

MONITORING THE FIELD

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NEW CLEANING SOLVENT

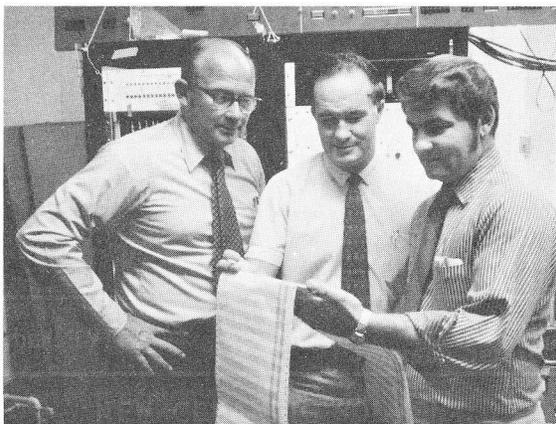
Bob Bishton from our branch in Norfolk, Virginia has discovered that "Genesolv-D" can be used in place of "Freon TF" to clean oil from systems when controllers remain on the line. Genesolv-D has the same chemical properties as "Freon TF," $CCl_2F - CCIF_2$, and in some areas it might be less expensive. Genesolv-D is a product of the Allied Chemical Company and is available from refrigeration supply houses.



PENN FACTORY ORDERS

To better serve you in obtaining order information, all branch offices should direct inquiries concerning Penn factory orders directly to Penn Controls in Oak Brook, Illinois. Mr. Charles Bristol or Mr. William Deanes will be happy to answer all questions.

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Bill Mix, Alan McKenzie and Marv Jordahl inspect program listings in the T-6500 software facility at the Milwaukee Humboldt factory. Alan is the regional engineer from Australia and he recently spent some time with our Control Center Systems Group working out the final details for the T-6500 being installed in the Qantas Airlines world headquarters complex in Sydney.

WHO KNOWS?

Many times field personnel find it necessary to contact someone in Field Engineering regarding a specific problem. The list below can be used as a guide.

SUBJECT	CONTACT
Air Compressors & Accessories	Don Yeek
All-Air Systems Double Duct Mixing Boxes Variable Volume Systems	John Kettler
Centrifugal Compressors	Dick Barth John Kettler
Competitive Equipment	Dennis Totzke John Kettler
Dampers & Damper Operators	Dennis Totzke Dale Hawley
Double Duct Orders	Bob Stahl
Electric and Electronic Equipment	Jim Greevers John Halverson
Fan-Coil Units	Dale Hawley
Hot Water, Chilled Water & Steam Systems	Dick Barth John Kettler
Humidity Applications	Dick Barth
Induction Units	Dale Hawley
Inlet Vane Control	Don Yeek
Multi-Zone Units	Dick Barth
Penn Controls	John Halverson
Pneumatic Instruments (T-3000, T-4002, T-8000, T-9000)	Bob Stahl
Reciprocating Compressors	Dick Barth John Kettler
Rooftop Units	Dick Barth
Security Systems	John Kaiser Bill McGinty
Special Equipment	Bob Stahl
Training Schools	Paul Wichman
Unit Ventilator Application Unit Ventilator Orders	Bob Weeks
Valves	Dale Hawley

If you want a second choice to those listed above, Norm Janisse also works in Field Engineering.

CLIP AND SAVE

Here is the most up-to-date list of shipping addresses for unit ventilator manufacturers.

TRANE COMPANY

Ship to: Keystone Industrial Park
Scranton, Pennsylvania 18512

ITT NESBITT

Ship to: 7701 State Road
Philadelphia, Pennsylvania 19136

MODINE

Ship to: Schemenauer Products
Holland, Ohio 43528

AMERICAN AIR FILTER CO., INC.

Ship to: Herman Nelson Division
25th Street Plant
Moline, Illinois 61265

E. L. WIEGAND DIVISION (CHROMALOX)

Ship to: Emerson Electric Company
7500 Thomas Blvd.
Pittsburgh, Pennsylvania 15208

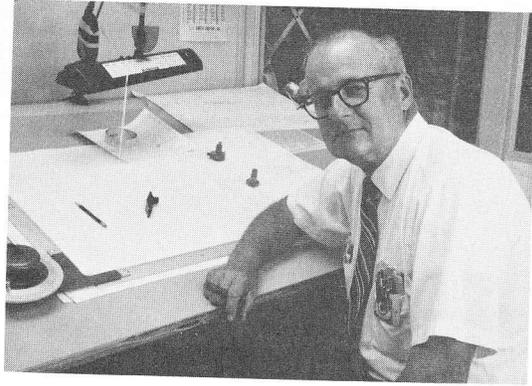
WHO'S WHO ON FACTORY ROW

The Plastics Laboratory is a recent development at Johnson Service Company. Prior to its inception four years ago, all plastic prototypes and production parts were made by vendors.

