SPRAGUE BARRE ENTERS ’80’s WITH RENEWED OUTLOOK

P. W. BROWNING
Plant Manager

The Barre operation has been involved in an eroding market-place. Off shore competition has been fierce and we had identified a portion of the market requiring specialty film capacitors. For the past 5 years we have maintained a relatively stable business posture by serving this specialty market. I also would like to state, and very proudly so, that we have been quite successful during these 5 years but, as we all are aware, we cannot sit back and assume that the good times will continue.

Therefore, the Barre operation has taken the initiative to move into a new area which centers around a Stacked Film capacitor operation. Duriing 1979 we obtained executive management approval for a 5 year multi-million dollar capital program. The Sprague Electric Company entered into a technological agreement with Siemens AG of Munich, West Germany, for product expertise and rights to manufacture capacitors using the Stacked Film technology in a world-wide market.

Equipment has been received for the initial phase of our program and a Stacked Film Capacitor Sales Bulletin has been published introducing the first of many product types to be manufactured.

Our first product, type 451P Metallized Film E, Polyester Stacked Film Capacitor offers compact size, low inductance and excellent transient voltage capability. Since it is a bare unencapsulated capacitor, it is particularly suited for applications encountered in mild environments and where the assembly is potted or otherwise encapsulated.

We believe that the Stacked Film technology offers a viable alternative to monolithic ceramic capacitors in I.C. decoupling applications. For example, the 451P has a flatter temperature coefficient of capacitance, lower dissipation factor, and equivalent self-inductance when compared to a characteristic X7R multi-layer ceramic capacitor.

Type 451P is the first of a family of capacitors which will also include box-enclosed and conformally coated products with metallized polyester dielectric. At a later date, we will introduce other dielectrics using the same manufacturing techniques.

The employees of the Barre operation are very enthusiastic about this new Stacked Film program which will allow Barre to remain a viable part of the Sprague Electric organization. The Barre Team has a proven record of success and we hope that during the coming years the readers of the “Sprague Log” will have many occasions to read about the new products and successes based on the Stacked Film technology.

BRIGHT FUTURE PREDICTED FOR STACKED FILM PROGRAM

JAMES P. SHERRY, General Manager
Oil Paper & Film Operation

My association with the Barre Plant started well over 15 years ago. Since that time, I’ve had the opportunity to witness first-hand the steady and continual transformation of the Plant. I’ve watched a group of hard working people substantially increase the technological base of their products. I’ve watched a group of dedicated people make a commitment to, and achieve, delivery promises that has set a new standard of excellence in Customer Service. I’ve watched a group of concerned people strive for and realize improved Plant financial results.

So it’s against this backdrop of solid performance and a tremendous display of work ethics that I look for a bright future for the Stacked Film program.

Management’s decision to support this project then was not only based on the market opportunities for this unique capacitor, but also on the historic industrial strength of the people involved.

Surely, in this case, the past is an excellent blueprint for bigger and better things to come, and I will continue to watch the Barre Operation knowing I won’t be disappointed.

Pictured below is an example of some of the renovations done to this area for the new line.

Left to Right: Jerry Kowalsky, Operation Marketing Manager; John Murphy, V-P Passive Operations; William McLean, Executive V-P; Carroll Killen, Sr. V-P, Marketing & Sales; Perry Browning, Plant Manager; Russell Jones, Marketing Manager; Dr. John Sprague, President and Chief Executive Officer; James Sherry, General Manager, Oil, Paper & Film; Herb Rice, Operation Product Engineering Manager; James Tait, Process Product Engineer; Gary Phelps, Manufacturing Engineering Manager and James Clucus, Industrial Relations Manager.
SUGGESTIONS PAY OFF

Sprague employees are finding it very worthwhile to submit their suggestions. The Suggestion System is designed to encourage employees to submit ideas for improvements in products and methods which will eliminate waste and increase efficiency and many of our employees are taking home more in their pay checks as a result of the suggestions submitted.

