

July, 1954



Vacation Time

The Scintillator



PUBLISHED MONTHLY BY
SCINTILLA DIVISION

OF

BENDIX AVIATION CORPORATION
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THE first issue of SCIN-SIDE NEWS, a weekly digest of news and notices, will be making its appearance on the bulletin boards later this month. In addition to consolidating notices for more convenient reading, the news bulletin will be an economy maker by way of savings in paper and time required for the preparation and distribution of separate notices. As suggested by its name, SCIN-SIDE NEWS will also contain items of current "inside news" at Scintilla.

Under the heading of "Things We'd Like to Know", we've been wondering if there are any '300' bowlers at Scintilla. If so, we would like to do a story about them. Anyone who has ever bowled a perfect game is invited to get in touch with the editor by dialing Ext. 505.

Behind the Cover

It was a wonderful two weeks!

The bass drum beat of the surf on a shore in Maine...gentle breezes blowing light kisses across an Adirondack lake...golden oceans of ripening wheat rising and falling in deep waves out Chicago way.

That's the beauty of a vacation—new things to do and plenty of leisure time to do them. We imagine Scintillites covered just about every point a car can reach and return in two weeks. It makes no difference where you went, or what you did. Vacations are wonderful. Everyone needs one.

But now it's back to work.

Being only human, we were a bit reluctant to leave all those leisure activities behind—so when it came to this month's cover, we stretched things out by combining a few vacation memories with a photo of Scintillites returning to work.

If our cover has a message, it is simply this: that we've all got a big job to do in helping Scintilla stay competitive. It is a job which can be successfully accomplished only with teamwork and cooperation.

Twelve pages of the Aircraft Year Book for 1953 are devoted to a review of Bendix Aviation Corporation's achievements and activities last year. Scintilla is also included in this section. The Year Book, an official publication of the Aircraft Industries Association, contains complete descriptions and photographs of all military and civil aircraft and all aircraft engines in production during 1953.

Birthdays are always important events and we can't let this issue go by without mentioning the fact that THE SCINTILLATOR becomes a 12-year-old this month. Typical of the times in which it was born, the first issue of your plant magazine in July 1942 carried such slogans as "Increased Production Brings Axis Destruction", "They're Fighting There, So Let's Work Here", and "Production Punishes Tokio."

Photos of several Scintilla men will appear in the INDUSTRIAL BULLETIN, official publication of the State Department of Labor. The pictures—action shots of the men engaged in CD activities—will be used to illustrate an article on civil defense in New York State.

**Establishing Product
Cost and Price
Subject of
Management Conference**



Mr. Kleiner



Mr. Chickering

Costs Are Everybody's Business

Costs are everybody's business!

This point was emphasized at a Scintilla Management Conference on May 24 by Edward O. Kleiner, manager of production standards and estimating, and George Chickering, supervisor, factory costs.

Mr. Kleiner pointed out that an awareness of cost by everyone is essential because each person has control of his own portion of the aggregate Scintilla cost.

"Basically", he said, "industrial costs are no different than the living costs each one of us encounter every day. It varies only in degree of complexity."

Mr. Kleiner said today's industrial costs are highly complex and continually changing. "They not only contain material and direct labor costs, but consist of many other contributing factors."

Using prepared slides, he demonstrated how the cost of an assembled Scintilla unit is established. He pointed out, however, that cost analysis is

not an exact science.

"The Cost Control Department", he said "can only direct, weigh and anticipate the result of other departments' efforts to keep costs at a minimum."

Following Mr. Kleiner's presentation, an explanation of various factors which enter into the establishment of selling prices was given by Mr. Chickering.

