

Systems & Services Division  
Johnson Controls, Inc.

# Monitoring *The Field*

February, 1981  
Vol. 25, No. 2

## EBM Action Plan Set for 1981

In 1980, SSD's incoming orders were divided approximately 45% from new construction and additions, and 55% from existing buildings (alterations and service). This was a continuation of a predicted shift in our business from new to existing buildings. By 1983 we expect the existing building market (EBM) will have grown to approximately two-thirds of our business.

This is not just an inevitable trend. Our approach to the EBM must be a planned strategy directed toward capitalizing on the greater growth opportunities available. The energy situation, as well as the trend toward building modernization, both provide greater growth possibilities than the relatively flat new construction market. Increasing our penetration of the EBM is the number one priority SSD action plan for 1981. Ron Caffrey, vice president of marketing, has been assigned this program.

**To capitalize on this market** we must take certain major steps:

- 1) Agree that this is our direction. Sales goals for the EBM are mandatory for all branches in 1981.
- 2) Implement marketing communications promotional support of all kinds.
- 3) Train, reorient and remotivate our salespeople. Direct to owner, self-generated sales require very different skills and motivations than responding to the "plans and specs" new building sales opportunities.

### Management/sales training to focus on EBM

In response to No. 3 above, a series of management/sales training seminars has been planned to focus on the growing existing building market.

The seminars are scheduled to occur in four phases, on a regional basis, two regions at a time (see chart on Page 6).



Four sales management sessions and eight sales skills sessions will be conducted. The seminars are being coordinated by Sandra Bainbridge, supervisor of management development and sales training, who will also conduct many of the courses. Milwaukee managers of our various product disciplines (APS, BAS, TABS, Service, etc.) will also participate.

### Sales Management

Regional managers, branch managers, sales managers and service sales managers will attend the four-day sales management seminars. The goals are to introduce existing building market strategies for the '80s, introduce practical sales management for the '80s, and provide an overview of the sales skills program, with emphasis on management reinforcement.

### Sales Skills

The two-day sales skills seminars will be attended by designated existing building market salespeople. The sessions will focus on selling an integrated array of systems and/or skills and presentation skills necessary for selling to owners will be emphasized.

"The forthcoming seminars represent just one of the major steps in our EBM action plan," said Ron Caffrey. "The seminars will provide direct support for our dedication to penetrate this market, and reinforce the underlying theme of teamwork and cooperation within SSD."

## JC/85/40 software shipped

Software for half of our JC/85/40 projects was shipped from the factory just before Christmas. All remaining in-house JC/85/40 software orders were shipped by January 15th.

Reactions from the field have been favorable. By mid-January, fifteen systems were on-line, and 25 more systems were projected to be on-line by the end of January.

After a brief respite during the holidays, the BAS software group in Milwaukee is hard at work so that our next software release can be met July 1st.



**RIGHT:** Neil DeVries, JC/85 program manager, congratulated Jim Botic, BAS software manager, as he handed the JC/85/40 software master packs to Tom Huebner, supervisor of BAS computer facilities.

### Inside this issue

- A Perfect "10" p. 3
- Service plays Santa p. 4
- APS managers meet p. 6

## National trade show calendar announced **Quality Assured**

Johnson Controls Systems & Services Division will participate at the **national** trade shows of the following organizations during fiscal 1981. In addition,

Johnson Controls also participates in many local trade and technical shows throughout the U.S., Canada, and overseas.

