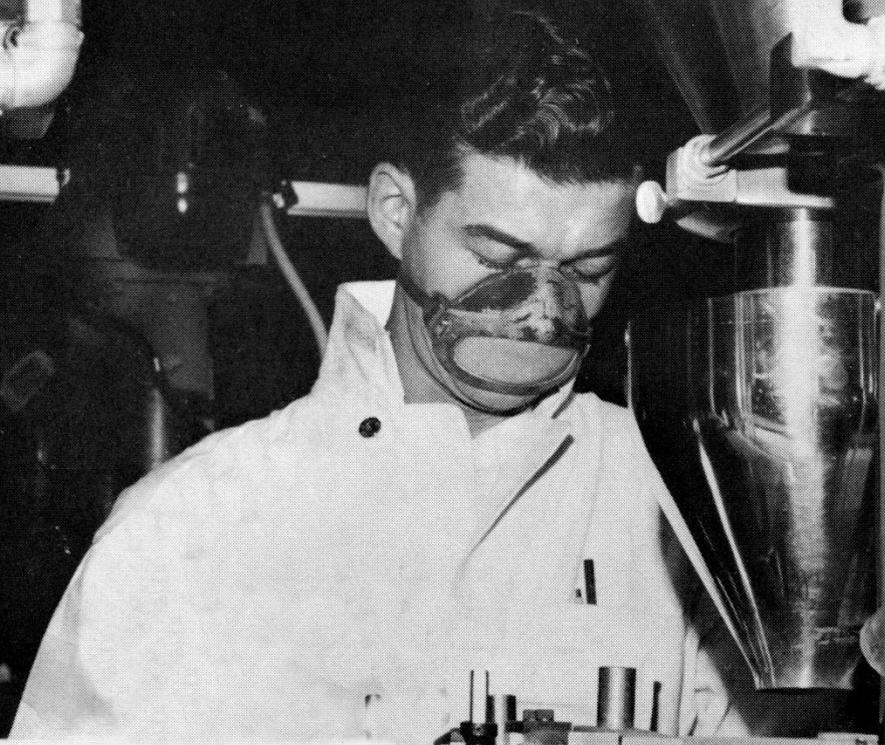


MARCH  
1961

# **BARTELT SCOPE**



**BARTELT ENGINEERING COMPANY, Inc.**



## **MANAGEMENT** *byline*

Most of the machines we design and build are for brand new products ... products in which our customers have invested heavily to research and develop, market test, package, advertise and distribute.

In order to obtain the best returns on their investment, they must obtain more from us than a packaging machine. The machinery must be delivered on time and it must be handled from order to delivery in the strictest secrecy.

Deliveries we discuss daily, but the matter of security, of equal importance, is seldom mentioned. We're all used to coded products, closed and locked test laboratories, even the building of machines for fictitious "customers" like the "Phoenix Stove Company." Most of us try to remain uninformed unless the nature of our job requires confidential knowledge ... an intelligent approach.

So, we're used to it; we have an excellent record of handling confidences with discretion; and because it's part of our everyday jobs, we don't look upon it as a "big deal." But it is a big deal to our customers ... a very big deal.

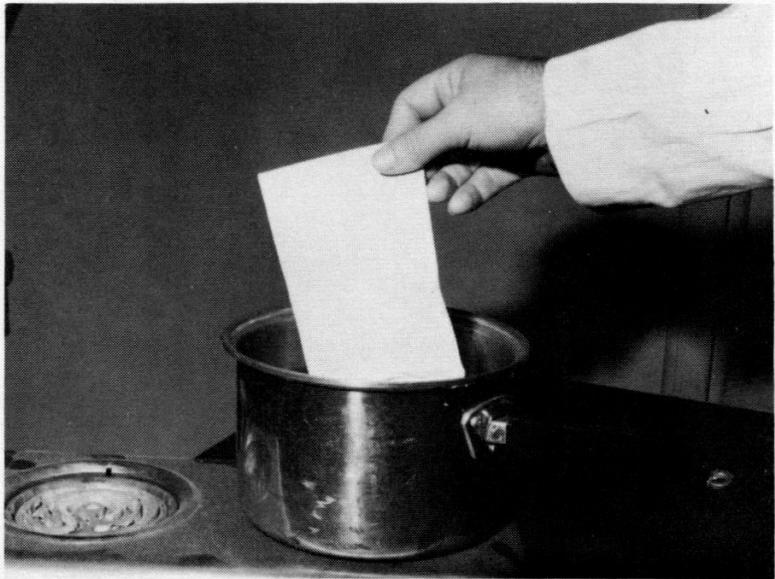
His market is becoming continually more competitive. And, with increasing costs, more and more money rides on each newly developed product.

