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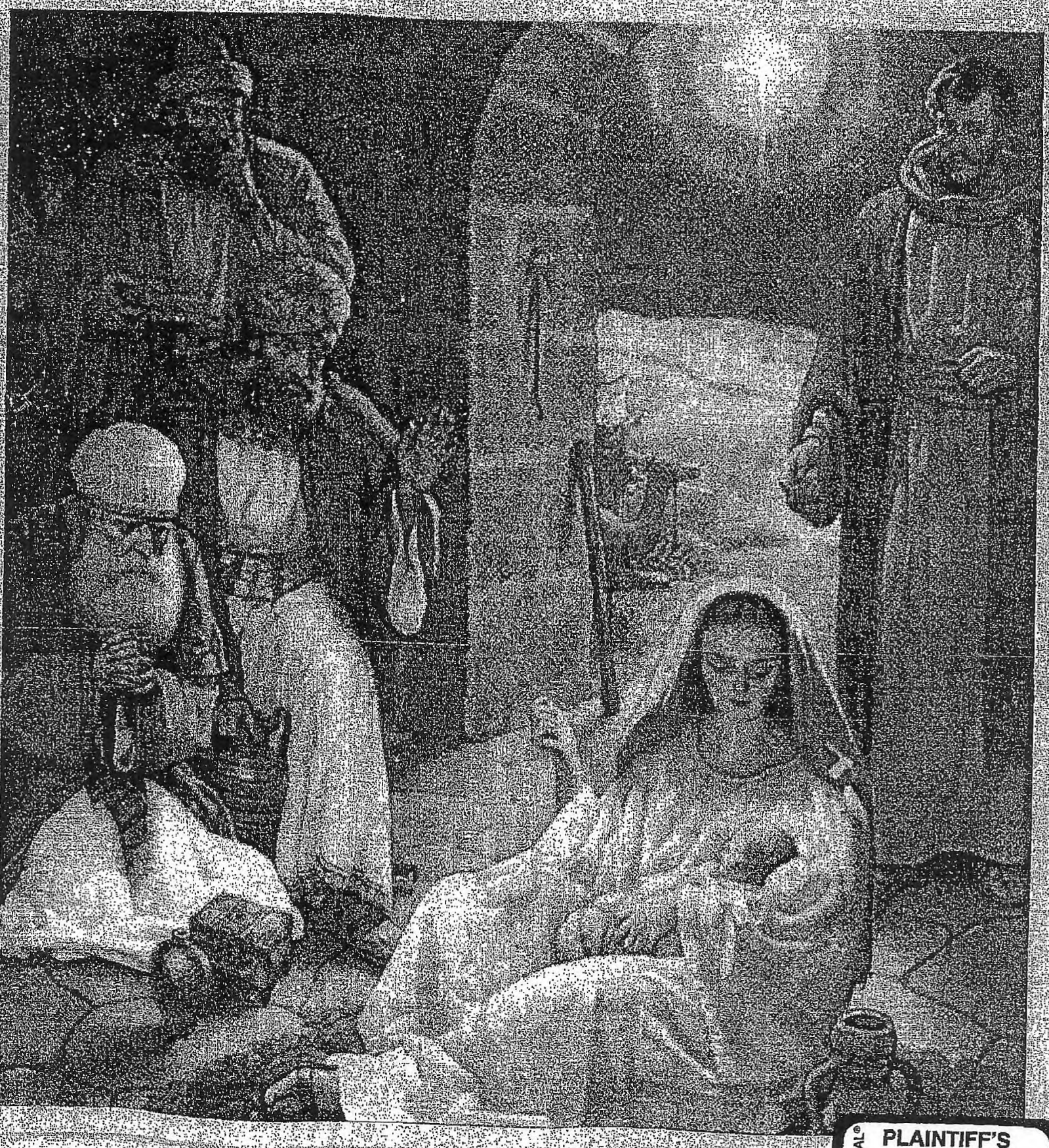
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The Christmas Governor

