

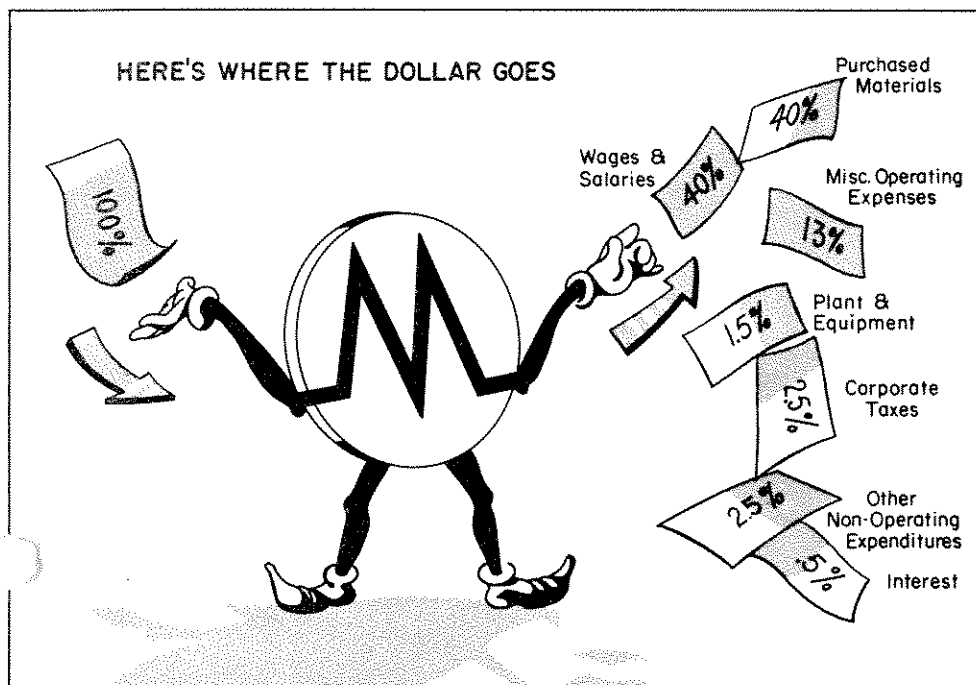
MELPAR-A-GRAPH

MELPAR, INC. • A SUBSIDIARY OF WESTINGHOUSE AIR BRAKE CO.

Volume 2, Number 3

February, 1957

SALES, EMPLOYMENT TOP '55 MARKS



BUSY MONEY . . . No tool of industry is busier than the dollar. It must satisfy quite a variety of demands, as can be seen from this representation of Melpar's cash outlay during 1956.

MELPAR VOICES OPPOSITION TO PROPOSED LICENSE TAX SCHEME AS PENALIZING PROFESSIONAL EMPLOYEES

An amendment intended to protect Melpar engineers and other professional personnel against imposition of Fairfax County's proposed License Tax Ordinance was put forward by the Company during a public hearing before the Board of County Supervisors on Jan. 23rd.

The ordinance seeks to tax income derived from the sale of goods or services in the local (Fairfax County) market, but is worded so that some Melpar employees could be affected by it, under a literal interpretation of the ordinance's definition of employee status in various lines of business.

As delivered on behalf of the Company R. Brandon Marsh, Director of General Services, the amendment read:

"A salary received by any person whose exclusive source of earned professional income is from regular employment in the performance of duties or serv-

ices for an employer who is not subject to the tax under the provisions of this Ordinance shall not be included in the gross receipts of such person."

Three Melpar men—W. S. Boone, R. F. Irby, and W. C. Johnson—registered their opposition, as individuals, to the ordinance. They pointed out that, as salaried employees of Melpar, their personal expenditures in the local market contribute to the County's prosperity though they earn nothing by reason of that market's existence.

BULLETIN

Widespread opposition to the License Tax Ordinance caused the Board of County Supervisors to reject its enactment; the vote was 4 to 3. The decision was announced at a public hearing yesterday.

