

Published by and for the Personnel of KURT SALMON ASSOCIATES, INC., Washington, D.C.

MY MOST INTERESTING ASSIGNMENT

By

Freddie Wood

After receiving that shocking memo from Mary--the one that says "It's now your turn"--my first vivid memory is that of sitting in a colorful New Orleans bar with Jack Ullman some six or seven years ago. Jack had just finished a very stimulating conversation with one of the local belles (I believe her name was Betty, wasn't it, Jack?) and we had gotten back to the discussion of our assignment for Wembley, the necktie company. The assignment was finally coming to its conclusion after about fourteen months of struggle. Jack commented that I could take some solace in the fact that no matter how many assignments I eventually worked on in KSA, this would probably be the one I would write about when my time came to contribute to this column. For several years thereafter, this was certainly true. The Wembley job was extremely interesting because of being located in New Orleans, the paternalistic management, the fact that it was the largest necktie manufacturing company in the world, and had--I am sure--the most intractable group of centerfold operators that have ever been placed on this earth.

However, some three or four years later, I was fortunate enough to be assigned to work for the Palm Beach Company in their trimmings' room in Newport, Kentucky--then proudly proclaiming the title of "Sin City, U.S.A." This job was interesting not only because of the technical aspects of the work but also because of the location, the interesting personnel, and particularly because of the manager, who fortified himself each morning at the bar across the street from the plant with four straight shots of Kentucky Bourbon. This was his breakfast and--

KSA-EUROPE

By

Kurt Salmon

You may be interested in a few of my reflections on my recent annual inspection trip of our European affiliates. I was pleasantly surprised by the technical breakthroughs which were being made, especially in England and Italy.

One of these is a dress trouser installation at Facis, Italy. It was implemented by our French affiliate through Fredy Hollenbach, who was on loan from our German firm. The job was supervised by Stig Kry. When I tell you that we wound up with a standard of 27 minutes, inclusive of pressing, on this suit trouser job, you will readily agree that they don't have to take a back seat to our U.S. figures with results like these.

At Middlesbrough, England, we are doing some workplace engineering in a coat shop, the like of which we have never done in the U.S. (Watch for the manual of Prices Tailors--or John Collier, as they may be called--next year.) This job is being done by Keith Atherton, under Stuart Hollander's supervision and Stig Kry's intermittent guidance.

Moreover, in a shirt factory being engineered by Louis Mitchell, I found very impressive breakthroughs in workplace engineering, featuring the wide-spread use of compressed air for activating disposal and stacking devices. Mahlon will soon be distributing details on this.

It will be no surprise to you--in view of the foregoing--that I found the quality of the technical papers presented at the annual meetings, which coincided with my presence in Europe, on a higher level than had marked such efforts in previous

Continued from Page 1

years.

England is making regular, sizeable and rapidly growing profits and has a five-year plan calling for a staff of 21. Germany and France--the latter handling Italy, Spain and Portugal, as well--have made great improvements in staff size, sales situation, and hence performance compared with a year ago and should also operate in the black in the calendar year 1965 or sooner.

The need for our work in Europe is very great so that the rapidity and degree to which we can operate profitably there is almost a quotient of our own decision with respect to the amount of money we want to reinvest in the recruitment and training of additional men.

While we have subsidized Europe by sending a number of men there from here, at a not inconsiderable loss in fees, etc., to us here, this has not been all a one-way investment. For, aside from assuring ourselves of the maintenance of quality and thus a reputation comparable to that which we enjoy in the U.S.--a must--we are deriving three other benefits from this: We are building a reputation as international consultants (and are already the largest in Europe as well); we are assuring ourselves of a two-way flow of technical knowhow; and last but by no means least, every man we have sent over there to date has come back a better man for the experience gained there to a degree that can only be achieved when someone tosses you a ball and says: "It's your ball, run with it!"

We have a long way to go in Europe but we have also come a long way in a very short time, and it has been gratifying to me to note that our staffs in Europe seem to have the same high morale and enjoy their work as much as do our fellows here in the U.S. I feel this speaks well for our system of recruiting Europeans, training them over here and giving them KSA/USA type guidance for a while. It also augurs well for our future, both

here and on the international scene.

