

VFW
THE WHITTIN

SPINDLE

MAY 1963



VFW

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The WHITIN
SPINDLE



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WE NEED CRAFTSMEN

One of the things some old-timers like to talk about is that in today's emphasis on mechanization and push-button operations, the craftsman is vanishing from the scene.

It's true that the nature of his craftsmanship may have changed. It's also true we are more specialized now; there aren't many workers who take a single product through all its stages from start to finish.

On the other hand, modern production requires an exactness, a precision of fitted parts, that was undreamed of a generation or two back. Mistakes or carelessness in fabricating and assembling can cause a heap more trouble today than when industry was far less complicated and less dependent on teamwork. The man who takes pride in his work and does it well can prove that craftsmanship is as important as ever—maybe more.

**WHITIN
PERSONALITY**



ROBERT HOLMES, Foreman of the Comber Erecting Department, was born in Belfast, Ireland on August 25, 1902. He is next to the eldest in a family of five sons and three daughters.

After attending school in Belfast, Bob worked in the spinning room of a linen mill. At the age of 18 he decided he wanted to be an American, so he left Ireland and came to Whitinsville.

Bob's first employment was with Whitin in 1920, the year he started on the Comber floor. While he has worked most of his 43 years in the Comber Department, he was employed for periods of time also in the Comber Experimental Room, the Rayon Division of Research and on Comber erecting in mills. He set up the first Whitin Rayon Spinning frame in a mill in New Jersey in 1926. In 1954, he travelled extensively in Europe erecting Combers and inspecting earlier Comber installations in mills. He erected the first Whitin Combers built for Egypt. In 1937 Bob was appointed assistant foreman of the Comber Erecting Department and in 1958 he was promoted to foreman.

He and Mrs. Holmes live on Summit Street, Whitinsville and have two daughters. Phyllis (Mrs. David Hartkopf) resides on Hill Street with her husband and two children and Betty is head technician at the hematology laboratory at Massachusetts Memorial Hospital, Boston. Both daughters are graduates of Westminister College, Pennsylvania.

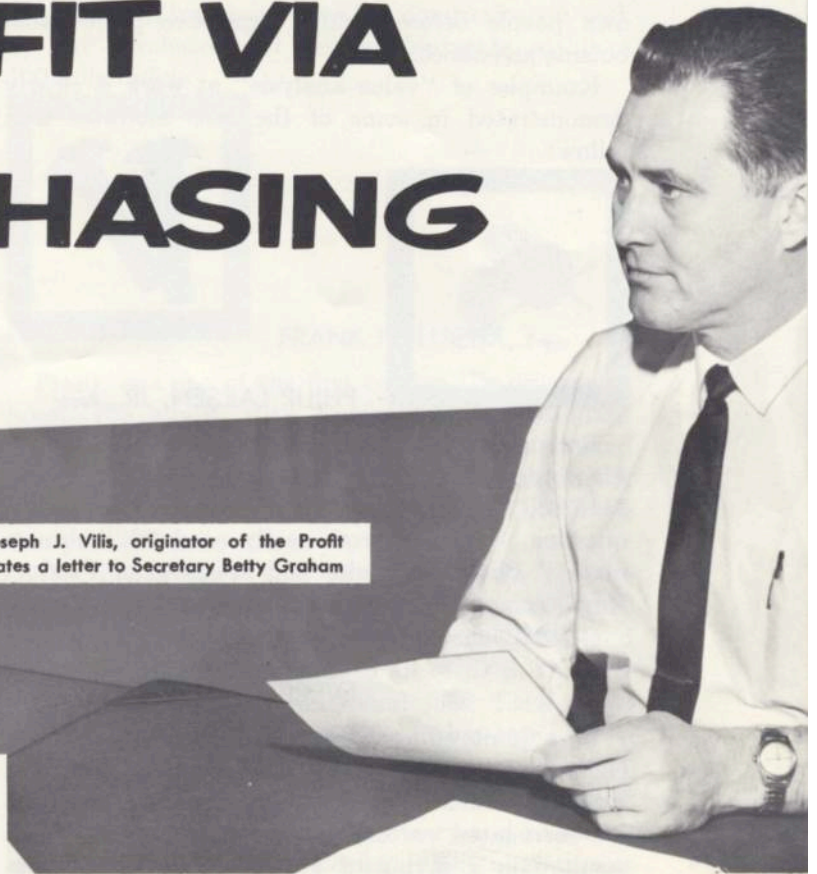
Bob is an elder in the United Presbyterian Church and for 20 years served as clerk and trustee. He also spends many evenings studying electronics. He built a stereo for his family and when necessary, repairs his radios and TV set. For seven years he was a member of the noted soccer team which was sponsored by Whitin in the early 1920's. He still enjoys keeping up with the latest news on the major games played in England, Europe, Russia, South America and the U.S.

Bob is a member of the Granite Lodge A.F. & A.M., Whitinsville and the Order of Scottish Clans, Clan Drummond.

FRONT COVER: Pictured are some of the items which played an important role in saving the Company. \$500,000. Article on the program responsible starts on page 3.

