

# MONITORING THE FIELD

November, 1971

Issued by Field Engineering  
Johnson Service Co., Milwaukee, Wis.

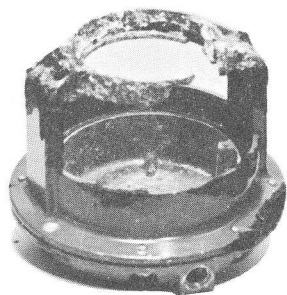
Vol. 15, No. 11



A meeting of all Regional Managers was held in Milwaukee on October 20, 21 and 22. Taking part in the meeting were, from left to right in the back row, E. J. Hoagland (Middle Atlantic Region); R. J. Caffrey (Midwest); S. V. Reedy (Pacific Coast); E. K. Schultz, Jr. (Southwest), and B. G. Martin, General Manager of SECD. In the front row, from left to right were W. G. Martin (Northeast); J. W. Braak (Western); F. E. Phelps (Central); W. P. West (Southeast), and J. F. MacBride (Canada).

\* \* \*

## VALVE TOP CORROSION



The severely corroded valve top shown above was caused by the insulation material.

The junction of aluminum and brass in the presence of an electrolyte set up a galvanic corrosion potential whereby the aluminum spider mounting ring became an anode and was gradually dissolved in the presence of moisture and other contaminants at this area. The insulation was a highly alkaline carbonated material and acted as an electrolyte, thus causing the corrosion. To avoid this type of corrosion, do not insulate the valves up to the aluminum and brass junction so that moisture will collect.

Corrosion may also occur when asphaltum insulating materials are used. Contact with aluminum yoke should be avoided.

## OKLAHOMA CITY BRANCH OFFICE INITIATES UNIQUE PARTNERSHIP ARRANGEMENT

Our Oklahoma City Branch Office has entered into a unique partnership arrangement with Thermal Systems, Inc., a wholly-owned subsidiary of the Oklahoma Natural Gas Company.

TSI recently constructed a \$5.3 million central heating and cooling plant to serve customers in the downtown Oklahoma City area. TSI offers central heating and cooling media at lower costs than the customer would have to pay for his own plant. This plant makes Oklahoma City the **tenth in the world** with such a facility.

A Johnson T-6500 Computerized Control Center remotely monitors and controls the heating, cooling and other mechanical equipment in the customer's buildings.

The unique feature of this control center is that Johnson Service Company will retain ownership of the computer, interface and console and will lease the monitoring service to TSI customers, who will purchase the installation of actual sensors and controllers in their buildings. TSI personnel will operate the console and respond to customer alarms. As TSI broadens its service to other customers, these new customers will in turn be able to lease monitoring services from the existing Johnson system, rather than installing their own control centers.

This project is the brain child of Oklahoma City Branch Manager Max Crandall and the forward-thinking TSI organization. Max reports that the excitement generated by this project attracted all the top political, business and community leaders to the dedication ceremony.

## COMING in '72!

### COMPUTERIZED CONTROL CENTER

by  
**JOHNSON SERVICE CO.**

TO: REMOTELY MONITOR AND CONTROL HEATING, AIR CONDITIONING AND ELECTRICAL SYSTEMS OF CUSTOMER BUILDINGS.

#### OPERATOR'S CONSOLE

- A. CONTINUOUSLY MANNED - 24 HOURS PER DAY
- B. COMMUNICATION LINK WITH CUSTOMER BUILDING
- C. VISUAL DISPLAY OF CUSTOMER SYSTEMS
- D. ADJUSTS/CONTROLS CUSTOMER EQUIPMENT

#### CENTRAL PROCESSING UNIT (COMPUTER)

- A. HIGH SPEED SCANNING OF CUSTOMER SYSTEMS
- B. DECISION MAKING
- C. OPTIMIZED OPERATIONS

#### AUTOMATIC PRINTER(S)

- A. PRINTS RECORDS TO A IDENTIFY ALARM CONDITIONS
- B. EVALUATE PERFORMANCE

FOR: BETTER PERFORMANCE AND EFFICIENT EQUIPMENT USAGE IMPROVED ECONOMY IN OPERATING COST

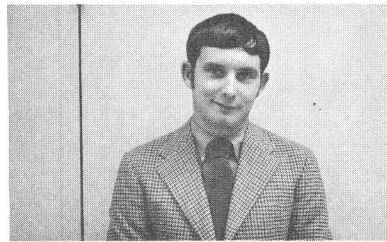
Control Center Display - Dedication Ceremony  
Thermal Systems, Inc., Oklahoma City

## WHO'S WHO ON FACTORY ROW

Ray Woznick joined the company in September of 1969 as an Application Engineer in the Control Center Systems Group. When the Johnson Mobile Van Product Demonstrator was established a year ago Ray was selected to represent the company because of his experience with the T-6000, which is the main feature of the van.