In May of 1967, Mr. David Broker, who was a model maker in the Model Shop, started the present Plastics Laboratory, and with the passing of time, acquired various pieces of equipment to further this work. Today, all prototype tooling for any of our plastic parts is developed in this lab.

Mr. Broker has a background in plastics development and process which spans 18 years. The past seven years have been with Johnson Service Co.

At the present time, a production area is being set up for injection molding production parts. Some of Dave's innovations include the T-4000 blister package, fluidic resistors and the small fluidic tees. All special material handling equipment for the T-4000 came from the Plastics Laboratory.



David Broker, Supervisor
Plastics Laboratory

Dave is currently engaged in setting up a training program to be instituted in the near future for factory personnel involved in the manufacturing of plastic parts.

Dave is an active member of the Society of Plastics Engineers, Milwaukee Chapter.

"\$UCCESS\$ IS"

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

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A \$162,000 Pyr-A-Lam job has just been sold by Service Salesman **Harold Thompson** from **Kansas City**. We understand that not only did Harold do a lot of professional selling, but he literally took this job away from our wild competitors who have their home office in Minnesota. In addition, this is Kansas City's first in-house wiring project since acquiring their electrical licenses. Congratulations, **Harold Thompson**, it can be done!

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● **BOB PAGLIASOTTI**, Service Salesman in **DENVER**, reports that he singlehandedly recaptured the Pueblo Army Depot. He had this job in 1967, 1968 and 1969 but lost it in 1970. The \$19,000 total maintenance contract involves complete responsibility for mechanical heating, ventilating and air conditioning systems.

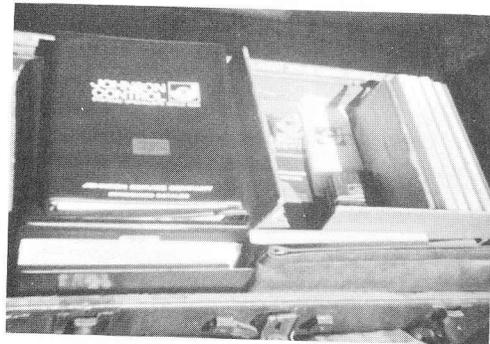
* * *
● And how's this for long-term perseverance - and SUCCESS. **BOB** also reported a \$15,000 Pyr-A-Lam material sale for the V.A. Hospital in Cheyenne, Wyo. Groundwork was laid 4 years ago.

* * *
In **Appleton, Wisconsin** Service Salesman **Al Cook** has sold a \$33,000 updating job on an existing Johnson system. It seems that a service mechanic on a trouble call ran into an old, obsolete pneumatic duostat that could not be repaired, and on his work order he questioned whether parts were available. With this information, **Al Cook** visited the job and started talking pneumatic transmission as a replacement. As the customer warmed to his sales pitch Al started selling up, and ended up with individual room controls, a new compressor and a refrigerated dryer.

This sale was not as simple as it sounds. It required several calls, and each time Al called he sold up. "Success Is" . . .

MIDWEST IMAGINATION: Service Salesman **Jack Fisher** of the Windy City has a footlocker full of sales aids in the trunk of his car, so that he never finds himself without the proper sales tools when making calls. His briefcase can always be replenished from this stock which includes the Total Maintenance Brochure, Security, Fire Detection, Filters, Condensed Catalogs, Filter Order Blanks, Service Contracts, Quotation Forms, Service Sales Leaflets, Operator's Manuals, Pocket Notebooks, Pocket Pen Holders, a Filter Sample and a tape recorder. Jack feels that the tape recorder saves him and his customer much time because he can record the customer's requests as he drives (through Chicago traffic?). A Repair Parts Book and Standard Equipment Catalog are kept in the footlocker for reference purposes.

Jack says, "This footlocker works out especially well when I call on customers in our outlying districts. I can call on a number of customers without experiencing the embarrassment of forgetting any of our service capabilities or not having the proper literature."



Jack Fisher's Footlocker

* * *
We know there are many outstanding service efforts being made that we never hear about in Milwaukee, and we should. Nothing would please us more than to share your success with the entire organization. Service mechanics, let's hear from you too! Send to George Maxwell, Milwaukee, 8-310.

POLYETHYLENE TUBING: Starting this month we will be presenting fact and fiction information concerning the installation of polyethylene tubing.