DECEMBER, 1954

Volume XVIII

Number 12



ALL-STATE LEGAL®
PLAINTIFF'S EXHIBIT
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FISHER SALES ORGANIZATION

December 1, 1954

		1954	1953	1952	1951	1950
Malcolm W. Black & Company	New York	1	3	1	3	4
Puffer-Sweiven Company	Houston	2	2	2	2	2
Vinson Supply Company	Tulsa	3	1	3	1	1
A. E. Ehrke & Company	Cleveland	4	5	6	7	6
Vinson Supply Company	Dallas	5	4	4	5	3
General Meters & Controls Company	Chicago	6	6	5	8	9
Carter-Jones Company	Los Angeles	7	9	9	9	12
Clifford B. Ives & Company	Philadelphia	8	7	8	12	11
DuBois-Webb Company	Detroit	9	11	10	4	5
John H. Carter Company	New Orleans	10	8	11	6	7
R. S. Stover Company	Marshalltown	11	12	15	13	14
W. A. Stoelzing	Pittsburgh	12	10	7	10	8
Joy & Cox, Inc.	Denver	13	13	14	15	10
J. F. Schultz & Company	Minneapolis	14	21	21	18	22
H. T. Porter Company	Cincinnati	15	19	18	16	15
H. D. Hale & Company	St. Louis	16	20	20	19	20
Kitteimeyer & Company	Atlanta	17	16	17	20	18
Sullivan-Mears Company	Kansas City	18	15	13	14	16
W. D. Ehrke & Company	Milwaukee	19	18	16	11	13
W. J. Sommers Company	Buffalo	20	29	25	30	30
George R. Friederich & Company	San Francisco	21	23	19	17	21
Barber Engineering & Supply Company	Calgary	22	14	24	22	19
Allan K. Cook Company	Louisville	23	28	22	23	24
Wickersham-Petty Company	Boston	24	17	12	21	17
Barrett & Yost	Seattle	25	35	37	36	34
George W. Beecroft & Company	Toronto	26	24	28	27	26
Johnson & Scott	Memphis	27	26	26	25	29
Robert E. Mason & Company	Charlotte	28	30	27	27	27
Acme Engineering Agency	Indianapolis	29	29	24	25	24
The Rhodes Controls Company	Baltimore	30	34	32	31	33
Williams, Gritton & Wilde	Salt Lake City	31	33	38	34	36
Babcock & Wilcox de Mexico	Mexico, D.F.	32	39	40	40	40
Process & Steam Specialties, Inc.	Montreal	33	25	30	33	31
R. H. Brown & Company	Portland	34	37	31	29	31
Sinclair Spence	Caracas	35	32	33	39	35
Joseph W. Eshelman & Company	Birmingham	36	23	23	32	28
W. H. Kidd Company	Richmond	37	38	35	35	32
Northern Columbia Process Equip. Co.	Vancouver	38	—	—	—	—
Cone & Wallace Company	Phoenix	39	40	36	38	38
Langley y Cia	Buenos Aires	40	36	41	28	39
H. S. Gray Company	Honolulu	41	41	33	41	43
E. A. Ortiz & Company, Ltd.	San Juan, P.R.	42	44	42	46	41
W. P. Bryant	Havana	43	42	45	47	44
J. H. Liddle & Epstein	Sydney	44	43	39	44	46

Sales Standings LPG Equipment Agents

		Dec. 1	Nov. 1	Oct. 1
Walter H. Hoagland	Westport, Conn.	1	1	1
Glenn Ege	Marshalltown, Ia.	2	2	2
Fine Products Company	Chicago, Ill.	3	3	3
Squibb-Taylor	Dallas, Texas	4	4	4
Odell Glass	Atlanta, Georgia	5	5	5
C. H. Schutter	Kansas City, Mo.	6	6	6
Meeder Equipment Company	Los Angeles, Calif.	7	7	7
Clifton W. Vogt	Albany, N. Y.	8	8	8
G. W. Beecroft & Company	Toronto, Ontario	9	9	10
Barber Engineering & Supply Company	Calgary, Alberta	10	11	9
Langley y Cia	Buenos Aires, Arg.	11	11	11
Process & Steam Specialties, Inc.	Montreal, Quebec	12	12	12
C. R. Hajel	Mexico, D.F.	13	13	13
L. W. Peterson Co.	Fargo, N. Dak.	14	14	14

Sales Sez . . .

The substantial increase in orders for three-way valves in the past several months has brought out the need for an explanation of the factors that must be considered when specifying Types 1657T and 1657S.