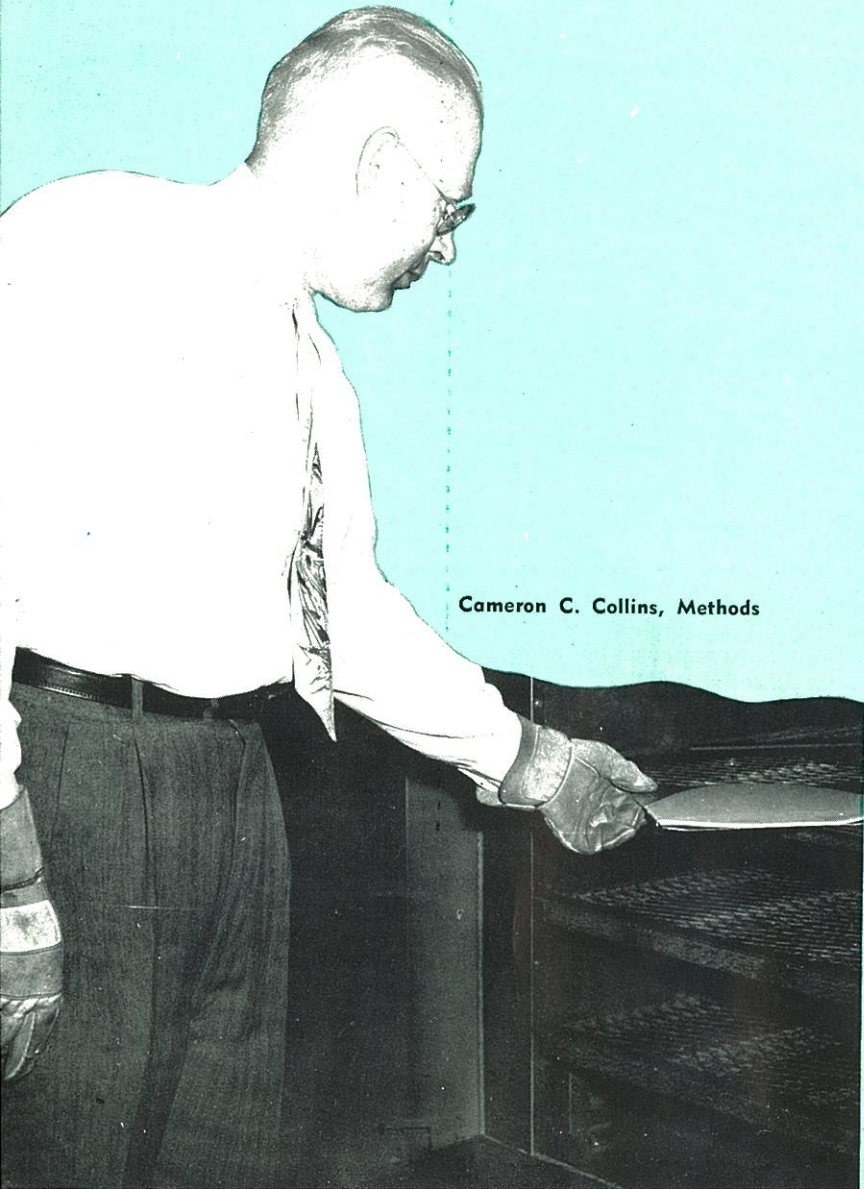
He pointed out that in many instances, in order to stay competitive, it is necessary to establish selling prices on estimates lower than present costs indicate.

"The theory behind this", he explained, "is that it is necessary to obtain business before cost reduction programs can be inaugurated."

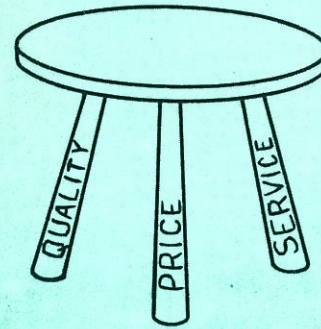
In concluding his presentation, Mr. Chickering said all personnel must be extremely cost-minded in order to maintain Scintilla's competitive position in the field.

Donald S. Jones, director of industrial relations, was chairman at the May conference, final meeting in the current series.