Continued from Page 1

although I am sure it did not meet the minimum daily adult requirements of certain vitamins--it certainly prepared him well for the day's work. He also carried on a perpetual poker game with the shop steward, two of the girl spreaders, and two of the cutters. The poker game took place every morning during the fifteen minute break, continued through lunch (after the manager ran across to the bar and had two more straight shots) and carried on through the afternoon break. After leaving work, the manager again visited the bar and had additional fortifications for the trip home. He never gave any indication, while in the plant, that this affected him, and I stood in awe of his ability to consume so much alcohol and yet walk steadily, speak well, and control himself.

I decided to join him on one occasion with the hope that he might accept me and my ideas more readily. Therefore, one afternoon early in the assignment, I went with him to the bar and matched him drink for drink. After about five rounds, he decided to go home. I said I wasn't quite ready to go; the real reason being that I felt if I removed my elbows from the bar, I would collapse on the floor. After several cups of black coffee, I finally managed to get home. I don't know whether this particular method is one that Dale Carnegie teaches--or that Kurt would prescribe; however, it's one I'll never again attempt!

This assignment certainly vied with Wembley for the most interesting up until that time.

About a year later on a flight from York, Pennsylvania, to New York City, Dean casually asked me if I would be interested in going to England. This excited me and was the beginning of what, without any question, has been my most

Continued from Page 2

interesting assignment.

In writing about my two years in England, this column will not be devoted to any one job or to the technical aspects of a particular assignment. The assignment in England was my most interesting, primarily because of the opportunity to work with the fellows in KS-PEA, the opportunity to travel throughout Britain, and the stimulation of working in another country.

There are so many things that happened it is difficult to know exactly where to begin, what to include, and where to end. Thus, I have tried to select some of the most interesting things that happened. These will be listed in no particular chronology and will be vignettes of various occurrences.

The first actual assignment with which I was involved was for the Ramar Dress Company in Crook, County Durham. This company is nestled among the hills of County Durham, and from the office windows you get a view of the lovely Durham countryside. I particularly remember visiting with Richard Clarke's family in Edinburgh, Scotland, during the course of this assignment. Sometimes, I would fly to Edinburgh and spend the night with Richard and his lovely wife, Toni, and their children. We would play cricket or badminton and then have a good meal, sit in front of the open fireplace in their hundred year old house, and discuss the next day's work. Then, up at five or six a.m. to make the three hour drive to Crook. Much of the drive was along roads which date from Roman times. Upon arriving at Ramar, we would dig into the job with Bryan Warren, who was the staff man on the assignment. This was an interesting assignment; and particularly outstanding was the work that Richard did on the development of a production control system and the standard data system which Bryan installed. I strongly recommend the study of the Ramar manual; Volumes 1 and 2. The production control system is well documented as is Bryan's method of developing

standard data.

It was at Ramar that I first discovered some of the basic differences in apparel manufacturing between Britain and America. One of the most obvious differences was the youth of the operators. Most of the girls were sixteen or seventeen years of age and I imagine the average was only seventeen or eighteen. This turned out to be typical of most plants. Also, the top executives ate in an executive dining room on the top floor of the plant. The middle management personnel ate in a special dining room, and the operators had their own cafeteria. This segregation between levels of supervision, as well as the personnel in the factory, was found to exist in most plants in which we worked.

Often our travels brought us to Leamington Spa in the Shakespeare country. Stuart Hollander and his family lived there in an old Tudor house. Weekends there with Stuart, his wife, Gill, and their two children, were always pleasant and stimulating. The country around Leamington is beautiful and filled with history.

Another of the assignments with which I was involved was for the Tweka Company in Geldrop, Holland. This is a very large manufacturer of ladies' swimwear, and it is interesting to note that they have one plant which manufactures nothing but bikinis. Our work there consisted of standard engineering work as well as a statistical quality control system which was installed by Bob Fitze. I visited Geldrop many times and always found a visit to Holland fascinating.

One particularly interesting experience occurred in the Amsterdam airport. Sitting in the waiting room writing some memos, I suddenly heard raucous voices and looked around to see a group of people storming through the door. They were obviously American, and as they came nearer and more of them piled into the room, it was apparent that they were Southern. Several of them sat at a table

Contd. P. 4, Col. 1

Continued from Page 3

near me, and I could discern that their accents were not only Southern but seemed to be Georgian. I walked over to one of the group and asked him if they were, in fact, from Georgia. He was very surprised and said yes, indeed they were. I then told him that I was from Milledgeville, Georgia; to which he replied, are you Freddie Wood? This rather floored me.....here we were in Amsterdam, and when I said I was from Milledgeville, this stranger seemed to know who I was. It turned out that he was a good friend of the late Norman Camp of Barrow Manufacturing Company. Norman had told his friend that when he visited Europe, if he came through London, he should look me up because I was a friend of his from Milledgeville. This explained how he surmised who I was. He then grabbed me by the hand, walked me across the room, introduced me to a gentleman having breakfast--who turned out to be Ernest Vandiver, then Governor of Georgia. So, there I was, having breakfast in the Amsterdam airport, with the Governor of my home state.