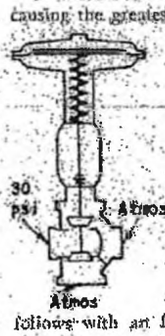
CAPACITY—We are lacking in this information and will have to use the approximate method established in the January 1953 column.

Type 1657T—Take 50 percent of DP Design "A" body capacity.

Type 1657S—take 80 percent of SD Design "A" body capacity.

Our research department plans to have capacity information based on actual tests some time next year.

UNBALANCE—This seems to be causing the greatest trouble in the field in determining valve size, operator, and air loading required. An example may help explain our method. Let's consider a 4" Type 1657T with 30 psi drop across each port as shown in the drawing. We would determine the spring load as follows with an "A" topwork:



Unbalance across each port=375 lb. This must be wound up in the spring so lower port will close by spring force. To assure tight closure we compress the spring an additional 5 psi times diaphragm area (3 x 95.5 sq. in. = 286 lb.). This gives us a total initial spring load of 661 lb. We then go to our spring chart and select a spring that will take this load and can still be compressed 1½". We find that a 600 lb. spring, Dwg. 1C6480, has a safe load of 1695 lb. and could be used. 661 lb. plus 900 lb. (1½ x 600 lb.) = 1561 lb. total load on spring.

We then consider the unbalance across the upper port which will have to be handled by the diaphragm loading. For tight closure we want to apply 5 psi on diaphragm over and above spring load and unbalance across the top port. This would be 3 x 80 sq. in. = 240 lb. We add this to the total spring load, 1561 lb., and to the unbalance across top port, 375 lb. This gives us a total load on the diaphragm of 2176 lb.

Now, to determine the diaphragm pressure required to tightly close the top port we divide the total load by ef-

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Two Week Fundamentals Course Starts January 3

A late reminder is made to sales offices concerning the two-week sales fundamentals course to be conducted in Marshalltown from January 3 to the 14th.

The first week will be devoted to fundamentals aimed mainly at new men in the field offices. The sessions the second week will offer specialized instruction each day in a different phase of technical and practical information pertaining to equipment application and function.

Personnel Changes Listed From Recent Job Posting

Two plant employees have transferred into the shop offices as expeditors as a result of recent job posting. They are Jerold Moore and Ronald Feaker, both from the gas regulator department.

Les Bartlett has moved from the Level-Trol and Pilot group in the production control office to help Perrin Drew in Gas Regulator inventory control.

Lost at Christmas Parties

The following items were found at the Coliseum and the theaters following the Fisher Christmas parties: A black ladies purse, red cloth belt, green wool scarf, and six mittens, two leather and four wool. The owners can claim these in the Personnel Office.

Sick Benefit Payments

Nov. 1954	Oct. 1954	Sept. 1954
$3,015.68	$2,978.01	$3,190.55
1954 Sick Benefits		$38,349.32

Hospitalization Payments

Nov. 1954	Oct. 1954	Sept. 1954
$6,048.77	$3,937.64	$3,727.75
1954 Hospitalization		$47,292.14

fective area at 1/4" travel. Dividing 2170 lb. by 80 sq. in. gives us approximately 27 psi. The range for this 4" Type 1657T with an EF topwork is 5 to 75 lb., which means auxiliary air will be required, usually from a positioner.

DIRECTION OF FLOW—A three-way valve that would give flow-close should not be selected because of slamming. For that reason, the Type 1657T should not be used on mixing or blending service. The Type 1657T generally should be used only on diversion or by-pass service and Type 1653S for mixing service.

Personnel Office Offers Income Tax Assistance

Right after the first of the year Don Elder and employees in the Personnel Office will start their annual work of helping employees file their state and federal income tax returns.

Returns are expertly prepared on both federal and state forms, the service being available to all employees who wish to take advantage of it. A fee of 25 cents is charged for the federal return, ten cents for the state. All fees are put into the treasury of the Ten Year Club, where they eventually are returned in the form of employee benefits.

The W-2 forms, Statement of Earnings and Withholding Tax, will be held in the Personnel Office for factory employees until you are notified to come in. Office employees will receive their earnings statement with their pay checks.

These statements will be completed in order of clock numbers and will all be available before the end of January.

