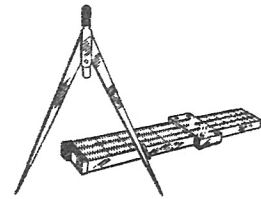


The Clientele of

KURT SALMON ASSOCIATES, INC.
CONSULTING MANAGEMENT ENGINEERS

3000 ALBEMARLE STREET, N. W.
WASHINGTON 8, D. C.



FOUNDED 1935

ATLANTA • CHICAGO • GREENSBORO • NASHVILLE • NEW YORK

Member Association of Consulting Management Engineers, Inc.

SERVICES AVAILABLE

Our company is composed of three divisions:

ENGINEERING — SYSTEMS (Accounting) — PERSONNEL

The founder of our company, Mr. Kurt Salmon, and several associates in the capacity of supervising engineers, direct the work of the Engineering Division, our largest. The Systems Division is headed by a C.P.A., Professor Cecil Gillespie of Northwestern University's School of Business and Mr. P. C. Lutz, C.P.A., Field Supervisor. The Personnel Division is under the supervision of an Industrial Psychologist, Doctor P. C. Smith, of Cornell University.

ENGINEERING DIVISION:

Our Engineers are engaged in the following services to our clientele: Product and Process Analysis; Surveys and Recommendations; Organization; Plant Layout; Work Simplification; Methods Training; Plant Setup Supervision; Motion and Time Studies; Methods Time Measurement (M.T.M.) Wage Incentive Applications; Managerial Training; Supervisor Training; Production Controls; Continuous Management Engineering Service on Retainer Basis.

SYSTEMS DIVISION:

The staff of the Systems Division is available for the following services: Business Surveys; Financial and Operating Analyses; Planning and Budget Systems; Inventory and Stock Controls; Order-Billing Surveys and Systems; Materials Control; Distribution Cost Accounting; Office Engineering.

PERSONNEL DIVISION:

The following services are performed by the staff of our Personnel Division: Plant Location Surveys; Setting up or Improving the Function of Personnel Departments through Training in: Recruiting Procedures; Job Classification; Interviewing; Testing Procedures; Selection and Placement; Supervisor Training in Human Relations; Absentee Controls; Personnel Records; Improving Discipline and Shop Morale; Job Evaluation; Merit Rating.

POLICIES

We are conservative in our estimates and make complete forecasts of all expenditures incident to a particular project. Our clients' personnel receive thorough training in the procedures installed. We leave in our clients' possession ample data for costing and operating purposes.

Our staff is specialized in the Needle Trades, Textile, Hosiery, and Knitwear Industries. To make true specialists out of them, we train our men methodically, thus supplementing their academic qualifications.

We operate with a permanent staff and take no more assignments than that staff can handle.

Our client relations are guided by strictest professional ethics and designed to maintain our high ratio of permanent clients.

THE CLIENTELE
OF
KURT SALMON ASSOCIATES, INC.

3000 ALBEMARLE ST.
WASHINGTON 8, D. C.

EMERSON 3-1281

This list of clients has been tabulated for your convenience according to products manufactured. Please feel free to use any or all of the companies listed for reference purposes.

With the exception of a very few assignments, such as special surveys, they constitute a complete list of our clientele, since the founding of our organization in 1935.

81% of the 119 client companies representing 252 industrial plants listed in this pamphlet have used our services repeatedly — as of January, 1957.

JANUARY, 1957 — OUR 23RD YEAR

I N D E X

PAGE	PRODUCTS
1 & 2	WORKCLOTHING (Shirts, Pants, Overalls, Dungarees, etc.)
3	CLOTHING AND DRESS PANTS
4	SPORTSWEAR (Jackets, Sport Shirts, Woolen Shirts, Breeches, etc.)
5	DRESS SHIRTS
6	UNDERWEAR (Knit and Woven — Men's and Ladies')
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8	GLOVES
9	TEXTILES
10	MISCELLANEOUS

JANUARY, 1957 — OUR 23RD YEAR

WORKCLOTHING

Shirts, Pants, Overalls, Dungarees, etc.