**ASHRAE** International Air Conditioning, Heating, Refrigerating Expo  
January 26-29, 1981, **Chicago**

**AASA** American Association of School Administrators  
February 13-16, 1981, **Atlanta**

**NFPA** National Fire Protection Association  
May 17-20, 1981, **Dallas**

**APPA** Association of Physical Plant Administrators  
May 10-12, 1981, **Oklahoma City**

**BOMA** Building Owners and Managers Association  
June 21-24, 1981, **Vancouver**

**ACA** American Correctional Association  
August 17-19, 1981, **Miami Beach**

**ASIS** American Security Industrial Society  
August 31-September 3, 1981, **New Orleans**

**AHA** American Hospital Association  
August 31-September 3, 1981, **Philadelphia**

### **C-9200 and C-9500**

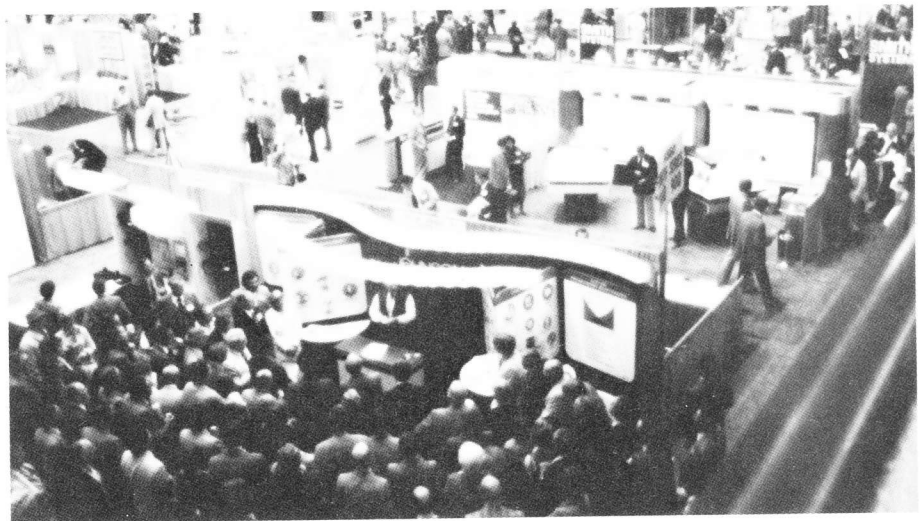
In the April, 1980 issue of MTF, "Quality Assured" presented a temporary solution to the cracking problem of the bodies of the C-9200 and C-9500 cumulators. Since that time, the engineering department has incorporated changes in production that provide reinforcements in the body to prevent cracking.

The devices will now be shipped with the standard barbed fittings bonded in place. Field personnel will have to remove and replace fittings as needed. If desired, you can use pipetite pipe dope, stick form, on fittings (Code No. F-1000-88). **Do not use teflon tape** or any other pipe dope as this may induce cracking of the instrument bodies.

## It must be **MAGIC**

This was the scene at the Johnson Controls exhibit at a trade show in Denver. The huge crowd was attracted by Eddie Tullock, a leading trade show product demonstrator magician who has appeared at many Johnson Controls exhibits.

Eddie used an ordinary deck of cards to stop and hold audiences at the show, telling our product story while entertaining customers. (Of course, it helps to have a good product like ours.) Notice the lack of people at the next exhibit, which just happened to be occupied by our major competitor.



## Johnson Controls featured at Australian trade show

During 1980, Johnson Controls was featured for the first time at the Australian Refrigeration and Air Conditioning Display in Port Moresby. Twenty-four selected Australian companies displayed refrigeration and air conditioning equipment to suit the tropic requirements of Papua, New Guinea.

Actrol-Phillips, the Australian distributor for Johnson Controls' CPD products, set up an impressive display for the show.

This show differed from domestic trade shows in that equipment orders could be placed at the exhibit. On the last day of the show, all our products on display were sold to attendees.



"Actrol-Phillips is doing an excellent job of representing our products in Papua, New Guinea," said Neville Ray, general manager of CPD Australia (third from right).

## A perfect "10"

The IC<sup>2</sup> program will mark its tenth successful year in 1981. It was developed as a sales tool to bring greater benefits to our customers and an additional source of revenue for our branches.

The IC<sup>2</sup> concept provides single source responsibility for the complete package of motor controls and related environmental building controls, mounted and interwired within motor control center cabinetry — hence "integrated."

For applications where three or fewer small starters are involved, an alternate version of IC<sup>2</sup> is available utilizing a special M-8100 cabinet. Detailed information on this profitable sales tool can be found in the IC<sup>2</sup> Technical Manual and sales memo 287.

## IC<sup>2</sup> success speaks for itself

"The concept is well received by engineers in this city . . . sales of IC<sup>2</sup> are being overshadowed by our JC/80 and JC/85 selling which is not all bad. However, the profit margin on IC<sup>2</sup> sales is higher."

Charles Kiefer, Cincinnati

"I put IC<sup>2</sup> in all my specs."

Bob Joers, Union

"We have sold about 50 IC<sup>2</sup>s. Some see the real and tangible advantages of IC<sup>2</sup>."