TrajNet

PROFIT VIA PURCHASING



Director of Purchasing Joseph J. Vilis, originator of the Profit Procurement Program, dictates a letter to Secretary Betty Graham



Buyers and expeditors are pictured in one of their weekly Profit Procurement Program meetings. Shown, from left to right, are Lewis Burns, Steel Buyer; George Kellstrand, Machinery Accessories Buyer; Irving Larsen, Expediter; Henry Cant, Senior Expediter; Joseph Prendergast, Foreman Transportation Services; Robert Maynard, Senior Buyer, Foundry Raw Materials and Supplies; Clarence Bisson, Travel Agent; Clayton Cleverly, Jr., Buyer, Fabricated Parts and Bearings; Director of Purchasing Joseph J. Vilis; Frank Polucha, Buyer, Electrical and Standard Hardware; Everett Johnston, Buyer, Factory Supplies and Machinery Maintenance; Philip Larsen, Jr., Buyer, Sub-Contract Plating and Machining. Absent when photo was taken, John Steele, Expediter; and Allan McCrea, Buyer, Castings, Stampings and Fabrications

THROUGH PROFIT PROCUREMENT, a program for saving money by prudent analytical buying, the Purchasing Department has earned for the Company more than \$500,000 in 30 months. This is equivalent to the average profit which might be expected on the sale of millions of dollars worth of textile machinery.

The idea of a program dedicated to saving money through more efficient purchasing of raw materials, equipment, machinery and supplies, originated with the energetic Director of Purchasing Joseph J. Vilis who came to Whitin in 1960.

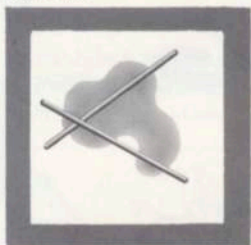
In weekly meetings scheduled for Purchasing Department buyers and expeditors, material supplies and services to be purchased are subjected to

thorough value analysis. This means that the service or product under consideration is explored and discussed from many angles. Questions of many kinds arise. Would it cost less made of some other material? Can it be redesigned economically? Can it be packed or shipped by a more practical method? To assist in answering these and other questions, New England suppliers and representatives from various Whitin departments are called upon for their assistance and advice. This teamwork approach is followed in solving all buying problems which confront the Purchasing Department.

It was Mr. Vilis' theory that significant results could be accomplished by simply using the knowledge, experience and "Yankee Ingenuity" of our

own people before seeking expensive professional outside assistance.

Examples of "value analysis" at work is clearly demonstrated in some of the case histories that follow:



PHILIP LARSEN, JR., Buyer

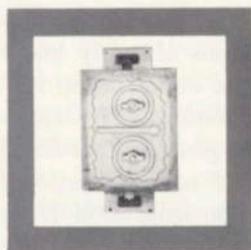
By suggesting a more economical method of manufacture, Phil's section was responsible for saving \$115,800 on balloon ring rods. Also, Phil asked the question, "Do creel rods really need .002" chrome plate?" With the advice and approval of Product Engineering .0005" was considered adequate. Result . . . \$2,925 was added annually to profit.

EVERETT JOHNSTON, Buyer

In a joint effort with the Traffic Department, General Fiber Box Company and Bird & Sons, Everett worked out a revised commitment program for corrugated cartons on an annual basis which resulted in a saving of \$17,562. This was accomplished only after extensive research and the coordination of requisitions.

JOHN STEELE, Expediter

Many drip pans and oil reservoirs are currently manufactured from cast iron or fabricated steel. John raised the question, "Does an oil pan whose function is only to hold a few drops of oil need to be constructed of 1/8" fabricated steel?" It was found that by using a lighter gage steel a saving of 40% would be realized. Plastics fabricators believe they can produce similar savings.



ALLAN McCREA, Buyer

Working closely with the Production Department on pattern requirements for new casting jobs, Allan set up careful screening of small lot orders of castings which frequently proved to be more economical when made on multi-pattern plates rather than single plates. Savings to date have been \$7,678.

HENRY CANT, Expediter

By careful analysis of our requirements, Henry made it possible to work out an improved schedule of forging deliveries with Billings & Spencer, our supplier in Hartford, Connecticut. This yearly saving was \$3,400.



CLAYTON CLEVERLY, JR., Buyer

Clayton, Roland Farrar, Albert Roy and Cass Karpen, working closely in a team effort, found that 5,000 waste spools to be manufactured from aluminum bar stock would cost less if they were die cast. The outcome of Clayton's negotiations resulted in a cost reduction of \$1.60 each which paid for \$1,890 worth of dies for the first order and diverted another \$7,960 into the profit column. Another 7,120 piece job will net an additional savings of \$11,000 in 1963. Clayton saved the Company an extra \$3,000 when he suggested a manufacturing change in top roll rulon bearings.



ROBERT MAYNARD, Senior Buyer

After consulting with Edwin Davis, of Plant Engineering, the Foundry and the pig iron supplier, Bob arranged to have pig iron delivered daily directly to the Foundry charging floor instead of to the Yard. This eliminated extra transportation and handling. Due to space limitations in the unloading area, Northern Motor Carriers offered to construct a special hydraulic, double-compartment, side-dump truck body. Although special bins had to be constructed on the charging floor, annual savings amounted to \$5,588.

Trajectory

R. IRVING LARSEN, Expediter

Enlisting the assistance of Manufacturing Engineering and the Punch Press Department, Irving saved \$2,500 per year by adapting barrel tumbling of balloon control rings instead of hand polishing them. An additional annual saving of \$475 was made when he suggested a trumpet design which enabled the Company to take advantage of a better price per piece.



LEWIS BURNS, Buyer

Lew found, after making inquiries in the Product Engineering Department, Manufacturing Engineering and Department 410, that .0598" x 1⁵/₁₆" cold roll steel strip could be substituted for .060" x 1³/₈". This one substitution on 6,000 pounds of steel sent \$394.20 to profits. Lew also saved the Company \$640 in a change of bar stock.