Thus, regardless of our good record, our smooth, quiet handling of secret data, a small error ... one unintentional slip can have very serious results. We must become increasingly security conscious. We cannot afford to be casual. The customer must have confidence in our discretion ... his secrets, his money, and his future business with Bartelt, is in your hands. Treat it well.

Sincerely,

Harold L. Bartelt  
President

# **BARTELT** *and* **AQUA- PACK**



Just as Bartelt is leading the way in the development of automatic packaging techniques for "boil-in-the-bag" foods, we also have become a charter member of an inter-industry group dedicated to the promotion of these revolutionary products.

Called the Modern Foods Council, the organization recognizes immense possibilities in the booming field of boilable frozen prepared foods.

This new packaging concept the council members have named "aqua-pack." They will be able to provide a central clearing house for the interchange of the latest information among food processors, material suppliers, and packaging machinery manufacturers.

Sales Promotion Manager, Stu Worthington, is our official representative on the council. He and the other council members plan to set and maintain high standards of quality in all three phases of the industry—machinery, materials, and food—and to introduce the public to the advantages and basic convenience of aqua-pack.

Aqua-pack products already are being packaged commercially on Bartelt automatic machinery.

The specialized nature of that packaging operation—for pre-cooked

meat slices and gravy—required extraordinary engineering by our designers. Design considerations included special metal plating and electrical provisions for frequent wash-downs, unique bag clamp mechanisms for handling the poly-foil web, and new methods to produce ultra-strong seals to withstand boiling of the packaged product.

The horizontal design of Bartelt equipment is considered the most practical for this type of packaging because of the necessity of multiple filling, through which the use of separate fill stations assures the correct weight of each ingredient, with no reduction of production capabilities.

Theoretically, the number of food items that can be packaged on Bartelt aqua-pack equipment is limitless, and already our engineers are perfecting machinery to handle many other types of frozen preparations. These include macaroni and cheese, spaghetti and meat balls, Welsh rarebit, lima beans and corn, creamed spinach, and various "exotic" dishes—all of which the housewife need only heat and serve.

## **Cover**

Frank Gibson wears mask during checkout of a packager, testing it with the product to be packaged: bat guano.

## Company Chips In

# 19 Bartelt Employees Hit the Textbooks

Courses ranging from electronics to rhetoric have been keeping 19 Bartelt men busy during their off hours since the opening of the spring semester.

As is our company policy, checks were presented by the company to each of these evening collegians to ease the burdens of tuition.

Ten students are attending adult night school of the Rockford Board of Education, eight are enrolled at Rockford College, and one is taking a university correspondence course.

Here are the names of the scholars and their courses:

**Public schools:** George Chamberlain, industrial electronics; Ed Champagne, production control; Bill Cowan, machine drafting; Ray Falzone, algebra; Art Johnson, psychology for industry; Bob Johnston, general math; Ken Malmgren, print reading; Bob Olson and Bob Russell, production control; and Bernie Thompson, print reading.

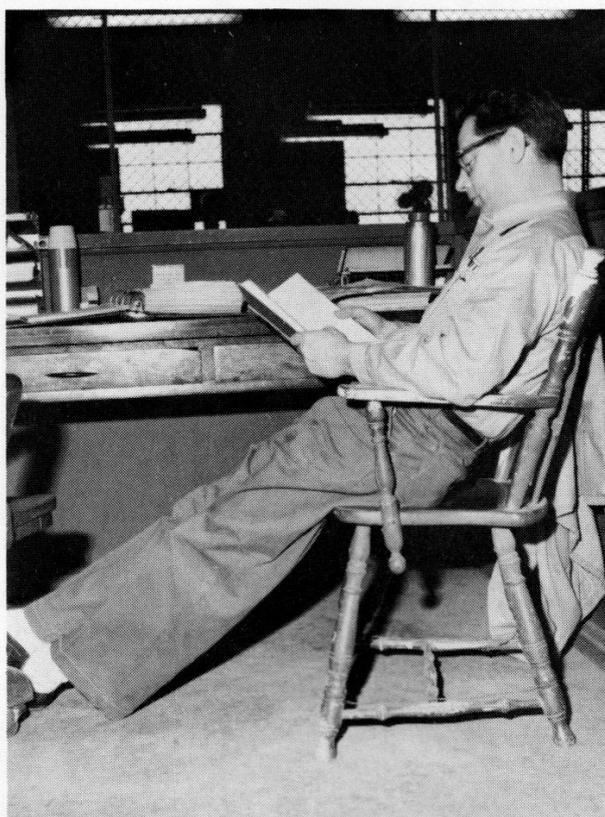
**Rockford College:** Carl Beert, applied mechanics; Leo Blankfield, business administration; Larry Carl-

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## Old Hands

Happy anniversary! Another year with Bartelt has rolled by for you whose names are listed below:

Josephine Lukas, 12 years  
John Corcoran, 10 years  
Denny Conwell, 1 year  
Doris Dietmeier, 1 year  
Mel Knee, 1 year  
Bob McKee, 1 year  
Kathie Murray, 1 year  
Gene Waterfall, 1 year  
Nellie Whitney, 1 year



**Ed Champagne stretches out during break period, reads up on production control course.**

son, business finance; Harry Hornagold, applied mechanics; Ted Lampert, mathematics; Bob McKee, rhetoric; and Ralph Nelson and Mike Vyhovsky, applied mechanics.