PERFORMANCE FIGURES FEATURE 42 PERCENT SALES INCREASE

It requires a fantastic number of numbers to keep score for a business like Melpar. And it takes the magical ability of accountants to sort the numbers into the proper pigeonholes. On a recent midnight, Vice President-Treasurer R. T. Cosby and his cohorts finished sorting the numbers for the year 1956.

First came the big one. Sales of Melpar, Inc. during 1956 totalled \$23,552,104—up 42% over our performance in 1955, when we registered a now modest seeming \$16.5 million.

Doing a job of that magnitude takes people. None knows it better than Personnel Director J. T. Lafrank, whose department labored mightily to boost our total employment from 1850 to 2505 people—investing some \$700,000 in the effort.

The same onward and upward course is seen in the Company's total payroll, which rose to \$11,955,067. This was almost exactly a 50% increase over the previous year.

Despite the Herculean efforts put forth by all 2505 of us, we still were unable to work ourselves out of a job. Our backlog rose to \$35.5 million; we're even worse off than last year, when our backlog was only \$31.1 million.

Nearly 2000 open market suppliers and some 300 sub-contractors did business with Melpar during 1956; in return, they received \$11,876,948.

Our investment in property and equipment of all kinds—land, buildings, tools, and what have you—rose to \$6,625,000. To keep the roof from leaking and to keep the tools turning cost about \$197,000 in materials alone. And it took \$160,000 to keep the lights on and the furnace lit.

One last number, and then the year is done. To the various local, state, and federal tax-gathering agencies interested in Melpar, we offered just short of \$900,000. It was accepted.

OPINION

Before you decide that the Company is headed for hell in a hand-basket because your particular crisis for the day was not instantly resolved, pause, and reflect. About two hundred readily identifiable functions are always at work, keeping Melpar in motion. In the midst of all that activity, it's likely that the head grem-lin who schedules crises had to give your flail a lower priority.

Even beyond the identifiable functions—Receiving Clerk, coil-winding, invoicing, Design Draftsman, Guard, mail distribution—there are the many transient occurrences of the day, each happening too rarely to warrant functional recognition, each demanding some degree of impromptu effort. In sum, a lot of business is transacted at Melpar every day.

Not all of it can get done at once, since even a chain reaction takes time. This is not to imply that much of our work cannot be done better, and a knot or so faster. It surely can. Perhaps not yours;

that's rough duty you've pulled. But spotted around and about are possibilities for improvement.

They are being worked over, honest. A fair number of them are not known to you; they don't directly impinge on your activity. Of those you could describe, if called upon, quite a few are being examined right now. Especially that bad one, the one which sorely tries you.

It turns out that that particular problem is a regular wheels within wheels thing. None of those colorful solutions you've had in mind really would cure it. Various adjustments will have to be made at assorted points in the sequence of events.

Incidentally, it happens that one of the key adjustments should be made in your operation. Not, mind you, to correct any flaw in your methods; but solely to make it possible for lesser operations to phase in on you with neatness and dispatch.

IN A BY-GONE YEAR

The **MELPAR-A-GGRAPH** was born in December, 1955 and, somehow, survived. Succeeding issues spoke of many things . . .

January. Arlington adds 25,000 feet, Falls Church 50,000. Company airplane in service. We will design the F-101B Simulator.

February. Melpar sales for 1955 at 16.5 million dollars; employment is 1,850. W. C. Purple named Arlington Division Manager. First MSQ-1A passes flight test.

March. Watertown ships its Severe Storm Indicator to tornado country. Security eased on MSQ-1A program; contracts are valued at \$25,000,000. In-plant study enrolls 76.

April. First details of our participation in B-58 Hustler, first supersonic bomber, are told. We are developing major electronic sub-systems.

May. Research Department moves from Cambridge to Boston, triples plant area; is engaged to evaluate country's entire civil defense communications setup. B. H. Dennison becomes Company's first 10-year man.

June. R. S. Butts named Chief Engineer. Tuition Refund Plan announced; Company pays half the cost of approved study. 100 people now enrolled in college courses. Arlington Division opens 30,000 foot parking lot.