GEORGE KELLSTRAND, Buyer

George, working with Director of Purchasing J. J. Vilis and our supplier, conducted a value analysis program on cradles which resulted in price revisions that amounted to a saving of \$67,134.



JOSEPH PRENDERGAST, Transportation Services

Joe became a member of the Profit Procurement Program committee when transportation was placed under the control of the Purchasing Department. Joe has charge of Whitin's rolling stock. On his staff are Gordon Milkman, who dispatches trucks and cars, and Clarence Bisson under whose direction all air and rail travel routings and reservations are made.

This group had already been practicing new methods of economy. With the continued cooperation of practically every department in the Whitin organization, the Trucking and Transportation Division will save approximately \$67,000 in 1963. Included in this total are the substantial savings gained by using two Whitin trucks, instead of the

services of commercial trucking companies, to pick up our purchases and deliver shipments within a 100-mile radius.



FRANK POLUCHA, Buyer

Frank was one of the first to give the program a boost. His study, with Engineering, of Standard Cold Forged Loom Bolts vs. Hot Forged, started the Profit Procurement Program off with its initial substantial contribution to profits of \$14,000 the first year it was in effect.

The imagination and initiative shown by the Purchasing Department in setting up this Profit Procurement Program is very commendable and should serve as an example to all of us in the performance of our own individual jobs. Each of us should ask himself the question, "what can I do to save money in my department."

While the Company's well-being is based mainly on the profitable sale of its machinery and products, the establishment of an efficient plant operation is also of the utmost importance. There is still a great deal of truth in the old saying, "A Penny Saved Is a Penny Earned."



A. A. Brunell, of Brunell Electroplating Company, with George Kellstrand and Irving Larsen examines an item from the Purchasing Department lobby display. Profit procurement projects under consideration are conveniently displayed for the interest and attention of supplier representatives. These men frequently make money-saving suggestions

The Purchasing Department is located in the former cafeteria building across the street from Plant Shipping and Receiving. Pictured on the secretarial staff, from the left, are Maureen Clarke, Marjorie McCallum, Mary Larsen, Frances Emrick, Barbara Swiszc, Gertrude Crawford, Eunice Graves, and Harriett Stanislaus



TrajNet

Hi there... I'm Whitey Whitin



WHITEY WHITIN is a little man with a big job.

He is the standard-bearer of a program designed to make it easier for Whitin to improve delivery and service on repair parts orders. His primary objective is to constantly remind mill overseers, fixers, superintendents and purchasing agents to include the Whitin machine model and serial number on each repair parts order, thereby reducing the time required to trace incomplete orders. Whitey will remind everyone involved that faster repair parts service is possible when orders are completely filled out with the machine model and serial number.

Whitey has already started corresponding with our customers. The first item released, in an extensive direct mail campaign, was a folder introducing Whitey and explaining his mission.

Whitey Whitin will be seen on mill posters, offering the maintenance personnel a few production tips on care of Whitin equipment. Whitey will also have a few other "reminders" in the form of pocket-size repair parts expediter memo pads, pocket pen and pencil holders, etc. A special Whitey Whitin newsletter will be distributed to mill personnel periodically, keeping them informed as to servicing techniques, new products, personnel changes, etc.

Press releases in trade publications will announce Whitey's mission. Advertisements in selected publications will introduce Whitey nationally.

Whitey will back the efforts of the new sales force which is working in conjunction with the new repair parts centers in Charlotte, N.C. and Whitinsville. (Details of this warehouse program and the activities of the repair parts sales force will be published in a future issue of the SPINDLE.)

Whitey Whitin will be an ambassador of good will for Whitin Machine Works, in that he will offer useful information to Whitin customers while providing them with repair parts service.

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WHITEY WHITIN . . . Symbol of Service



of the Newsletter will serve as a medium of instruction. You will see more of Whitey Whitin in weeks to come. For example, he will be featured in a full page advertisement in the April, 1962 issue of several textile magazines.

In succeeding editions of the Newsletter, Whitey Whitin will continue to bring you news of value to textile industry personnel. His main purpose, however, will be to serve as a constant reminder to mill owners, superintendents and purchasing agents to include the model and serial number of the machine for which they are ordering Whitey repair parts. This valuable information speeds up the processing of orders and permits faster shipment of parts.

Several Whitey Whitin reminders will be issued one of which is described on page three of this Newsletter.

Watch for Whitey in the future. There's more to come . . . and it is all aimed at better service to you, the Whitey customer.

Two New Whitin Parts Centers Give Boost To Customer Service . . . now offering prompt shipments, savings to parts buyers.

Two new centers for replacement and supply parts have been established by Whitey Machine Works.

The center at 601 West Summit Avenue, Charlotte, North Carolina, primarily stocks parts for rubber, mangle and laminating systems related machinery. The second location at Whitinsville, Massachusetts, now stocks primarily mangle and miscellaneous parts for the textile industry.

The establishment of these two separate centers will result in considerable benefits to the Whitey replacement and supply parts buyer.

The man in Whitey Whitin and he has been described as "a little man with a big job." He is the new symbol of service that is now being used by the repair parts division of Whitey Machine Works.