SPOTLIGHT ON CONSTRUCTION

OLD WIVES' TALE NO. 1

This Old Wives' Tale has to do with installation appearances and practices. This is one of the single most important aspects of procuring specifications.

Fiction: "Polyethylene looks sloppy. They hang it all over the place in ways which they would never hang copper."

Fact: The unfortunate fact of the matter is that this statement has some truth to it. In the past, there have been too many sloppy installations which have had a derogatory effect on specification writing. Poly's advantages of greater flexibility, lighter weight, longer lengths and ease of installation have been, in too many instances, actually turned into liabilities. In the majority of cases where poly was considered as a poor job there have been consistently two culprits:

1. Poor advanced planning in that proper care was not taken in informing and instructing the fitters in proper installation techniques and not taking advantage of the **standard** materials available.
2. Poor workmanship on the part of a fitter can ruin in a matter of hours months of specification writing and work. This again is closely related to good planning and fitter education. Poly can be run, due to its physical advantages over copper, with some rather disastrous results; for instance, a fitter would not dream of running a 20 ft. unsupported tube, but might with a poly tube.

If good planning is used and written into the customer's specification, poly will provide a more attractive, less obtrusive installation than any copper job. The use and listing in specifications, material lists and drawings of the standard materials available, such as aluminum ductwork for single tubes, Poly-Cor and Dekabon Poly-Cor, cannot help but insure a successful installation of which Johnson can be truly proud.



Steven Repke, Construction Superintendent
Saginaw, Michigan Branch Office

"Steve is a good Johnson man. He is well respected by building trades people for his attentiveness and knowledge of construction and mechanical systems. He has put together a construction crew that is unequalled." Those are the words used by Saginaw Branch Manager Peter Wrenn to describe his Construction Superintendent, Steve Repke.

A 23 year veteran of Johnson Service Company, Steve was first employed in 1948 as an installation mechanic. Soon after that he was made a foreman. He was appointed Construction Superintendent in 1959.

Steve handles all technical construction and service field problems in the north-eastern portion of Michigan. Twenty fitters are in his working crew.

If Steve could have one request granted it would be better training of owner's maintenance people so they would have a more adequate understanding of the functions of their particular systems.

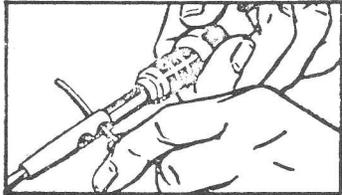
Steve belongs to Pipefitters Local 816 in Bay City, Michigan. He is a member of #299 F & A M, Consistory and Elf Khurafeh Shrine Temple.

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

IDEA OF THE MONTH

Strip-Driver Tool

Electricians in the **Syracuse Branch Office** have had great success using the new strip-driver tool available from Stanley Tools. They say it works especially well when working with solid wire at a bench. The screwdriver type tool can be used in place of wire strippers, diagonal pliers or electrician's screwdriver. It cuts and strips wire 12 to 22 gauge.



Stanley Strip-Driver

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CONTROL DRAWINGS LOST

Any branches which have transacted business with the Wickhardt Co. of Syracuse, N.Y. should be alerted to the fact that this company has gone out of business. They specialized in laminated control drawings to be displayed on jobs.

The information on the Wickhardt Company was distributed to all branches as part of CER-1005, dated 7-21-60. One of our branches reports losing eight control drawings which were destroyed after they remained in the postoffice dead letter office for a length of time.

We will attempt to work out an arrangement with another company to prepare laminated control drawings. If any branches have had successful dealings with a company of this type, please let us know. In the meantime, please do not use CER-1005 as a reference; it should be marked **obsolete**.

* * *

WORN OUT HARD HATS MAKE NICE PLANTERS:

However, to wear out a hard hat, you must use it every day. Follow these rules.

- A hard-shelled safety hat or cap is the best protection when there's danger of material or tools falling on your head.

- Hard hats and caps must be worn correctly, not tilted back or to one side, but squarely on the head.

- The crown strap or "suspension" inside a hard hat is there to guarantee a safety margin of at least 1-1/4" of space between the top of your head and the shell.

- If your head protection is cracked, dented, torn or doesn't fit right, exchange it. It isn't safe for you to wear it anymore.

Each year Loyalty Awards are presented to faithful Johnsonites who have completed 10, 20, 30, 40, 50, etc., years of service for the company. This month we are listing all branch construction personnel who received awards in 1971.