Another interesting--although very embarrassing--situation happened in the Amsterdam airport. I had come to Amsterdam for a return flight to London, following a visit to Tweka to discuss with the owner some plans for engineering their bikini unit. During our discussion in the owner's office, a shapely German model walked in several times, modeling their new line of bikinis. Mr. DeHeer would interrupt our conversation, examine the bikinis--and, I suspect, the model as well--and eventually return to our discussion. I must admit that I was probably not as incisive in our discussion of the technical aspects of the proposed work as I might have been with an atmosphere more conducive to business. However, I made a point of getting a visual impression of the model, and when I walked into the waiting room at the Amsterdam airport I saw her sitting alone at one of the tables. Being interested in the construction features of bikinis...I walked over and asked her if I might sit down. The expression on her

face when I said this is very difficult to describe; it consisted of a combination of surprise, indignation, and, perhaps, fright. She didn't say anything, and therefore I continued to explain to her that I had seen her in Mr. DeHeer's office and would just like to talk with her. The next thing I knew she had called one of the waiters over and, speaking in German, told him that I was annoying her. He turned to me and explained that the girl did not know any English, did not know me, was very annoyed and asked that he please tell me to leave. I then went through the long explanation of telling him that I had seen the girl modeling bikinis in the office of the owner of a bikini manufacturing company in Geldrop. This was very difficult to get across and, I think, was somewhat unbelievable to the waiter. At last I got this across and he translated it to the girl, who then burst into a very broad smile and asked the waiter to please apologize to me, and ask me to sit down. Fortunately things turned out well, but during this conversation, a group of some eight or ten people had gathered around, and I thought I would never extricate myself from this embarrassing situation.

Stuart and I were asked to give a lecture to the Clothing Institute's annual summer school in 1963. The summer school was held at St. Edmunds Hall, which is the oldest college at Oxford University. The gates closed each night at 10:30, and the wall surrounding the school had broken bottles and other bits of jagged glass on top so that it was difficult to get out of the courtyard. However, during the last meeting on Saturday, a group of ten or twelve of us were sitting in one of the rooms discussing the conference and the industry in general, and we were naturally imbibing some good Scotch whiskey. The Scotch ran out about 10:30, all the pubs had closed, and there was nowhere to buy any additional whiskey. However, Bob Gibson, a Georgia Tech graduate who runs Cluett Peabody's operations in Britain, and I, managed to get over the walls. We went to a local pub, and

Contd. P. 5, Col. 1

Continued from Page 4

talked the innkeeper into selling us a couple of bottles, though it was illegal. We then came back over the walls without getting cut and had quite an interesting session well into the early hours of the morning. It was during this summer school that Stuart presented his paper, "Sewing Room Principles and Practices", which I heartily recommend to those of you who have not read it. Stuart's presentation was the hit of the conference and, in fact, his article stimulated much interest throughout Britain. I personally think it is one of the best articles that has come out of KSA. It was with a sense of great pride that I listened to Stuart present this paper.

One of the most interesting jobs that was started while I was in Britain was the engineering of a coat shop for Prices Tailors, Ltd. This work is still going on, and Keith Atherton is doing outstanding work on this assignment. The shop is large, employing about 700 people, and this job came about as a result of the excellent work Stuart and Keith did in the Prices' trouser units. I firmly believe that the coat shop at Prices will be the best engineered anywhere when completed. The workplaces are outstanding; the production control system is one of the best that we have developed, and the management, under Keith's guidance, is developing into an outstanding team.

While I was not directly involved in the work for Kesko in Lahti, Finland, it was with interest that I read the reports which came from John Waugh, who was the resident engineer on the job. John's reports were colorful, and many of you have undoubtedly read in the "KSA News" his vivid description of Finland. He has since returned to Britain and is presently finishing the first phase of an assignment for Radiac, a shirt manufacturer in Northern Ireland. I have just read a report of this assignment, and John, along with Ted's help, has been able to reduce the standard minutes in the shirts at Radiac, exactly by half. This is rather embarrassing to me, be-

cause I had estimated in the survey that we would be able to take out about one-quarter of the standard minutes.