July. R. T. Cosby elected Vice-President and Treasurer of Melpar. Melpar-Watertown employment tops 100; plant leases additional 11,000 feet. At Boston, R. M. Snow named Assistant Director of Research.

August. Entire issue describes broadened benefits, including Major Medical Expense Insurance, more sick leave, added holiday, expanded vacation policy.

September. Melpar will design country's first helicopter flight trainer, for Sikorsky H-37A. Air Force Cambridge Research Center officially commends Melpar-Watertown for its Severe Storm Indicator.

October. We will supply AN/DPN-48 radar beacons to Project Vanguard, man-made satellite. 9 out of 10 Melpar people have joined the expanded Group Insurance Plan.

November. IRE establishes its "William G. Tuller Memorial Award", honoring Melpar's late Vice President for Engineering. Arlington ships three versions of our AN/DPN-14 radar beacon just four months after contract date. Tuition Refund Plan aids 316 people enrolled in 364 courses.

December. Full scale production contract, valued at \$9,000,000, awarded for the F-101B Simulator. Melpar-Boston fires up its DATATRON digital computer. It predicts a Happy New Year.

AF MEN WILL STUDY F-101A SIMULATOR

A team of Melpar engineers from J. L. Clark's Simulator Section forms the faculty group which will conduct a formal training course in operation and maintenance of the Melpar-designed F-101A Flight Simulator during the next few weeks.

Each applying himself to specific aspects of the Simulator, the following Melpar men will take their turn on the instructor's platform: G. H. Jones, K. E. Streeter, B. H. Dennison, J. F. Dement, and E. M. Connelly. The program is under the guidance of Field Service Supervisor W. R. Sherman.

The student body for the course will be drawn from the enlisted ranks at Bergstrom AF Base in Austin, Texas.

Though the major emphasis of the course will be upon maintenance of the Simulator, its culmination will see each of the students learning to 'fly' the device. Upon satisfactory completion of the course, Melpar will award them specially designed Certificates attesting to that fact.

SIMULATOR CHEERED BY PILOTS

Comments recently forwarded by field engineers at Bergstrom reflect the reception accorded the F-101A Simulator. Consisting of informal reports made to their USAF instructors by the first pilots to complete Phase I training, the word is one of high praise indeed for the Simulator, the pilot-instructors, and the training program.

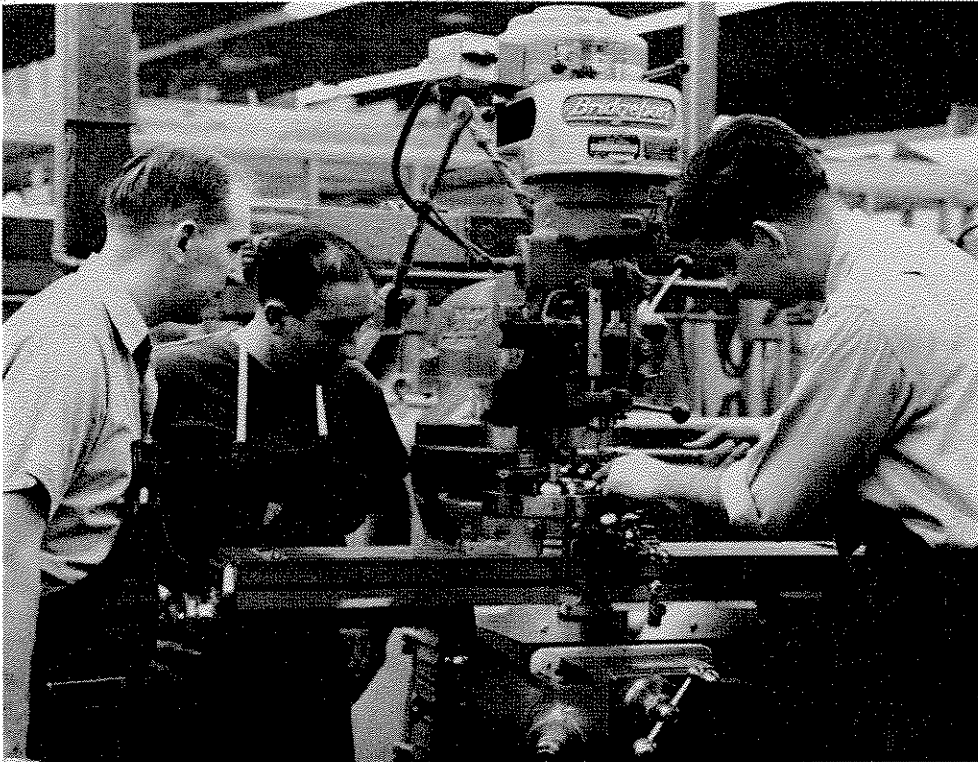
1st Lieutenant G. W. Beran wrote: "This training is without doubt the most impressive I have ever undertaken. Never has so much realism been transplanted into a classroom. The course better prepares a pilot for checkout than any other things other than an actual flight".

