

George Edwards' Scrapbook



A salesman's call the other day reminded me of this famous poem by V. Schwab, President of Schwab & Beatty, Inc:

I see that you've quite a big wad of dough
To tell me the things you think I should know.
How your plant is so big, so fine and so strong;
And your founder had whiskers so handsomely long.
So he started the business in old '92!
How tremendously interesting that is . . . to you.
He built up the thing with the blood of his life?
(I'll run home like mad, tell that to my wife!)
Your machinery's modern and oh! so complete;
Your "rep" is so flawless; your workers so neat.
Your motto is "Quality" . . . capital "Q"—
No wonder I'm tired of "your" and of "you."
So tell me quick and tell me true
(Or else, my love, to hell with you!)
Less—"how this product came to be";
More—what the damn thing does for me!

Wish every salesman would paste this on the wall, right next to that photo of himself holding his biggest fish. Then he might remember that I won't be one of his catch unless he uses the right bait.

Last time I was in New York, Ben Skrotzki on Power told me turbine designers gazed into their crystal ball recently. What did they see? They said a 400,000-kw steam turbine-generator unit is just around the corner. I believe 300,000 kw is tops for size now.

That's an awful lot of power to be wrapped up in one package. But I still think it won't look bigger to me than the 500-kw job I started up and cut in when I got my first shift engineer's job at 19.

I see where they age tool steel quickly now. Before precision grinding to 0.00005 in., they assure permanent accuracy of such gages by putting them through five separate heating-freezing cycles in fairly rapid succession. Temperatures range from plus 1300 F to minus 100 F. That process stabilizes

metal in hours, preventing further "growth" that otherwise takes place during first two years in life of precision gages.

Wonder what old Sam Simcox would say about this if he were alive? Sam was the best tool designer and lathe hand I ever saw. He claimed he could measure a round shaft diameter and know its size within 0.001 in. with a hand caliper.

Here is an engineer's sentence of 39 words, most of which are wasted:

"It is assumed ordinarily that in computations of this character it is desirable to arrange the various elements of the problem in the form of a tabulation in order to insure that avoidable errors are reduced to a minimum."

Why not say:

"Most engineers like to tabulate such data to reduce errors." *From Giving Power to Words, by Philip W Swain, Editor of Power.*

If it's true that a picture is worth a thousand words, then it's also true that short sentences are better than long ones.

It's hard to believe natural gas, piped throughout our country today, supplies five times as much energy as all our electric-generating plants. The first American gas line in 1821 was for street lighting in Fredonia, N. Y. Then in 1891, a 600-pai line was laid between Greentown, Ind. and Chicago, a distance of about 120 miles.

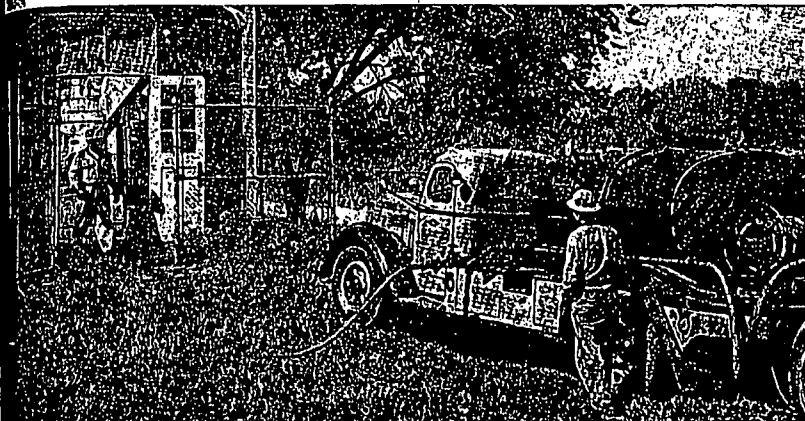
If you think 1821 an early date, the Chinese piped gas for fuel more than 2800 years ago. They used hollowed-out bamboo poles and piped gas to salt vats for evaporating brine.

George Edwards
Engineer

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WATER WELL PRODUCTION TRIPLED BY DOWELL SERVICE

Chemical treatment removed retarding scale
from equipment . . . reduced cost of water



well drilled to a total depth of 205 feet into Niagara limestone had declined to 70 gallons of water per minute—a rate far below its capacity to produce. Needless to say, management was quite concerned about the increasing costs of its water. Dowell Service was called in to survey the job. First tests showed the pump to be clogged badly with iron deposits. Other tests showed the entire well system to be fouled with the same material.

After a Dowell acidizing treatment, the well produced 230 gallons of water per minute—its original capacity! Management was so pleased with these results that a program of periodic maintenance

treatments was instituted for all its water and waste disposal wells and auxiliary equipment.

How about your equipment? Is it delivering full capacity for you? If there's any question, call in Dowell for a free estimate. Dowell is equipped to provide chemical cleaning service—with special truck-mounted tanks, mixers, pumps to prepare and deliver necessary solvents . . . and experienced Dowell engineers to do the job for you.

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