NORTH Adams

L to R: Craig J. Ghidotti, Assistant Industrial Relations Manager, Frank Gamari, Plant Manager, Kathleen McCarthy, Suggestion Award Winner, Ernest Blondin, Foreperson Tantalum Formation, Hugh van Zelm, Corporate Suggestion System Manager. Kathleen received an award of $1,856.25 for her suggestion to clean wipe rags in the tantalum powder mixing operation for the purpose of salvaging the tantalum powder. The suggestion will be reviewed again early next year to evaluate further savings. Another award is possible.

HILLSVILLE

An employee Suggestion Award was recently presented to Kenneth R. Quesenberry by James F. Dwyer, Plant Manager, Sprague Electric Company, Hillsville Plant. The amount of $1,530.00 represented the first payment of an Award estimated at $6,117.00, based on 15% of first years' savings.

W. C. Lyon, Jr., Department Foreperson, presented an Award of $539.06 to Luster Bowman for his Suggestion which will be reviewed at the end of a year to determine if additional Award is due.

SANFORD — Plant total for awards this year is approaching the $10,000 figure. Cheryl Hanson (150D Finishing) received $1917.00 for salvaging units in her department.

Dot Lozowski (Radial Finish) received $1,129.00 for identifying case sizes on chipboards to facilitate testing and reduce scrapped units.

There are many other award winners in all the plants, too numerous to list, but each one is to be congratulated on receiving an award for their suggestions, and we hope that many more employees will present their ideas.

CONCORD

1980 Concord Suggestion Award Winners — Their Winnings were almost $7,000.00.

SPRAGUE JAPAN K. K. OPENS FOR BUSINESS


The General Manager will be Akira (Archie) Suzuki. Mr. Suzuki will be located at the Hong Kong headquarters of the Sprague World Trade Corporation — Eastern Branch and will be responsible for intensifying our sales and marketing efforts in Japan for all except a few semiconductor customers, who will continue to be served by Sanken Electric under his overall guidance.

Mr. Suzuki comes to us from the Siliconix Japan organization, where he was Branch Manager, responsible for all sales and marketing activities in the country. Before joining Siliconix, he was Marketing Manager of Teledyne Japan K. K. Archie has worked primarily in the industrial, computer, and telecommunications components area since leaving Meiji University in 1964 and headed his own company for a short interval.

D. I. P.'S FIND NEW APPLICATIONS

D. I. P. parts made in the Nashua plant are being utilized in two new applications. The first is the use of D. I. P.'s in 1981 models of the Singer Sewing Machine. Second, is a somewhat different but interesting research application by the Department of Molecular Biology at the Eastern Pennsylvania Psychiatric Institute in Philadelphia. After having received a sampling of the parts, the following note was received by the local marketing people at Nashua: “We have received the sample... Please be assured that we will place the chips to good use — we hope a lot of people will eventually benefit from our line of research. Thank you once again for helping us to help others.”

D. I. P.'s for machine and man... Nashua is helping both to advance.

SPRAGUE ELECTRIC LOG

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Paul F. Sprague — Photographer
SAFETY PROGRAM AT NORTH ADAMS TANTALUM

Philip T. Brucato

An aggressive safety program is in full progress at Sprague Electric’s Wet and Foil Tantalum Operation in North Adams. Each department has a safety audit team which conducts bi-weekly tours in the production areas with emphasis on housekeeping, safe working conditions and habits, and safety violations. These teams report their findings to the safety steering committee which takes necessary corrective action.

Recently the fire brigade teams were given a demonstration on the correct use of fire extinguishers by the North Adams Fire Department. Team members and safe evacuation routes are posted in each department.

The prime responsibility with regard to fire prevention and control in each department is summarized in these general points:

1. Know the fire hazards in the department and promote installation of engineered safeguards in every instance practicable.
2. Conduct regular, periodic inspections of work areas to assure that they remain in fire-safe condition.
3. Instill in each employe a fire-conscious attitude for elimination of hazards and observance of safe practices — then follow up his performance.
5. A foreman or supervisor has to rightfully feel that the prime reason for directing a group of workers is to get out production and to get the job done safely.

Above John Garner of the North Adams Fire Department explains to team members about the different types of fire extinguishers.

