

MONITORING THE FIELD

May, 1972

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*** JOHNSON WINS APPA AWARD ***

On May 3rd Johnson Service Company was presented the "BEST OF SHOW" Award at the annual banquet during the Association of Physical Plant Administrators (APPA) convention in Cincinnati. This was an exciting honor for us because, 1) we were publicly demonstrating the JC/80 Stand-Alone System for the first time, 2) APPA had more than doubled their previous high in number of exhibitors (there were 113 exhibitors in Cincinnati), 3) this is the first such award to be given at an APPA convention, and 4) Honeywell was supposedly being highlighted, because of their recent Delta 2000 installation at the host organization, the University of Cincinnati. There were many college and university physical plant directors in attendance. A great number of these important men visited our booth and the large majority of them studied the JC/80 with interest. The JC/80 performed solidly and many visitors actually exercised the system themselves.

This trophy was presented to Johnson Service Company at the recent APPA convention.



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PNEUMATIC STEP CONTROLLERS

G-7185:

Micro-switch assembly kit G-7185-600 (Repair Parts) now includes a tee. This addition will enable you to build special units in the field to match specific job requirements. To install the extra switch, cut into the tubing of any existing switch and add the tee furnished with the switch.

G-180

Page G-5-P in the new standard equipment book describes the G-180 as follows:

DESCRIPTION
Base Units include cabinet, pilot positioner 3-13 psi, time delay restrictor, and recycler solenoid air valve.

When ordering the G-180, please note that NO MODIFICATIONS to the base unit will be allowed. (While we're on the subject, we'd like to hear your comments on the new standardization program.)

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BALTIMORE TO THE RESCUE

Do you remember when we notified all branches that Honeywell had patented the special morning warmup cycle which we show in our Engineering Reports for unit ventilator installations? Our BALTIMORE OFFICE has suggested an easy way to get around this!

Baltimore suggested the use of a C-5226 piped as a low pressure selector. The output is teed into the control air line between the solenoid air valve and the outdoor air damper actuator. A switchline is run around the building with 0 psig during warmup and 20 psig at all other times. A restrictor is added on the switchline at each C-5226. Thanks Baltimore!

NUCLEAR POWER PLANTS - SURVEY RESULTS

Late in 1971 we conducted a field survey requesting information on nuclear power plant contracts. The intent of this survey was to determine the extent of involvement Johnson Service Company branch offices have had and are experiencing in the nuclear power field.

The resultant data, summarized below, indicates that Johnson Service Company has captured a large portion of the air temperature control segments of nuclear power plant contracts. In addition, because equipment intended for installation in nuclear power plants must satisfy special requirements, Johnson has developed the capabilities to provide seismic testing of equipment and special quality assurance programs for such equipment.

Note that nuclear power plants are differentiated from nuclear power plant units, since one power plant may contain two to five separate units, each of which may be an autonomous building.

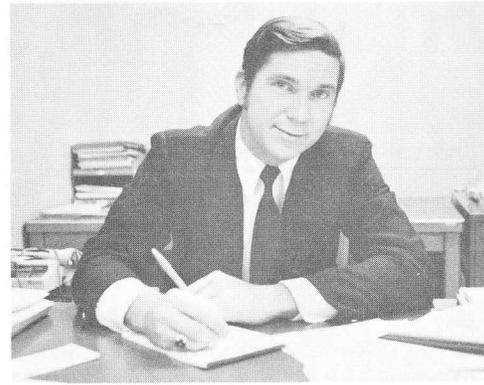
Twenty-five (25) Johnson branch offices have successfully bid air temperature control contracts for thirty-five (35) nuclear power plant units at twenty-six (26) different nuclear power plants around the U.S.A. In sharp contrast, our total competition has successfully bid on twenty-one (21) units for twelve (12) different nuclear power plants. By 1980, Johnson will have had the opportunity to bid on air temperature control contracts for an additional eighty-eight (88) nuclear power plant units at fifty-three (53) nuclear power plant sites. The value of such contracts has ranged from less than \$10,000 to more than \$500,000.

* * *

If you open a T-8000-16 External Pilot Orifice Kit and find that a six-inch length of 1/8" tubing is missing, here's the solution: To get an extra six inches, contact Bob Stahl in Field Engineering, Milwaukee, 14-265. Be sure to indicate the number of kits involved.

