

MONITORING THE FIELD

March, 1972

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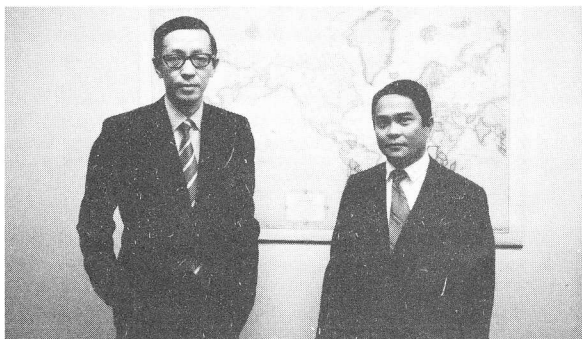
Vol. 16, No. 3

*** SNEAK PREVIEW – JC/80 BUILDING AUTOMATION SYSTEM ***



WITHIN THE NEXT FEW DAYS YOU WILL BE RECEIVING PROMOTIONAL AND APPLICATION LITERATURE ON THE ABOVE (NOT THE GIRL, THE JC/80). THE JC/80 IS A TRUE INDUSTRY FIRST. IT OFFERS MANY HERETOFORE UNAVAILABLE BENEFITS, AND IT OPENS NEW MARKET POTENTIALS.

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Pictured during a recent visit to Milwaukee are P. K. Ng, Field Engineer from our Toronto Branch in Canada, and Ramon Filoteo, Sales Engineer for the Nell Company, which is the exclusive distributor of Johnson Controls in the Philippines. Ramon was responsible for selling three T-6700's in the Philippines in one year, an unprecedented feat in the Far East. P. K. led the Engineering Services Department in Toronto in assisting Ramon with the design work for these projects. P. K. will later travel to the Philippines to supervise the final phases of installation.

C-5225 vs. C-5226

From the very first day the C-5226 was introduced to the field, Field Engineering has received numerous inquiries regarding the comparisons between the C-5225 and C-5226.

In the near future, the C-5226 will replace the C-5225. All applications now shown for the C-5225 will work for the C-5226. The applications shown in the C-5226 data sheet are more up to date. One of the biggest changes was the exhausting of air to atmosphere as shown in the C-5225 bulletins. The C-5226 data sheet now shows the exhausting of air through one of the controllers in the application; therefore, one less C-5226 is required.

Another question which has arisen is, what restrictor is required? Always use the restrictor which functions in conjunction with the controller being used. If the C-5226 is used only as a repeater, a T-5210-100, .007" Blue-Green restrictor should be used.

WHO'S WHO ON FACTORY ROW

Dr. Preston E. McNall, Jr. is the new Director of Engineering at Johnson Service Company.

Before joining Johnson, Pres McNall headed the mechanical engineering department at Kansas State University in Manhattan, Kansas, where he was also associate director of the Institute of Environmental Research. For the last six years, he directed a significant portion of ASHRAE-sponsored research on physiological effects of environments. Before joining the faculty at Kansas State University, he gained industrial experience in various research and engineering assignments.

He earned his bachelor's degree in mechanical engineering at the University of Wisconsin, before completing graduate studies at Purdue University where he earned both Master's and Ph. D. degrees, the latter in 1951.

Long active in ASHRAE, he is presently on the Research and Technical Committee and Long Range Planning Committee. He has served on Technical Committees for Physiological Effects, Air Cleaning, and Control. He also worked on two Standards Committees: Comfort, and Air Cleaner Testing. He was on the GUIDE AND DATA BOOK committee from 1964 to 1967. From 1968 to 1971, he was on the Program Committee and was chairman in 1970-1971.



Dr. Preston E. (Pres) McNall, Jr.
Director of Engineering
Johnson Service Company

His writings include more than two dozen papers on heat transfer, humidity control, air cleaners, comfort standards, and thermal and comfort sensations.

One of Dr. McNall's main objectives as our new Director of Engineering will be to strengthen the liaison between field requirements and engineering developments.

"\$UCCESS\$ IS"

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... by and for the Johnson SERVICE Organization.

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Since all of you Service People are busily buzzing about filter sales, this month's entire column will be devoted to filters. First off, here's a note from our Wichita Branch Office:



JOHNSON SERVICE COMPANY

INTER-OFFICE

SUBJECT JIM PRUITT'S AIR FILTER SALES, WICHITA OFFICE
 FROM R. R. Lam - Wichita DATE 1-18-72
 TO G. D. Maxwell - Milwaukee

Mr. Jim Pruitt's weekly sales report of 1-15-72 briefly tells us about another outstanding bit of salesmanship. Jim has a committment from a hospital administrative group in Phillipsburg, Kansas to furnish all of their air filters. This administrative group operates several hospitals throughout the state. Jim will be furnishing all of the air filter needs for approximately seventeen (17) hospitals. There are some 125 filters on the initial hospital. Some of the other jobs will be equally as big.

