

MONITORING THE FIELD

December, 1971

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

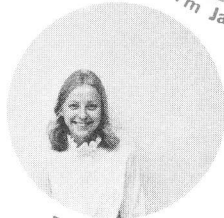
Vol. 15, No. 12

FIELD ENGINEERING
WISHES YOU
A
**MERRY
CHRISTMAS**

AND A
**HAPPY
NEW
YEAR!**



Norm Janisse, Manager



Teckla Kubiak



Carole Vavrik



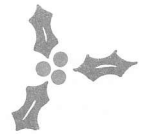
Paul Wichman



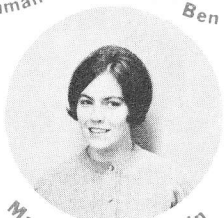
Ben Gultch



Hal Wedemeyer



John Kaiser



Mary Beth McKibbin



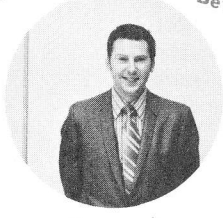
Belya Bradow



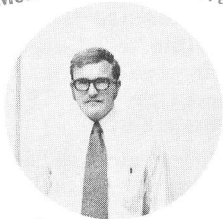
Bill McGinty



Bob Weeks



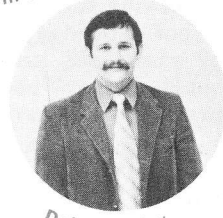
Don Yeek



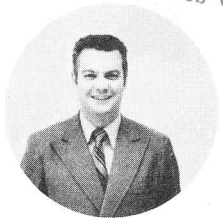
Gene Strehlow



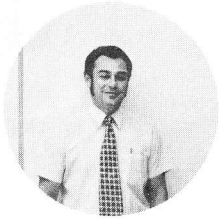
Dick Barth



Dale Hawley



John Kettler



Bob Stahl



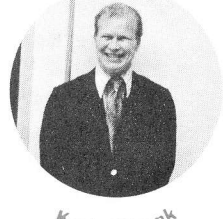
Dennis Totzke



John Halverson



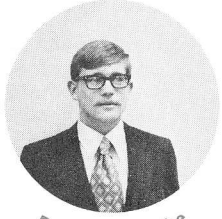
Jim Greevers



Kurt Meenk



Rich Watson



Paul Lassanske



SEASON'S GREETINGS



Arn Quakkelaar, Manager
Central Construction Department



Clyde Frampton
Construction Engineer



Maxine Malone
Secretary

CONSTRUCTION NEWS 12-71

"\$UCCESS IS"

More Success...

in 1972!

... by and for the Johnson SERVICE Organization.



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The holiday season is here and with it comes the end of another year. It is a time to reflect on the year's successes and to make resolutions to insure a more successful new year.

In looking through reports of recent sales, one can see the great effect of our expanded capabilities. It has been possible to enlarge the value of some jobs greatly because of new branch capabilities. Some jobs could not have been handled at all even a short time ago. The following people earned early Christmas gifts for their branches.

Joe Jones in the **Washington, D.C.** office did a nice selling job - **CLEANING ONE COIL (INSIDE AND OUT)** at the Washington Navy Yard for \$1290.

Dick Kaufmann of **Aurora** recently sold a \$1875 **INSTALLATION OF A BOILER SEQUENCING PANEL**.

Doug Beatty, also of **Aurora**, reported the sale of **WATER TREATMENT SERVICE** for the Wheaton Public Library.

Jack Fischer in **Chicago** sold a nice job to an apartment house for the **REPACKING OF BALANCE COCKS**.

Gene Edwards of **La Crosse** reported a non-competitive \$5550 job for temperature controls and **REFRIGERATION PIPING AND STARTUP** at Latter Day Saints Church, Onalaska, Wisconsin.

Del Dare, **South Bend**, recently sold our **FILTERS** to the entire Huntington, Indiana school system and now has added the Benton Harbor, Michigan school system.

Bill Spedden's Baltimore team recently **REPLACED A TWENTY INCH WATER TOWER PIPE**.

A sincere and hearty thanks to each of you Managers, Salesmen, Servicemen and Service Salesmen who worked a little harder this year. A slap on the back and handshake to all who realized what **SUCCESS IS**...



Serge Maxwell

MERRY CHRISTMAS AND HAPPY NEW YEAR TO ALL OF YOU!