Captain Howard P. Mares III was brief and to the point: "Excellent course, superior instruction, and an amazing machine".

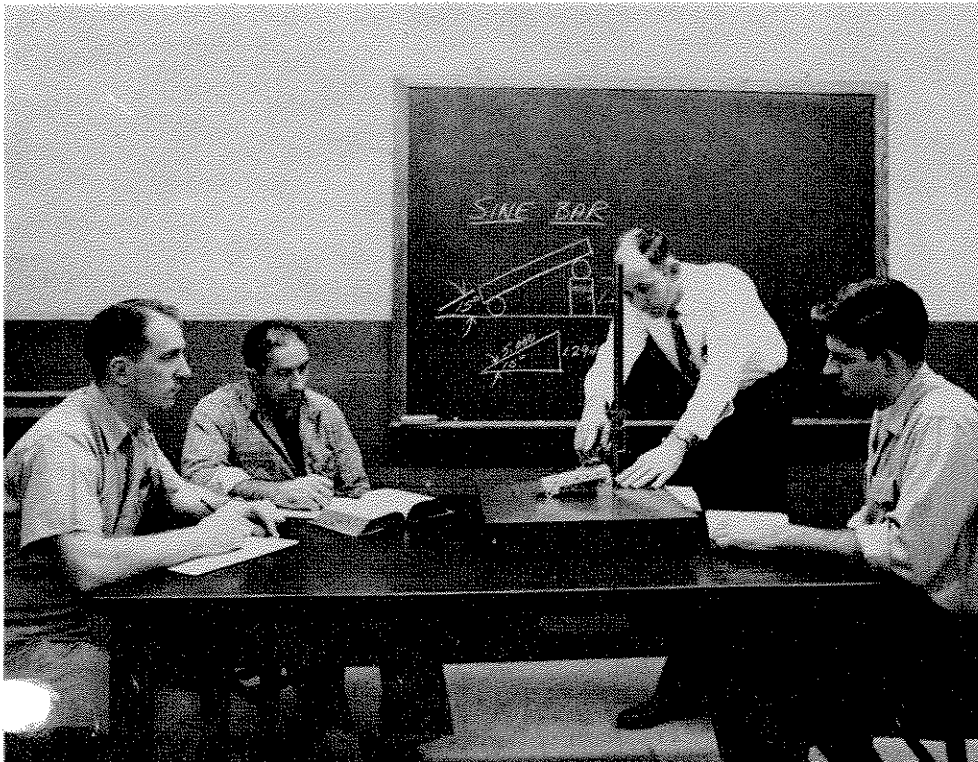
By Captain Claude E. Deering: "We will never know the number of lives or amount of time and money that has been saved by this simulator; but we can assume, very realistically, that it will be considerable".

And this from Captain Richard Hardin: "The simulator course was tremendously interesting and helpful . . . The machine itself is the greatest thing since the production of a two engine aircraft".