All of our branches east of the Mississippi River (excluding those in Wisconsin, Illinois and Indiana) are already acquainted with Ray. In its first year of existence the van has traveled over 13,000 miles in the eastern portion of the United States, with a side trip to Canada.

Ray has encountered numerous memorable experiences during his travels, one of which occurred on the way to the Canadian sales meeting last winter. Because the main auto route was closed due to heavy snow, Ray stopped in a small village fifteen miles from Montreal. He parked the van and went in search of lodging. He quickly spotted the Hotel Deville and attempted to reserve a room. The desk clerk said, "sure, we can help you," and, grinning, pointed to a room with bars. It seems that "Hotel Deville" is French for City Hall and Ray was in the police station!



Ray Woznick, Systems Sales Representative  
Control Center Systems Group

The satisfaction Ray derives from his job far outweighs any minor tribulations. In his own words, "The reception our van has received is most gratifying. I am extremely impressed by the high caliber people we attract, which is directly attributable to our branch offices. I also want to thank all the branches for extending their personal hospitality to me."

Ray graduated from Milwaukee Technical College with a degree in Industrial Electronics. He served two years of active duty with the U.S. Army. Since he is a bachelor, his current job is tailor-made for him. There's not much time for hobbies but he does enjoy boating and water skiing. Before he started on his tour he helped his parents build a retirement home in the woodlands of northern Wisconsin.

## "\$UCCESS IS"

### TORIES

... by and for the Johnson SERVICE Organization.

\* \* \*

This is the football season. Most of us are fans and see a number of games, either in person or on TV. It is certainly a thrill to us, and we suppose to you too, to see a first down made, a touchdown scored or a game won because a man and his team gave that little extra effort. How similar selling is. You can't win sitting on the bench, or in your office. You can't be exceptional without giving a little extra effort. SUCCESS IS...

\* \* \*

**Dick Panke** of our **Madison** office says the time to contact an owner for a filter sale is right after he takes over the building at the start of a guarantee period. Construction dust likely has caused fouling of the filters and some may even be missing.

\* \* \*

**Bill Anderson** in **Duluth** generates service sales SUCCESS by having the application engineers watch while processing a new construction job for items that the design engineer did not specify — economizer cycle, unit heater strap-on thermostats, oil filter, etc. Service sales then follows up.

\* \* \*

Ron Caffrey recently jotted a note on one of **Del Dare's** sales reports: "Please remind all sales people, large filter sales to school systems can be done!" **Del** reported a \$3688 sale of filters and media for six **South Bend** schools. IT CAN BE DONE!

**Don Vancaster** in the **Milwaukee** branch office has made a few bucks pushing the cleaning of oil from air lines. When oil is reported by a serviceman making routine repairs, the service salesman sells the owner on bubbling freon through the complete system. Nearly always, the Milwaukee branch has been successful in selling the owner an oil filter and an aftercooler. Standby air compressors and alternators have also been sold. Six recent jobs resulted in about \$5000 of business for Milwaukee Service Sales. SUCCESS IS...

**Don Vancaster** also suggests selling an owner on doing part of a renovation job if he doesn't have the money to do the complete job. "Do a floor at a time or half the building, anything to get started, and you will find money in the budget each year."

\* \* \*

SUCCESSFUL SELLING sometimes requires a little ingenuity. **Don Stewart** of our **Buffalo** office made a new customer recently when he satisfied the needs of a New York State University operating engineer. The local Honeywell office told the operating engineer there was no replacement diaphragm for an obsolete valve. But a Johnson 5R diaphragm with some new holes worked! **Don** sold him a new T-8000 and will most likely continue to sell his new customer.

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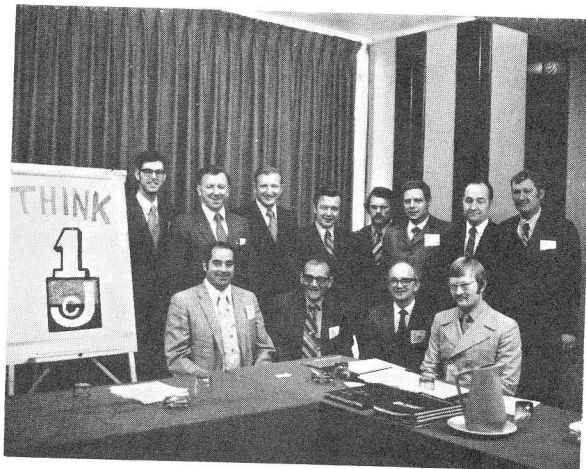
In recent issues, we have mentioned only a few of the many SUCCESSES you men are having. How about taking a few minutes right now to jot down some of your own selling techniques and SUCCESS stories. We are particularly interested in hearing about those sales which took (and got) that extra effort. SUCCESS IS...