**University of Wisconsin correspondence:** Red Langston, shop mathematics.

Bartelt's education fund is administered under the direction of our Formal Education Committee: Dick Baker, Al Canfield, and Ken Johnson.

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## Greetings . . .

from all of us to you who have joined us at Bartelt during the past month:

Jane Beardsley, Stenographer  
James Kuntze, Engineering  
Howard Pearson, Sales

## Tax Woes? — In Days of Old It Was Rougher!

About this time of year the realization that we don't get something for nothing hits us pretty hard.

That "something" is our government, a monstrous thing that takes a monstrous amount of money to keep operating.

If you find yourself grumbling about the taxes you will have to pay next month, console yourself with the



fact that you aren't a bearded gentleman living in old Russia. You would have been taxed for the privilege of sporting whiskers, and if you didn't pay, the local "revenooer"-turned-barber would drop by with his shears and promptly relieve you of your chin piece.

If your house in 17th century Holland had a lot of windows, your tax bill would climb sky high because each window was taxable.

In 16th century Britain and France, your wig—if you chose to go in style—also was a source of revenue.

It is said that failure to pay a 20% levy on land output in ancient Egypt meant a severe beating. The longer a subject endured the flogging, the lower were his taxes — when he finally was convinced to pay them.

Tax deductions as we know them were rare or nonexistent in those days.

Now, with the use of a sharp pen-

cil and scratch paper, we can often save money that otherwise would go into Uncle Sam's treasury.

The Internal Revenue Department reminds us that thousands of people each year overpay their taxes because of failure to claim all possible deductions and because of merely illegible handwriting.

The "experts" often say the smartest people have the worst handwriting. However, in filling out their income tax returns, smart folks double check their figures—and end up paying no more than they have to.

## Paint Booth Area Put Off Limits to Smokes



Members of Bartelt's Safety Committee, Nello Catalani, Bud Zimmerman, and Art Johnson, examine our plant's newest safety reminder, a "tank track" line on the floor encircling the painting area and a warning against smoking north of the line. This is only the most noticeable of a number of safety improvements that have been brought about throughout the plant since the committee was organized last year. Changes made "for safety's sake" have affected the operation of most areas of our shop. While their aim is increased safety, a by-product of the measures often is greater efficiency.

# **Bartelt's 'Jack of All Trades': ELECTRICITY**

It can be done with a pair of scissors, a flat iron and a sugar scoop.

But because this method is slow and inaccurate, Bartelt created an electrically operated machine that speeds things up to today's pace.

This device—the Bartelt Automatic Packager—is familiar today to all who have a mass production packaging job to do.

Operation of a Bartelt machine depends basically on power, but, more important, on how this power is put to use. To figure this out is the job of Lloyd Nalley, our electrical service manager, and members of his busy department.

Working closely with Lloyd is his assistant, Bob Russell.

Sam Latino and Bud Zimmerman are our day shift assembly electricians, assisted by Dick Alton. At our Research and Development plant, Everett Taylor does the necessary electrical installation. Bill Pitts is the night shift assembly electrician, assisted by Chuck Davis.

These men now are becoming involved in a major expansion of our Electrical Department's function. We have begun assembling our own electrical control panels, which until now have been a purchased item.



**Electrician Sam Latino puts finishing touches on control panel.**

It is expected that with the new policy, we will effect savings through reduced overhead.

There is one thing, above all, that keeps "Nalley & Co." so busy. That is the fact that every Bartelt machine is custom-built, meaning each electrical system is different from those that came before.