Winter Term: Arlington Machinist School



BETWEEN BRIDGEPORT . . . where, at the milling machine of the same name, James Werberger is instructing Alfred Kreig and Reo LeBlanc in the painstaking craft of persuading tooling to do as the blueprint says —



AND BLACKBOARD . . . where Machine Shop Supervisor John D. Harris is demonstrating the role played by precision measuring equipment in precision machining—Arlington Division aims to beat the manpower shortage by growing its own machinists.

If you can't find 'em, train 'em! In the spirit of that switch on the old-time politician's motto, Arlington Division last November began its accelerated machinists' training program.

Combining intensive classroom work with supervised shop practice, the program is keyed to the development of craftsmen skilled in the use of machines in general use at Melpar and acclimated to the Company's exacting quality standards.

Those enrolled in the program find tangible evidence of forward progress at two stages of the curriculum. Closing the first stage—of two months' duration—successful students are given a special merit review which takes account of their increased ability.

The second stage varies in duration with the student's individual capability; but his 'graduation' is signallized by promotion to a Machinist classification.

In keeping with the program's express purpose—to train potential machinists in the shortest possible time—candidates must possess a background indicating that they have the potential. They must be either trade school graduates, high school graduates with machine shop credits, or machine operators who have taken high school algebra and geometry.

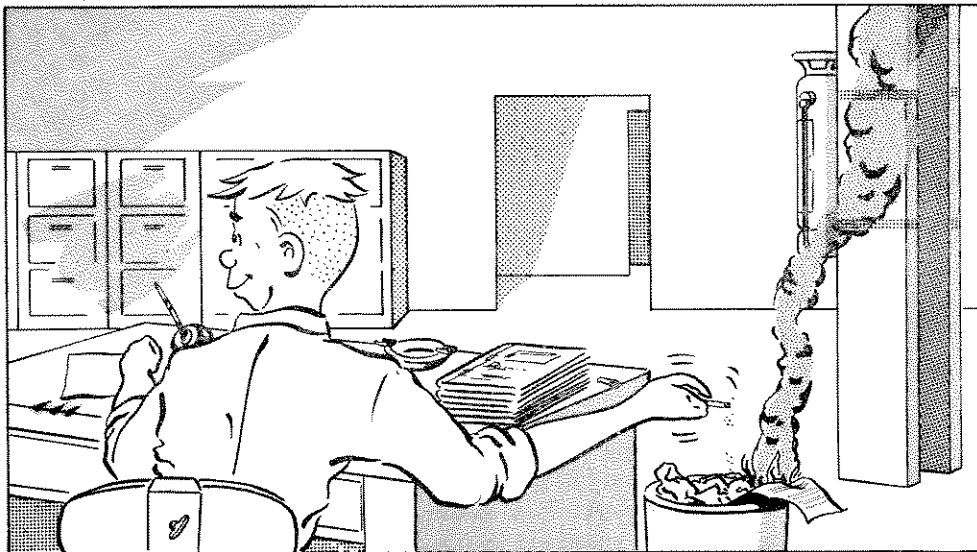
During their first stage, accepted students are given approximately sixty hours of classroom instruction, covering shop mathematics, blueprint reading, the use of cutting tools and gages, and other supporting subjects.

The balance of their time is spent in the shop, learning the techniques of setting-up and operating such basic machine tools as the lathe, milling machine, tool grinder, drill press, and metal saw.

In their second training stage, students are required to use independent judgment in the selection of method, machine, and set-up; their procedure is approved by their supervisor or leadman before the work gets under way. The jobs assigned them are selected with an eye to enabling them constantly to exercise their accumulating skill and experience.

The program's first two students—Alfred Kreig and Reo LeBlanc—successfully completed their first stage training late in January. As they moved on to stage two, four more candidates have just been enrolled in the 'freshman class'.

