

How to make

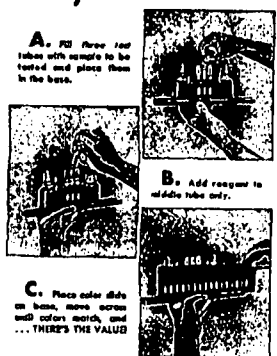
**ACCURATE
BOILER WATER
pH, PHOSPHATE,
NITRATE TESTS**



USE
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COMPARATORS**

You can make many determinations in seconds... longest take only two minutes. Taylor Sets are lightweight, easy to carry for on-the-spot tests, or you can use them in the lab. Each set complete with accessories and reagents.

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Sealed-in-plastic color standards carry an unconditional guarantee against fading that gives you complete freedom from mechanical inaccuracy in making determinations. No single standards to handle. Each slide contains a complete set of standards for any one determination.

SEE YOUR DEALER...
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FREE HANDBOOK on pH
and Chlorine control in 34 basic
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describes all Taylor Sets.

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More APPOINTMENTS

Begin on page 264

dent of the Spring Division, succeeding David E. Gamba, retired. E. F. Drew & Co., Inc.; M. E. Reiner, manager of Power Chemicals Division, Electric Storage Battery Co.; Roland Whitehurst, general manager of Industrial products division, Pabco Products, Inc.; James W. Cordrey, Eastern Regional Manager for Insulation Dept.

New Sales Managers

General Electric Co.; O. B. Falls, Jr., Electric Utility Sales of Apparatus Division; Albert L. Baldock, new Eastern District; Constantine L. Chase, new Midwest District; Trane Co.; John C. Hamm, St. Louis office. H. K. Porter Co., Inc.; C. N. Dow, Chicago District of Leachen Wire Rope Division. General American Transportation Corp.; Ben King Duffy, southern California office of Plate and Welding Division. American Brake Shoe Co.; John S. Carr, pump sales for American Manganes Steel Division. Lenbow Mfg. Co.; James Schwarz, general sales manager. Flexonics Corp.; Thomas K. Wells, general sales manager. Cooper-Hessemer Corp.; R. G. Williamson, Los Angeles district office. Greer Hydraulics, Inc.; William J. Cunningham, east sales manager for industrial hydraulic accumulators and components.

New Sales Engineers

Westinghouse Electric Corp.; Robert H. Wagner, general application engineer of Elevator Division. Edward Valves, Inc.; H. W. Blerman, territory comprising Oklahoma and parts of Missouri, Kansas, Arkansas and Texas. Borg-Worner Corp.; Harry J. Scott, automotive hydraulic steering applications for Peaco Products Division. Livingstone Engrs. Co.; L. E. Peterson, field engineer for northern Ohio. Reliance Electric and Engrs. Co.; James D. Weber, application engineer for Detroit district office.

Tubo Turns, Inc.; Bert Grant, Pittsburgh office; Clyde Chronister, Tulsa office; Richard T. Burke, Houston staff; Earl R. Muir Jr., Seattle office. William Powell Co.; Donald A. Elert, northern Michigan, Wisconsin and Minnesota territory; Kemp Pierce and Tom Williams, Houston office. Pacific Transformers, Inc.; William Heron, West Coast area. Pieren Governor Co., Inc.; Roy W. Green, special assignment field man.

New Distributors

Graybar Electric Co., Inc.; Abilene, Texas branch under E. L. Preston, manager; H. L. Caldwell, operating manager; Springfield, Illinois branch under Harry Bryson, manager, and C. W. Kirsch, operating manager. Barber-Colman Co.; factory branch office for Automatic Control and Uni-Flo Divisions at Indianapolis under Don Horack and at Omaha under Tom Peterson. Reliance Electric & Engrs. Co.; direct factory sales office in San Francisco. Boston Woven Hose & Rubber Co.; new warehouse in Dallas.

This message from

Power

appeared recently
in Business Week
to remind management men
throughout industry
of the vast scope
and key importance of
power
and of the men
who direct
the power services



*Protect
YOUR MANPOWER*
with...

Babbitt
Adjustable
SPROCKET RIM
with Chain Guide.

Control out-of-reach overhead valves right from the floor! No more climbing on ladders, balancing on boilers, perching on wallbenches or machines. Prevent accidents and costly claims - also save fuel, steam and money.

Only four simple, quickly-assembled parts installed and operating in only a few minutes. Babbitt Adjustable Sprocket Rim with Chain Guide -

- Fits all valve wheels
- Simplifies pipe layouts
- Eliminates risky climbing

Range of 10 adjustable sizes fits all valve wheels from 2 to 30 inches diameter, with rising or non-rising stems.

Call your Industrial Distributor. He carries complete stock. Or write for descriptive folder and prices.

Babbitt STEAM SPECIALTY CO.
2 BABBITT SQUARE, NEW BEDFORD, MASS.



How much does it cost to feed 8 horses?

Most management men really ought to know the answer to that question. Because every worker in the U. S. has an average of eight horses of power behind him.

And don't think you're not paying for those horses!

Raw power, of course, is one of the cheapest of all our raw materials. (Thanks to our vast utilities, electric power for example has dropped 21% in cost in 15 years.) But that doesn't mean your own power system is operating as cheaply as you can make it.

You might be wasting kilowatts, and horsepower, right and left and through the roof. Fact is, through-the-roof is one of management's favorite ways of wasting power.

How much steam does your plant vent to the free and open air?

There's at least one man in your organization who knows exactly what those eight horses cost. He's the fellow with responsibility for furnishing the things your plant needs to function. Electricity, heat, water, compressed air, maybe refrigeration and maybe air conditioning.

Have you turned him down on any new equipment lately? Do you know such change has taken place in recent years in almost all kinds of power equipment that you can often quickly earn back the purchase cost with operating savings?

Your power-system engineers know. They may have learned a lot of it from the pages of POWER magazine. This magazine's job is to keep them informed on new ideas, new methods, new products.

So, if you haven't lately looked at your power-system, and talked to its bosses, do so. You might find your oat bill is way too high.



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