Some of you have already met Whitey Whitin by way of a letter which was mailed recently. For the benefit of industry people who have not yet been exposed to Whitey Whitin, the first edition

A pocket size Whitey Whitin expediter memo pad reminds the customer that for faster service, the name, model and serial number of the machine should be included when ordering Whitin repair parts. Other reminders include a pocket pen and pencil holder as well as brilliantly colored stickers for placing on covers of Whitin parts catalogues



A newsletter, with information about new repair parts products, personnel appointments, servicing tips and editorial features of general interest, is published regularly and forwarded to all Whitin customers

Whitey Whitin Says:

Clean, well lubricated machines last longer-perform better

... And Whitin repair parts orders that include the machine model and serial numbers are shipped promptly.

WHITIN MACHINE WORKS
WHITINSVILLE, MASS. U.S.A.

MODEL:

SERIAL NO.:

First in a series of posters designed to point out useful reminders for all concerned for better machine operation and greater production. Also, Whitey reminds everyone to include proper model and serial number when ordering parts

DEXTER

THE HEART OF MAINE

by Earle F. Ellms
Whitin Spindle Correspondent
Fayscott Landis Machine Corp.



Modern shops and stores of all types line Main Street and its arteries

Dexter, home of Fayscott Landis Machine Corporation—Whitin subsidiary, might be referred to as the "Sportsman's Paradise." At Dexter, you can shoot a deer or catch trout within 15 minutes of the Main Street.

Situated almost exactly in the center of Maine, Dexter is known as "The Heart of Maine." It is 45 miles northwest of Bangor and halfway between the Penobscot River in the eastern part of the state and the Kennebec River in the west. It is an established fact that Dexter is also halfway between the North Pole and the equator.

Dexter is a community of homes, successful industries and neat, well-tended farms. It is a modern community with all the necessary facilities for comfortable living.

The best known and oldest manufacturer in the community is the Fayscott Landis Machine Corporation which makes textile machinery, shoe repair machinery and a variety of special machinery. In Dexter, there are also two woolen mills, a large shoe manufacturing company, a gristmill, a soft drink bottling company and other smaller firms.

Residents of the town are proud of their educational system. High standards are maintained in the new modern high school and in the four primary and intermediate schools. There are two summer camp schools for boys which attract students from many states and some foreign countries.

The town's Plummer Memorial Hospital is an up-to-date institution with modern laboratory, X-ray

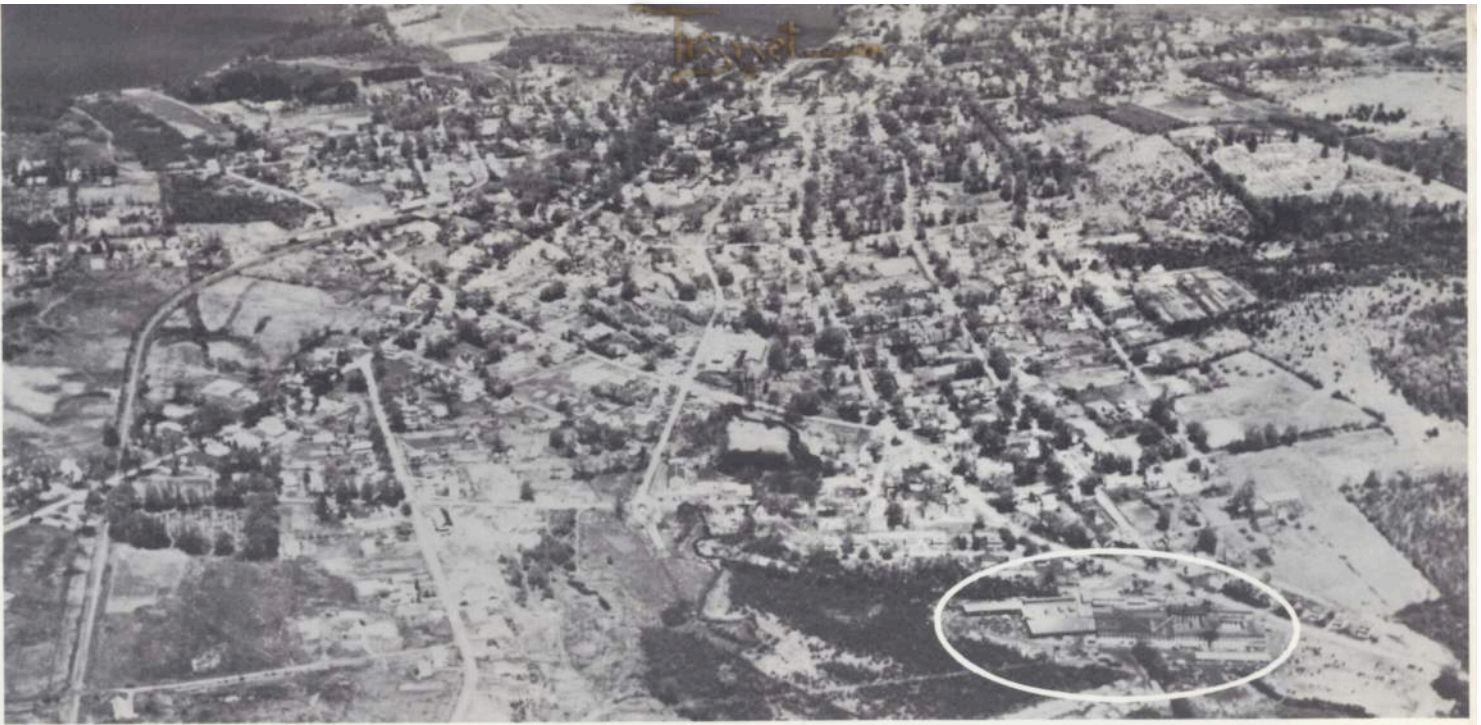
room, fluoroscope room and nurses home. The hospital serves not only Dexter but several small surrounding towns as well.

