Dean Promoted to Incentive Plan Head; Caron to be Maintenance Foreman

Annual Report for 1951 Issued By Sprague Electric Company

SEEBF Makes 1951 Financial Statement

During 1951, Sprague Electric installed facilities in Bennington, Vermont for the production of ceramic coated copper wire.

The Sprague Electric Benefit Fund has just completed its third year of operation. This Fund, the purpose of which is to eliminate all in-plant collections for charity and hardship cases, was set up in October of 1949. One year ago, it had a membership of approximately 2400 employees. At the present, approximately 3169 people contribute to the Fund.

The money which employees have authorized to be deducted from their pay checks for SEEBF is indicated under Contributions on each Sprague Electric check stub. Following is a report of how SEEBF contributions were allocated during 1951.

Members of the Fund contributed $13,855.05 during 1951. Of this amount, $11,375.00 was contributed to worthy organizations during the year. The amounts paid to organizations are listed:

- Williamstown Community Chest $ 500.00
- North Adams Community Chest $ 6,000.00
- March of Dimes $ 1,000.00
- North Adams Heart Fund $ 150.00
- Williamstown Heart Fund $ 25.00
- North Adams Red Cross $ 1,800.00
- Williamstown Red Cross $ 100.00
- Adams Red Cross $ 100.00
- North Adams Cancer Fund $ 400.00
- North Adams Community Chest (1952 Pledge) $ 1,000.00
- Williamstown Community Chest (1952 Pledge) $ 300.00

The last two payments listed, to the North Adams and the Williamstown Community Chests, although paid out, have not been included in the total contributions listed above. The total contributions listed was $11,575.00.

Mr. William G. Phelps has joined Sprague Electric in the capacity of an Assistant to Mr. John D. Washburn, Director of Personnel.

In accordance with state laws, all Credit Union members are reviewed by the Sprague Electric Company.

President

Lars Anderson, President of Credit Union

ATTENTION, CREDIT UNION MEMBERS

In accordance with state laws, all Credit Union members are reviewed by the Sprague Electric Company. Any withdrawals which may be necessary while the pass books are in the office, indicate on the withdrawal slip that the book has been turned in. Send your pass books to the Credit Union in care of Jean Breyer.
Sales Department Increases Sales Volume

By Predicting Needs Of Customers

Editor's Note: The Sales Department is always interested in new ideas to help the Sales Force to better serve the customer. The Research and Engineering division experiments and does related work which makes the product, and the Sales Department sells the manufactured item.

Julian K. Sprague

Vice President Julian K. Sprague has a sound, hard-working, and effective sales force that will provide results that last time cannot be regained in the selling business. The people who increase their sales volume are those who can get a desired product to the customer first.

Sprague Electric has brought desirable products to their customers first a great number of times because of the sales perception of the Sales Department. During World War II, a need developed in our military forces for a type of wire which could withstand high temperatures and still function properly. The Government looked around for a product which could fill these stringent requirements. Sprague Electric had it—Molded Tubulars. When large capacitors are replaced, the customer demands a greal number of times because of the need for a new product gets its development work on capacitors. After all the kinks have been ironed out and the customer is satisfied completely, he has no reason to give orders to another manufacturer who finally has come up with the desired item.

A company which is able to predict the need for a new product gets its product to the customer first. Customer and supplier then cooperate in solving problems concerning the sale. After all the kinks have been ironed out and the customer is satisfied completely, he has no reason to give orders to another manufacturer who finally has come up with the desired item. The company which has gotten there first has established contact and built up good repute. The customer is buying a special item which has your mark on it. It's easier for the customer's purchasing Department to buy from the original source.

Also, a first successful manufacturer is a field is hard to compete with because he has solved problems the competitor hasn't solved. Time is on his side. He always is that much ahead.

The competitor, in the period when he is trying to catch up, is faced with additional problems to solve as a result of the first successful manufacturer's advanced position. The competitor must always be trying to catch up.