Send to George Maxwell, General Sales, Milwaukee

## BRANCH ENGINEERING AND INSTALLATION MANAGEMENT STANDARDS (BEIMS) PROGRAM

On November 16 and 17, a very unique group of 13 Johnson engineers from all parts of the United States and Canada were assembled and given the task of finding the "One Best Way" of branch engineering in an attempt to define, streamline and organize all phases of branch engineering and installation management.

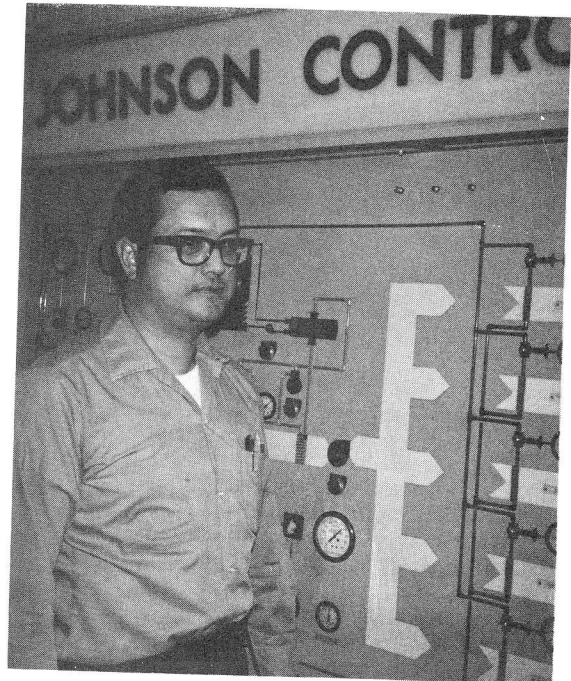
A very ambitious BEIMS Program was established and committee recommendations made which will involve a great many engineers from our branch organization. These efforts of standardization are aimed at unifying and upgrading our branch engineering organization.



The group leaders at the meeting were kind enough to pose for this photograph. They were, from left to right in the front row, Kevin Higgins, Regional Engineer from the Southwest Region; Herb Korff, Construction and Engineering Manager, Chicago Branch Office; Al Perrone, Sales Engineer from the New York Branch, and John Bailes, Field Engineering, Toronto.

Standing in the back row, from left to right, were Arn Quakkelaar, Manager of the Central Construction Department; John Pollick, Project Manager for SECD-E, Philadelphia; Ken House, Fluid Engineering Services and Construction Coordinator from the Atlanta Branch Office; Norm Janisse, Manager of Field Engineering; Clyde Frampton, Construction Engineer (Central Construction Department); Joe Lewis, Manager of the Milwaukee Branch Office; George Eckert, Regional Engineer from the Western Region, and Gene McNally, Manager of the Boston Branch Office. Not shown was Bernie Martin, General Manager of SECD.

## SPOTLIGHT ON CONSTRUCTION



**Joe McNany, General Foreman  
Pittsburgh Branch Office**

Joseph McNany was first employed by our Pittsburgh Office in 1957 as a Journeyman Steamfitter. His leadership abilities were quickly noticed and he was made job foreman on the H. K. Porter Company installation, a large office building having unusual construction coordination problems. The job turned out very well, both technically and financially. Joe had signed up 30 contract extras on this job, at a time when such a thing was rarely accomplished.

Due to his obvious pride in doing a task well, cooperativeness and open-mindedness (exemplified by his willingness to give new equipment, material and methods a fair trial), Joe was appointed General Foreman for the Allegheny County area in 1962. This area is under the jurisdiction of Pittsburgh Steamfitters Local 449, in which Joe holds membership.

From 1948 to 1951 Joe served in the U.S. Army. He is married and has one daughter. Joe enjoys two adventuresome hobbies, flying and motorcycle riding and has a private pilot's license. He belongs to Elks B.P.O.E. in Pittsburgh.

Last month *Construction News* listed branch office construction personnel who received Loyalty Awards during 1971. Unintentionally omitted from the list was **Mr. Arthur Carman**, Construction Superintendent in our **Leatherhead, England** office. Mr. Carman received a ten year award.