Religion plays an important role in the lives of the people of Dexter. Churches in the community include Catholic, Methodist, First Baptist, Free Baptist, Universalist, Pentecostal, Israel of God and Episcopal.

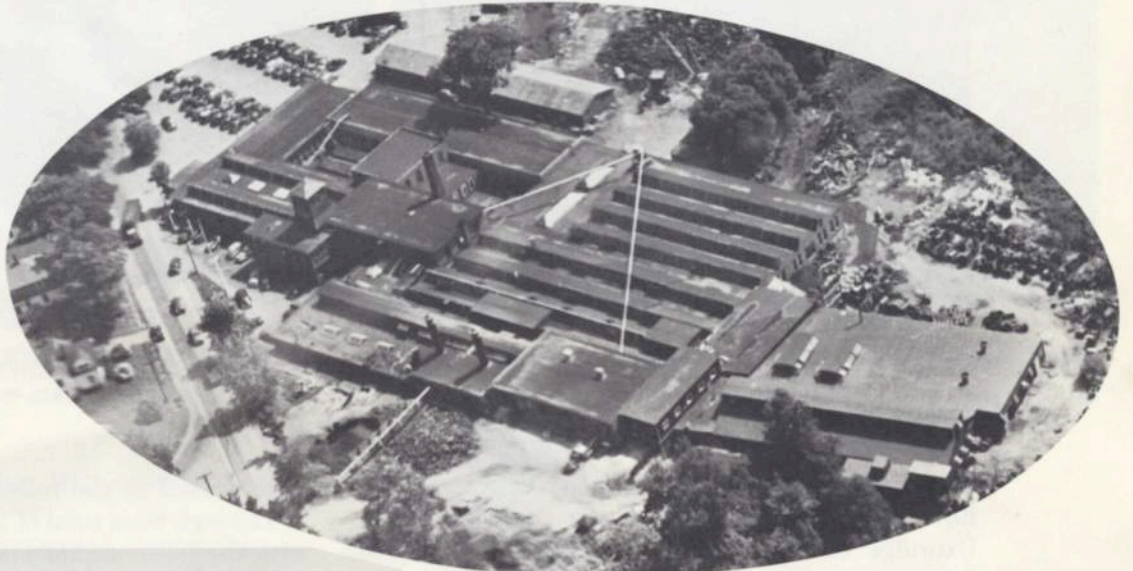
Dexter has 50 social and civic organizations which provide a wide scope of town activity. For the children there are several troops of Boy Scouts and Girl Scouts as well as all types of sports activities including Little League Baseball. In Crosby Park there are two baseball diamonds and a football field. Amongst the towering maples and elms is a bandstand where, during the summer months, the Fayscott band gives concerts.

The town, located at the lower end of beautiful Lake Wassookeag, is recognized as an outstanding recreation area. Vacationers from all over the country enjoy bathing, boating and water skiing on this spring-fed lake. Wassookeag, one mile wide, three miles long, with depths up to 80 feet, is widely known by fishermen for its smallmouthed bass, white perch, and pickerel. Three nine-hole golf courses and a summer theater are within easy driving distance of Dexter. Winter activities include excellent skating and a popular ski area with a tow.

So now, in spite of who may be in Washington, or what the Russians are up to, we of Dexter look calmly ahead, midway between here and there, midway between now and then—just "The Heart of Maine."



The town of Dexter covers an area of 36 square miles. It has a population of 4000 people and has had a "Town Manager" since 1931. Dexter also has its own airport with one 3000-foot paved runway and one with a 2000-foot turf surface two miles from town. The Fayscott Landis Machine Corporation is shown in the lower right-hand corner of this air view



Air view of Fayscott Landis plant

The town built this station for Dexter's modern fire department in 1955



Dexter has two textile mills, one the Amos Abbott Company, above, manufacturing woolen cloth and coating, the other, the Dumbarton Woolen Company, manufacturing woolen cloth and suiting



Pictured is Dexter's public library and the U. S. Post Office on the right



LISTERS WIN BOWLING



George F. Burley, former Whitin Vice President, presents individual trophies to the Listers, this year's Bowling League Champs. Pictured from the left are Ren Yeo, Captain, Albert Destremes, Francis Magowan, James Davidson, Richard Piper and Joseph Roche

THE ANNUAL BANQUET of the members of the Shop Bowling League was held at the Oyster Cabin in Uxbridge on Wednesday evening, March 27, at 7:00 o'clock. Among the 66 members and guests present were George F. Burley, former Whitin Vice-President, Robert S. Hall, Director of Industrial Relations and John H. Cunningham, General Superintendent.

The younger generation took over this year as far as the individual averages were concerned. Francis Magowan finished with an average of 112.64, Leo Gagnon second with 109.83, and Laurent Sampson third with 107.93. About 15 bowlers finished the year with averages of 100 or better.

As so often happens the league champions during the regular season, the Listers, finished fourth in the roll-offs and had to be satisfied with the fourth money prize of \$21.00, while the Repairs who finished fourth during the season won the roll-offs and the \$30.00 first prize money. The Cutters

were second in the roll-offs and the Timers third.

The high team total of 1611 was hit by the Printers with the Office second with 1587 and Transportation third with 1579. The Travelers had high team string with 556 and the Arcades second with 550.

Al Destremes with a fine 418 had the high individual three string total followed by Bob Tancrell and Richie Piper with 386 and 378 respectively. Don Gauthier with 167 had the high single string and Roland Dion second with 151 and Paul Blondin third with 146.