Sales awareness is one of the reasons Sprague Electric is a leader in the electronic industry. The LOG in this and following articles salutes the Sales Department, its capable personnel and acknowledges its large contribution to the success of our Company.

FOUND

One Roman cigarette lighter, initialed W.W.H. This lighter was found in the man's coat's pocket of the Formation Department. The owner may get his lighter by contacting George Sneed, Dial 411.

Phipps To Assist Washburn

Continued from Page One

Mr. Phipps has had considerable experience in the field of industrial radio.

From 1928-1931, he was employed by the Gilead Company in Baltimore, Md., as student and assistant to the Vice President in charge of industrial relations, personnel, middle relations, and training. For some time, Mr. Phipps was associated with the Sales Department, as Assistant Director of Labor Relations and Director of Employee Activities and Employee Counseling. He was also a member of the Mass. Minimum Wage Board, a faculty member of Retailing where he lectured on labor relations and personnel, and as a guest lecturer at Framingham State Teachers' College.

The new Assistant to Mr. Washburn entered the service of the firm as a radio operator in a label department store. When discharged, he held the rank of Captain.

Mr. Phipps is a graduate of Amherst College, where he did graduate work at Col- umbia University. He comes from Needham, Mass., is married, and has three daughters.

SEEBF Issues 1951 Report

During 1951, apt to the 1952 pledge to these organizations.

The Administrative Committee of the SEEBF, according to the rules of the Fund, authorized during 1951 a total amount of $1,900.00 to be paid out to employees who are members of the organization.

Know Your Research Engineer

William M. Allison, of the Research Department and Engineering Department, was born in August 19, 1922. He attended the local schools, went to the Hill School in Peters, Penn., and in 1936 entered Williams College. While at Williams, he majored in chemistry and was an excellent scholar, being elected to the Phi Beta Kappa Chapter. Upon graduation in 1939, he did graduate work in chemical engineering. In 1941, Bill came to Sprague Electric.

This member of the Sprague Electric research staff is an avid reader. He does a large amount of reading in the scientific field, keeping up with all the latest developments in chemistry. That is a time-consuming job in itself, but Bill finds the opportunity to read extensively in the biological and historical fields. He has the well-deserved reputation of being an authority on the American Civil War.

As well as being an authority on the Civil War, Bill is pretty much an authority on Sprague Electric capacitors. Combining a knowledge of physics, chemistry, and radio, he has done a great deal of development work on capacitors. Before the war, he was a research engineer for the radio industry and radio frequency measurements, industrial oil capacitors, silvered mica capacitors, and capacitors for pulse work. In recent years, he has been occupied with supervising development work in capacitors and capacitance. His section has done development work on capacitors in cooperation with the Radio Corporation of America. Bill is an authority on noise filters for the Signal Corps and Air Force labs, for example the development of Toroid-Feeder capacitors. Mr. Allison has supervised development sponsored by the U.S. Signal Corps, work on atomic energy, and work on government contracts. Mr. Allison has supplied the familiar brand name to the Cal's Sale of Lab and Wharf Field. For another year or so, Mr. Allison has been director of research and development work on capacitors. The Club's Board of Control met on March 12 and it was decided definitely to continue sponsoring one more Little Biggar Baseball League. The League is composed of 6 teams, 15 boys playing on each team.

Weddings

On March 1, Celia E. Kalisz, daughter of Mr. and Mrs. Harry Kalisz, of North Adams, and Bernard Tassone, son of Mr. and Mrs. Joseph Tassone, became the bride of Anthony J. Hoyoski, son of Mr. and Mrs. Philip Hoyoski, of North Adams, on March 1 at the home of Albert L. Fuller, justice of the peace. The couple employed in Paper Ignition Department. Mr. and Mrs. John Needham, daughter of Mr. and Mrs. Calla Roy, became the bride of St. John Zwiercen of the U. S. Air Force, son of Mr. and Mrs. Anthony Zwiercen, at 8 o'clock at St. Stanislaus Kostka church. The bride is employed in the Meat Chub Department.