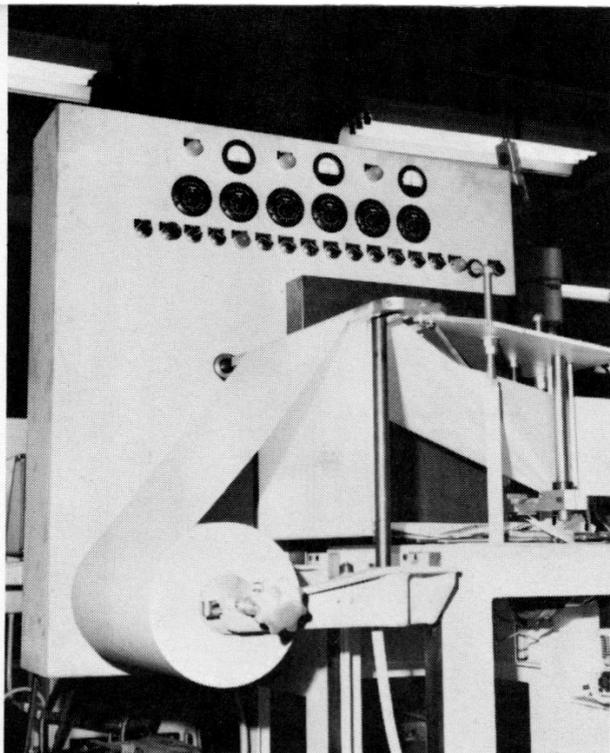
After the electrical engineering is accomplished and production begins, unforeseen changes become necessary. As Lloyd says, it may work perfectly on paper, but out on the Assembly Floor, sometimes it is another story.

"This is why I use up the eraser on my pencil before my pencil gets very short," Lloyd quips.

One of our most important responsibilities is to maintain the basic simplicity of the electrical systems.



**Lloyd Nalley . . .  
. . . Electrical Services Manager**



**Electrical "headquarters" of a Bartelt**

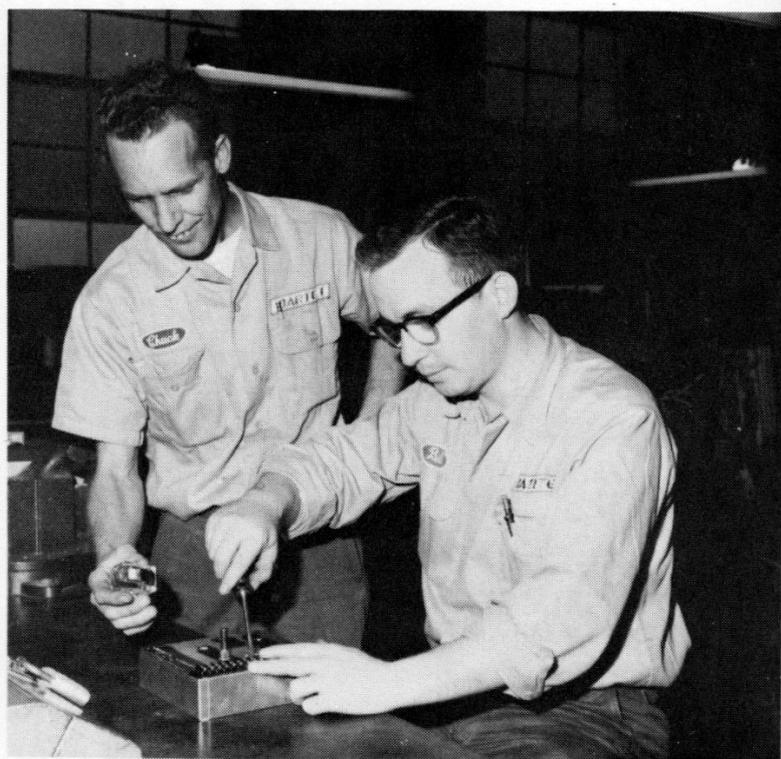


**Bob Russell draws electrical diagram.**

As a further step to help the customer maintain his Bartelt equipment, two copies of the electrical diagrams are shipped with each machine and one copy is mailed directly to the customer.

Bartelt electrical services started where the scissors, flat iron and scoop left off.

Fundamentally, our machines are electric bagmakers. Gradually, through development of the early machines, the equipment grew more complex in "both directions"—to the filling, then to weight control and controlling the flow of product into the hopper; and in the "other direc-



**Chuck Davis and Bill Pitts work on parts for a control panel.**

tion" to the cartoning and sealing of the pouches.

"Every day we keep going further and further by integrating other operations," Lloyd noted.

From one end to the other, there is hardly an action of our machines that is not governed by electricity.

An electric eye and an electric brake on the feedroll assure registry of the printed web for cut-off. Heat sealing bars are electrically controlled. Agitation of the product in the filler hopper also is produced by this power. At the end of the packager, pouches are picked from the clamps by suction—electrically controlled.

Electricity in the Bartelt Cartoner "sees to it" that there is a pouch in place to be inserted into a carton, that there is a carton in place to receive a pouch, and that the pouch actually got into the carton.

Electricity is truly Bartelt's "Jack of all trades."

WHEN FIREMEN in Miami, Fla., raced out to the scene of blazes during the winters in the early 1920's, young Stu Klinger was usually along for the excitement, riding in the Pierce Arrow "chief's car" or on the fire engines.

## Stu Klinger: Student of Fires

Years later, that chief, Henry Chase, became president of the International Fire Chiefs Association, and the grown-up Stuart D. Klinger became a recognized authority on fire fighting and fire prevention.