Competition Is Like a Three Legged Stool



Cameron C. Collins, Methods



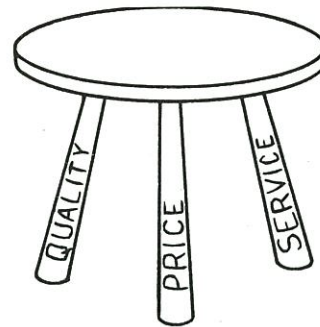
Price is One Key to Job Security

There is no single key to job security! Job security depends on a combination of factors, and the price of our products is one of them. Price is not just something for management to worry about. It should be the concern of every man and woman on the payroll. It is YOUR concern as an individual, because YOU help set our selling price. There is no magic in determining price. Price is based on cost—and cost is a very important part of everyone's job. New methods, resulting in increased productivity and reduced costs, are one means of gaining competitive prices. The way YOU do your work, with efficiency and a minimum of waste and scrap, is another. There is business to be had. We need competitive prices to get our share!

Competition Is Like a Three Legged Stool



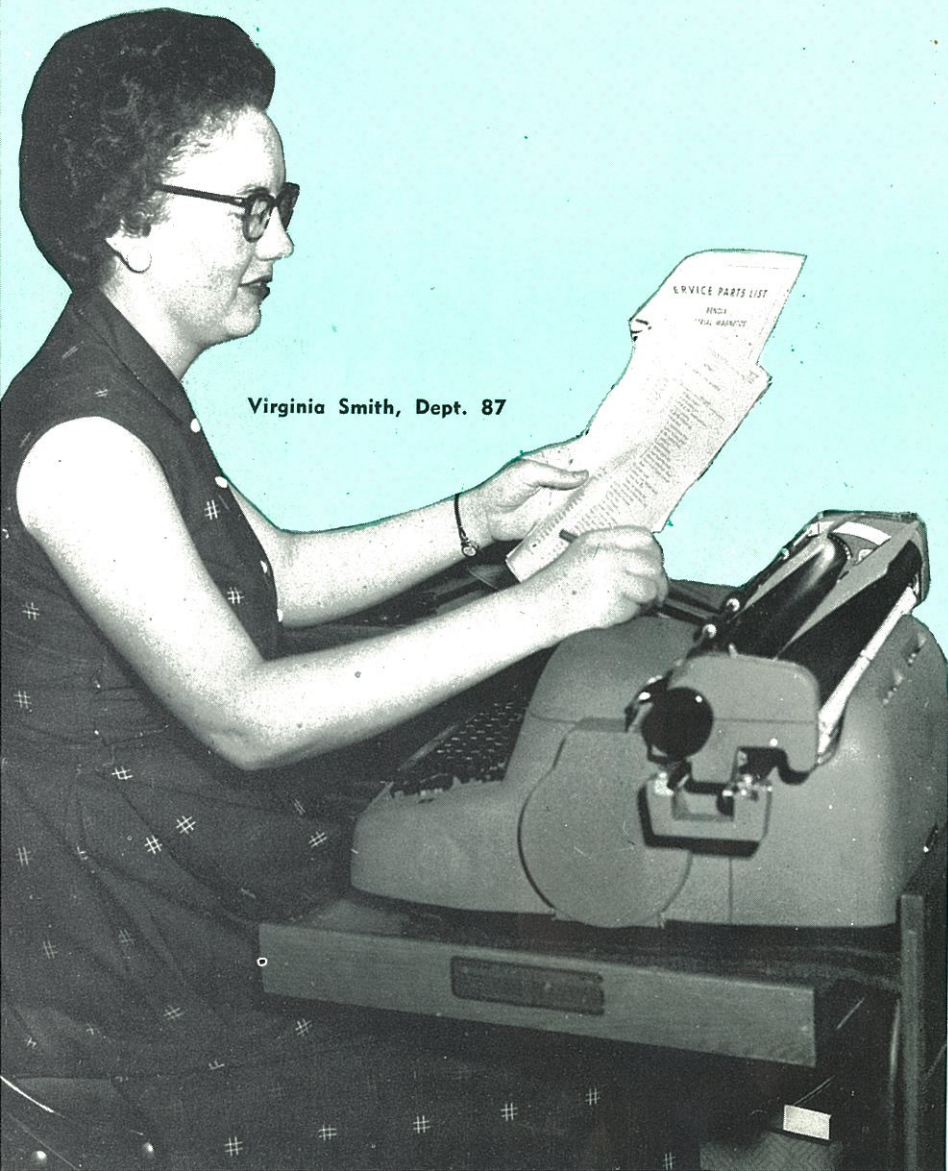
Richard Still, Dept. 28



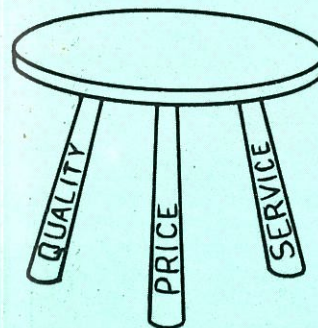
*Quality Has
No Substitute*

Scintilla's products have always had the earmark of quality. Our reputation for quality, in fact, has earned us world-wide renown as "the most trusted name in ignition." This is something for all of us to be proud of. When it comes to basic facts, quality is the product of teamwork. It is the quality of YOUR workmanship added to the quality workmanship of others that produces quality products at Scintilla. The big thing for all of us to remember in this respect is that quality workmanship keeps costs down. In our business quality can never be sacrificed for price. Because of this, the control of such costs as waste, scrap and rework is vitally important.

Competition Is Like a Three Legged Stool



Virginia Smith, Dept. 87



*Service Builds
Good Will*

Service is a big thing at Scintilla. But it is a lot of little things, too. Not too many of us have direct contact with our customers, but the opportunities to provide them with service are numerous. A friendly voice on the phone can go a long ways in making a customer feel welcome. Letters answering requests for information, neatly typed and promptly dispatched, furnish service in a slightly different vein. No, service