Persons who filed tax returns this year are now receiving 1954 tax return blanks in the mail. You are asked to hold this material until the Personnel Office people call you in to work on your return. To speed up the time spent on your return, please gather the following information:

1. Real estate tax paid in 1954.
2. Auto License fees paid in 1954.
3. Contributions to church, charity, etc.
4. Gallons of gas purchased this year.
5. Wife's (or husband's) earnings, if any.
6. Interest paid, if any.

Sam Burris Rejoins Fisher Sales Group



Sam Burris has rejoined the Fisher Governor Company sales engineering department, and is located in Dallas where office facilities have been made available to him by our district sales representatives, Vinson Supply Company.

Sam is concentrating his efforts primarily on our oil and gas field production class of equipment. He will be working on field equipment development and market research. Although headquartering in Dallas, he will be traveling and working with the Fisher representatives throughout the southwestern area of the United States.

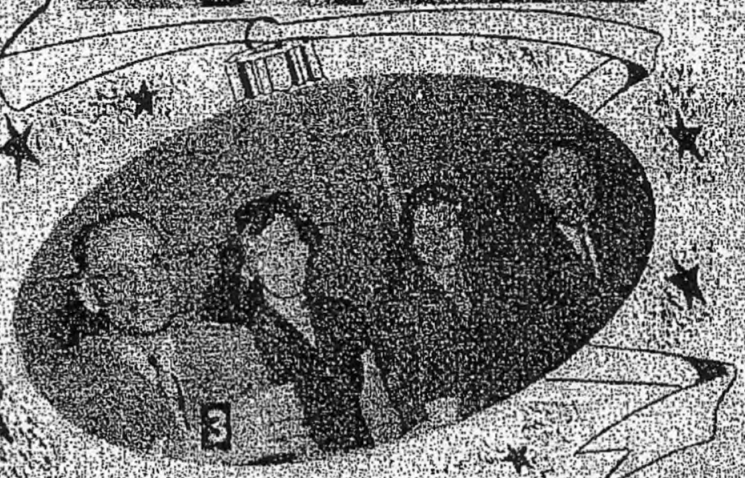


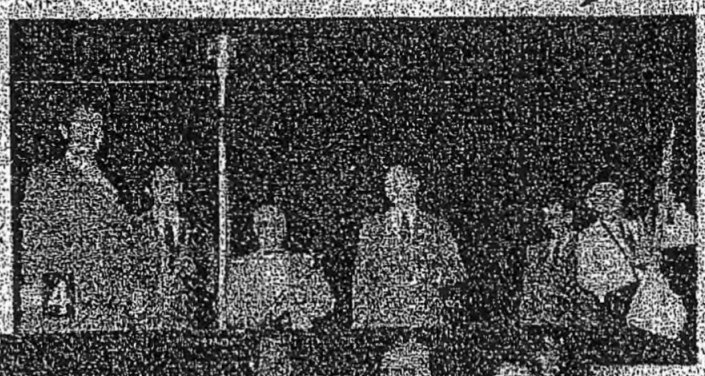
Visitors to Marshalltown this month are shown above with Ken Wolfe, left, and Lyle Eige, standing, center. Seated in the center is Mr. G. L. Slocum, of the Sunray Oil Corporation in Duncan, Oklahoma. Seated on the right is Mr. E. Maurice Myers, director of compressor stations of the Consolidated Gas Company, Oklahoma City.

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Christmas Party

1. Mr. and Mrs. Loysell Ruch and Russell Pugh. 2. John Conner, Jackie and Josephine Curley and her husband. 3. Blaine Vandeventers and Gilbert Browne. 4. Fisher "Band." 5. Bob Olsens and Bill Dressens. 6. Alwine Rose and Mary Stonewall with their husbands. 7. Bill Fisher presents Ten Year Club president Claude Carothers with $50,000 check for Club activities. 8. Clara Shimek and guest and the Kieth Thompsons. 9. Ronald Wilkening, Wayne Fouts and Dwight Wilkening. 10. Charles DeGradoes and Cecil Moores. 11. Lloyd Thorsons and Eldon Bowes. 12. Mrs. Harold Mayer, Mr. and Mrs. Marvin Klaas. 13. Jim Elliotts and Bob Hartwigs. 14. Darlene Paustian, Ithel Randall and Paul Plavets. 15. Vernon Willong, George Wildeboer, Tom Kendall, and his granddaughter, Janelle Dotterwitch.