We at Bartelt know Stu as one of our engineers, who came to work here last year.

"You couldn't be exposed to Henry Chase very long without becoming interested in the fire fighting game," says Stu.

Stu is author of several articles published in firemen's technical journals, the latest of which—"Make Better Use of Men and Equipment"—appeared in the February, 1961, issue of Fire Engineering Magazine.

He describes himself as a critical person. He considers himself different from the "fire buff," whose prime interest in fires lies in a fascination with watching them. On the other hand, while witnessing a major fire, Stu studies the conduct of the firemen and notes both how well they do and how, by avoiding mistakes they made, the losses could have been reduced.

"I'll see a good fire and think for weeks about it to see how the tactics could have been improved," Stu said. He believes that most mistakes are not due to unwise decisions at the fire scene, but to a lack of "planning ahead" about the best use of equipment.

In Beloit, Wis., his home town, Stu



Stu Klinger records data during a pumping test.

headed a special committee investigation of city schools in 1959 aimed at correcting fire hazards. The drive was prompted by the 1958 fire disaster at the Our Lady of the Angels School in Chicago.

The Beloit alarm box and hydrant systems were improved and school sprinkler systems installed as a result of the investigation.

As a Beloit city councilman in 1947, Stu was instrumental in bringing about \$50,000 worth of fire prevention improvements that raised Beloit's National Board of Fire Underwriters rating.

Stu has been consulted on fire prevention throughout our Midwest area, and he lectures periodically on the subject.

An inveterate traveler, he doesn't leave his hobby behind on trips, but has visited hundreds of fire departments, picking up new ideas wherever he can.

He doesn't ask to ride in the fire chief's car any more, but his interest in fire fighting today is no less active than it was back in the days with the firemen in Miami.

## Fast Service Needed? Bartelt Can Give It

The following story of a Bartelt customer service mission is true, and said customer is glad of it.

**Friday, February 3rd, 9:02 A.M.:** Service Manager Rog Milligan receives a 33471 (distress call) from



Rog Milligan answers urgent service call.

### The Sales Pitch

During the recent Junior Achievement Open House, Paul Kruse of Bartco Products, Bartelt-sponsored J.A. company, took his turn manning the sales desk. Paul, the company's top salesman, is pictured during his sales talk as two prospective customers examine a wall planter.



customer in Springfield, Ill.: Two electrical relays failed, operation shut down.

**9:14 A.M.:** The stock parts are called out and are being packaged for shipment. Bartelt Pilot Bill Wolfe is alerted for emergency flight to Springfield.

**9:58 A.M.:** Wolfe at airport checks weather reports. Twin-engine Apache is readied for flight.

**10:20 A.M.:** Control tower clears Wolfe for take-off.

**10:29 A.M.:** Airborne. Enroute, Wolfe sees poor visibility ahead, files flight plan with radio control and continues on instruments.

**11:39 A.M.:** Apache lands in deep snow that fell the night before at



Bartelt pilot and customer rendezvous.

Capital Airport, Springfield. Taxiing to parking ramp, plane comes to halt, **11:42 A.M.** Customer tramps out to plane in snow.

**11:45 A.M.:** Wolfe hands box containing relays to customer.

Shortly the distressed customer was back in production. Because Bartelt is geared for fast action, his "down" time was kept at an absolute minimum.



**Gene Waterfall comes charging in.**

## Cagers in 3-Way Tie For First Place

Our fast and furiously fightin' Bartelt cagers ended their scheduled season with almost a perfect record, won their first playoff game, then dropped one in a hard fought upset, winding up in a triple first place tie with Whitney and Brearley.

Two close games brought us victories over Rockford Clutch 44-42 and Elco 36-33. In the first playoff we went on to whip Whitney 40-33, the only team able to beat us in regular season's play.

Then the Bartelt five was forced to accept a bitter pill from Brearley men and we were edged out 44-41. Throughout most of that game, however, the score was tied up. Then Brearley made that final surge.

Tireless Gene Waterfall continued to grind out points by the handful. He racked up 63 points in the last two regular games and two playoff games, taking high-scoring honors in each.

In post-deadline playoff games we faced Woodward and Clutch.

## Bartelt Cartoners Top Big 10 League

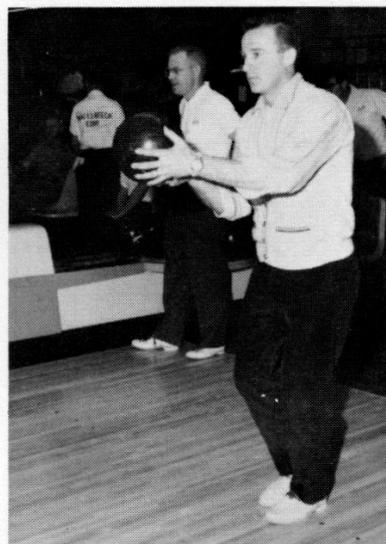
The Bartelt Cartoners bowled their way to first place in the Big Ten Feb. 9 after a second place standing of eight weeks.