Murgatroyd Mistit

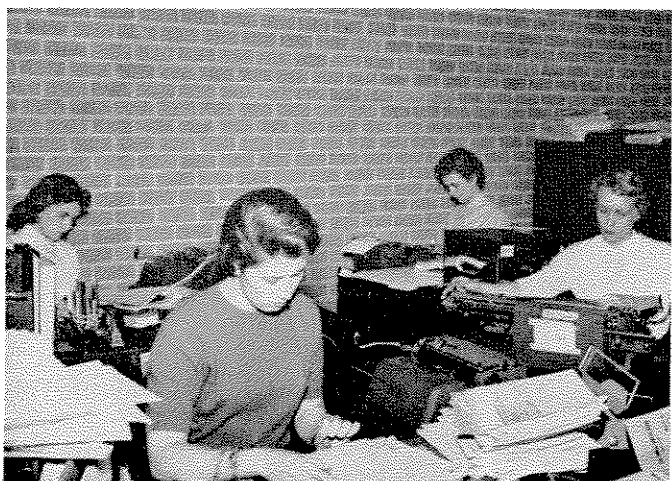


Murgatroyd — you'll be cold outside!

B-58 AT (BAILEY'S) CROSSROADS



IN THERE PUNCHING thousands of IBM machine cards are, from front, Jean Reiter, Madeleine Fletcher, Helen Mahoney, and Glenda Caruso.



AT HOME, though the dust of moving has scarcely settled, are Jane Willcoxon and Rosaleen Conklin in foreground; Joy Blevins and Betty Lusby in background.

While construction men (out of sight, but not hearing) swarm over the Irwin Payne warehouse at Bailey's Crossroads in Fairfax County, converting it to double-deck occupancy, an advance guard of personnel engaged in the B-58 Hustler program already has infiltrated the area.

Under the supervision of K. E. Fowler, members of the Parts Planning, Specification Engineering, and Technical Writing groups have set up shop in the first segment of the building to be completed — a 2800 foot area on the first floor.

Now being readied for early occupancy is a 4200 foot engineering area on the second floor. When completed, the Bailey's Crossroads building will net the B-58 program approximately 30,000 feet of very welcome expansion space. The building revisions are scheduled for completion in mid-March, and the work appears to be on schedule.

GOING UP!

Melpar-Boston has announced the promotion of M. L. Almquist from Research Engineer to Senior Research Engineer.

At Falls Church, Donald Reiser became a Project Engineer. J. F. Delany advanced from Engineer to Senior Engineer. John Sayers and E. McCann now rank as Engineers. J. C. Heavner rose from Senior Draftsman to Design Engineer, and R. P. Myers moved from Technician to Junior Engineer.

H. P. Treacle, at Arlington Division, was promoted from Junior Methods Engineer to Methods Engineer, and B. J. Andrews rose from Light Assembler to Methods Aid. Named Stores Supervisor was J. J. Adams, former Storekeeper.

Also at Arlington, R. L. Kelly has advanced to Welder Lead Man. Promoted to 1st Class Heavy Assembly Task Leader were R. J. Kozlik and H. W. Shay. C. L. Bowles is now 1st Class Light Assembly Task Leader.

A. A. Couvillon was promoted from Stock Clerk to Lead Stock Clerk at Falls Church. R. E. Earhart rose from Mail Clerk to Expediter. M. Metcalf is now a Lead Porter. Two former Technicians T. C. Watts and E. F. Evers, have advanced to Senior Technician. C. W. Showman rose to 1st Class Mechanical Technician.

Light Assemblers V. E. Lowery, Anita Shantz, C. T. McIntosh, M. Breeden, and V. A. Smith were promoted to 1st Class Light Assemblers at Arlington. H. J. Mundell is now 1st Class Heavy Assembler. In Production Planning, R. G. Zelloe rose from Procurement Planner to Senior Planner.

GWU SPRING SEMESTER DRAWS 58 TO IN-PLANT MATH STUDY

Accredited college level courses to be given by The George Washington University at Falls Church during the 1957 spring semester have enlisted a total of 58 students thus far. The University offered three courses in various phases of mathematics at its registration session on January 28, in addition to a number of courses offered on an "if interested" basis. These courses will be implemented when a sufficient number of students have enrolled.

The College Algebra course attracted 25 students, Plane Trigonometry 20, and Differential Calculus 13. All three courses are approved under the Company's Tuition Refund Plan.