Another interesting shirt assignment that was started while I was in England is presently being undertaken by Louis Mitchell. The assignment is for the Pelaw factory of the Cooperative Wholesale Society. CWS is a large cooperative operation with annual sales of over one billion dollars. This, I believe, makes it the largest single company for whom KSA has worked. Louis is taking out straight lines and installing a progressive bundle unit. From all reports, as well as from comments made by Mahlon during a recent visit there, Louis is really doing some outstanding workplace engineering at CWS. John Waugh and Stuart had previously engineered one of the trouser units of the CWS organization and this led to our work at Pelaw. This company epitomizes the rapid strides which the apparel industry in Britain is making toward modernization.

Marks & Spencer, Ltd. is one of the largest retail chains in Britain. They are highly quality conscious--perhaps more so than any of the leading chains in this country. Our first assignment for one of their suppliers is being undertaken by Rex Lawrence. This work is for Max Bernstein, Ltd., located in Widnes. Widnes is perhaps best known for being located near Liverpool, the home of the Beatles. Rex is engineering a shirt unit, as well as a pajama unit. Mr. Bernstein was visiting in this country recently and reported that the reorganization is going very well.

Ben Johnson-Hill completed an assignment for a boys' clothing firm in Belfast, Northern Ireland, and has now started the engineering of a jean and overall factory in England. Ben really earned his spurs on the boys' clothing assignment as this was a firm with very weak management as well as young girls with exceptionally low working pace. Ben took out straight lines in a trouser and a knicker unit and combined them into

Contd. P. 6., Col. 1

6.

one progressive bundle unit.

The above have been only a few of the many interesting occurrences that happened during my two year stay in Britain. Furthermore, the jobs mentioned have only been illustrative of the many interesting assignments which the KS-PEA staff has conducted and which are presently being undertaken.

The evolution of KS-PEA has been, in itself, a most interesting story and I have been very pleased to have had the opportunity to be, at least to some degree, a part of the development of the firm. From the early days when Dean first visited Britain to make a market survey of the industry there, through the difficulties of getting established which Ross had to bear, through the great strides made under Stig's guidance, up to the present time when the Company's solidification is being conducted under the leadership of Stuart and Richard, this has been a very gratifying development.

It is fairly clear that today KS-PEA is the leading apparel consulting firm in Britain. The apparel industry in Britain is making rapid progress in technology and modern manufacturing techniques and KS-PEA is contributing much to this advancement. Not only has KS-PEA contributed to the development of the firms for whom they have worked, but the work that the staff is performing is, no doubt, helping to stimulate many British firms to think in terms of modern manufacturing and is having a healthy effect upon the British Apparel Industry.

Merely to have spent two years in Britain would probably qualify this as my most interesting assignment; couple this with the stimulation of working with a really great group of people, and there is no doubt.

As I finish this very incomplete and inadequate description, I close with the feeling that just ahead lies another "most interesting assignment."

NEW EMPLOYEES

USA

The first two employees in 1964 were secretaries--one for New York and the other Washington.

Miss Helen Jacobs reported for duty at the New York office on March 9. She came to us well qualified for the job with several years of secretarial experience and customer liaison work. Helen is doing a good job of handling Dean's and Ross' work, as well as that of "visiting firemen" from the Engineering Division.

Helen's hobbies are tennis and bridge.

--

The Washington office claimed the second secretary, when Mrs. Rosemary Kutchman replaced Monika Brown and began learning the ropes in bookkeeping on March 16. She has already shown her capabilities and is discharging her duties well, even though her previous experience had not been in this particular category of office work.

Besides her job, her husband and baby daughter, Rosemary finds time to continue her studies in ballet.

--

On April 9, Lynwood Johnson became a part time employee. After completing his requirements for his Ph.D. in Industrial Engineering in June--while fulfilling his duties as an assistant professor at Georgia Tech--he will write his thesis. He will report to KSA on a full-time basis September 1 to devote his skills to our O.R. Division.

--

Edwyn Berger is now a KSA-ite--as of April 16, when he became associated with our Engineering Division. He is a graduate of the University of Virginia and hails from Ohio. Because of his experi-

.

Continued from Page 6

ence in the warehousing field, he was asked to lend a hand on the job at Seminole. When this assignment is completed he will then catch up on other phases of his training.