Hank Cosentino, Hartford

"IC<sup>2</sup> makes so much sense that some engineers insist upon it. It's a natural to the consolidation of other disciplines like fire, security, lighting control, automation and energy management. In addition, it increases our share of the construction dollars."

Andy Schlidt, Milwaukee

"IC<sup>2</sup> is a real advantage to us. We don't need to be sold. We believe."

Bill Sigman, Indianapolis

"On a recent large Division 17 job, IC<sup>2</sup> solved all of our interlock problems. It really did what it was supposed to do."

Falco Coniglia, Philadelphia

"IC<sup>2</sup> is a concept which accumulates what Johnson Controls has been selling for years — total building automation responsibility. It also is the big step to the next part of the package, the control center."

Giff Solem, Dayton

"We have given IC<sup>2</sup> sales a real try and it works!"

Ed Denton, Birmingham

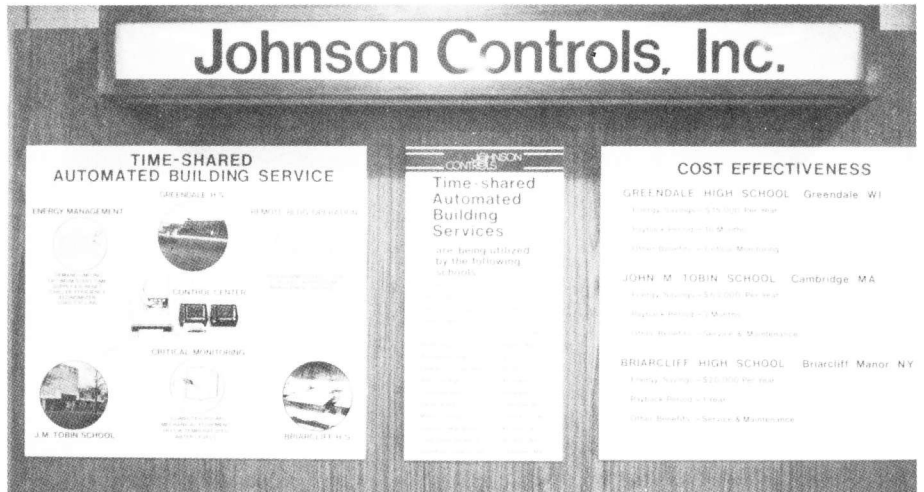
## TABS panels for school shows

Schools are naturals for time-shared automated building services. The display shown in the photo below was prepared for a local school show in Milwaukee. The panels, however, are universal and could be used for similar shows elsewhere.

One panel shows a TABS system schematic with pictures of three schools, one each in Boston, New York

and Milwaukee. A second panel lists the attractive annual energy savings and "payback" time for those three schools. A third panel lists 20 of the schools in the midwest and northeast that have TABS.

Interested in using the panels for a local school show? Contact Ben Gultch, Marketing Communications, Milwaukee, 19-4407.



The TABS panel display for school shows is a total of 10 ft. wide.

## TABS in Detroit

The Detroit City/County building in downtown Detroit stands some 20 stories high and occupies 750,000 sq. ft. The city commissioners were pleased with the prospect of saving nearly a half a million dollars in energy costs over a five-year TABS contract period.

However, there were some very significant comfort problems existing in the building. TABS salesman Gary Valentine convinced the city commissioners that not only would the savings result, but comfort in the building could also be improved. A number of mechanical changes were included in the TABS connection price. Today, comfort has been very considerably improved. Though TABS does not directly improve comfort, it can help considerably.

"IC<sup>2</sup> is a definite advantage to both ourselves and our customers — which is a tough combination to beat."

Paul Marting, St. Louis

"IC<sup>2</sup> puts the lid back on the can of worms concerning responsibility between mechanical and electrical contractors."

Kevin Higgins, New Orleans

## Who's coming in '84?



Jim Wilkie from the Pacific Coast regional credit office in San Francisco wore his JC/84 T-shirt on a recent airline flight to Miami. Imagine his surprise when a bearded gentleman dressed in a flowing robe approached and inquired, "Does that mean you expect Jesus Christ to come in 1984?"

# SERVICE NEWS

## CPM Sell-A-Bration

The two-month service sales CPM Sell-A-Bration program conducted last year was initiated to emphasize the new custom programmed maintenance concept. The outstanding participation brought additional CPM sales for the two month period to almost \$1 million.