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Alabama Textile Products Corp.	Andalusia, Ala.	J. A. Thompson	5	X		X
Allen Overall Co.	Monroe, N. C.	G. B. Pendleton	1	X		
Anvil Brand, Inc.	High Point, N. C.	R. C. Kirchofer	3	X		X
The Andala Co.	Andalusia, Ala.	J. A. Thompson	2	X		X
Adam H. Bartel Co.	Richmond, Ind.	R. O. Coate	1	X		
Barrow Mfg. Co.	Winder, Ga.	Wm. Jennings, Jr.	1	X		
Bayly Mfg. Co.	Denver, Colo.	W. H. Downs	6	X	X	X
Big Ace Corporation	Athens, Ga.	C. C. Henson	1	X		
Big Jack Mfg. Co.	Bristol, Va.	Col. I. J. Walls	2	X		
Blue Bell, Inc.	Greensboro, N. C.	E. A. Morris	3	X		X
Blue Gem Overall Co.	Greensboro, N. C.	Milton Weinstein	2	X	X	X
Blue Ridge Mfrs., Inc.	112 W. 34th St. New York, N. Y.	Carroll Rosenbloom	2	X		
J. H. Bonck Co., Inc.	New Orleans, La.	J. H. Bonck	2	X	X	
Buckeye Overall Co.	Versailles, Ohio	C. F. Pecquignot	2	X		
Burlington Mfg. Co.	Kansas City, Mo.	H. Kabaker	1	X		
Calhoun Mfg. Co.	Calhoun City, Miss.	R. Williams	1	X		
Calloway Mfg. Co.	Murray, Ky.	R. F. Hayes	2	X		X
Carwood Mfg. Co.	Winder, Ga.	W. C. Harris	6	X	X	
Commerce Mfg. Co.	Commerce, Ga.	F. E. Durst	1	X	X	
Cowden Mfg. Co.	Lexington, Ky.	Jas. R. Cowden	6	X	X	X
Empire Mfg. Co.	Winder, Ga.	R. L. Eavenson	1	X		
General Gar. Mfg. Co.	Petersburg, Va.	Geo. F. Brasfield	1	X		
Hartwell Garment Co.	Hartwell, Ga.	Jas. W. Bell	1	X		
Hayes Garment Co.	Louisville, Ky.	R. F. Hayes	3	X		X
C. W. Henson Mfg. Co.	Monroe, Ga.	Charles W. Henson	2	X	X	X
Hicks Hayward Co.	El Paso, Texas	Hart Ponder	2	X	X	X
I.B.S. Mfg. Co.	40 Worth St. New York, N. Y.	I. B. Schwabe	3	X		
I. C. Isaacs Co.	Bank & Grundy Sts. Baltimore, Md.	H. Z. Isaacs	4	X		X
Jay Garment Co.	Portland, Ind.	Dwight Young	3	X	X	X
W. Koury Co., Inc.	Greensboro, N. C.	W. Koury	1	X		
T. S. Lankford & Sons	Abilene, Texas	A. Lankford	1	X		

WORKCLOTHING

Shirts, Pants, Overalls, Dungarees, etc.