--

The activities of our Personnel Division have increased; therefore, on April 27 Raul Da Silva was added to their staff. He received his B.A. in Psychology from Adelphi University and is experienced in his chosen field. Since joining KSA, he has been familiarizing himself with some of the personnel methods used in our particular industry. He will be working out of New York with Abbie Jean and Wes.

--

Werner Gemmel joined KSA on May 4. He is a native of Germany and received his education there. He has 12 years experience in our industry and after a couple of weeks of familiarization with our procedures, he was asked to assist on a survey. He then proceeded with his training program, so he will be well qualified in KSA-techniques.

--

Shepherd Odom is another recent addition. He joined our Engineering Division on May 11. He received his B.S.I.M. from Auburn this year, and following his indoctrination in Washington and Atlanta, is now down in McRae learning how not to sew his fingers, as well as how to make pants. Our industry is not completely foreign to him as he worked at Russell Manufacturing Company on a part time basis while going to school.

--

June 1 marked the date of Leslie L. (Monty) Weaver's joining hands with KSA. He is a recent N. C. State I.E. grad. Monty worked for six years and gave a couple to the Navy before completing his education. He, too, is now at McRae getting his feet wet in our industry.

Last, but not least, came A. Joe Adkisson on June 8, immediately after receiving his M.S.I.M. from Georgia Tech. Joe's education was also interrupted by a couple of years service--the Army--and a year of working. He spent a couple of weeks at the Atlanta office before reporting to Washington to complete his indoctrination and is expected to head McRae-ward soon.

--

EUROPE

The British and French affiliates each had a man reporting to Washington on the same day--February 10.

Richard Dunlop, from London, who had at least one phase of experience in our industry, went through the usual training for short-term trainees from Europe and returned home the middle of May. Richard's stay in the States was marred by the fact that his wife and children were hospitalized with scarlet fever which, understandably, caused Richard grave concern.

We do hope that he found his family completely recovered and know they were very happy to have him home again.

--

Jean-Loup Lamarche is the French trainee and it is expected that he will be here for quite some time for extensive training. (Further details regarding Jean-Loup will be found elsewhere in this issue under "Engagements and Weddings.")

--

April 28 marked the end of Othmar Ricklin's American tour of duty. He had been with us since last January and lent valuable assistance on various assignments, the last of which was at Burnley Shirt.

When Othmar and his wife left, they were returning to work with KSA-France, but when they reached Paris, Othmar was sent to London for a short period to help KS-

Contd. P. 8, Col. 1

Continued from Page 7

PEA pull a few irons out of the fire.

Werner Iten was also recalled by KSA-France on May 14, as they badly needed Werner to staff a rather sizeable assignment in Italy. He had been in the States since last September.

KSA-France wanted Werner even sooner, but because he was on the Monroe job, it was necessary for him to stay on until someone Stateside could be freed to take his place.

We will miss both Othmar and Werner--our Swiss engineers--who had been with us long enough to make us feel they really belonged here, but know they are sorely needed in Europe.

We hear that KSA-G.m.b.H. is anxiously awaiting Tom Fleischer's return, which will probably be in July--at the end of his present assignment.

.....

DISPLACED PERSONS

In spite of the return to Europe of three of their staff, we still have four with us. They are Dick Eger, who is continuing to lend valuable assistance on the Joyce Sportswear job in Gary, Indiana. However, Dick (and family) is expected to be heading back to Germany very soon. Then there are the three long-term trainees from KS-PEA who are still with us, namely, Greig Barr, the Graham Gillivers and the James Malcolms.

At this time we have four of our KSA people in Europe--Stig Kry and Jim Perry in Paris, Ted Theodorsen in London, and Lutz Kohnagel in Darmstadt.

.....

SICK LIST

Unfortunately, several of our folks fell in this category since our last issue.

Fortunately, however, all but one has recuperated completely.

Bill Cagnon is not yet back to his full good health, however, we know all of you will be as delighted as we are to hear that Bill is making good progress--even to the point that he is talking about duties at home, part time. We are thrilled that you feel up to such thoughts, Bill, but don't be hasty; we're all interested in your complete recovery. Keep up the good work.

Erma Stenger was hospitalized for a week in January due to a back injury, and like all back ailments, it was quite painful. Happily, though, Erma seems to have completely recovered and is back manning the New York office switchboard at which she is a real pro.