The trophy awarded to the "Best Sport" was won this year by Cecil Baker of the Timers. The winner of this James F. Marshall Trophy is selected by a vote of the team members, and again this group showed excellent judgment in their choice. Unfortunately Cecil was in the hospital recovering from an operation and the trophy was presented to the Captain of the Timers by John H. Cunningham. He also presented the William Skillen Trophy to

CHAMPIONSHIP

by Henry S. Crawford



Second place winners are the Timers. Henry Crawford congratulates Donald Frieswyck, Leo Gagnon, Richard Sanderson, and Henry D'Alfonso. Absent were Cecil Baker and Robert Tancrell



Robert Hall, Director of Industrial Relations, congratulates the Cutters, third place winners. Team members from the left are Bernard Howard, Norman Burroughs, Leo Tosoonian, Roland Dion, George Guertin and Alfred Matte



Donald White, League President, congratulates the Repairs, fourth place winners. From the left are Mike Ezzo, Henry Cant, Adam Davidson, John Cunningham, Arthur Broadhurst and Richard Cunningham



Individual high average winners receive trophies and the congratulations of Bob Hall. Pictured from the left the winners are Francis Magowan, Leo Gagnon and Laurent Sampson

Gordon Milkman and the Mr. Average Bowler Trophy to Ralph Nolet.

Mr. George F. Burley presented the trophies to the teams finishing first through fourth place, namely the Listers, Timers, Cutters and Repairs.

Jackets donated by the Whitin Machine Works to the winning Lister team were presented by Robert S. Hall, Director of Industrial Relations, to Captain Ren Yeo, Richie Piper, Joseph Roche, James Davidson, Francis Magowan and Al Destremes. Mr. Hall also presented the trophies to the high individual average winners, Francis Magowan, Leo Gagnon and Laurent Sampson.

The members of the league wish to express their thanks to Damase Couture for his donation.

The cash presentations were made by John H. Cunningham, who was in his usual good form and had the gathering in rare good humor before he finished the job of distributing the cash. A good time was enjoyed by all present.



Ren Yeo, Captain of the first place team, receives Championship trophy from League President Don White



Mr. Average Bowler this year was Ralph Nolet



Don Frieswyck, right, received the Good Sportsmanship Award for Cecil Baker who was absent due to illness. Presentation was made by John Cunningham, Whitin General Superintendent

What's in a WORD ?

Like so many harmless scarecrows, economic words tend to scare people away. Yet most economic terms stand for things that are quite simple and often familiar to all of us in our daily living. Some of the words shown here are easily recognizable; others are not quite so common. Check them yourself, for they all have a great influence on our lives and our work. Perhaps you'll agree that it isn't the word itself that's important, but the idea it stands for.



capital investment: It's a weighty term that sounds like it came right out of a textbook, but it refers to a very common practice: spending money for goods, tools, equipment, etc., in the hope of obtaining profitable returns. A woman may buy a sewing machine to save on clothing costs. Garden tools help bring to life a bountiful garden. The capital investments we make as individuals are multiplied thousands of times over by a corporation. Using money invested by stockholders or money which has been saved from profits and re-invested, the company buys the machinery, plants and other facilities it needs to keep operating. With no investment, we would have no tools for our jobs - we'd have no jobs at all.



depreciation: Oops! There goes another depreciated sock. Our hero's problem is similar to that of a company whose machinery, buildings, etc., simply wear out through use. And, as we're all resigned to getting holes in our socks, a company is resigned to depreciation of its capital investment. So the company sets some money aside each year to pay for new equipment when the old wears out. Present tax laws and continued inflation, however, make it difficult for the company to replace worn out equipment without drawing on additional funds - from retained profits or outside financing.



obsolescence: A leisurely search through your attic would probably uncover several classic examples of obsolescence. In business, the term refers to equipment which has become outmoded though still not worn. A new machine today may be rendered obsolete next year by another, better machine, even though the older model is still operating in perfect order. If a rival company gets the new machine, it gains a big competitive edge. Obsolescence, difficult to anticipate, is a chronic problem for all industrial firms.



inventory: Midnight raiders and other eager eaters in the house heartily endorse the idea of inventory - refrigerator style. In industry, the term refers to stored quantities of raw materials, goods in process or finished goods. We keep an inventory of finished goods at all of our plants, to help fill orders with reasonable speed. The eternal question is, how much? A big inventory ties up great sums of money; a low inventory may slow shipments, lose customer orders. The right balance takes planning.



cost reduction: There comes a time in everyone's life when the bills overtake the paycheck - sometimes it's more often than we like to think. If income can't be raised, the only answer is to cut down on the spending. Business is equally subject to this iron law of economics. In times of intense competition and low prices, which we have experienced, ways must be found to reduce costs without impairing quality or service, if we expect to stay in the competitive running.



profit: A paycheck has the habit of splitting off in all directions, like ten pins on a strike ball. After paying the bills, keeping the peace with allowance money, etc., there's apt to be precious little left. What's left is something like a personal profit, for use in strengthening your home or family, to be saved for the future. Part of our company's profits is used much the same way - for reinvestment in the business. But the analogy ends there. Our business, unlike the family, exists solely because thousands of people invested their money in it. Their dividends must also come out of the company's profits.