### CPM Sell-A-Bration Final Results

Midwest Region .....	\$205,416
Pacific Coast Region .....	163,910
Canada .....	122,557
Southwest Region .....	119,082
Mid-Atlantic Region .....	115,455
Northeast Region .....	94,594
Central Region .....	90,018
Southeast Region .....	25,197

**A SUPER EFFORT: \$936,229**

The accompanying photos show some of the "best of region" CPM award winners.

## Columbia CPM???

"We in the Columbia, SC branch are quite diversified and will perform almost any service for our customers," says Sonny Whitman, Columbia service sales manager.

This even included providing a Santa Claus for the annual Christmas party for staff, volunteers and doctors at Roper Hospital. Santa was played by ace serviceman Bob Williams, a 21-year veteran of Johnson Controls. He spread cheer during the entire day at five different party areas.

The Columbia branch is currently working on a two-year \$125,000 retrofit contract at Roper Hospital.



**Bob Williams hard at work as Santa Claus at the Roper Hospital Christmas party.**



**PACIFIC COAST:** Two outstanding efforts resulted in two "best of region" awards in the Pacific Coast region. Brian Brown, Seattle (above) was one of the two; Gary Bonebright, Phoenix was the other.



**SOUTHEAST:** Pete West, regional service sales manager, congratulated Charles Waggoner, Knoxville, for winning the Southeast's "best of region" CPM award.



**CENTRAL:** John Lange, Cleveland, won the "best of region" award for submitting four contracts for a total volume of \$41,380.

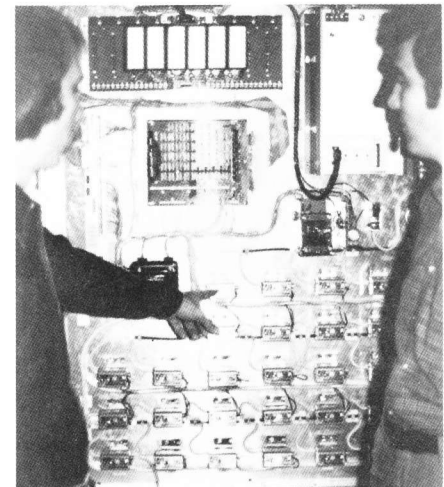


**NORTHEAST:** Bob Kinscherf, regional service sales manager, presented CPM "best of region" award to Vinnie Cimino, Union branch. Service sales manager Jimmy Traina is shown at the right.



**MIDWEST:** Bob Pagliasotti, regional service sales manager, presented the "best of region" award to Dick Mategko, Duluth, for his \$80,355 CPM contract secured at Northern Minnesota Power & Light. Branch Manager Chuck Browne is shown at the right.

## Birmingham builds panel for worker safety



**Don Melton**, application engineer and **Mike Arnold**, service salesman, displayed a panel built by the Birmingham branch for the Monsanto textile plant in Decatur, Alabama.

The panel was built to help Monsanto meet Environmental Protection Agency requirements for employee safety. The panel operates to allow harmful exhaust gases from production machinery to be exhausted outside the work area.

One of the interesting aspects of the panel is that when the V-24 valve is activated, a pulse of electricity is applied to the master relay board. This board converts the pulse to a binary "on" signal which the 5TI computer can understand. The computer stores this information in memory, which says a zone is in operation and will not allow another zone to be used until that zone has deactivated.

## Repair Billing

**Baltimore** became the second branch to exceed \$300,000 in repair sales during a one-month period. New York was the first branch ever to exceed this figure.

## Ideas of the month

### T-9001-604 used as 5:1 ratio relay

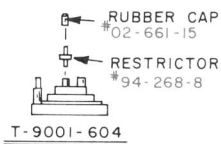
A \$50.00 Idea of the Month award will be sent to **Wayne Brasell**, service salesman in the **Lubbock** office, who submitted the following.

"We have found that when we try using just the T-9001-604 relay in a 5:1 application, we had some problems plugging the center spigot on the relay. We found that the green orifice and plugs from damaged N-9000's and N-1000-s worked out quite well.

"On jobs where quite a few assemblies are involved, we order restrictors (Part

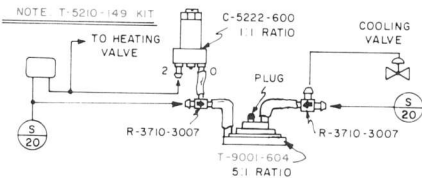
No. 94-268-8) and yellow rubber caps (Part No. 02-661-15).