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
The H. D. Lee Co.	Kansas City, Mo.	B. E. Kinney	4	X		
Meyers & Son Mfg. Co.	Madison, Ind.	Don Meyers	1	X		
Monticello Mfg. Co.	Monticello, Miss.	Carl E. Urban	1	X		
N. & W. Industries, Inc.	Lynchburg, Va.	L. W. Turner, Jr.	2	X	X	X
Opp Textiles, Inc.	Opp, Ala.	A. H. Henderson	1	X		
Oshkosh B'Gosh, Inc.	Oshkosh, Wis.	E. W. Wyman	2	X		X
Reliance Mfg. Co.	Empire State Building New York, N. Y.	A. T. Bard	4	X		
Reynolds Textile, Inc.	Clinton, Mo.	R. W. Reynolds	1	X		
The Rice Corporation	Winamac, Ind.	Jas. A. Freeman	2	X		
Rice Stix, Inc.	1000 Washington St. Louis, Mo.	A. T. Bard	4	X		X
Roswell Co.	Roswell, Ga.	Sam McConnell	1	X		X
Salant & Salant, Inc.	241 Church St. New York, N. Y.	Joe Lipshie	6	X		X
Seminole Mfg. Co.	Columbus, Miss.	M. Weitzenhoffer	2	X		X
Shreveport Gar. Mfrs.	Shreveport, La.	D. H. Goldman	2	X	X	X
Siceloff Mfg. Co.	Lexington, N. C.	D. S. Siceloff	1	X		X
Henry I. Siegel Co.	Bruceton, Tenn.	Sam Siegel	3	X		X
W. E. Stephens Mfg. Co.	Nashville, Tenn.	W. E. Stephens, Jr.	3	X		X
Jas. Smith & Co., Ltd.	Derby, England	A. L. Sulley	1	X	X	
Sweet-Orr & Co., Inc.	160 Fifth Ave. New York, N. Y.	E. C. Van Winkle	1	X		X
Tennessee Overall Co.	Tullahoma, Tenn.	Ben Wilkins	1	X		
Troutman Shirt Co.	Troutman, N. C.	L. A. Brown	3	X		
Turner Mfg. Co.	Nashville, Tenn.	P. M. French	1	X		
Washington Mfg. Co. Supplier Plants	2nd Avenue, N. Nashville, Tenn.	L. H. Jones	21	X	X	X
Williamson-Dickie Mfg. Co.	Ft. Worth, Texas	C. D. Williamson	1	X		
J. M. Wood Mfg. Co.	Waco, Texas	Caroll Wood	1	X		
Wright Mfg. Co.	Toccoa, Ga.	E. D. Wright	2	X		

CLOTHING & DRESS PANTS

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Anniston Sportswear Corp.	Anniston, Ala.	Otto Young	1	X	X	
H. Daroff & Sons	Walnut & 23rd St. Philadelphia, Pa.	M. Mutolese	1	X		
Famous Sternberg, Inc.	950 Poeyfarre St. New Orleans, La.	Jesse Rosenfeld	1	X		
Hoosier Factories, Inc.	Michigan City, Ind.	J. M. Ruby	1	X	X	
Hubbard Pants Co.	Bremen, Ga.	Otis Higgins	1	X		
Joseph & Feiss Co.	Cleveland, Ohio	Richard H. Adler	1	X		
Mavest, Inc.	19 W. 24th St. New York, N. Y.	Louis Froehlich	1	X		
Michaels, Stern & Co.	Rochester, N. Y.	I. E. Heller	3	X	X	X
The Palm Beach Co.	Cincinnati, Ohio	Samuel Shuchter	3	X		
Schwob Mfg. Co.	Columbus, Ga.	B. M. Leroy Sens	1	X		
Henry I. Siegel Co.	Bruceton, Tenn.	Sam Siegel	1	X		
Slack Corporation of America	1519 Washington St. Louis, Mo.	F. J. Novoson	1	X		
Steinway Clothing Co.	Johnson City, Tenn.	Moe Scharfstein	1	X		
Tip Top Tailors, Ltd.	Toronto, Ont., Canada	B. Dunkelman	1	X		
M. Wile & Co.	77 Goodell St. Buffalo, N. Y.	Sidney Bock	1	X		X

SPORTSWEAR

Jackets, Sport Shirts, Wool Shirts, Breeches, etc.