Births

DAUGHTER to Mr. and Mrs. Charles E. Gamache, February 28, Mr. and Mrs. John Gamache, became the bride of Mr. and Mrs. Ronald J. Flanagan on February 28. Mrs. Tassone is Mary of Round Midget Assembly.

DAUGHTER to Mr. and Mrs. Ronald J. Flanagan on February 28. Mr. Flanagan works in Research and Engineering Department.

DAUGHTER to Mr. and Mrs. William P. Ryan, February 28, Mr. and Mrs. William P. Ryan, of the former Eleanor Reisfield and works in Wood Department.

SON to Mr. and Mrs. Samuel A. Santscher, February 28, Mr. Flanagan works in Research and Engineering Department.

SON to Mr. and Mrs. Donald R. Rose, February 28, Mr. Rose is employed in the Machine Shop.

Max Sauer

Max Sauer, humorist and country editor of the Sprague Electric Management Club, had a delightful evening on March 28. Mr. Sauer opened a little speaking club and brought in officers of the "Ramblers and Ramblers," the guest speaker was appointed his official club." Mr. Sauer had delivered a powerful message on the privileges of being an American. Mr. Sauer had the reputation of being a Constructivist. In his speech, he drew heavily on his book, "The American At Large," radio, television, and country editor. The amusing tales of the publisher of two country newspapers originating in Leominster, Mass. Mr. Sauer has written articles for national newspapers, and three humorous books. Mr. Sauer's talks are characterized by a vivid delivery, lively quips, and a native humor.

Many of Mr. Sauer's listeners agreed that he held the audience in rapt attention when they had the pleasure to hear him.

Before the guest speaker was introduced by Kelly Russell, Program Chairman, Ralph B. Flanagan, President of the Club, conducted a regular business meeting. At this meeting, the Club voted to sponsor, if financially possible, the publication of the new Little Biggar Baseball League for boys too old for the Little Biggar Little League. The League is composed of 6 teams, 15 boys playing on each team.

Max Sauer Addresses Management Club

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Northern Berkshire High School Teams
Compete In Basketball Tournaments

All Northern Berkshire teams except Pittsfield and Williamstown have competed in tourney play around the State, while Drury is playing in the Finals in Worcester.

Adams: 47-43.

The Berkshire team to whip Adams and other season.

The St. Joseph's Five were named for the Springfield eventually went on to win the title and will compete for the National Catholic Co-Ed Tournament in Boston in the month. All in all, it was a very successful season for the Mother Town.

Outstanding for the Ephmen was Tom Cullen's boy, is a camera enthusiast and took this picture of the Adams team.

Bob Sheehan of Research and Education, is the Colonel Pack. 99 in Williamstown. Here, Perry has a couple of capable sophomores coming back next year. They were Callahan, Shorb, and Edwards.

Mark Hopkins defeated Freeman 10-25 to win the senior league pennant in the played-off between the two teams which had ended the regular schedule in a tie.

Final Standings

<table>
<thead>
<tr>
<th>Team</th>
<th>Win</th>
<th>Lost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mark Hopkins</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td>Freeman</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>Brayton</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Houghton</td>
<td>2</td>
<td>1</td>
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<tr>
<td>Hinkin</td>
<td>7</td>
<td>2</td>
</tr>
</tbody>
</table>

Bobby Dunn Wins Indoor Championships at Placid

Bobby Dunn, 14-year-old high school speed skating star, added two more medals to his gold collection recently at the indoor championships held in Lake Placid, N. Y. In the 490-yard dash, Bobby placed third, while in the half mile, he tied for second place with Kenny Lebel of Placid.

The outlook for next year is very encouraging for Bill Callahan, who also competed in the Lake Placid meet and reached the finals in both events, but failed to capture a prize.

Leg Sports Writers Select Northern Berk. All-Stars

The Western Mass, lads seemed to have a great career for since his Freshman year he has been a football star and has broken previous marks for baskets scored in one game with 32 and also for the number of points, tallied in one game.