isn't limited to our men in the field. When you stop to think about it, just about everything we do is measured in terms of service to our customers. What every customer expects can be simply summed up in three words: Price . . . Quality . . . Service! That's why we say that competition is like a three legged stool. It needs all three legs to stand up.



COLORFUL SALUTE is given Governor Dewey by CAP Cadets of the Sidney Squadron as he steps from plane at the Sidney Airport. Mayor Mirabito welcomes him.

WELCOME MAT ROLLED OUT FOR GOVERNOR



PAST MONARCH Henri Carrere (Sales), flanked by P. M. VanName and P. M. Davis extends handshake.



SCINTILLA WELCOME was expressed by T. Z. Fagan, third from right in group with Governor Dewey.

A welcome from Scintilla was extended to Governor Dewey by Thomas Z. Fagan, director of sales and service, on Friday, June 11. Village and county officials, headed by Mayor Thomas J. Mirabito, also greeted the Governor on his arrival at Sidney Airport.

Governor Dewey, enroute to Oneonta where he was to speak in the afternoon, expressed regret at not having time enough to visit Scintilla and tour the plant. He was presented with a life membership in Zor Grotto during his short stay at the airport.

A turbine control, developed to solve fuel metering problems in jet aircraft, can solve the equivalent of 100 complex computations per minute.

Our Analyzer on Four DC-7 Fleets

Increased use of ignition analyzers as standard units is highlighted by the recent announcement that the DC-7 fleets of four major airlines are being equipped with Scintilla's airborne and portable-airborne equipment.

The 11-3365-1, a new design, will be used as an airborne instrument on the DC-7's of American Airlines.

National Airlines will use the standard 11-3350-3 as airborne equipment on its DC-7's; Delta and United are using the 11-3350-3 as portable-airborne on theirs.

Airlines that are using the standard design as airborne equipment include Seaboard and Western Airlines, El Al Israel Airlines and Linea Aeropostal Venezolana (LAV) on Constellations;

National Airlines, Northwest Airlines, Canadian Pacific Airlines, KLM Royal Dutch Airlines, and British Commonwealth Pacific Airlines on DC-6's.