These can be ordered from Milwaukee on a special equipment order form."



These can be ordered from Milwaukee on a special equipment order form."

**Ed. note:** Numerous branches have contacted Milwaukee and asked where to obtain just a 5:1 ratio relay instead of the entire T-5210-149 kit. Such a device is available from the Air Logic Co., Racine, Wisconsin, phone (414) 639-9035. Ask for Air Logic #F-4103-50. This 5:1 ratio relay is similar to their 3:1 ratio relay (F-4103-40) described in our "Energy Management Report #29," June, 1980.



Please note that the piping of the T-9001-604 relay as shown in Energy Management Report #29 was in error. The correct method is shown above. Note this change on your copy.

### Cincinnati honors service mechanic

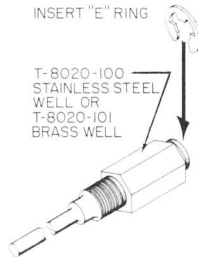
The Cincinnati branch held a dinner at their new branch facility to honor **Elliott Horning**, who retired from the company. He was presented with his 25 year loyalty certificate, a gold watch, memorial plaque and other gifts from co-workers.

Thirty-four employees and former employees attended. Mr. Horning served as construction mechanic, construction superintendent and service mechanic during his 25 years of service and is considered to be the most outstanding calibration and systems analyst to serve the Cincinnati branch in its history. "He will be missed by all and we congratulate him for his outstanding performance and loyalty to Johnson Controls," said Trev Reiley, branch manager.

### T-8020 mounting bracket clips

**Rosemary St. Louis** submitted the following suggestion on behalf of the service department in the **Omaha** office. She will receive a \$50.00 award.

"When installing a T-8020, which is usually quite some time after the well has been installed, the clip which holds the T-8020 to the well is usually lost or misplaced. The Omaha office has instructed our mechanics and over-the-counter customers to snap the clip to the slot in the well so it will stay with the well until the T-8020 is installed. This has saved money and time in eliminating placing a special order for a replacement clip."



### Transparent envelope displays job info

**Bill Quillinan**, **Seattle** service sales manager wrote to us and asked whether we had anything his group could use to display control drawings and maintenance information on job sites.

As a result of Bill's inquiry, heavy duty transparent plastic envelopes (12" x 15") are now available from Milwaukee at a price of 50¢ each. Order on Form 814 from Marketing Communications, 19-4201. Specify "clear plastic envelopes."



You might want to enhance the appearance of the envelope by affixing a Johnson Controls logo at the lower left corner. We suggest the 1 1/4" x 4" self-adhesive blue logo (Publication 2053, Page 15).

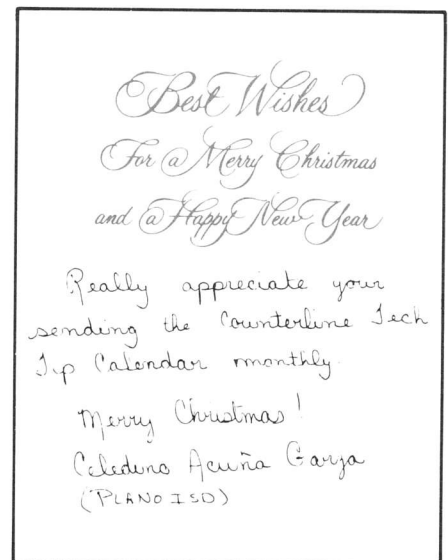
## How's our service?

Several branches have been sending out business reply cards which give owners an opportunity to comment on the quality of service they are receiving with their service contracts. (The cards can also be delivered by the serviceman doing the work at the job site). Thus far, some of the branches that have used the cards (**Edmonton, Fargo, Peoria, New Haven and Chicago South**) report a very favorable response.

The form is a Johnson Controls Custom Programmed Maintenance service card. It includes sections for "Service completed in a satisfactory manner?", "Were system and work areas left in acceptable condition?", and "Comments or suggestions for improved service:". It also has fields for Customer name, City, State, Zip, Signature, and Title.

The reply card fits in a standard sized envelope. The information side of the card is standard, and the postage-paid address side is personalized for each branch. Any branches interested in obtaining reply cards can contact Jerry Kubiak in Marketing Communications, Milwaukee 19-4312.