WHO'S WHO ON FACTORY ROW

As Johnson Service Company Fleet Supervisor, Bob Borchert is responsible for all phases of the company's vehicle operation. This involves keeping tabs on more than 1600 vehicles assigned to Johnsonites across the country, including the various divisions of the company such as Penn and S.E.T. Bob is the author of the Vehicle Operator's Manual, and he also wrote Standard Practice Instruction 41-56 which contains guidelines on every possible aspect of operating a company vehicle, from replacement of a broken windshield to "burying" a dead vehicle.



Robert M. Borchert, Fleet Supervisor

The newest addition to the Johnson fleet is the pickup truck for our Refrigeration Servicemen. Bob personally drove the pilot model down to our Knoxville, Tennessee Office which had placed an order for the first truck to be issued. He wanted branch office personnel to check the truck over and offer suggestions before the final model was selected.

Bob reports that Johnson Service Company has entered the National Fleet Safety Contest sponsored by the National Safety Council. Companies are entered according to the number of vehicles in the fleet. So far in 1972 we have improved our position and now place seventh in a field of fifteen. (Standings are based on the number of reportable accidents experienced.) Contest records are updated each month, so all who have a company vehicle can do a part to advance the company record.

Bob has been with Johnson Service Company for the past ten years. He was first employed as a Clerk in the Audit Department and was soon promoted to Junior Accountant. He was appointed to his present position in 1968. He is continuing his education by attending evening classes at Marquette University in Milwaukee. He was a member of the Army National Guard Unit attached to the Nike AJAX Missile Group. He belongs to the National Association of Fleet Administrators. Bob and his wife have three children. He is an active sportsman and participates in softball and tennis and enjoys an occasional round of golf.

"\$UCCESS IS"

T ... by and for the Johnson SERVICE Organization.

O More words of praise about Johnson Servicemen:
R **JACK SEABORN, PHOENIX**

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COCHISE COLLEGE

Douglas, Arizona 85607 | Telephones 364-3451 432-5737

JOHNSON SERVICE COMPANY
P. O. Box 51045
MILWAUKEE, WISCONSIN 53201

GENTLEMEN:

OUR CAMPUS IS EQUIPPED WITH A PNEUMATIC TEMPERATURE CONTROL SYSTEM, WHICH CONTAINS JOHNSON CONTROLS. PLEASE SEND US OPERATION, INSTALLATION, PARTS, AND PRICE MANUALS FOR T-8501 REMOTE BULB THERMOSTATS.

TO CAST A BOUQUET, I WOULD LIKE TO PASS RECOGNITION AND COMMENDATION ON THE LOCAL JOHNSON SERVICEMAN, JACK SEABORN. HE GIVES MEANING TO THE WORD "SERVICE". HE HAS KNOWLEDGE, EXPERIENCE, WORK CAPABILITY, AND A COURTEOUS ATTITUDE. I HAVE EXPRESSED MY GRATITUDE TO MR. SEABORN BUT FEEL THAT YOU PEOPLE AT THE HOME OFFICE SHOULD BE AWARE OF THIS MAN'S VALUE.

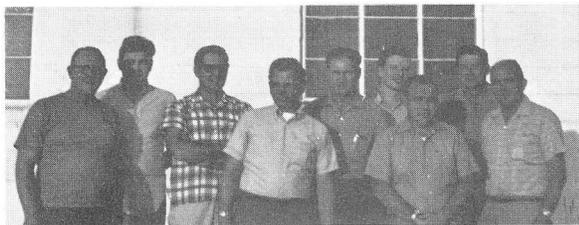
THANK YOU.

RESPECTFULLY,

CARL C. TIDMORE, DIRECTOR OF PHYSICAL PLANT



Here's a glimpse of the new pickup truck now available to Johnson Refrigeration Servicemen. The truck is a Ford F-250 chassis and cab with a Reading "Cruiser Series" utility body. Side storage compartments can be locked. The compartments have shelves that could also be used to store pneumatic or electric control equipment. The open area in the rear of the truck will accommodate air compressors and other refrigeration equipment. The truck is furnished with heavy duty axle and heavy duty suspension to support the extra weight. Although the pickup does not provide quite as much inventory storage space as the van, some Service people will be able to use it. To obtain the pickup, the instructions outlined in SPI-41-56 (dated 1-20-72) must be followed. This includes approval by the branch and regional managers. Allow 45 to 60 days for delivery.