Scintilla's analyzer has been recently added to servicing equipment by British Overseas Airways, North American Aviation, Egyptian Air Force, Royal Netherlands Air Force, Ethiopian Airlines, and the Atlantic Refining Company.

Union Carbide and Carbon Co., and United Aircraft Corporation will use the analyzer as airborne equipment on their Convair 340's.

Scintilla has maintained a development and research program on the analyzer since 1945,

Management

Club Bake

On Aug. 15

The date for the annual Management Club Clambake has been set for August 15, according to Cy FitzGerald, chairman.

The bake will be held at the Canasawacta Park Pavilion north of Norwich from 11 a.m. to 5 p.m.

The program will include softball, games for children, and dancing, Mr. FitzGerald said.

Other members of the committee include Pete Drotar, Johnny Frank, Ed Haynes, Dick Linderman, and Nate Nader. G. J. Knudson is committee advisor.



ZOR PROPHETS, most of them Scintilla men, pose with Governor after giving him life membership.



GOVERNOR DEWEY inspects State President's fez worn by "Doc" Barratt, president of State Grotto.

There's No Humor in a Rumor

Rumors are silly! They are silly because the person who spreads them doesn't know what he is talking about. For the most part, they are the product of a weird distortion of fact, pure guesswork and misinterpretation.

If you change the first letter to H, rumor becomes humor—but rumors aren't funny. They can cause too much damage, too much disruption of normal routine and too much unnecessary concern for sincere people.

Change that first letter to T, and a rumor becomes a tumor—the wild growth of which needs to be stopped.

It doesn't take much to get a rumor started, and we'll have to admit we've heard some pretty wild ones in the past several weeks.

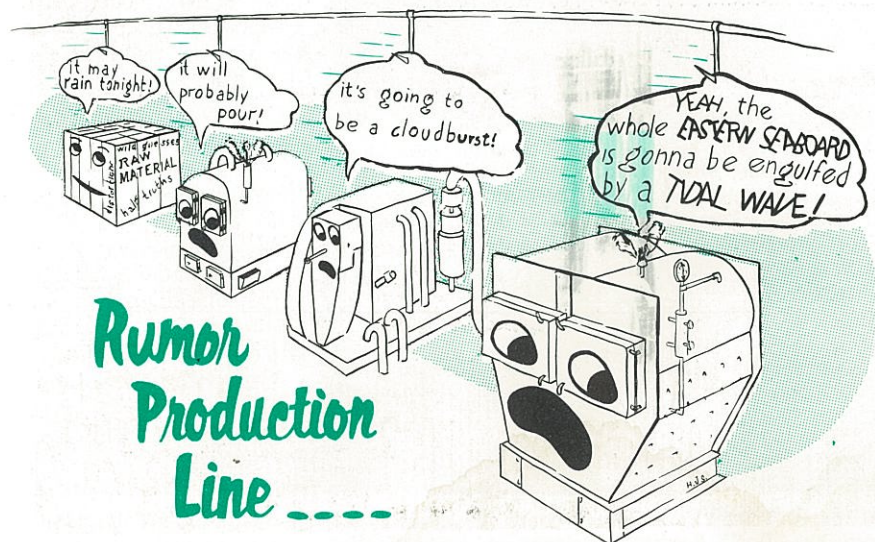
Some people have odd hobbies, and the spreading of rumors is among them. The best cure we know is common sense. Consider the source and make sure that a rumor gets no farther than you.

June CD Alert Termed Success By F. M. Parent

Approximately 250 Scintillites took an active part in full scale Civil Defense exercises here June 14 in connection with a nation-wide alert.

According to Francis Parent, Town of Sidney Director of Civil Defense, all local CD operations were given a thorough workout. Mr. Parent, who is a member of Scintilla's Tool Room, expressed complete satisfaction with results of the test operation.

Starting at noon, Scintilla operated for 15 minutes under an alert during which no one was permitted to leave the plant.