The infant son of Lillian and Eric Chipps, Master Jeremy, underwent successful surgery in March and the reports are that the little fellow is fine now. Of course, we are always sorry to hear of the illness of any of our "family", but particularly so with the children.

Clara Engman recently underwent surgery and came through with flying colors. Clara's sunny disposition is still with her and you will be glad to know that she has recuperated sufficiently to be back at her daily activities.

We feel that a couple of recent illnesses certainly bears out the fact that we do have some youngsters on our staff. As reported in the Bulletin, Randy Nord was hospitalized with mumps. More recently, Wes Burton had a bout with measles. Now this is really stealing their children's thunder! Glad to report they both made complete and satisfactory recovery.

.....

DIAPER LINE

The baby daughter of the Josh Taylors is the only birth we have to report this time. Rebecca was born February 12. Congratulations to Jeanne and Josh.

.....

NORTH OF THE BORDER

By

Margery Smith

No, this isn't a mistake. We are "north" of the border--about two miles north of the Mexican border in Brownsville, Texas; a "sleepy and lazy" town, as it has been described by one of the leading news magazines. To my knowledge, it is neither of these, however, there are both sleepy and lazy people in this town--yours truly falling in both categories at different times.

This is supposed to be an article of my most interesting experience, which would be our present assignment. However, as I sat down trying to recall experiences out of the past I found myself reminiscing, so if you don't mind, I'll just reminisce on paper.

Extensive traveling was fairly new to me. Before Earl joined KSA, my traveling had been limited to vacation trips each summer, the longest excursion having been Miami and Key West, Florida. Needless to say, all this soon changed after 1959. At first, our assignments were in the Southeast--Winston-Salem, North Carolina; back to Georgia (Athens) just in time for our pride and joy to be able to claim Georgia as his place of birth; back to North Carolina (Lexington this time) and then....Oklahoma! Believe me, for a small town, North Georgia girl, this was quite a move.

Adjustments were soon made though, even to the tornadoes. This was the first adjustment, as an alert was sounded about two days after we arrived in Okemah while we were in a motel. One afternoon a rap on the door was followed by an urgent "Mrs. Smith." It was the manager of the motel telling me that a tornado was headed in our direction and that I should hurry to the storm cellar. Mark was still napping, but I grabbed him and followed in quite a hurry. Fortunately, as is sometimes the pattern of tornadoes, this one turned in another direction and we were safe again, until the next one. Our house was equipped with a storm cellar--chest deep in water. Sev-

eral late afternoons and many bags of cement later Earl had it dry and ready for use.

I was never very weather conscious until this move to Oklahoma. There I heard of and saw my first "norther" but not the last by any means. Late each afternoon we surveyed the skies to see from what direction our disturbances would come that night. All storms were "weathered."

We made a trip to Anadarko, the Indian City. There we saw typical Indian Villages and Mark had his picture made with the Indians in their full regalia. He doesn't remember too well (being only one and a half at the time) but it was all recorded in pictures, so he is content with these.

Okemah was the only place where we had a house rented and waiting for our arrival, thanks to JJU. This was the house for rent in Okemah--the most expensive in town, equipped with dishwasher (it didn't work except in the middle of every night when it poured water all over the floor), a disposal which was very temperamental, and an airconditioner that worked beautifully except for one morning when it laid a smoke screen all through the house!

We soon became known as "the new people in town who live in that \$65/month house" and everyone was quick to tell us we were paying entirely too much rent.

With every day "wash day" with a little one around, this soon became a major chore--would there be enough water and would it be clear or muddy. More often than not it was muddy. Okemah needed a new water supply and were trying desperately to finance one. This was a small town full of very fine people anxious to keep their town prospering.

Okemah had their "Pioneer Days" celebration while we were there, with typical, pioneer costumes, covered wagons, trail riders, etc. Here we saw our first rodeo.

Contd. P. 10, Col. 1

Continued from Page 9

We had quite an adventure with the telephone. Until we convinced our son that it wasn't a toy, there was never a dull moment. Okemah didn't have dial phones and, of course, every time it was picked up the operator was alerted. Mark thought it was delightful to have someone other than Mommy to talk to anytime he chose, but I can assure you the operator was not as delighted. Our number was quite simple--62. I wonder how the people there will react to area code plus a seven-digit number.

There's very little more to tell about Okemah, Oklahoma. It is a small, small town which was once a "boom" town during the early oil well days. Some of the friendliest people live there, quite a large number of these being Indians, and we left behind some very dear friends. Oh yes, an Indian lived across the street from us and was our postman.