### Counterline customer sends greeting



A Johnson Controls customer in Plano, Texas (Dallas branch) likes our Counterline Tech Tip calendars so much he took the time to send a holiday greeting in appreciation. This message was received by Catalog Service in Milwaukee.

## APS managers meet

The annual meeting of the APS managers (automated protective systems) was recently held in Milwaukee. Emphasis was placed on analysis of markets, strategies, policy making and objectives for the coming year.

**Representatives from management** included Bill Braak, VP and SSD sales manager, Ron Caffrey, VP of marketing, and R. D. Wilson, VP and SSD general manager. They addressed the group on matters pertaining to divisional sales and marketing overviews. Marketing Communications also addressed the group.

**The fire management systems group** reviewed 1980 accomplishments and proposed new 1981 goals and objectives. Market trends regarding APS were analyzed. Additional topics included the status of System 9000, JC/85 fire programs, and proposed CPM guidelines for fire management and PPCS installation and commissioning.

**The security management systems group** also reviewed 1980 accomplishments and proposed goals and objectives for 1981. Security introduced and demonstrated the capabilities of the new MG-8700 badge access system. Other topics of interest included an assessment of the new and existing building markets, security product market forecasts, basic training and reference, and a new proposed BEIMS estimating guide for security.

**One of the highlights of the meeting** was a two-day workshop conducted with the assistance of the corporate value management staff. The objective of the workshop was to develop national and regional APS strategies and action plans to maintain growth and improve profitability.



Dick Utzy, Mid-Atlantic regional APS manager, is shown interviewing a hopeful candidate for "Miss Security." Tom Wissbeck, APS Milwaukee, is at right.

## Electronic controls . . . The Next Chapter

An article in the November, 1980 issue of *Monitoring The Field* described recent developments taking place with our Cybertronic/electronic product line. The article included the fact that we have formulated aggressive plans for the future of the line.

### Marketing strategy

Now that the plans have been formulated and accepted, the branch offices will soon begin to notice changes in marketing strategy of our Cybertronic line. For example, electronic controls will be featured in our Counterline/service *Tech Tip Calendars* for the next year. This should serve to "whet the appetites" of our Counterline customers, as well as others involved in ATC purchases at the branch level.

The Cybertronic line will be included in the next complete revision of the *Counterline Catalog*. This revision will include the availability of customer aids for Cybertronic Counterline purchasers. The aids will be items

such as the decade box, drafting templates, and the fact that we will soon offer a new "Cybertronic Applications and Systems" manual (CASM). Extensive training in Cybertronic controls and systems is being planned for the months ahead. The training will involve selected branch offices on a voluntary basis.

### Product support

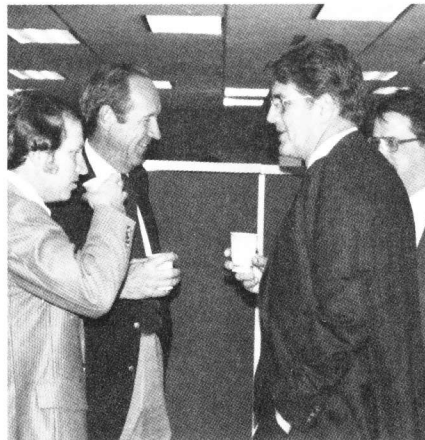
Additional marketing aids are being planned to assist in the take-off, engineering, and sale of Cybertronic controls.

The most important fact underlying these plans for the future is that significant steps have been taken to insure the continued production of a quality product which can be sold and guaranteed by the branches.

The redesign phase planned for our Cybertronic controls (MTF, Nov., 1980) is proceeding on schedule. This will also allow us to present a product to our customers that is easier to install and has a pleasing appearance.

### Schedule for Sales Management Skills Seminars

Region	Training Site	Sales Management	Sales Skills
Pacific Coast	Ramada East Resort	Feb. 17-20, 1981	Feb. 23 & 24
Southwest	Phoenix, AZ		Feb. 26 & 27
Southeast	Briley Parkway Holiday Inn	Mar. 10-13, 1981	Mar. 16 & 17
Central	Nashville, TN		Mar. 19 & 20
Midwest	The Abbey Resort	Mar. 31-Apr. 3, 1981	Apr. 6 & 7
Canada	Lake Geneva, WI		Apr. 9 & 10
Northeast	(site pending)	Apr. 21-24, 1981	Apr. 27 & 28
Mid-Atlantic			Apr. 30, May 1



Discussing APS strategy during a break in the meeting: From left, Terry Hoffmann, product manager, security management systems; R. D. Wilson; Ron Caffrey, and Mark Fairley, APS manager, Canada

## ABC's of Access Control

Be on the lookout for the November, 1980 issue of *Security Management* magazine. Included is an article entitled "ABC's of Access Control," in which Terry Hoffmann, APS product manager of security management systems, spells out the need for access controls.