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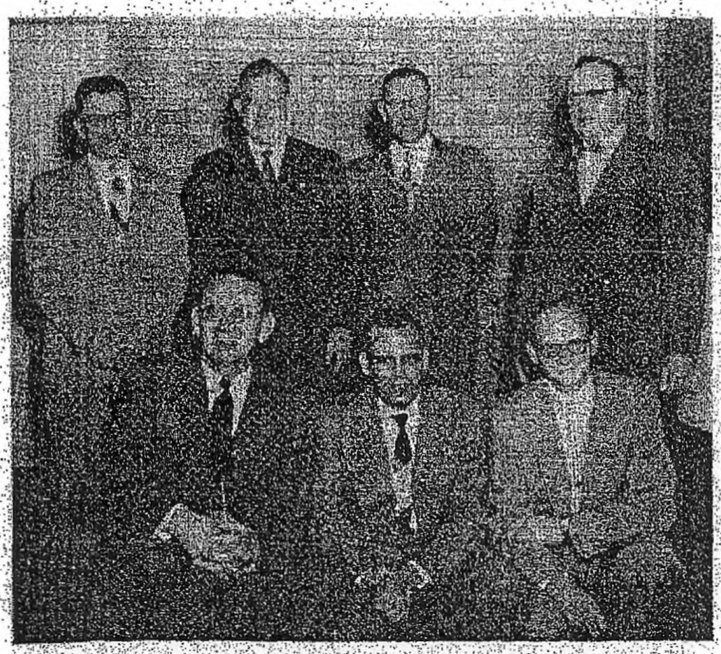
Across Bill's Desk

Dorothy and I have a warm and comfortable home—a kitchen filled with wonderful recipes—material comforts aplenty. What more can we want for Christmas?

We have two happy and healthy children—we have a love between us that is warm and deep—we have our roots in the Church and community—we have wonderful friends—what more can we want for Christmas?

Ours is certainly a full life—full of all kinds of interests and activities and emotions. We are filled also with an appreciation for our bountiful life. What more can we want for Christmas?

I'll tell you, for the answer comes easily . . . selfishly enough. We want these things to continue. We also ask for and want daily guidance in all the affairs of our lives—more understanding of others—the ability to decide what is best and the strength and courage to do what is best. We ask for thoughtfulness, sincerity, goodwill, and humility. And we want a real Peace on Earth. We want all these things for Christmas and for all Seasons. We want all these things for everyone. And we want them to be enduring.



Newly elected Ten Year Club board of directors is shown above. Front row, left to right: Lester Dudley, vice-president, Claude Carothers, president, and Gilbert Chinn, secretary-treasurer. Standing: Kenneth Judge, Herb Gillette, Julius Billick and Wilbert Miller.

Two Weeks Extra Bonus; Excellent Stage Show Mark Christmas Party

Another highly successful Fisher Governor Company Christmas party went into history last Friday, marked by enthusiastic comments on the exceptional acts in the stage show, excellent party arrangements, and the Christmas gift of Fisher's biggest bonus payment ever.

The bonus reached a grand total of $235,000, an average of $210.00 for each employee. This did not include bonus payments made to executives. Included in the bonus distributed to employees in the lobby of the Memorial Coliseum, were the traditional ten dollars per each full year of employment with the company and a special bonus of two week's pay, based on the current 40-hour week, at straight time to those here a year or more. Every employee received a check, those here less than a year, but hired before July 1st received one week's pay plus ten dollars as a service bonus, and those who joined the company after July 1st received 20 dollars in addition to ten dollars service bonus.

Claude Carothers, Ten Year Club president, received from Bill Fisher a check for 50 thousand dollars to help carry on the work of the Ten Year Club.

The outstanding stage program opened with a five-girl dancing act, followed by The Engfords, contortionists; Harris Nelson, a musical headliner who was a smash hit in a previous Christmas party and The Jesters, a single act.

Following these were Johnson & Owens, horizontal bar gymnasts who have been seen on the "Toast of the Town" television program, and the finale, The Musical Wades, with Jackie Burtell, also a television headliner act. There were no weak links in a show which included something for everyone young and old. Ralph Zarnow and his orchestra provided music for the show and dancing from 9:30 to 1 A.M.