These men from our Youngstown Office are smiling because they are about to attend one of the regularly scheduled service meetings in their branch office. Members of the service crew are, from left to right, Dick Byo; Ernie Morse; Ralph Hummel; Roger Ecklund; Al Venosky; Gary Thompson; Leroy Harry; George Sisco, and LaMar Kale.

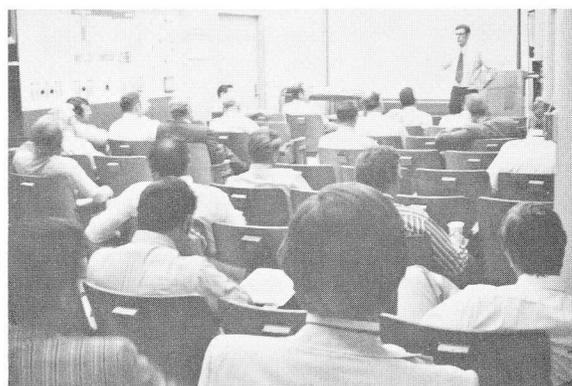
It's spring housecleaning time. Time, that is, for all of this column's readers to clean out the collection of stories and anecdotes you have been carrying around in your heads about your Service Operations and send them to us for recycling in this column. Then you'll have room for more stories and if you get into the habit of sending them to "Success Is" we'll all have something to comment about. Send us stories about uncovering and promoting new customers, servicemen soliciting extra work while on the job, and especially interesting on-the-job photographs. Remember: This column is **BY** and for the Johnson SERVICE Organization! **SUCCESS IS...**

BEIMS PROGRAM MOVES ALONG



Company Officials, Regional Managers and BEIMS Team Chairmen participate in discussions of branch operations. (Mr. Wilson, you moved!)

All Company Officials and Regional Managers gathered in Milwaukee on May 23rd and 24th to listen to and comment on final presentation of the Branch Engineering and Installation Management Standards. The BEIMS Team Chairmen and members have been working strenuously for the past six months to prepare branch engineering and installation standards which will be extremely useful in upgrading engineering data for installation. The consensus is that the BEIMS goals have been very adequately fulfilled. The BEIMS Program represents one of the first times that branch personnel themselves have worked together to formulate a major policy of such consequence.



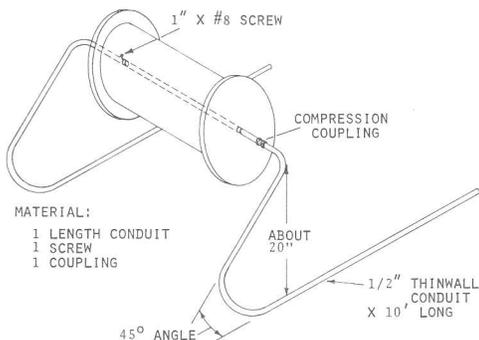
You were there through your BEIMS representative.

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IDEA OF THE MONTH

Tubing Rack

Dale Lemery, Resident Mechanic in Green Bay, Wisconsin (Appleton Branch) has devised his own method of handling plastic tubing coils.



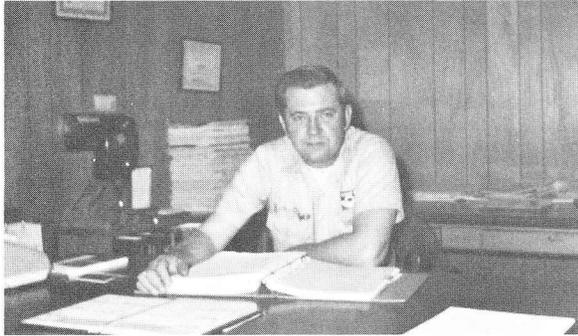
According to Dale, this inexpensive arrangement takes only five minutes to make. The coupling simplifies taking the rack apart to add new coils and the screw prevents the coil from slipping off the opposite end.

PHILADELPHIA STEAMFITTER EXCELS

Johnson Service Company is proud to have individuals in the organization who can excel inside and outside the company. In addition to being an excellent Steamfitter for our Philadelphia Office, Frank Lesniczak is quite an athlete.

Frank is centerfielder on a city softball team, the Delaware Boilers, which was recently invited to play two teams in Puerto Rico. Frank reported that the Boilers were treated as celebrities and when they arrived at the airport they even had TV coverage. Frank hit a winning home run in one of the games.