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
The B.V.D. Corp.	Empire State Bldg. New York, N. Y.	Milton Erlanger	1	X	X	
Bellcraft Mfg. Co.	Hartwell, Ga.	Jas. W. Bell	1	X		
J. H. Bonck Co.	New Orleans, La.	J. H. Bonck	2	X	X	
David D. Doniger & Co.	Dover, N. J.	M. R. Liggett	3	X	X	X
I. C. Isaacs Co.	Bank & Grundy Sts. Baltimore, Md.	H. Z. Isaacs	3	X		X
Lustberg, Nast & Co.	212 Fifth Avenue New York, N. Y.	Herbert Lustberg	2	X	X	
Marlboro Shirt Co.	Lombard & Paca Sts. Baltimore, Md.	Ed Rosenbloom	1	X		
Model Sportswear, Inc.	Shelbyville, Tenn.	Carl Urban	1	X		
Publix Shirt Corp.	75 Leonard St. New York, N. Y.	Jas. T. O'Connell	1	X		
Rutherford Garment Co.	Rutherford, Tenn.	C. D. Holt	1	X		
W. Shanhouse Sons, Inc.	Magnolia, Ark.	Leonard Shanhouse	1	X		X
Casa Jose Silva	Rio de Janeiro, Brazil	Vasco Graca Ceppas	1	X	X	
Stahl-Urban Co.	Brookhaven, Miss.	Carl Urban	2	X		X

DRESS SHIRTS

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Alabama Textile Products Corp.	Andalusia, Ala.	J. A. Thompson	5	X		X
J. H. Bonck Co.	New Orleans, La.	J. H. Bonck	1	X	X	
Brooks Brothers	346 Madison Ave. New York, N. Y.	A. R. Gray	1	X		
C. F. Hathaway Co.	Waterville, Me.	E. M. Jette	2	X		X
Raab-Meyerhoff Co.	8th & Dauphin Sts. Philadelphia, Pa.	J. H. Raab	1	X	X	
The Rauh Company	9th & Sycamore Cincinnati, Ohio	Carl J. Rauh	1	X		
Rice Stix, Inc.	1000 Washington St. Louis, Mo.	A. T. Bard	4	X		X
Casa Jose Silva	Rio de Janeiro, Brazil	Vasco Graca Ceppas	1	X	X	
Southern Mfg. Co.	Nashville, Tenn.	P. M. French	1	X		
Wareshoals Mfg. Co.	Wareshoals, S. C.	D. J. Gray	1	X		

UNDERWEAR
Knit & Woven — Men's and Ladies'

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Alabama Textile Products Corp.	Andalusia, Ala.	J. A. Thompson	2	X		X
Atlas Underwear Co.	Piqua, Ohio	A. L. Flesh	2	X	X	
Benham Underwear Co.	Scottsboro, Ala.	Dayton Benham	1	X		
Her Majesty Underwear	Mauldin, S. C.	Arthur Magill	1			X
The William Carter Co.	Needham Heights, Mass.	Robt. P. Warriner	1			X
Mock, Judson Voehringer Co.	Greensboro, N. C.	Richard C. Remmey	1	X		X
Rhythm Lingerie, Inc.	136 Madison Ave. New York, N. Y.	Semon Wolf	1		X	
Rice Stix, Inc.	1000 Washington St. Louis, Mo.	A. T. Bard	4	X		X
Robinson Mfg. Co.	Dayton, Tenn.	F. C. Robinson	1	X		
Shawmut, Inc.	Stoughton, Mass.	E. M. Wyner	1	X		
Casa Jose Silva	Rio de Janeiro, Brazil	Vasco Graca Ceppas	1	X	X	
Union Underwear Co.	Empire State Bldg. New York, N. Y.	J. A. Goldfarb	2	X		
Ware Knitters, Inc.	Ware, Mass.	Jas. F. Nields, Jr.	2	X		X
Washington Mills Co.	Winston Salem, N. C.	W. A. Blackwood	1	X	X	

CHILDREN'S WEAR

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Buckeye Overall Co.	Versailles, Ohio	C. F. Pecquignot	1	X		
Hub Hosiery Mills	Lowell, Mass.	F. C. Connor	1	X		X
Jay Garment Co.	Portland, Ind.	Dwight Young	3	X	X	X
Milam Mfg. Co.	Tupelo, Miss.	L. G. Milam, Jr.	1	X		X
Washington Mfg. Co.	2nd Avenue, N. Nashville, Tenn.	L. H. Jones	2	X		X