The article highlights factors leading to the phenomenal growth of electronic access controls. Brief descriptions of various system types and applications are also discussed. The objective is to familiarize readers with products and methods of electronic access control and equip them to more easily evaluate application needs.

## Greensboro employee honored at plant dedication

Life should be simpler for Allen Bradley, electronic application engineer in our Greensboro office, now that the Allen-Bradley Co. has dedicated its \$20 million electronics plant northeast of Greensboro.

Ever since Allen-Bradley, a huge Milwaukee-based electronic component manufacturer, began building and advertising its new facility about two years ago, Johnson Controls' Allen Bradley and his wife, Madeline, have been getting Allen-Bradley's phone calls, United Parcel Service deliveries

and mail. The phone company even gave out their number as Allen-Bradley's. And Allen just kept taking all the UPS parcels and mail to them.

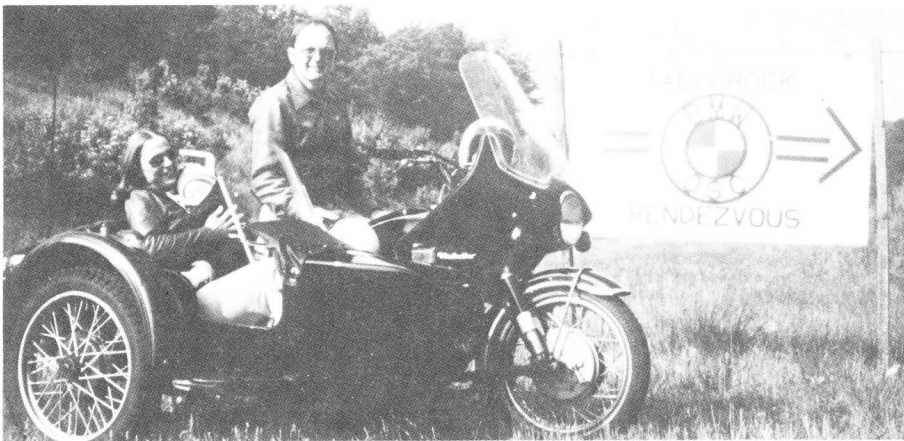
The Bradleys were recently honored for their patience during Allen-Bradley's lavish dedication ceremonies. The plant manager thanked them in front of hundreds of local government officials, state legislators, reporters and employees.

## Jo Persons presents award



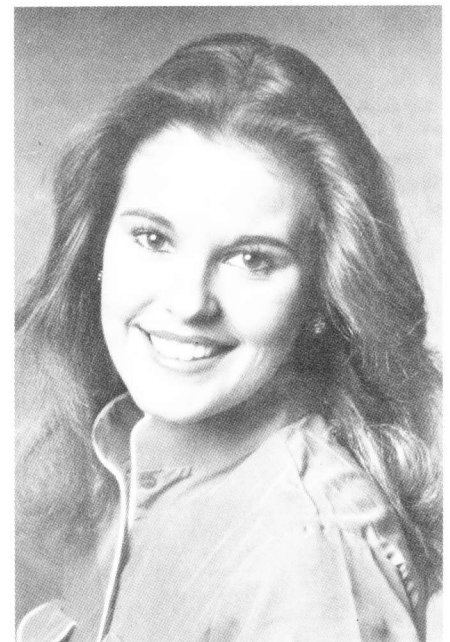
Jo Persons, technical recruiting specialist for SECD, presented the 1980 National Award of Excellence to Stanley Wright of Eastman Kodak.

This annual award is given by National Career Centers for superior achievements in the personnel selection and employment professions. Jo is located in Dallas. She received the award for 1979.



Allen and Madeline Bradley are avid motorcyclists. When son Ryan arrived a year ago, they just added a sidecar to one of their cycles and kept right on going. They travel thousands of miles a year to meet all over the US.

