion of the mechanic course Harry was given his leave. He is now stationed at Wichita, Kansas where he is a mechanic on a B-47 jet bomber.

\* \* \*



Jack Kennedy and son Harry are both happy about the latter's furlough.

### SAFETY

Paul Sherman realizes the full value of wearing safety glasses. Paul recently disconnected an air rammer from the air line. The hose twisted like a snake and struck him in the right lens of his safety glasses. The lens was shattered but Paul was not even scratched. Once again a pair of safety glasses have shown their value.

\* \* \*

### VISITORS

We were happy to have had Marty Bobber and Joe Fogarty as visitors in November.

\* \* \*

Jim Burger was recently suprised by his son SFC J. W. Burger and family, when they returned from Germany. Bill has been stationed at Stuttgart, Germany for 44 months where his family also lived with him.

\* \* \*

### BOWLING

The bowling teams have almost finished the first half of the season. Here are the standings at press time:

Covers.....	First Place
Rings.....	Second Place
Stems.....	Third Place
Wheels.....	Fourth Place
Gates.....	Fifth Place
Hubs.....	Sixth Place

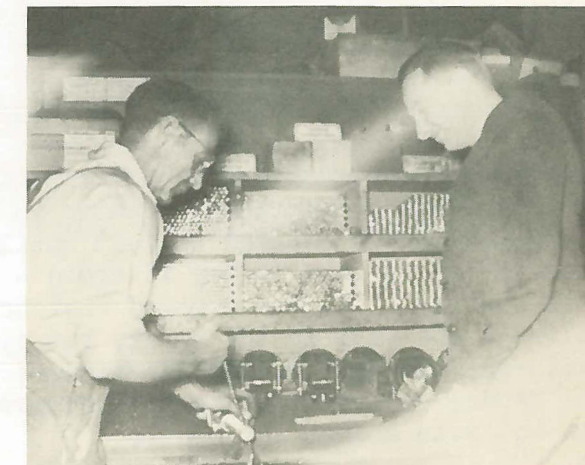


At left, Clyde Dye was very serious as he centered a large stuffing box.

At right, Harry Brock is dreaming of retirement as he assembles some small repair parts.



The Brass Foundry crew paused for a group picture. From left to right: J. D. McCartie, Cecil Hulbert, "Chuck" Lanphier, Paul Vance, Hal Utterback, Dick Langstraat, and Homer Wiley.



Joe Fogarty watches Guy Brock assemble the stem and gate section of the Iowa hydrant.



# eddy

## EDITION

by Walt Sorensen

OSCAR BAKER retired Maintenance Foreman, now making his home in Florida, announced the engagement of his daughter, Marion. The wedding will take place in March

\* \* \*

A short time ago members of the Maintenance Department were surprised to look out the window and see KEN TOMARA of that department taking a swim in the water that flows along the Eddy Machine Shop. The remarkable thing about this was that KEN hasn't been swimming in twenty years and he decided to wait until it was 15° above zero to try it again - in his overalls. It was rumored that he slipped and fell in the creek, but eye witness DICK PAGE thinks KEN decided that he needed the exercise so he just dove in and swam around for awhile

\* \* \*

### CONGRATULATIONS

ED JABLONOUSKI of the Foundry became the proud papa of a daughter, MARY FRANCES, who recently checked in at the Cohoes hospital, weighing 6 lbs. 8 oz. ED reports his wife and daughter are doing fine.

\* \* \*

### SYMPATHIES

We wish to express our deepest sympathy to the following men who recently lost members of their families:

Raymond Bechard - father  
Noel Neveu - father

Patrick O'Rourke - brother  
Jack Metcalf (Retired) - wife

### SICK CALL

We are sorry to report our sick list is getting longer. At present the list contains the names of BUD BOUDREAU, LOUIE MAPLES, NICK FALCONI, FRANK CASSELLA and LEWIS CARUSO. To each of you we wish a speedy recovery.

We are happy to report that OZZIE COOPER, JR. of Maintenance has returned to work. He had been away for several months because of illness.

The following men have worked every scheduled day during 1953. CONGRATULATIONS!

Steve Belok	Michael Kilmer
Harold Bornt	John Koba
George Boyer	Fortunato Vergoni
Frank Galerie	Frank Scarchilli
Maynard Goyer	Walter Maloney
James Green	Bernard Maron
William Gultman	Noel Neveu
Leon Nielsen	

In addition these men have worked every scheduled day for the following number of years:

Harold Bornt	- 6 years
John Koba	- 3 years
Frank Scarchilli	- 2 years

### BOWLING

With forty-eight games completed so far this season we find SPENCE THOMPSON'S "COVERS" still leading the league with



The three pictures shown in this grouping were taken at the Annual Banquet of Foremen, Machine Shop and Office personnel. Committee-men from the Foundry and Machine Shop Union were guests at the affair which was held at Reich's Restaurant.



33 wins and 15 lost. Second place is a three-way tie with the "BODIES", "GATES" and "HYDRANTS" with identical scores of 21 wins to 27 losses. The bowling average for the season so far is as follows:

<u>BODIES</u>	<u>COVERS</u>	<u>GATES</u>	<u>HYDRANTS</u>
Duclos - 153	Burnett - 156	Page - 133	Suchecki - 126
Roe, Jr. - 139	Landry - 159	Lewandusky - 151	Laboissiere - 150
Tremblay - 141	Balnaitis - 160	Roberts - 140	Desautel - 151
Nielsen - 133	Cassela - 154	Plouffe - 152	Francesconi - 148
Gultman - 173	Thompson - 152	Coumo - 167	Bryk - 172

Pete Rowe, Sr., our valve assembler, proudly poses with his four fine-looking grandchildren.