BUSINESS INSTITUTE HOSTED IN WORCESTER

About 80 marketing and business executives from all over the world, including China, visited Worcester July 17 as part of a two-month International Marketing Institute program at Tufts University. The trip marked the 17th year that participants of the program have come to Worcester to visit commercial and industrial establishments for tours and lectures.

Worcester is the only city in the country that has a program for the International Marketing Institute’s foreign visitors.

The group was welcomed at a luncheon in Mechanics Hall as guests of the Worcester Rotary Club. After lunch, the executives divided into groups to visit Sprague Electric, Norton Co., Coppus Engineering Corp., Wyman-Gordon Co., Worcester County National Bank and Jamesbury Corp.

Peter R. Loconto, Director of Product Development & Marketing, made a marketing presentation to the group followed by a plant tour.

NEW PRODUCT/PROCESS ENGINEERING MANAGER AT BARRE

John B. Greskamp has joined the Sprague Barre operation as Product/Process Engineering Manager. John comes to Sprague from P. R. Mallory where he was Chief Engineer-Aluminum Products. His prior experience at Mallory and his experience in capacitor design, manufacture and application, will be valuable assets in his new position.

NATIONAL SALES MEETING

JOSEPH P. COUGHLIN
National Sales Manager

For the first time in over 25 years, Sprague held a corporate-wide sales meeting which included not only all field sales engineers from our 42 domestic sales offices, and our marketing managers, but also representatives from Sprague Products Company and Sprague World Trade. SWT was represented by personnel from Europe, Canada and the Far East.

As our larger customers expand globally with plants located throughout the world, it is necessary that we view them in their proper light as multi-national organizations. In many cases, the contracts for our components, that are negotiated in our customers’ headquarters throughout the United States, are used as purchasing instruments in their offshore facilities. One of the main objectives of the meeting held in Chicago on September 2-5 was to provide an opportunity for our key field personnel to discuss, on a first-hand basis, the problems and opportunities that exist in those areas in which our customers operate.

In some instances, more than 20 sales engineers will serve the diverse manufacturing locations of the giant multi-nationals.

Since it is important that all large original equipment manufacturers (OEM’s) have the opportunity to enjoy coordinated distributor support activities, close liaison is needed with representatives of the Sprague Products Company.

The key marketing personnel from the various Sprague divisions were instrumental in interfacing with the field personnel in the development of sales quotas for 1981. This meeting was particularly timely since, as we move deeper into the current recessionary cycle, it is important that we sharpen our focus on key markets and customers and agree upon plans and programs that will not only permit us to maintain our past positions but, wherever possible, to achieve higher market penetration in the immediate future.

Mr. Neal W. Welch, Chairman of the Board, Dr. John L. Sprague, President, and Mr. Carroll G. Killen, Senior Vice President — Marketing & Sales, participated in some of the key discussions, imparted meaningful information concerning the corporate plans and provided a clear and definitive challenge as we move into the yet-to-be-resolved opportunities of 1981.

Milton Spencer tries his hand at using a fire extinguisher as members of the Fire Department and brigade teams look on.
SPRAGUE EMPLOYE BREAKS RECORD IN FESTIVAL RACE

David A. Shoots, Methods & Planning Engineer at North Adams Brown Street plant, set a record of 52 minutes, 18.05 seconds in the 10.3 mile event of the seventh annual Fall Foliage Festival Road Race September 28. The race was one of the opening events of the week-long festival activities.

Dave placed first overall and first in the men’s 18 to 39-year-old category in the 10.3 mile race, narrowly breaking the record of three time 10.3 mile winner Mark Sisson of Menlo Park, CA, who set a mark of 52 minutes, 25.09 seconds in 1979.

Dave also won the Pittsfield, MA 7 mile “Lake Run” in July with a record breaking time of 34:46 (the old record, set in 1979 was 36:06). He started running in junior high school at the age of 12 and as a sophomore at the University of Arizona, he made it to the NCAA nationals in track. Dave placed 12th in the 10,000 meter event as a sophomore, 12th as a junior, and 14th as a senior in the NCAA national meets. He became an All American cross country runner as a junior when he placed 33rd in that six mile event.