That brings us to Brownsville in October. Inasmuch as the weather was very cool when we left Oklahoma, I packed away almost all of the summer clothes and brought mostly winter ones. It was 90° when we reached Brownsville and I started my contribution to Brownsville's economy almost immediately.

Each November the valley's population is swelled for approximately six months with winter visitors from the northern states and Canada. Inasmuch as we arrived in October, we were just ahead of the winter visitors, so with high hopes we started scanning the "for rent" sections of the Brownsville Herald. Earl went to work and I went house hunting. I was very fortunate in finding a house the same day--and such a nice place. Honestly, it was more than I dared hope for.

The maid situation here is a housewife's dream. A live-in maid is \$8/week, while a day-to-day maid is \$12-\$15/week. Needless to say, I was quite carried away with this. Too much so, I'm afraid. Of course, finding the right one is a process of trial and error. I had several

working for me at different times. However, one day when Earl came for lunch there were two here the same day. There was a logical explanation for this but it escaped me, when I first tried explaining it to Earl. Eventually, I managed to tell him one came from the Employment Agency and could only work that one day, while the other was available any and all days (a neighbor sent her) and was there so she wouldn't begin work for someone else. We had a very clean house that night, windows, floors, everything and all boxes unpacked!

We had only been in Brownsville a short time when the first "norther" blew in. What a sight! Had we been in Oklahoma I would have headed for the storm cellar immediately. But since we were in the magic Rio Grande Valley I stayed and watched. It is really a beautiful sight on the way in, but once it's "in" it is rather unpleasant. Temperatures drop rapidly and as much as 40-50 degrees in a matter of a few hours, usually with a blowing rain. They only last a few days and then are forgotten until the next one.

This is truly a magic valley. At least you think so when you drive through the farms and see row after row of fresh green vegetables and fruits growing and eventually filling the grocers' bins in the middle of the winter season. Upon hearing TV advertisements about the "magic valley", Mark decided this was the valley of the Jolly Green Giant. We're still looking for him and even though he hasn't been seen there is certainly evidence he's been here.

Padre Island is only a few miles from Brownsville and the summer months will find a large number of people picnicking, swimming and fishing. There is someone each new season that finds some of the buried treasures supposedly left by sunken Spanish ships and pirates many years ago. We haven't found any of the gold and silver coins but we've collected quite a few sea shells and treasures (rocks to us but treasures to a four

Contd. P. 11, Col. 1

Continued from Page 10

year old) that will probably have to be moved if I can't manage to lose them between now and next moving time.

We've visited the Alamo and what an experience! It really takes you back to the history books for more research and a better understanding, and certainly a deeper appreciation of our American heritage. Mark was very impressed with the display of Davy Crockett's guns, knives, pieces of clothing, etc., and Jim Bowie's famous Bowie knife, but he was more than disturbed when he saw a picture of Davy Crockett. He was sure it wasn't him since he's familiar with Fess Parker and it took quite a lot of explaining, ending with Earl buying him a coonskin cap to get his mind off the picture.

Each year before Easter as a pre-Lenten celebration, Brownsville and Matamoros, Mexico join together for Charro Days. Charro Days is essentially a costume festival with fun and frolic being the rule of the day. This celebration is the height of the tourist's winter visit and many wait all winter for this and leave Brownsville shortly after, but never before it's over. Several parades are held each day and also at night, both in Brownsville and Matamoros. School children practice for weeks for their own children's parade. Typical Mexican costumes are worn and native dances demonstrated during the parade. Costume balls, street dances, private parties, bull fights, carnivals and much merry-making goes on. We've witnessed two of the Charro Day celebrations and still haven't seen everything there is to see. The downtown area is very active and made more lively during these days by strolling mariachis, street decorations, window displays all depicting the colorful background and history of the border country of which Brownsville is the metropolis.

This is quite a place for fishermen. If you aren't one when you get here, you probably will be before you leave. When we arrived, we had one very small rod and reel--now we are a four-rod and reel

family. It isn't very hard to catch a fish here. Even I have managed to catch a few and now we know the names of all sorts of fish never before heard of until we moved to the Tip-of-Texas.