Though not appearing on the program, a popular "act" was the appearance in the orchestra of Bill Fisher, Jim Boyd, Roy Dunlap, Vorle Hunt and Rudy Ponder for a short selection.

The following morning a children's show was held at two local theaters, where short and feature length cartoons were shown. Excitement also followed the appearance of Santa Claus at both theaters. Christmas stockings with candy and toys were handed out to the kids and they received ice cream when they left the party.

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Ten Year Club Reelects Carothers, Chinn; Names Dudley, Gillette

Claude Carothers was reelected president of the Fisher Governor Company Ten Year Club at the business meeting and banquet held at the Memorial Coliseum December 6th. Elected with Claude were Lester Dudley, vice-president; Gilbert Chinn, secretary treasurer, and Herb Gillette to a three-year term on the board of directors. Lester Dudley was the retiring board member. Other board members are Kenneth Judge, Julius Billick and Wilbert Miller.

At the close of the dinner, 18 new members, who had become eligible for inclusion in the group during the past year, were admitted into the club. This brings the current membership in the club to 405, including ten retired members.

During the business meeting, minutes of the last meeting were read and approved. President Claude Carothers extended the group's appreciation to Bill Fisher and the staff of the Fisher Governor Company for the help extended to the club in the exercise of its functions. At the same time he thanked the members of the board of directors and the sick benefit committee for their untiring interest and activities in the club's work.

Bill Fisher responded for the company, expressing confidence in Claude and the other members of the governing body of the Ten Year Club. He also likened the group in its good work toward employee welfare to no other group in industry with which he was familiar.

New members admitted this year were Lida Hazen, Charles Cheville, Rose Z. Vancil, James Savage, Juanita Sc Collins, Ethel M. Rose, James Coulter, Mary J. Fuller and Crandall Nason. Also Gretchen Anderson, Joyce V. Davis, Hubert Grabenbauer, George E. Baily, C. Elaine Gowdy, Virginia Clark, Vera Ennen, Maitland L. Donaldson and Bruce A. Hopkins.

Elmo Davenport Dies; Victim of Heart Attack

Elmo Davenport, small turret lathe operator, died of a heart attack earlier this month. He had been employed at Fishers since 1952 and was 47 years old.

Elmo was very active in boy scout work and suffered his first heart attack in July while at the national boy scout camp in New Mexico. The previous year he also had taken a group of local scouts to New Mexico. He was a local scout master and a Life Scout.

The funeral was held at the Central Christian Church December 14th. Burial took place in Rose Hill Memorial Gardens south of Marshalltown. A large number of Fisher employees attended the funeral.

Fishers Cited for Cancer Campaign Cooperation

Iowa division of the American Cancer Society cited Fisher Governor Company for participation in the cancer detection campaign supported by business and industry early this year.

A certificate was received for Fishers by Bob Hodge, assistant personnel director. The campaign entailed posting of cancer warning signals and distribution of pamphlets describing symptoms to be watched. The campaign lasted several weeks and resulted in detection of at least two cases of cancer among employees.

THE FISHER TEN YEAR CLUB

STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS

December 1, 1953 to November 30, 1954

	Receipts	Disbursements	Excess of Receipts	Excess of Disbursements
Hospitalization:				
Fisher Governor Company	$ 11,251.00			
Members' Contributions	22,502.00			
	$ 33,753.00	$ 47,292.14		$13,539.14
Sick Benefits:				
Compensation Insurance	$ 1,913.72			
Payments to Employees		38,349.32		36,435.60
Fisher Governor Company	75,000.00		$75,000.00	
Canteen	25,875.67	22,113.14	1,761.53	
Personnel Dept. for Computation of Income Taxes	384.70		384.70	
Office Supplies & Expenses		20.51		20.51
Expense of sick Calls		90.09		90.09
Maintenance of Cooling System in Canteen		18.88		18.88
Premium on Blanket Position Bond		67.62		67.62
	$154,527.09	$107,952.70	$77,146.23	$50,571.84
			50,571.84	
Excess of Income over Expenses			$26,574.39	
Cash on Hand December 1, 1953			1,767.24	
Cash on Hand and in Bank November 30, 1954			28,341.63	
Net Worth November 30, 1954			$28,341.63	