His sales efforts began after working with the administrative group when finaling out the control installations on a couple of new hospitals. Jim Pruitt did an excellent follow-up job and closed the sale when he showed the customer how he could save money, manpower, and at the same time have a better quality air filter.

This is a very gratifying sales effort, one I am proud to relate to you.

R. R. Lam

R. R. Lam, Wichita Branch Manager

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NEW MAN MAKES \$8000 SALE

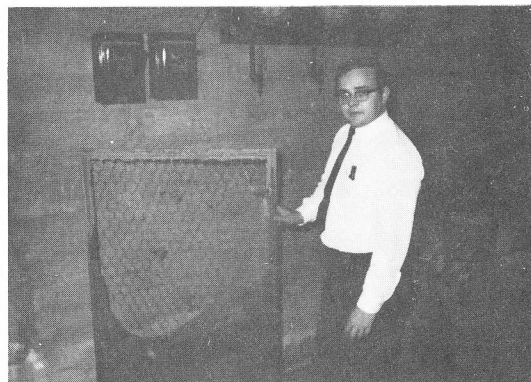
And how's this for a quick lesson in selling! As a new Service Salesman in our Milwaukee Office, Terry Dowhen was learning the ropes by accompanying the construction superintendent on a control problem checkout. By talking to the plant engineer, Terry found out that the company had already made arrangements for a filter service but was not particularly

happy with the service it was receiving. After several phone calls and a plant inspection, Terry presented a quote for monthly replacement of the media into existing frames (there's money in the continued sale of media and labor, not just in the initial frame sale). The bid was accepted on a noncompetitive basis a few days later. With a little initiative and persistence, IT CAN BE DONE!

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1926 FILTERS REPLACED

Service Salesman Donald Lane of our Washington, D.C. Office proved that it pays to get out and look at the old buildings, not just new installations. He just sold \$2000 worth of replacement filters to the Corcoran Art Gallery. The original filters (installed in 1926) were made of wood frames, chicken wire retainers, and media which appeared to be cheesecloth. The filters had never been changed and only the frames and wire remained on the majority of them. At the same time, Don managed to secure an order to survey the entire steam distribution system in the gallery, with Johnson performing all revamping work.



Donald Lane shown with one of the "good" existing filters at the Corcoran Art Gallery.

IDEAS OF THE MONTH

SPOTLIGHT ON CONSTRUCTION

Tubing Installation

Johnson's construction men never stop thinking! When faced with a large number of surplus BZ-1000-2 enclosures, the La Crosse Office found they could use them as junction boxes when installing plastic tubing in EMT.

Our thanks to La Crosse Construction Superintendent Roger LaRue for bringing this to our attention. Roger reports that the enclosures work just as well as regular EMT boxes.

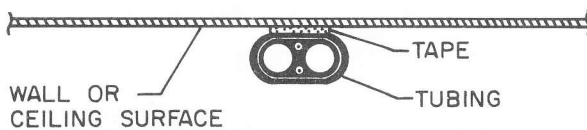


BZ-1000-2 Enclosure

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Tubing Attachment

Milwaukee Branch Office Mechanic Al Merkel discovered that double faced pressure sensitive tape works perfectly when used to attach tubing to a wall or ceiling surface. The tape is available from most hardware stores, and Al used it to install two-tube Dekabon in vertical runs on steel posts, from the room controllers to the piping in the ceiling.



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THERMOSTAT ADAPTER KITS

Please add the following instrument to the cross-reference chart for T-400 adapter kits which appeared in the February, 1972 *Construction News*.

Original Controller	Recommended Conversion Kit	4000 Controller Replacement
T-315	T-4000-601	ALL T-4003 SERIES



**John Neely, Construction Superintendent
Akron, Ohio Branch Office**

Construction Superintendent John Neely is responsible for any and all phases of pneumatic construction projects in the Akron Branch Office. The Akron Office territory covers a compact but densely populated area in the northeastern portion of Ohio. Ten fitters make up the Akron construction crew.