Our Checkweighers completed their eighth week as the league's fifth place team on that night.

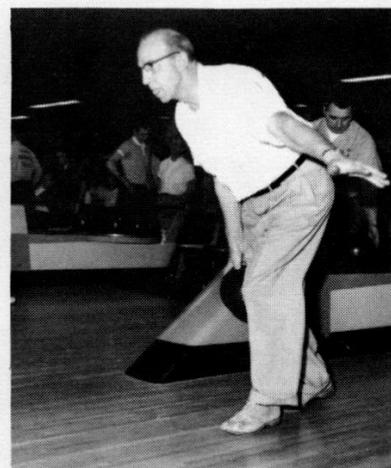
The Bartelt Packagers enjoyed a brief visit up to ninth from last place as a result of their Jan. 26 effort, but then returned "home."

Dick Alton and Sam Lattore took both the individual high three games and single game honors on Jan. 19 and Jan. 26, respectively.

Darrell Tate rolled the high three games Feb. 2. On Feb. 9 Bernie Thompson went on record with the high single game of the evening.



**Jerry Thompson studies the pins.**



**Howard Strothoff begins his windup.**

## Recent Bartelt Visitors Include Representatives of General Mills, Inc., S.I.G. of Switzerland

Distinguished visitors representing our customers and prospective customers toured our plant recently to inspect engineering and production activities and to discuss a range of packaging projects.

Among them were six representatives of General Mills, Inc., of Minneapolis, Mr. Clarence Felt, Mr. Fred Blumers, Mr. Robert Hillman, Mr. Doug Palmer, Dr. J. W. Hahn, and Mr. Mike Martin, who visited us on February 1. Mr. Granger Cook, Jr., attorney representing S.I.G., a Swiss manufacturing Company, met here with Bartelt Patent Attorney Edward B. Holt to discuss business of mutual concern. Mr. Cook is associated with the Chicago firm of Byron, Hume, Groen and Clement.

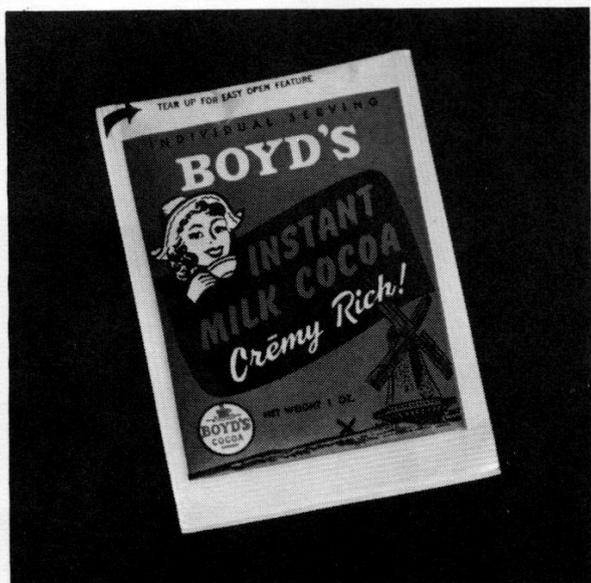


Mr. Granger Cook, Jr., Chicago attorney, (left) confers with Bartelt Attorney Edward Holt.



Ken Johnson meets with Mr. Clarence Felt (standing), Mr. Mike Martin and Mr. Fred Blumers of General Mills, Inc.

## Package of the Month

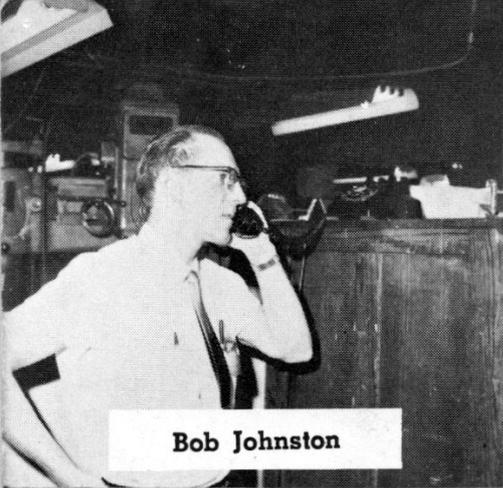


Boyd's Instant Cocoa

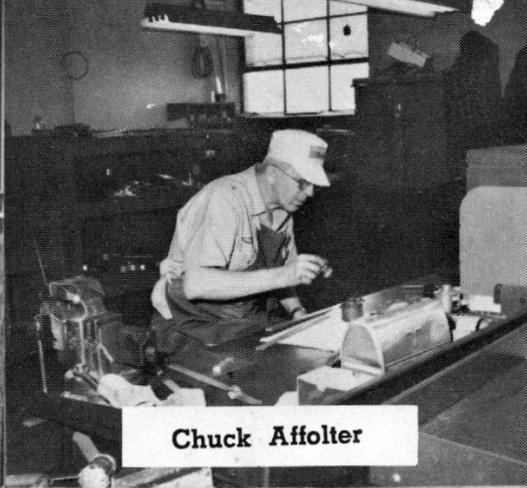
A tear string for fast, easy opening of Boyd's fine Instant Milk Cocoa Mix is a major convenience feature of this single-serving pouch, designed for use in hotels and restaurants.