Area running experts consider Dave to be a world class runner and we look forward to more success for Dave, both in running and working with Sprague Electric.

WINNER – David A. Shoots, first place winner overall and top man in the 18 to 39 year-old men’s category at Fall Foliage Festival Road Race.

Photo courtesy of The Transcript

CHARRO DAYS AT BROWNSVILLE

Charro Days is an exciting time for Brownsville employes. Charro Days began as a local fiesta in 1938 and is now world renowned as a true example of international harmony and cooperation. The link of friendship between Mexico and the United States is strengthened by mutual respect, appreciation and frivility during this unique pre-lenten international fiesta.

People of both nations stage parades featuring theme floats depicting legends, flowers, states and songs of Mexico; displays of Mexican arts and crafts and costumed balls and public dances featuring the foods and entertainment of Mexico; wandering bands of mariachis throughout the city; Latin American costume Reviews by the famed Pan American Round Table Merienda; “Fiesta de los Ninos” staged by pre-school age children and hundreds of costumed school children performing authentic folk dances in the streets. The Charro — dashing horseman, hero of Mexican history, song and folklore, is the personality of the Charro Days Fiesta and was the forerunner of the American cowboy.

Richard Bond, Brownsville Operations Manager with (L to R) Margarita Casas, Raquel Bazaldua, Lupita Ramirez and Juanita Garcia during Charro Days Fiesta.

Maggie Castillo, Margarita Casas, Phillip Miller, Anita Zepeda and Lupita Ramirez display their colorful Mexican costumes at the Fiesta.

CONCORD NOTES

Norman B. McWilliams

NRG — New Resource Group — a non-profit organization of Box 323, Milford, NH recently brought in an excellent working display of their water and energy saving devices and demonstrated them all day in the cafeteria.

Their NRG showerhead uses only 2½ gallons per minute vs. 6 to 12 gallons for a standard showerhead, and saves 30% of your hot water heating bills plus savings on regular water bills. The showerhead costs $10.95. The NRG Sink Aerator saves 30% more than a standard Aerator and costs $1.75. Their NRG Toilet Flushdams hold back 1½-2 gallons per flush without loss of flushing effectiveness and costs $8.50. A NRG Saving Kit with all 3 can be purchased for $20.00 and shipping charges of 10%.

Yearly savings for the average household with:

1. NRG Saving Showerhead — $112.00 and 23,000 gal. water
2. NRG Saving Aerator — $ 20.00 and 3,000 gal. water
3. NRG Toilet Flushdams — $ 13.00 and 9,000 gal. water

Total Yearly Savings $145.00 and 35,000 gal. water

Approximately 60 Concord employes have purchased these devices and it is estimated that the total yearly savings for these 60 people will amount to 2 million gallons of water and approximately $9,000 in energy savings.

Zinn's chart along with a display case of actual units and finished circuit boards (assembled by "Spike" Carlson, Pete Gilbert, and Harold French of the Semiconductor Staff) were part of a recent display at the Annual Concord Chamber of Commerce Dinner. The Chart and display case also generated a lot of discussion at the PrePlan Presentation in North Adams.
SPRAGUE SOFTBALL TEAMS

Sprague employees are really involved in their sports programs and one of the most popular is softball.

Probably the most unusual softball game of all was played at Clark University athletic field in Worcester, Massachusetts on July 28 when the Massachusetts Association for the Blind team played the softball team from Micro Tech. Micro Tech members had to play the game of softball, for the first time, without vision — all wearing blindfolds and came away from the game with a new perspective on blindness. The Blind Team defeated Micro Tech 4-3. Micro Tech players included Ted Jasiewicz and son, Ted, Jr., Dick Zibell and wife Laura, Don LaPrad and wife Frances, Michael Poirier, Gerry Thibeault, Ronald Bonneville, Theodore Gaudette, Steve Tatro and Rick Cobiski. The Micro Tech Team is looking forward to another game with the Blind Team next year.

Micro Tech on the field searching for the Beep Ball.