On the "home" front, Frank is presently working as Pneumatic Foreman for the construction of the Brandywine Building in Wilmington, Delaware. This is a new corporate headquarters building for the DuPont Company which is expanding their facilities. The project includes a T-6000 control center which will eventually be expanded to cover a number of other buildings in the DuPont complex. The Brandywine Building is a very significant job for the Johnson Service Company.



Douglas E. Walker
Construction Superintendent
Roanoke Office

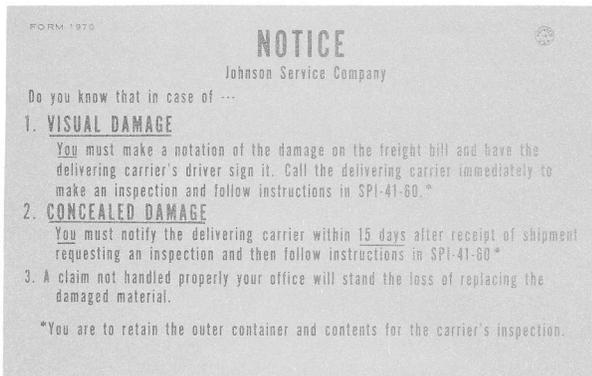
Douglas Walker is Construction Superintendent in our Roanoke Branch Office. Doug is responsible for hiring and placing men, tubing layout, ordering rough-in material, and overall supervision of job installation. Roanoke is located in the heart of the textile industry, which poses some very interesting installation problems for Doug and the crew of ten fitters.

Branch Manager Earl Emerson credits Doug with "being a great benefit to the Roanoke Office by solving problems in the field, not only in the controlsystem but the overall mechanical system. He helps the contractors to complete their jobs and has put us in a good position with all of our customers in the Roanoke area."

Doug is an eleven year veteran of Johnson Service Company. He was a brickmason superintendent before coming to Johnson as a mechanic in late 1960. He was appointed Construction Superintendent six years ago. He holds membership in Plumbers Local #491 in Roanoke, Virginia.

The Walker family includes Doug, his wife and two children. Doug belongs to the Masons and the Shriners organizations. From 1952 to 1954 he served as a Sergeant in the U.S. Army. Hobbies include hunting, fishing and football.

* * *



To All Installation Men: This bright red sticker is affixed to all shipments of material leaving the factory. Cooperate by notifying your Installation Manager whenever you notice signs of damage.

NOTICE: Only T-4000 controllers with **SHORT CONNECTORS** can be used with the new T-400 to T-4000 adapter kits (T-4000-600, -601, -602). (T-4000's are available with both long and short connectors.) When ordering T-4000's for use with these adapter kits, it is imperative that you specify on the order "SHORT CONNECTORS ONLY."

* * *

EFFICIENCY IS...

... "PROTECTED" AIR COMPRESSORS

On very large jobs it is sometimes necessary to order compressors far in advance of actual startup date because they must be installed in locations which may be inaccessible later in construction.

William Shields, Engineering and Construction Coordinator in our **Hartford Office**, would like to share the news of a special service which is available from Quincy.

When you order a compressor which will be idle for a long time, specify on the purchase order "TREAT AND SEAL FOR EXTENDED STORAGE." This service will be provided at Quincy's factory at no extra charge. It protects the compressor from rusting, etc., while in storage. The compressor will be shipped with a red tag which warns against starting the compressor before following the instructions included on the tag.

* * *

SAFETY FIRST!

All Johnson engineering and installation people should now be familiar with the Occupational Safety and Health Act (OSHA). Are you complying with the safety standards set forth by the federal government?

Inspectors are visiting construction sites all over the country and issuing citations for all violations. Fines are being levied for most infractions and some of these fines have run into the thousands of dollars. Remember, each branch office is held responsible for paying any fines for violation of safety standards.

One of the items always checked is tool and equipment grounding. The safety standards state that the user is responsible for determining that the entire electrical system he is plugged into is grounded, as well as his own cords and tools. Citations have been issued to all parties found to be using an ungrounded system.

Each branch office recently received one copy of the new "Branch Purchasing Directory" which contains an entire section on suggested safety equipment for our installation people. Make sure you read this section! (Next month's "Safety First" will outline instructions on what to do when a Compliance Officer visits your job site.)