For Bill Callahan, it meant closing out a great career for since his Freshman year he has been a football star and has broken previous marks for baskets scored in one game with 32 and also for the number of points, tallied in one game.

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**Hospital For North Adams INVEST IN HEALTH**

Health, we are told, is of prime interest to human beings. Men and women want to know more about how to keep healthy. They are eager to learn about the facts behind diseases so these diseases can be avoided.

The philosophy that a man without health is an unhappy man is accepted with very little questioning. Who could be happy with an incurable disease growing relentlessly at his body? How many times have you heard a person remark that he would rather have all his limbs than all the money in the world?

Health cannot be purchased with money. But money can safeguard your health. The struggle against man's enemies, disease, sickness, and accidents, needs money; money for research, for laboratories, for medical facilities, for educational activities. This money must be raised. The North Adams Hospital is over-funded; its needs are very limited, every now and then I think of something else.

The weather isn't so good now and the months are changing fast, but I think Texas has us beat. My uncle MacDonald, who was with us for about a year in the Dry Rolling Department, has mentioned to me many friends here from a base overseas. Edwin left in November of 1946 for the Air Force, and I have been practically extinct in this section of the country for two decades. Thus, with the idea of re-introducing this species to this section, Harold has been releasing thirty or more each week. Harold has been releasing thirty or more each week.

Harold has been asked why anyone would raise ducks just for the sake of turning them loose in the hundreds of various lakes in this area. It seems that his unusual hobby stemmed from a determination to learn more about duck calls. That was seven years ago, and Harold still considers himself only a average duck caller.

When the ducklings are around five weeks old, they will follow their parents instinctively if released or become contentious, unable to fly. They are very easily distended into differences in human voices. This was demonstrated one morning when Mr. Gildings' voice was heard at the door. He said, "Listen, Mr. Gildings. It is March 21, 1952."

**FOR YOUR ADDRESS BOOK**

- Pic. William J. Morandi 3801179
  4th Cs. Student Regiment
- Tm. No. 15 Barracks 2460
  The Armored School
- Fort Knox, Kentucky
- Pic. Joseph A. LaFrance 1201411
  3rd Co. Regular Section
- Ist Bn. 1st Regt. 1st Marine Div.
  57 F.P.O. San Francisco, Calif.
- Pic. Walter J. Severs 1121577
- C. 30th Airm. Inf., B.V.C.H.C.
- Ist Airm. Decision
- Fort Knox, Kentucky
- Marion Bazie USA 5000800879
  Hospital Corps.
- U. S. Naval Hospital
  Oakland, California
- Pic. John P. Dube A1232890
  846 9th St.
  Williamsport, Pa.
- Frances E. Warren AFB
  Wyoming

**LETTER DATING 1952**

- Letter Dalling HF. 3rd 1st
  Co. BTRY 285
- Ltc. Robert V. Chalil 0201861
  2nd Oth Student (FY) TMA 404 818
- Class 40 Section 1
  Fort Sill, Oklahoma
- Pic. John F. Sacco 5111573
- Co. K 1ST T. R. T.
  Fort East, Virginia
- Pic. Thomas J. Gregor 1126392
  Box 1042, 14th B. St. W.A.F.B.
  Russell, New Mexico

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**Sprague Electric “Hunter-Conservator” Re-introducing Mallard Ducks to East**

Theodore Gildings, columns of The Berkshire Eagle, writes in his column "Our Berkshires" that his nomination for the County's No. 1 hunter-conservatism is Harold Y. May of 550 Beacon Avenue in Pittsfield. As a hunter censoring, his hobby is raising mallard ducks for other hunters to shoot at.

| Mallard ducks, which sometimes are called greenhead mallards in the West, | have been practically extinct in this section of the country for two decades. Thus, with the idea of re-introducing this species to this section, Harold has been releasing thirty or more each week.

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