AVERAGE COST PER FISHER EMPLOYEE

Year	HOSPITALIZATION No. Covered	Cost	Average	SICK BENEFITS No. Covered	Cost	Average
1950	628	$26,442.92	$42.10	683	$16,039.61	$23.48
1951	697	32,237.58	46.26	752	35,655.09	47.41
1952	837	43,527.09	52.00	892	44,601.42	50.09
1953	929	55,186.17	59.48	984	51,280.79	52.11
1954	999	49,292.14	50.36	994	38,349.32	38.58

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Lovana Hamler	15 Years	Darrell DeWitt	5 Years
Raymond L. McKee	15 Years	Richard A. Draper	5 Years
Darwin Blair	5 Years	Deloris Holubar	5 Years
Donald L. Brierley	5 Years	Lois Reavis	5 Years
Lloyd E. Davis	5 Years	Ronald C. Wilkening	5 Years
Richard N. Davis	5 Years	Edward T. Worden	5 Years

First Aid Suggestions

The definition of first aid is "The immediate and temporary care given the victim of an accident or sudden illness until the services of a physician can be obtained." However, the first aid room in industry has developed on a much broader base in order to offer employees better service. It is generally called the "medical department," which is sometimes a better name.

At Fishers the employee is supplied with a variety of services which have little to do with the classical definition of first aid. They do act to prevent accidents to the benefit of both employee and employer. Examples are safety glasses and protective creams. Safety glasses are issued without charge to any factory employee who has need for them on his job and are urged for those who work in areas where they are particularly subject to receiving foreign objects in their eyes. For those employees who need to wear prescription safety glasses, frames are furnished free and a nominal charge of three dollars is made toward the cost of lens grinding. Employees who work in or near solutions of any kind are advised to use the protective creams provided to prevent skin irritations.

Of course, we always have the common ailments such as colds, headaches, digestive and nervous disorders, and home injuries such as splinters and scratches. The nurse on duty uses her own judgement as to when the ailment, whether occupational or not, may be serious enough to require the attention of a physician and may refer the employee to him for further treatment.

Foreign materials which enter the eyes or skin are removed with the help of magnifying equipment. Research in plastics has brought new dressings which offer greater protection to the employee in his work. For abrasions or bruises and serious lacerations, metal finger protectors of different kinds are used. Strains and sprains may be supported by bandages or wristlets. The first aid room, which is conveniently located in the center of the factory, is supplied with fresh air from an air conditioner and is protected by germicidal lamps.

For serious accidents or illnesses involving respiratory difficulties we have an inhalator and resuscitator. The first aid room also has equipment for blood pressure checks when an individual's history indicates a need for an occasional checkup.

Pre-employment examinations by a physician are conducted for all new employees. In order to maintain good health, everyone is urged to take advantage of all these various facilities available in first aid room.

Lillian Stock, R.N.

Sick Benefit Committee Named for Ten Year Club

New members of the Ten Year Club Sick Benefit Committee held their first meeting December 13th, following election of the non-club members the previous week.

Named by the Ten Year Club board of directors from club members were Karl Freiberg, Gretchen Anderson and Norman Bige. Elected by non-Ten Year Club employees for the other three positions were Mary Good, Bobby Jay and Marshall Dobson. These last three members have been with Fishers over one year but have not yet completed ten years with the company. Karl Freiberg has been named chairman of the committee.

Moore, Allen, Hart Move To Work Measurement

Two additional employees were transferred from the machine shop to work measurement earlier this month, and another was moved Monday. Cecil Moore and Harry Allen, Jr., went over first, then Eugene Hart moved to work measurement on the 20th. These positions were filled as a result of job posting on the factory bulletin boards.

Other vacancies which were filled from job posting saw Charles W. Murphy, Ora Gray and Clifford (Mike) Buchan move to shop inspection positions. Chuck and Ora are in the large turret lathe department on the 2nd shift, while Mike is in the drilling and special machine department on 3rd shift.



Above is a picture of Pullar-Swaiven Company's new office building in Houston, which is attached to the warehouse built several years ago. The second floor is devoted entirely to office space. The first floor has a conference room, supply storage area, and approximately one thousand square feet of additional warehouse space.

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