WOMEN'S P&R TEAM "B" DIVISION — NORTH ADAMS
Won 14, lost 8, ended up 2nd in team standings. Won both games in playoffs and went on to win championship. 1st Row: Valerie Grillone, Joanne Bissaillon, Peggy Lazarczyk, Linda Lewitt, Linda Freeney, Donna Racette. 2nd Row: Sue Meaney, Lisa Pikos, Cindy Mroz, Kim Scott, Maureen Catalotti, Sharon Montamaro, Gerry Falcon, Dick Falcon, Coach.

INDUSTRIAL LEAGUE — NORTH ADAMS
In their first season, a Sprague sponsored team in the Industrial Division of the North Adams Parks and Recreation Softball League, finished the regular season in second place with a record of (12-9). The team provided many exciting moments during the year. Players on the Industrial League were: Steve Florio, Gary Dow, Pat McPoland, Dave Armitage, Michael Hamblin, Richard Robinson, Geoffrey King, William Hein, Michael Moore, Glen McPherson, Allan McPherson, William Millikan, Ron Boucher, John Bogoda, Dave Blanchette, Wally Kruholtz, Mark Palmer.

MEN'S TWILIGHT TEAM — NORTH ADAMS
Won 9 (including a victory over the League Champions who finished season at 19 wins, 1 loss), lost 11, finished in 4th place at end of season. Won 1st and 2nd games in playoffs but lost 2 out of 3 in the semi-finals. 1st Row: Gary Dow, Dave Mayno, Mickey Boschetti, Phil Lescarbeau, George Beckwith. 2nd Row: Ron Shartrand, Henry Bourden, Fred Thompson, Vin Lively. 3rd Row: Frank McLaren, Jim Borowski, Bruce Saunders.

BARRE
The men's softball team ended its season in a very respectable fashion by finishing in a three-way tie for fourth place on the regular season and third in the playoffs. This is a remarkable improvement from previous years when the team was struggling to avoid the cellar. Congratulations to: Russell Loomis, Archie Pecor, John Damon, Brook Hedrick, Bob Hill, Perry Browning, Clay Bailey, Melvin Pecor, Denis Farnham, Jim Tait, Richard Rafuse, Steve Webster, Leon Comstock and Jim Clucus.

CONCORD
Our Sprague Electric Concord Men's Softball Team had a tremendous season and ended up with the best overall won and lost percentage of the entire B South League. However, the team ended in a tie for first place and was awarded second place based on their record with the other first place team. Additionally, the team also finished second in the league playoffs with a 5 and 2 record losing in the final to a team they had beaten twice during the regular season. Overall, when combining the regular season record and their playoff record the team ended up 21-6, best record of all teams in the league. The Team also won the Easter Seal Tournament held in Manchester, NH in the spring this year. However, the overall winner was the March of Dimes as the team donated $100 to this worthy cause.

CHANGES IN QAR AND QC PERSONNEL

Michael W. Hutchinson, formerly Plant QAR Manager of the Barre plant for eight and one-half years, has been promoted to the position of Division Quality Control Engineer — North Adams Operations. Mike’s primary assignment will be in the North Adams Wet/Foil Tantalum Operation, but he will also have selected assignments in North Adams Ceramics.

Except for one year at Raytheon and two years at Technical Devices, Mike has been with Sprague since 1961. Prior to his assignment as Plant QAR Manager of the Barre plant, he was a Development Engineer in Ceramics, Head of Test Equipment Engineering in Nashua, and Section Head — Engineering in Aluminum Electrolytics. Mike holds a B.S.E.E. degree from Northeastern University and is a talented musician. He and his family will reside in North Adams.

Carl Steimneyer joined Sprague Electric in September, replacing Michael Hutchinson as Plant QAR Manager, Film Capacitors, Barre. Carl comes from Pyr-A-Larm, Inc., where he held the position of Manager of Quality Control for three years. Prior to that he was a Product Engineer at Hybrid Systems Corporation and a Product Engineer and an Equipment Standards Engineer at Western Electric.

Carl holds a B.S.E.E. degree from the University of Maine. He and his family will maintain a residence in Barre, Vermont.