TrajNet

WHITIN ★ ★ ★ ★

News Roundup



James M. Wells

JAMES M. WELLS ELECTED DIRECTOR BY WHITIN STOCKHOLDERS

The 93rd Annual Meeting of the stockholders of the Whitin Machine Works, was held on April 1 at 10:00 A.M. in the company's offices in Whitinsville. Mr. Norman F. Garrett, President, presided.

The stockholders elected the following Board of Directors: Mr. J. Hugh Bolton, Mr. John H. Bolton, Jr., Mr. George D. Everett, Mr. Norman F. Garrett, Mr. Murray W. Keeler, Mr. Phillips Ketchum, Mr. Sydney R. Mason, Mr. E. Kent Swift, Jr., Mr. James M. Wells, Mr. Vaughn E. West and Mr. Howard S. Whiteside.

Mr. Vaughn E. West was re-elected Treasurer and Mr. Ward Smith was re-elected Clerk of the Corporation.

Mr. Garrett in reporting to the stockholders on the activities for the year 1962 stated that while over-all sales remained at nearly the same level

as in 1961, the company suffered a net loss of \$138,000, equivalent to 19¢ a common share. Sales of \$64,737,000 were reported against corresponding sales of \$65,027,000 in 1961. Earnings for 1961 were \$1,261,000, equal to \$1.74 per share.

Mr. Garrett indicated the decline in earnings was due solely to a decrease in the demand for textile preparatory machinery and the sales of such machinery were off 12% from 1961. He also pointed out that while textile mills' expenditures for capital equipment rose in 1962, sales were largely concentrated in areas other than preparatory machinery. For the company as a whole, newly acquired facilities nearly added sufficient volume to offset this decline. The textile machinery division operated below its break-even point throughout the year and its losses exceeded pre-tax earnings of the other divisions, each of which reported satisfactory results.

Mr. Garrett reported progress in the company's acquisition program. Two

companies were acquired, one representing a broadening of the textile machinery line and one in an entirely new machinery area. Foster Machine Company, acquired in January, 1962 makes textile winding equipment which, unlike preparatory machinery, was in heavy demand last year. The J. D. Ferry Company, Inc., acquired in January, 1963 is the nation's leading producer of machinery needed for processing potato chips.

Mr. Garrett further indicated that he expected Whitin's operations in 1963 to benefit from the introduction of new products in the textile machinery field and from improved manufacturing efficiency. Favorable operations have also been projected by each of Whitin's non-textile divisions.

Mr. James M. Wells of New York City, who was elected to the Whitin Board of Directors today, is a sales manager for Aluminium Ltd. Sales, Inc. He is a native of Wellsburg, West Virginia and received his schooling at George Washington University, Washington, D.C., and at Centre d'Etudes Industrielles, Geneva, Switzerland. He joined the United States Navy at the beginning of World War II and saw service in the Pacific theater as a naval aviator.

Mr. Wells joined Aluminium Ltd. Sales, Inc. upon being released from active duty in the Navy and has been associated with them ever since.

With his wife, Lois Crane Wells, and his four daughters, he makes his home in Manhattan.



William Marshall won top honors with his artificial kidney exhibit at the Northbridge High School Science Fair in March. Other top trophy winners were Donald Buma, consumption of oxygen, second place; and third, Thomas Sharps, dispersion of shotshells. The Science Fair is sponsored annually by the Kiwanis Club

Trajectory



George P. Putnam

WHITIN OFFICIAL CHOSEN FOR NSIA EVALUATION COMMITTEE

George P. Putnam, Quality Control Manager, has been honored in being selected to serve on the Evaluation Board of the National Security Industrial Association of Washington, D.C.

The NSIA was recently invited by the U.S. Army Materiel Command (AMC) to perform an objective and independent review of the policies, procedures and practices relating to the AMC Quality Assurance operations.

An industrial team of over 90 quality control experts from all over the nation are cooperating as an NSIA Task Committee in conducting this study. The findings of the Task Committee will be studied and analyzed by the Evaluation Committee and from this study will develop formal recommendations for improving the AMC system of assuring that their products fulfill the mission established by the Department of the Army with optimum economy.

Notification of the assignment was given to the Whitin Machine Works by Mr. R. N. McFarlane, Executive Director, NSIA in his letter of March 15, 1963. Mr. Putnam's work for the Committee will be carried on in addi-

tion to his regular duties at the plant, although it is anticipated that frequent trips to Washington over the next several months will be involved.

Mr. Putnam holds a Masters Degree in Industrial Engineering from New York University. He came to Whitin in January 1960 after acquiring a broad background of industrial experience with Curtis Wright Corp., Westinghouse Electric Corp. and Mack Trucks, Inc. He makes his home in Woonsocket, R.I.

FRANK SWART AWARDED \$2000 SCHOLARSHIP

Frank Swart, son of Mike Swart of the Foundry, has been presented a \$2000 scholarship by the Sidney S. Grant—Joseph N. Scanlon Memorial Fund. The award is one of three presented annually by the Fund which is sponsored by the United Steelworkers of America, AFL-CIO, District No. One—Boston Sub-Area. Frank, an honor student at Northbridge High School, also received the Bauseh and Lomb Honorary Science Award. He plans to be an electrical engineer.



Frank Swart

DESTREMPE'S STARS ON TV BOWLING PROGRAM

Al Destrempe, Cost Analyst, was one of two top bowlers that appeared

on the TV Candle Pin Bowling Stars program on March 23. Al was invited to appear on TV only after defeating more than 70 of Massachusetts best bowlers in an elimination contest. In the final match in Boston, Al was defeated by only eight pins. He had a total score of 347 while the champion's pin fall was 355. We congratulate Al on his bowling skill. It's a tremendous achievement for any bowler to reach the finals in this contest of champions. Al is also a member of the Sparetime Alleys' team which is leading both the Central Mass. Elite Bowling League and the Worcester County Major Candle Pin Bowlers League.