A very interesting experience is a trip to the Juarez open market in Matamoros, Mexico, just across the river. Here you engage in quite a "bargain-battle" with the local proprietors. Each operator sells almost the same thing as his next door competitor and all under-bid each other. It is quite a challenge to see just who out-wits whom. Upon turning and walking away the owner immediately drops his asking price. Very seldom does he expect to get his first "asking" price. All sorts of straw and leather goods, linens, pottery, silver, onyx, jewelry, etc., mostly hand-made, are for sale in the market.

Matamoros also has its Plaza, as does every Mexican town. Here each night the Mexican folk gather for visiting, songs and guitar playing for which they are so famous.

I could write more and more but then someone else might have an article to be presented in this issue!

I'd like to say "thanks" to KSA and those responsible for our stay here in the magic valley of the Rio Grande. It has been quite an experience and education. But, with all this, when the word comes to move again, I'll be ready, even though I know tempers will flare, legs to tables won't be found for several days, none of the present drapes will fit, and I will have too much packed in the car--but not what we need.

And now as the sun sinks slowly in the West in my travelogue of Brownsville, North of the Border, and a little bit of Mexico, South of the Border, I bid you, Adios Amigos!

.

ENGAGEMENTS AND WEDDINGS

Even though the notice first appeared in the Bulletin on the first three fortunate people (Wilcox, Caldwell, Schwartz), we feel such good news is worth repeating.

The engagement of John Wilcox and Gwen Cooper has been announced, and the date of the nuptials is July 4.

John Caldwell and JoAnn Riner were married in Wrightsville, Georgia on February 16. Business and pleasure added up to marriage in this case, as the bride was office manager for John's client.

On March 5, Marsha Jacobson became the bride of Chick Schwartz in Wilmington, North Carolina, where you can find them now, while Chick continues his assignment at France Neckwear.

May 30 spelled wedding day for Chuck Paysen. Following their honeymoon, Chuck and his bride, Pat, reported in at the Atlanta office, as Chuck expected to be working in that area for a while; however, he was needed to assist John Caldwell on the job at Brookville, Indiana.

Jean-Loup Lamarche's training in the U.S. was interrupted in mid-May for him to return to Paris for his marriage, also on May 30. We are happy to report that not only is Jean-Loup back with us, but also his lovely bride, Nicole. They, too have gone to Brookville, Indiana.

Any day we expect to hear from the Niagra Falls Chamber of Commerce inquiring as to what Brookville offers newly-weds that they can't. Our only answer will have to be "our client, the Jay Garment Company."

Tom Fleischer was married on June 5 in Montreal. His fiancée, also from Germany, met him there for their wedding. Following the completion of Tom's present assignment at Olympic Knit & Sportswear, he and Doris will honeymoon in the U.S. for three weeks before returning to Germany.

We should like to wish loads of happi-

ness and good luck to all of our newly-weds--and congratulations to you, John, on your engagement.

.

I THESSALONIANS CHAPTER 4 VERSE 11

Bob Solomon sent us the following anecdote:

The J. P. Stevens plant engineer and I were selling new standards to a group of about 25 tufting machine operators. He was doing the selling and I was standing by to cover anything he missed. During the buildup, prior to listing the standards, he was interrupted several times by Josephine, one of the oldest operators, stating reasons why she couldn't make the new standards--without even knowing what they were!

After the listing, she took the floor again and repeated most of her earlier statements until the other operators succeeded in getting her quiet so they could ask some questions. The plant engineer did a real good job selling the other operators on the idea that if they would just sit at their machines and work, the standards could be met, and soon they would be exceeding them and making good money. Several operators thought the standards very fair and said so. Josephine managed to get in a few more comments just before the meeting broke up.

As the group stood up to leave, the plant engineer said this: "Just a minute, everybody. As you know, the Bible contains a wealth of advice which would help any of us if we would heed some of this advice. One particular bit of advice that I think would be helpful to all of us (and he paused and looked straight at Josephine) is contained in "I Thessalonians Chapter 4 Verse 11." If you would like to (again looking at Josephine), look up this verse and heed its counsel."

Josephine has been a model operator

Contd. P. 13, Col. 1

Continued from Page 12

PANGS OF CONSCIENCE

since she--and most of the other operators in the room--looked up this verse:

"And that ye study to be quiet,
and to do your own business,
and work with your hands,
as we commanded you."

.....

Eric Chipps questioned the propriety--because of his British ancestry--of celebrating George Washington's birthday (the plant was closed). Says Eric, "Wasn't he the chap who caused a lot of trouble?"

.....



GOT A MINUTE, QUINTON?