The heat-sealed pouch, containing 1 ounce of cocoa mix, is formed and filled in inverted position and sealed on Bartelt Automatic Packaging Machinery. The string is automatically applied as the web is formed.

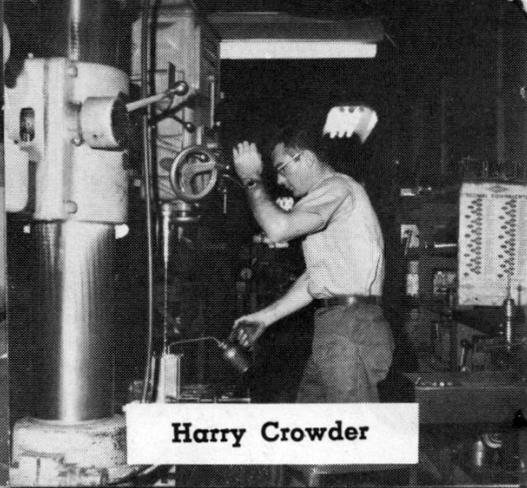
The Boyd Coffee Company of Portland, Oregon, uses Bartelt equipment for this product to preserve the freshness of each serving.



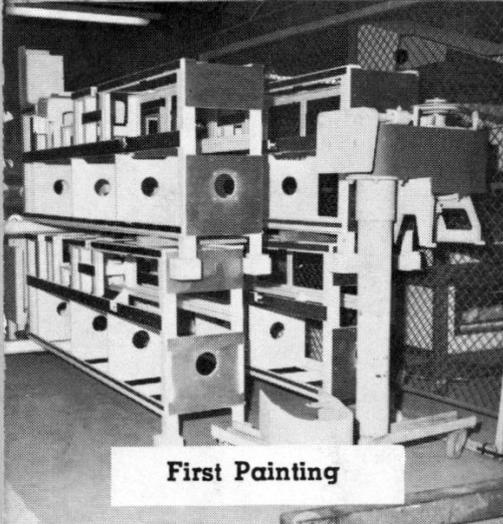
**Bob Johnston**



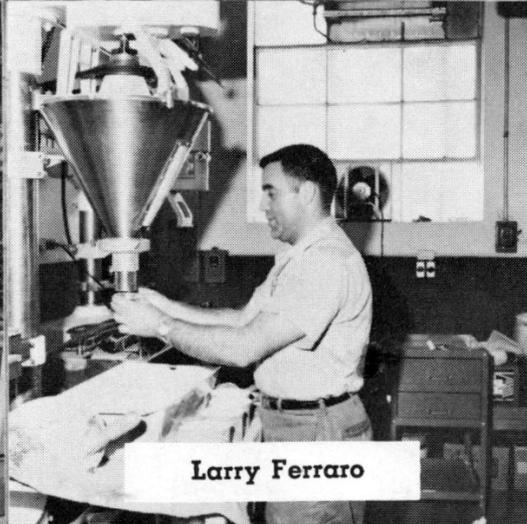
**Chuck Affolter**



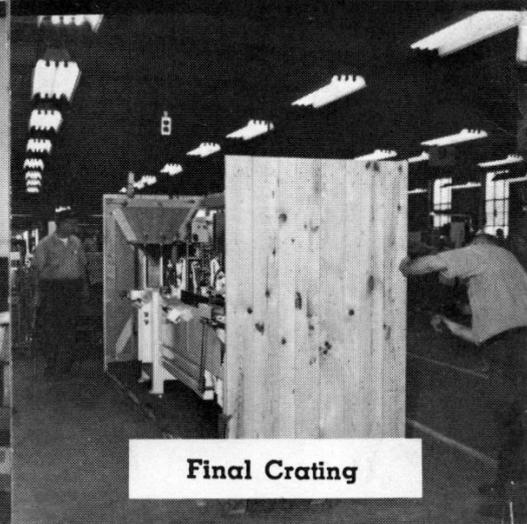
**Harry Crowder**



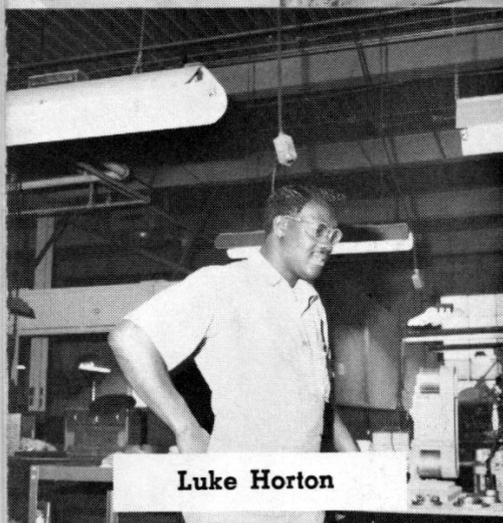