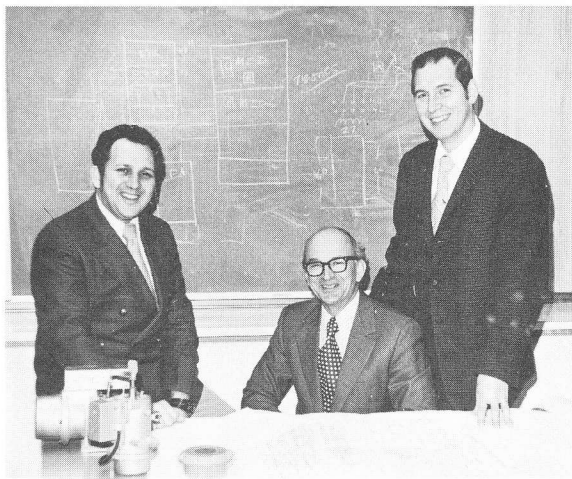
John first came to Johnson seven years ago as a construction mechanic in Akron, and later worked as a service mechanic. He was appointed to his present position in January, 1969. Most of his time is now spent checking out various projects under construction, and, like most construction superintendents, he is constantly working to get the right material to the job site at the right time for installation.

A native of West Virginia, John attended school in New Martinsville. He is currently attending a refrigeration school sponsored by the Akron Chapter of the Refrigeration Service Engineers Society, of which he is a member. He has also been a member of Akron Pipefitters Local 219 since 1953.

John and his wife have three children and the entire family takes part in the interesting project of raising beef cattle. John also enjoys hunting and golfing.

INTRODUCING . . .

Some personnel changes were made recently in our largest branch, the New York Office. Joe Pospisil is the new Construction Superintendent, Bob Sobol is the Construction and Engineering Manager and Al Perrone is now a sales engineer.



From left to right, Joseph Pospisil, Al Perrone and Robert Sobol, all from our New York Office.

Joe Pospisil started working for Johnson Service Company in New York as a plumber in 1956. In 1961 he became an area foreman in downtown Manhattan. Last year Joe was appointed Construction Superintendent for Manhattan, Bronx and Staten Island, which employ a total of 120 plumbers. He will be working along with John O'Connor who is Construction Superintendent for all of Long Island and the suburban New York territory.

Bob Sobol is the new Construction and Engineering Manager in the New York Office. He came to Johnson in 1963 after the acquisition of the Controls Division of Fishbach & Moore. He worked in the branch office as an electrical assistant to the Construction Manager and in 1964 transferred to the Northeast Region as a Regional Application Engineer. Bob has been involved in the HVAC industry since 1957, and has a background with contractors and consulting engineers.

Al Perrone, former Construction Superintendent and Engineering Manager in the New York Office, recently accepted a position as Sales Engineer in the New York Office. When our "Spotlight On Construction" was introduced three years ago, Al was the first to be featured. In 1972 he will celebrate 20 years with Johnson Service Company. Al is a graduate of Fordham University in New York City. He is an accomplished sailor and one of his sailboats was featured in the January issue of *Yachting Magazine*.

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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.

SAFETY FIRST!

As you already know, there is in effect the Occupational Safety and Health Act of 1970 (OSHA) which enforces safety measures in industry and construction.

It is the policy of the Johnson Service Company to provide a healthy and safe place of employment for all employees; to abide by all regulations as they pertain to our "industry" as set forth in federal, state and local standards; and, good practice as dictated by locations and circumstances.

Our field force also has a responsibility to safeguard against injuries and accidents.

All Construction Managers Will:

1. Be familiar with the laws pertaining to safety and their basic requirements.
2. See that the entire safety program is carried out at the work level.
3. Make available all necessary personal protective equipment, job safety materials, and first aid equipment.
4. Instruct all personnel that safe practices are to be followed and safe conditions maintained throughout the job.
5. See that all injuries are cared for properly and reported promptly.
6. Investigate all accidents; file complete reports; correct the cause immediately.

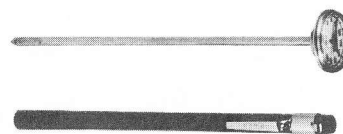
All Workmen Will:

1. Work according to good safety practices as posted, instructed and discussed.
2. Refrain from any unsafe act that might endanger yourself or your fellow workman.
3. Use all safety devices provided for your protection. (Willful disregard is grounds for discharge.)
4. Report any unsafe situation or act to your supervisor.
5. Assume your share of responsibility for thoughtless or deliberate acts that cause injury to yourself or to your fellow workman.
6. Be a safe workman off the job as well as on.

SAFETY IS A SKILL, AS MUCH A PART OF YOUR WORK AS YOUR TRADE! LEARN IT! TEACH IT! PRACTICE IT!

* * *

TOOL TALK



Dial Type Pocket Thermometer
with Pocket Case and Clip
Range: 0 to 220F
1" Diameter, 5" Stem
X-100-239, Page CT/176

The pocket thermometer shown on Page CT/176 is not a new listing in the Construction Tools Catalog. However, it has been changed slightly. The thermometer specifications remain the same but the Johnson logo now appears on the face.