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## POLYETHYLENE TUBING – RODENT DAMAGE

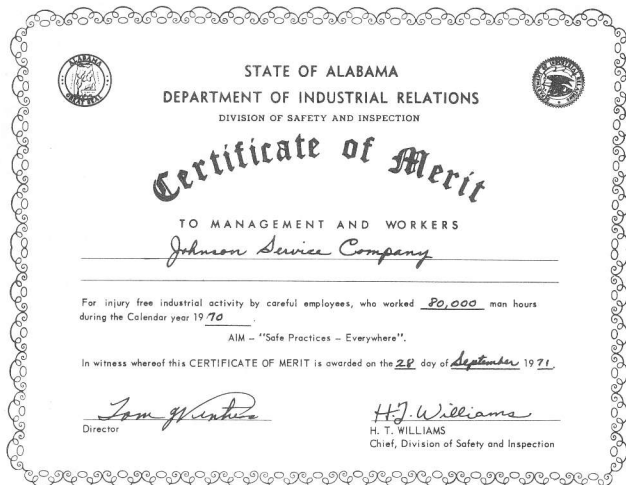
After reading "Polyethylene Tubing Old Wives' Tale No. 2" (which covered alleged rodent damage to poly tubing) in last month's *Construction News*, **Jack Mears** wrote to tell us how the **Nashville Office** solved the rodent damage problem on one job.

There was some evidence of rodent damage to tubing which was being stored on a job. Investigation showed that the storage area was also used as a lunch time gathering spot. As a result of this discovery, a few rules were established.

1. Don't store poly tubing in a possible eating area.
2. Always wash hands after eating, before handling poly or copper tubing.
3. Keep storage area clean.

*Construction News* is most grateful to Jack Mears for sharing this information with all of us.

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Johnson branch offices in Birmingham and Mobile, Alabama recently received a safety award from their state's Department of Labor. *Construction News* congratulates these two branches for another fine Johnson achievement.

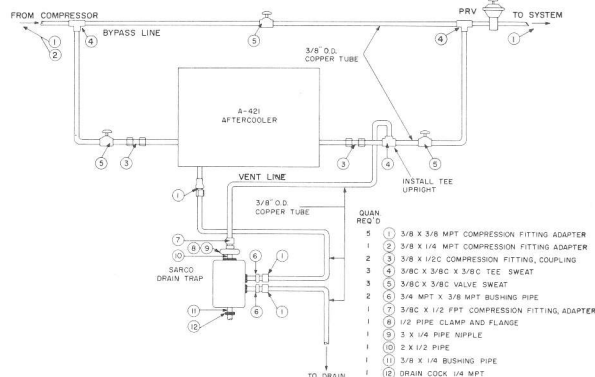
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*Construction News* is contributed by the Central Construction Department and all correspondence concerning it should be directed to Clyde Frampton, 8-383, Milwaukee.

# EFFICIENCY IS . . .

## ... BYPASS AND DRAIN TRAP KITS

Are you doing everything necessary to maintain construction efficiency in your branch? Are you using the bypass and drain trap kit listed on Page A-1-P of the Standard Equipment Book? It should be used when installing A-421 refrigerated aftercoolers.



Bypass and drain trap kit A-421-102 is intended to simplify ordering of material, and installation of the A-421 aftercooler, drain trap and bypass line. The kit furnishes all fittings and hangers required for this installation.

We've heard the following objections from people who are not using these kits:

1. I don't use a bypass line and valve.
2. I don't use 3/8" tubing.

To reply, a bypass line takes but a few minutes to install but can provide relief when the aftercooler must be pulled out for servicing or when cleaning the drain trap.

In place of a bypass line, some people install a valve in the drain line to the trap. This can be potentially dangerous since the valve could be accidentally turned off, and the condensation, having no place to drain, would be discharged into control piping and devices. However, if the bypass line should accidentally be opened, wet air would bypass the aftercooler, but this would not cause the disastrous problems that the overflow condensation could cause.

The tubing used with the bypass kit is 3/8" because it is easier to bend tubing into shape than to install sweat elbows as you must do with 1/2" tubing. Also, 3/8" tubing has capacities equal to or greater than the rated capacity of the A-421 aftercooler. Piping details should be followed closely to insure trouble-free installation.

The kit also contains a 1/4" drain cock to be installed in the bottom of the drain valve. By opening this valve occasionally, the contaminants are blown out and trap servicing and cleaning are minimized.

In addition, the kit provides you with the conveniences of having all fittings and other parts contained in one bag and eliminates the necessity for separate ordering, stocking and receipt of individual parts.