## News from Georgetown



Sharon Oliver, who works in the fluidics department at our Georgetown manufacturing facility, is very proud of her daughter, Terri Lynn, and rightfully so. Terri was judged third runner-up in the Miss Kentucky U.S.A. pageant held January 10th. In 1979 she was Miss Kentucky National Teenager. Terri plans to enter the pageant again in 1981. She will finish college this summer, earning a degree in fashion merchandising.

### Tennis, anyone?



Can you guess the identity of this Johnson Controls employee? There's a \$25.00 reward waiting for the first branch person who submits the correct answer. Contact the MTF editor. (Hint: Study that famous smile.) Answer to be published next month.

### Too close for comfort



Gertie the Gorilla paid a surprise visit to the monthly meeting of the marketing managers in Milwaukee. Gertie had a special message for Ron Caffrey, vice president of marketing. What did she tell you that made you smile, Ron?

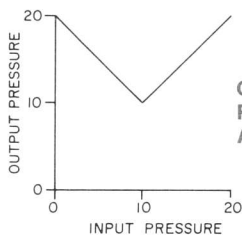
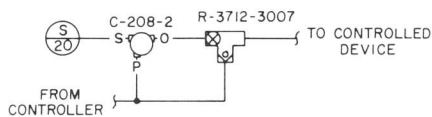
# INSTALLATION/ENGINEERING NEWS

## Ideas of the month

### C-208 Reverse-Direct

**Floyd Cason**, application engineer in the **Milwaukee** branch, will receive a \$50.00 award for the following idea.

The product data bulletin for the C-208 reverse acting cumulator illustrates the fact that if the input signal to the device is piped to the supply and pilot inputs, the output will first be direct acting on an increase in input pressure. When the input has risen above a set pressure, the signal will become reverse acting.



**C-208 Reverse-Direct Application.**

In some applications, you may wish the reverse to occur. Floyd says that by adding a diode restrictor tee piped as a high signal selector to the standard piping arrangement, he can provide a reverse-direct function.

### Template for mounting thermostats on finished walls

**Brian Cowan**, project manager in the **Regina** branch office, has devised a quick method of mounting thermostats on finished walls. He will receive a \$50.00 award for his efforts.

The tools and materials required are a small **paintbrush**, **template**, and a can of **contact cement** (Lepages, Pliobond, or Barge).

The template consists of a sheet metal plate about 6"x6" with a rectangular hole slightly smaller than the thermostat base cut into it. A handle on the template makes it easier to use.

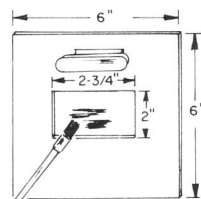
To use the tools, the template is held against the wall where the thermostat is to be mounted. Contact cement is applied to the wall through the opening

in the template. Since the contact cement must dry to provide good bonding, 20 or 30 thermostat mounting locations are applied with cement.

After about 10 minutes, the previously assembled mounting brackets T-4002-124, which had contact cement applied to them, are connected and mounted on the wall.

The bond provided is actually stronger than using screws with anchors in drywall. On large installations, it is helpful to carry the thermostats on a cart with wheels, if one is available.

The only precautions that should be noted are that the thermostats should be mounted squarely, and that the cement must be applied cautiously, so the walls are not discolored. Plan ahead, because in most cases you will not be able to remove the thermostats because of the cement.



### Oil-less air compressors

A source for Johnson Controls branches to obtain oil-less air compressors has been added to the Branch Purchasing Directory. Oil-less compressors (1/2 to 1 1/2 hp) and associated compressor accessories are available from the Gast Manufacturing Corp. Note that a Balston 5 micron (A cartridge) particle filter should be used when supplying oil-less air compressors. For more information, refer to BPD page A-11.

### Obsolete equipment

The following equipment has been obsolete. Replacements should be purchased from Mercoid.

Johnson Number	Mercoid replacement
P-7230 PE switch	DA-31 series
P-7240 PE switch	AP series
S-7500 damper pos	ML51-153
T-7610 high temp	M-51R

### Frank Schwantes retires



Frank Schwantes has retired from the Milwaukee branch office, after working for 13 years as their truck driver. Frank was always a favorite among the female workers in the Milwaukee branch, and this photo shows him right in the midst of them.

## Monitoring The Field

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JOHNSON  
CONTROLS