Albert Destrempe

HEMPHILL — STONE NAMED TO SALES POSTS IN SOUTH

Eugene A. Hemphill and James D. Stone, of Charlotte, N.C. have been named Sales Representatives for the Replacement Parts Sales Department of the Whitin Machine Works and assigned to the Spartanburg office and the Charlotte office respectively.

Their assignments were made known at the recent Spring Sales Seminar conducted by Whitin at Pinehurst, N.C. They will report directly to John S. Golder, Manager, Replacement Parts Sales, Charlotte, N.C.

Mr. Hemphill grew up at Greer, S.C., was educated in Greer and Greenville, S.C. and served several



Eugene A. Hemphill



James D. Stone

years in the U.S. Army during World War II. He has been connected with several mill organizations including Greer and Woodside Mills and came to Whitin in 1956 from Wannonah Cotton Mills, Lexington, N.C. where he was General Overseer of Spinning and Yarn Preparation.

Since coming to Whitin Mr. Hemphill has served in several capacities in Charlotte, most recently as a member of the Repair Sales Engineering Division. Mr. Hemphill, who is the father of five children, makes his home in Charlotte, N.C.

Mr. Stone graduated from Clemson College and served in the U.S. Marine Corps during World War II. He gained textile mill experience with several companies and was Overseer of Spinning at Appleton Mills, Anderson, S.C. before joining the Repair Sales Engineering Staff at Whitin's Charlotte, N.C. Office in 1956.



Robert Drainville

With his wife, son and daughter Mr. Stone expects to make a new home for the family in the Spartanburg area in the near future.

DRAINVILLE NAMED ASSISTANT TREASURER

Robert Drainville has been appointed an Assistant Treasurer of the Whitin Machine Works.

Bob, who has been Corporate General Accountant, joined the Whitin organization in 1961. He had previously been associated for over 25 years with the Bachmann Uxbridge Mills of Uxbridge, most recently as Assistant Treasurer. He is well-known in textile and financial circles.

He is a native of Woonsocket, Rhode Island, and a graduate of Woonsocket High School and Hill College. He also has taken specialized accounting courses at Northeastern University and at Boston University.

With his wife and two children, Bob makes his home at 195 North Main Street, Uxbridge.

WHITIN SALES SEMINAR AT PINEHURST, N.C.

Sales and Marketing personnel of the Whitin Machine Works conducted a Spring Sales Seminar at the Mid-Pines Club, Pinehurst, N.C. on March 5-6-7. The meeting was conducted by John H. Bolton, Jr., Vice President, Marketing and Robert I. Dalton, Jr., Vice President, Domestic Sales.

Also attending the meetings were officials from the Whitin Product, Research and Engineering sections and representatives from the Sales divisions of subsidiary companies of Whitin.

The agenda for the sessions was planned to provide for discussions on current sales activities and to keep the sales force abreast of industry trends in machine designs. They were also told of the steps Whitin is taking to meet the ever increasing technological challenges and several new machinery models and developments were shown and described for the first time.

Of particular interest was the announcement of the details of Whitin's stepped-up Replacement Parts Sales program operating under the direction of Manager John S. Golder, who was recently transferred from the Whitins-



MYSTERY PHOTO—Last month, on the left, it was Donald White. The May Mystery Photo is on the right

ville office to head up this important new sales auxiliary.

Mr. Golder described his group's plan of operation and outlined the prospects and goals set up for the project. He reviewed the recent setting up of Part Centers in both Charlotte, N.C. and Whitinsville, pointing out the fact that established warehousing facilities such as these, in which thousands of varieties of component parts are kept in stock for quick shipment should be of tremendous assistance to his group's sales efforts.



In Memoriam

John Bosma, 64, Foundry Molder, died March 26 at St. Vincent Hospital, Worcester.

Peter Zariczniak, 67, a retired Maintenance Man, died in the Woonsocket Hospital, March 4.

Mardiros Hampartzoomian, an Electric Truck Operator before retiring in 1955, died at his home in Whitinsville on March 2. He worked at Whitin 50 years.

Arthur Marshall, 71, a Plant Guard before retiring in 1959, died on March 9. He was a life-long resident of Whitinsville and a Whitin employee for 52 years.

Peter Sohigian, brother of Louise, Charles and Jacob died on March 29.

Arthur Braman, brother of William and George Braman, died on January 30.

Mrs. Mary Louise Braman, mother of William and George Braman, died on March 24.

A closer look at Whitin — No. 2



From Alpha to Omega

From start to finish — from opening operations through spinning and twisting — there's a Whitin machine for every step in the complicated process of making yarns from fibers — cotton, wool, worsteds, synthetics and blends.

As the result of our many years of experience in designing and manufacturing this broad line of 72 machines, we have built up, at Whitin, a vast reservoir of technical knowledge which can be worth much to you, not only in the solution of today's problems, but in working toward the automated mill of tomorrow. Truly, here is another "extra" value, uniquely ours, which is yours, too, when you buy from Whitin.



Whitin

THE BEST WAY TO BETTER YARNS

WHITIN MACHINE WORKS: CHARLOTTE, N. C. • GREENSBORO, N. C. • ATLANTA, GA. • SPARTANBURG, S. C. • WHITINSVILLE, MASS.

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