**First Painting**



**Larry Ferraro**

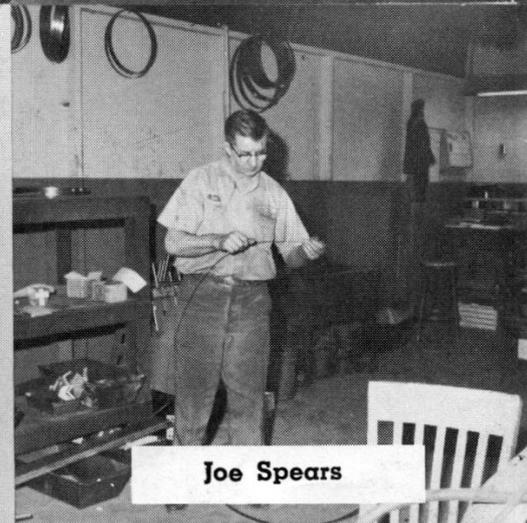


**Final Crating**

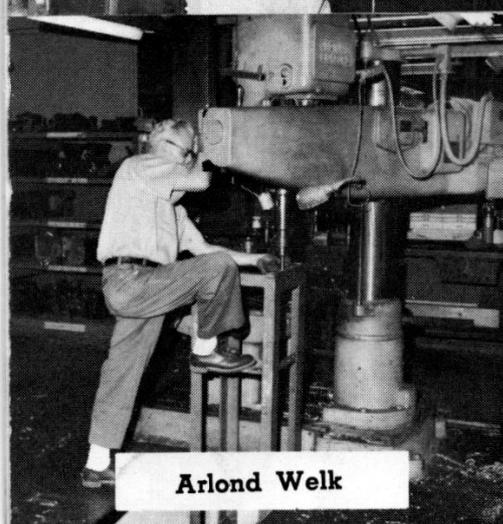


**Luke Horton**

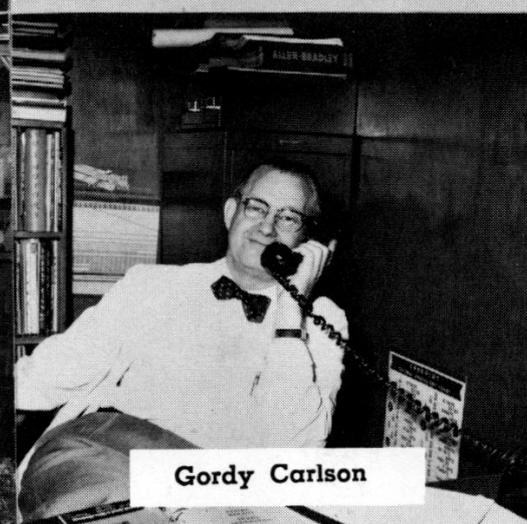
# **Shots at Random**



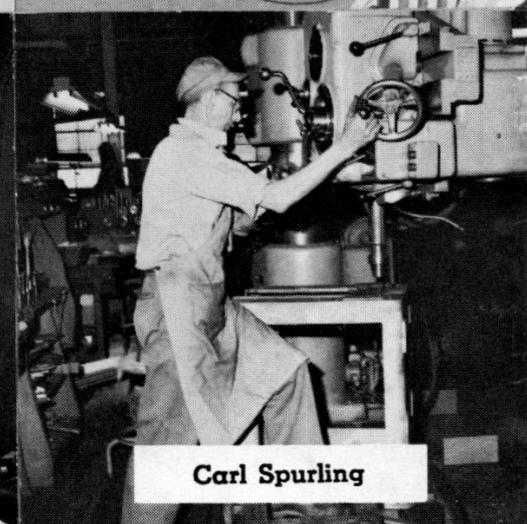
**Joe Spears**



**Arlond Welk**



**Gordy Carlson**



**Carl Spurling**

**A monthly publication of Bartelt Engineering Company, Inc.**  
**Sales Promotion Department** ..... **C. Stewart Worthington, Manager**  
**1900 Harrison Avenue, Rockford, Illinois**

*Editor*.....**JAMES T. WINCHESTER**

LITHO IN U. S. A.