GLOVES

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
The Boss Mfg. Co.	Kewanee, Ill.	T. H. Blair	1	X		
The Trion Company	Trion, Ga.	D. J. Gray	1	X		

TEXTILES

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Cone Mills, Inc.	Greensboro, N. C.	Herman Cone	2	X		
Fieldcrest Mills	Spray, N. C.	R. A. Tuttle	1	X		
Monarch Mills	Lockhart, S. C.	William Sibley	1	X		
The Trion Co.	Trion, Ga.	D. J. Gray	1	X		
Wareshoals Mfg. Co.	Wareshoals, S. C.	D. J. Gray	1	X		

MISCELLANEOUS PRODUCTS

As Indicated Below

<u>Name of Concern</u>	<u>Location</u>	<u>Name of Official Who Secured Our Services</u>	<u>No. Plants Involved</u>	<u>KSA Division Which Rendered Services</u>		
				<u>Eng.</u>	<u>Syst.</u>	<u>Pers.</u>
Almar Mfg. Co. (Rainwear)	Washington, Ga.	Alfred Moses	1	X	X	
Cabincrafts, Inc. (Chenille Products)	Dalton, Ga.	R. G. McCamy	2	X		X
Frankel Bros., Inc.	Rochester, N. Y.	Richard H. Frankel	1	X		
Milam Mfg. Co. (Parachutes)	Tupelo, Miss.	L. G. Milam, Jr.	1	X		X
Mock, Judson Voehringer Co. (Hosiery)	Greensboro, N. C.	J. K. Voehringer, Jr.	1	X		X
Powdrell & Alexander (Curtains)	Danielson, Conn.	B. T. Webb	1	X		
Chas. Rabin & Co. (Robes)	1199 Broadway New York, N. Y.	Charles Rabin	1	X	X	
Reliance Mfg. Co. (Dresses)	Empire State Bldg. New York, N. Y.	A. T. Bard	1	X		
Rock Ford Textile Co. (Hosiery)	McMinnville, Tenn.	Lynwood Smith	1	X		
Smoler Bros., Inc. (Dresses)	2300 Wabansia Ave. Chicago, Ill.	J. Smoler	1	X		X
Southern Waistbands, Inc. (Trouser Curtains)	Winder, Ga.	John Robinson	1	X		
Superba Cravats, Inc.	Rochester, N. Y.	Helmut Hertz	1		X	
Waldes-Kohinoor, Inc. (Zipper Applications)	47-16 Austel Place Long Island City, N. Y.	Geo. Waldes	1	X		
Wembley, Inc. (Ties)	910 Poeyfarre St. New Orleans 5, La.	S. C. Pulitzer	1	X	X	X

EXECUTIVE PERSONNEL
OF
KURT SALMON ASSOCIATES, INC.

<i>Location</i>	<i>District Managers</i>	<i>Supervisors</i>
WASHINGTON 8, D. C. 3000 Albemarle Street EMerson 3-1281	KURT SALMON	A. J. QUICK, PERSONNEL
NEW YORK, N. Y. 230 Fifth Ave., Suite 1710 MUrray Hill 5-7983	RALPH E. ROSS	R. O. RUNNELS, ENGINEERING K. D. VOUGHT, ENGINEERING P. C. LUTZ, JR., CPA, SYSTEMS
GREENSBORO, N. C.	K. K. STRIEGEL 101 Keeling Road, West 3-0705	
NASHVILLE, TENN. 717 Stahlman Bldg. ALpine 4-7594	J. W. EGOLF	
ATLANTA, GA. 118 Trinity Place Decatur, Ga. DRake 8-1728	R. F. ENGMAN	J. J. ULLMAN, ENGINEERING
CHICAGO, ILL.	CECIL GILLESPIE, CPA SYSTEMS DIVISION 355 Ridge Road Kenilworth, Ill. 880	

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