A total of 102 Loyalty Awards were presented to branch personnel this year. It is indeed a tribute to our loyal Johnson construction crew that of this total, 65% were construction people. If anyone has been omitted from the Loyalty Award list, please let us know. We want to include everyone!

CENTRAL REGION

20 YEAR AWARDS

Ray Niemand, Steamfitter..... Cincinnati
Lester Lauffer, Mechanic..... Cleveland
George Thornburg, Steamfitter..... Pittsburgh
Kenneth Zogg, Steamfitter..... Pittsburgh

10 YEAR AWARDS

Max Oyler, Mechanic..... Charleston
William Kinney, Mechanic..... Rochester
Gilbert Morelle, Mechanic..... Rochester
Paul Robenalt, Mechanic..... Toledo

MID ATLANTIC REGION

40 YEAR AWARD * * * *

Robert McNichol, Steamfitter..... Philadelphia

20 YEAR AWARDS

James Dameron, Steamfitter..... Norfolk
Raymond King, Mechanic..... Philadelphia
James McCauley, Steamfitter..... Philadelphia
Fred Floyd, Mechanic..... Richmond

10 YEAR AWARDS

Ben Chester, Steamfitter Foreman..... Baltimore
Stewart Mayo, Steamfitter..... Baltimore
Ollen Doty, Steamfitter..... Norfolk
Thomas Fraim, Construction Engineer..... Norfolk
John Branca, Steamfitter..... Washington D.C.
George King, Steamfitter..... Washington D.C.
Wayne Mason, Steamfitter..... Washington D.C.
Robert Peake, Steamfitter..... Washington D.C.
Carl Poore, Jr., Steamfitter..... Washington D.C.

MIDWEST REGION

20 YEAR AWARDS

Joseph Petrik, Pipefitter..... Chicago
Frank Ramsey, Area Foreman..... Detroit

10 YEAR AWARDS

Steve Stanoy, Steamfitter..... Aurora
M. L. Tibbetts, Mechanic..... Cedar Rapids
Dean Dennis, Pipefitter..... Cedar Rapids
Leo Jensen, Jr., Steamfitter..... Chicago
Bernard Medema, Steamfitter..... Chicago
Charles Robinson, Steamfitter..... Indianapolis
Thomas Seybold, Steamfitter..... Indianapolis
Harry Stoddard, Steamfitter..... Indianapolis
Ray Johnson, Mechanic..... Moline
Robert Poruba, Steamfitter..... Peoria
Ronald Korbein, Steamfitter..... Saginaw

NORTHEAST REGION

20 YEAR AWARDS

James Pessolano, Mechanic..... Boston
Robert Snapp, Mechanic..... Boston

10 YEAR AWARDS

Raymond Cocks, Steamfitter..... Albany, N.Y.
Donald Cornell, Pipefitter..... Albany, N.Y.
Leo Plourde, Steamfitter..... Boston
Jack Yelinek, Plumber..... New York
Harold Atcheson, Steamfitter..... Providence
James Tormey, Steamfitter..... Providence

PACIFIC COAST REGION

30 YEAR AWARD * * *

Howard Menges, Steamfitter..... San Francisco

20 YEAR AWARD

James Gehrs, Steamfitter..... Los Angeles

10 YEAR AWARDS

Eugene Fritts, Steamfitter..... Sacramento
Bert Carlson, Steamfitter..... Seattle
Dennis Finn, Const. Superintendent..... Spokane

SOUTHEAST REGION

20 YEAR AWARDS

John Sharpe, Mechanic..... Greenville
Walter Williams, Const. Engineer..... Tampa

10 YEAR AWARDS

Harold Ward, Pipefitter Foreman..... Birmingham
Gilbert Peele, Mechanic..... Greensboro
Robert Vamadore, Electrician..... Greensboro
Fred Boberg, Steamfitter..... Memphis
Jervis Collums, Const. Foreman..... Memphis
Douglas Weathers, Mechanic..... Raleigh

SOUTHWEST REGION

20 YEAR AWARDS

Laveme Davis, Steamfitter..... Oklahoma City
Jack Kelly, Steamfitter..... St. Louis
Harold Lambert, Foreman..... St. Louis

WESTERN REGION

20 YEAR AWARDS

Hubert Duchateau, Mechanic..... Appleton
Bob Steinhof, Const. Superintendent..... Madison
Leo Doyle, Pipefitter Foreman..... Minneapolis

10 YEAR AWARDS

Robert Areneson, Steamfitter..... Great Falls
Bernie Sather, Steamfitter..... Great Falls
Gary Candahl, Steamfitter..... La Crosse
Paul Gonia, Pipefitter Foreman..... Minneapolis