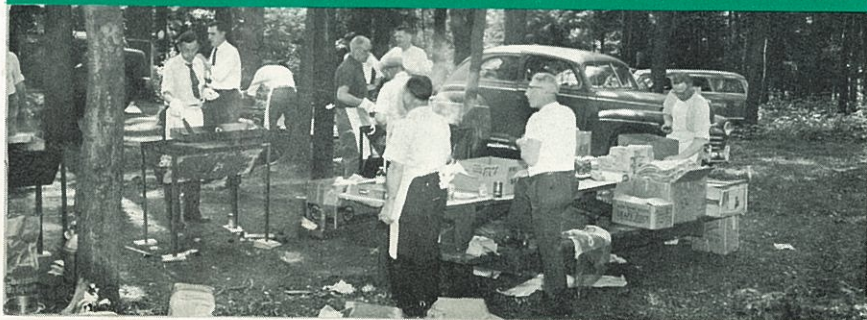
FOOD for Civil Defense personnel was part of exercises staged here during CD test operation.



FIREMEN go into action on blaze touched off in connection with Civil Defense alert in Sidney.



PERFECT WEATHER contributed to success of annual Management Club picnic on June 9 in The Pines. These photos show committee at work.



BARTER COLUMN

A service for employees of Scintilla Magneto Division, conducted without charge. All articles advertised must be the personal property of the employee. Ads of a commercial nature are not acceptable.

FOR SALE: Country home, with three acres of land, located near Unadilla Center, fully improved; \$3500. L. J. Elliott, Phone Sidney 7563.

FOR SALE: Large Pleuger reel for trolling, with 300 ft. of copper line and 300 ft. of nylon line (with pole or without); \$15.00, line included. \$21.00 with glass pole included. Leon Waters, R. D. 1, Oneonta.

FOR SALE: Flat iron, in good condition. Phone Sidney 3023.

WANTED: Passengers from Norwich or Oxford on first shift. Ernie Cobb, 7 Division St., Norwich.

FOR SALE: Golf clubs—4 Jimmy Thompson woods, 8 Bobby Jones irons, and Par Oval leather bag. V. C. Divine, 86 East Main St. Phone Sidney 5633.

FOR SALE: Furnace with motor stoker, hopper feed and all controls; \$100. Suitable for 5-room home. Ken Easton, Rogers Hollow.

FOR SALE: Montgomery Ward ringer-type washer, with drain pump. Also folding outdoor picnic table, native pine, all bolted construction. Phone Sidney 2475.

Bendix Announces

Plane Steering Device

A new hydraulic power steering unit for airplanes, which increases their maneuverability on landing or taxiing, has been announced by the Bendix Products Division.

The device, revealed publicly for

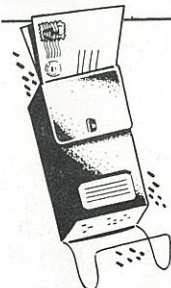
the first time at the Society of Automotive Engineers Show, replaces other methods of steering a plane on the ground—such as through the use of rudders and brakes.

The unit saves weight and space by combining part of the shock-absorbing functions of the conventional aircraft nose strut with power steering.

Because of its installation on the nose wheel of a plane the unit is easily serviced due to accessibility as well as simplified design.

Civil Air Patrol volunteer pilots flew 12,290 hours (equal to more than 17 months in the air) on search and rescue missions during 1953.

America's 1960 air power will be based on aircraft designs created years earlier.



CARDS OF THANKS

I wish to express my appreciation for the help received from my fellow Scintilla employees during my stay in the veterans hospital in Albany.—Jerry DeJoy.

We wish to express our appreciation to the members of R.F. Inspection, 2nd shift, and fellow employees for the floral pieces and many expressions of sympathy extended to us.—Anthony G. Barwood and daughter, Patricia.

I wish to thank the Scintilla Management for the sunshine basket received during my stay in the hospital.—Tom Hatt.

I wish to thank The Management for the beautiful flowers, R.F. Inspection and my many friends for the cards and remembrances during my recent illness.—Gertrude Harvey.