Robert LaNigra has joined Sprague Electric as Division Quality Control Engineer, Solid Tantalum Capacitors, Sanford.

Mr. LaNigra comes from Data General Corporation, Westbrook, Maine, where he held the position of Vendor Engineering Manager in which he was responsible for incoming inspection and vendor engineering. Prior to that post, he was a Systems Analyst, Senior Manufacturing Engineer, and Quality Control Engineer for Eastman Kodak in Rochester, New York.

Mr. LaNigra received a Bachelor of Mechanical Engineering Degree from Western New England College and a Master of Business Administration Degree from the Rochester Institute of Technology. Mr. LaNigra and his family will maintain their residence in Saco, Maine.

KUENZIG REJOINS COMPANY AT NASHUA

Daniel Kuenzig has rejoined the Sprague Electric Company as Engineering Manager for Nashua’s Thick Film Circuit Operations. In this capacity, he will be responsible for all product, process, hybrid and electronic engineering functions.

Mr. Kuenzig comes from a similar position at the Electro Components Division of AMF in Manchester, New Hampshire. Prior to that post, Mr. Kuenzig held a series of engineering management positions at our Wichita Falls plant and has past experience with Aerrox, Ontario, Canada, and Erie Technological Products, Erie, Pennsylvania.

Mr. Kuenzig’s educational background includes an AB in Physics from Gannon College and he is currently a candidate for an MS in Materials Science from McMaster University. Mr. Kuenzig and his family will maintain their residence in Bedford, New Hampshire.

1982 NATIONAL MERIT SCHOLARSHIP PROGRAM

It’s National Merit Scholarship time again! Applications are available, at local Industrial Relations offices, for employees’ children who will complete high school in 1982 and enter regionally accredited U.S. colleges in 1982 to pursue courses of study leading to a traditional bachelor’s degree.

Remember: This is for students who are now high school juniors graduating in 1982! The Sprague Electric Company continues to sponsor its own program every Spring.

MANAGEMENT CHANGES

Annapolis
Junction: Richard Hall, Manager Productivity Improvement and Product Development
Barre: John Greskamp, Manager Process/Product Engineering; Carl Steimneyer, Plant QAR Manager
Clinton: Richard Bowen, Product Engineer; Charles R. Sherrill, Division Manager of Information Systems
Concord: Donald C. Morrison, Process Engineer
Grafton: Earl C. Scharwilk, Sr. Product Engineer; Jerome T. Sarnowski, Production Superintendent
Lansing: Ronald Watson, Equipment Design Engineer
Nashua: Daniel Kuenzig, Engineering Manager
North Adams: Marjorie Richer, Production Planner; A. George Olsen, Sr. Product Engineer; Robert Jannes, Quality Assurance Engineer; Paul Goodridge, Manager Business Systems Design; George Senecl, Sr. Designer/Project Manager; Kathleen Wall, Sr. Designer/Product Manager; John Newman, Sr. Product Engineer; Ronald Hadley, Sr. Corporate Industrial Engineer; Rena Bua, Assistant Buyer Export Operations
Sales: David L. Weiss, Account Specialist, Chicago; Thomas R. Usalis, Sales Engineer, Chicago
Sanford: Robert LaNigra, Division Quality Control Engineer; Fernand C. Bosse, Production Foreperson; Robert Anderson, Production Foreperson
Visalia: Edward D. Sewell, Production Foreperson; Roberto Serrano, Manufacturing Engineer; Joseph D. Pet- rosso, Supervisor Specification Engineering
Wichita Falls: Reginald L. Hofmaier, Materials Engineering Manager; Russ Watrour, Sr. Process Engineer
Worcester: Guy Savoie, Equipment Design Engineer; John A. Haussler, Jr., Product Marketing Manager; Francis Vaillencourt, Manager Mask Making; Gregg Burr, Semiconductor Design Specialist; Thomas J. Martioka, Process Engineer; Richard B. Cooper, Process Engineer; David M. Pino, Product Engineer; Michael Fessler, Equipment Design Engineer; Elizabeth Todd, Production Planner

He must have just read the LOG!