With sincere appreciation, I wish to thank Dept. 99 for the lovely basket of fruit, Depts. 99 and 42 for the gift of money, the Scintilla Management for the sunshine basket and all my friends and co-workers for the cards and letters received while I was in the hospital.—Frank R. Leonard.

I wish to thank Departments 31 and 99, and also the local I.A.M.—1529 for their expression of kindness and sympathy at the death of my father.—George Mani.

Blue Badgers Set for First Clam Bake

Following up a successful advance ticket sale before vacation, members of the ticket committee will close reservations for the Blue Badge Bake a week prior to the bake.

The Blue Badge Bake will be held on Sunday, August 1, at the Canasawacta Park Pavilion north of Norwich. According to the committee, twenty-five different kinds of food will be served continuously from 11 a.m. to 5 p.m.

In addition to softball and other activities, the program will include music for round and square dancing by Billy Leonard's orchestra in the afternoon.

The bake committee includes Denny Crandall, general chairman; Ronald Jacobs, arrangements; Henri Carrere, tickets; Emil Hunecke, program; Sandra Johnson, publicity; and Paul Carney, refreshments.

In the two-minute flight of a test missile, instruments aboard frequently transmit as many as 60,000 readings to the ground.

The latest automobile gadget is a delayed action switch that keeps headlights on for 1½ minutes after you leave the car.



Mr. Bard



Mr. Ryon

CELEBRATING 20 YEARS OF SERVICE

| Name | Dept. No. | Anniversary Date |
|------------------|-----------|------------------|
| Frank Bard, Jr. | 11 | June 6 |
| Adelbert H. Ryon | 90 | June 25 |

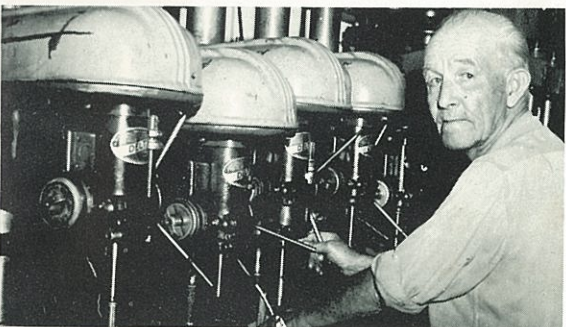
CELEBRATING 10 YEARS OF SERVICE

| | | |
|-----------------|----|---------|
| James Scott | 28 | July 21 |
| Marian Russell | 70 | July 17 |
| Thomas Holleran | 80 | July 7 |
| Carl Kludas | 91 | July 26 |

Two Men Begin Retirement



Bart Lane of the Service Dept. Retired on June 18



Harold J. Brownson of Dept. 30 Retired on July 12

DID YOU KNOW ?

PAID VACATIONS AT SCINTILLA

WILL COME TO A TOTAL OF NEARLY A

half million dollars
THIS YEAR.



SCINTILLA,
WITH **679**
PHONES,
HAS A LARGER TELEPHONE
SYSTEM THAN SEVERAL OF THE
SMALLER COMMUNITIES
IN THIS AREA.



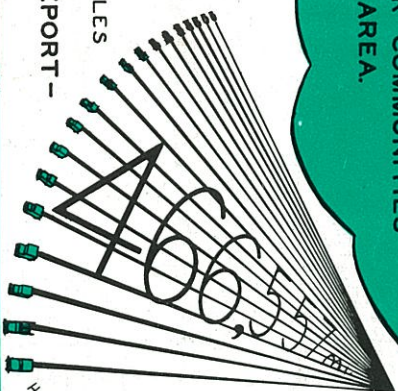
DURING **1953**

SCINTILLA'S **19**

VEHICLES WERE DRIVEN A

A TOTAL OF **488,557** MILES

WITH ONLY ONE MINOR REPORT -
ABLE ACCIDENT.



11-35

SCINTILLA DIVISION
BENDIX AVIATION CORPORATION
P. O. BOX 188
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~~NEW BRUNN, N.Y.~~

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