

BRADEN



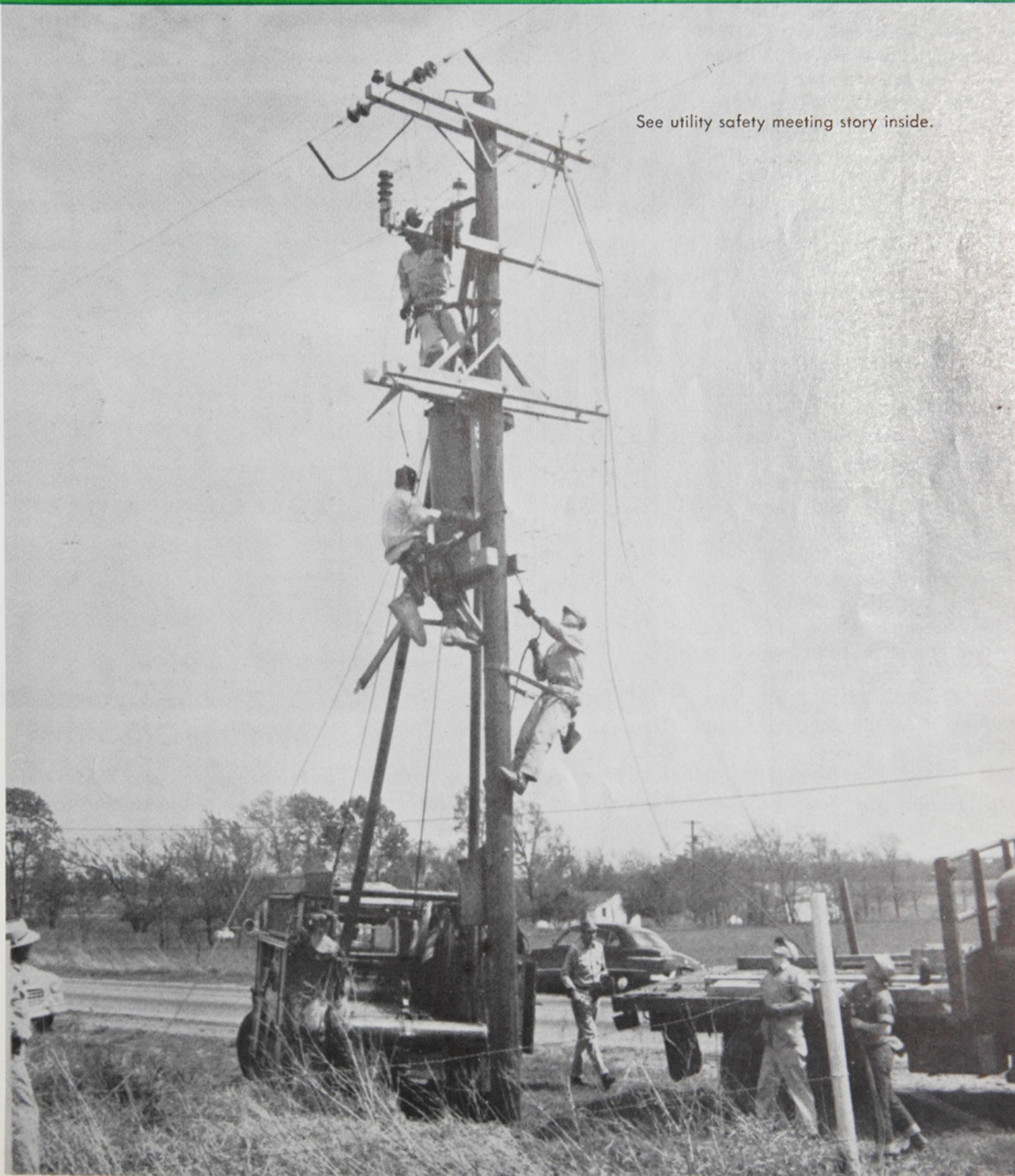
"In Service Around the World"



SALES SLANT

SEPTEMBER, 1954

See utility safety meeting story inside.



BRADEN OFFERS WINCH SAFETY LECTURE

Two meetings held in Wisconsin

Braden Representative, Red Grant, conducted winch safety meetings with the Wisconsin Public Service Corporation in Green Bay and in Wausau, Wisconsin. These meetings have been acclaimed by the utility company officials as the best winch educational program ever to be sponsored by a winch manufacturer.

Braden's recognition of further training of winch safety through winch schooling in application, operation and maintenance has always been dominant in the furtherance of user safety. For years the company has endeavored to engineer their winches to give the user a product which incorporates a maximum of safety for the men using and working around the winch. However, regardless of how many safety features there are built into the winch, the application of the winch to the truck and the manner in which the winch is operated can make the safety winch a hazardous machine. For this reason, Braden's Representatives are offering their services to any utility, municipality, trucking company, or group which is using winches.

First Meeting

In getting the first of such meetings under way, Mr. C. E. "Pete" Dalum of the Milwaukee FWD Company and Mr. Ray Stolz of Brake Equipment Company, which are located in Milwaukee, contacted Mr. Paul Bardeen, Transportation Superintendent, located in Racine, Wisconsin, Mr. K. G. Weyland, General Foreman, who is associated with the Wisconsin Electric Power Company in Milwaukee, Wisconsin, and Emil Brendt, Superintendent of Automotive Maintenance Division, from the Western Division of the Wisconsin Public Service

Corporation located in Wausau, Wisconsin. Through these men a total of thirty-four men attended the sessions. Nineteen in Green Bay and fifteen in Wausau.

Winch safety meetings are not new for the safety-conscious utility company. For years this company has carried on a safety training program for their employees and they have been known to do a good job in promoting winch safety. However, recently they called on their winch suppliers for help in making their meetings carry more impact. This was when Braden was contacted to assist in their educational techniques for saving the loss in manpower accidents.

Meeting Organized

From the request, Red Grant was sent to Milwaukee to formulate a safety meeting which he thought would give the most benefit for this large utility winch user. After he arrived, it was his idea that if his efforts were to carry much impact, it was up to him to cover each and every detail from beginning to the finished winch installation — give complete details of how the power take-off, hanger bearing and winch should be operated, plus how to maintain the equipment. From this he prepared his outline for the discussions, and obtained

large photos to use as a guide during his talks.

From all over Wisconsin, men attended the meeting who represent and are responsible for hundreds of winch utility trucks. They brought questions which were directly causing trouble with their winch units.

During the sessions, all phases of winch application from the mounting brackets through the controls were thoroughly discussed. The winch drive was given considerable attention as most winch troubles originate with improper operation of the power take-off and 2-speed hanger bearing. (This is due primarily to the misunderstanding as to



"One operator stated 'Before the meeting I wondered what I was doing here because I thought I knew all about winches but I certainly know now that I knew nothing'."

"If I were to sum up the reactions to those meetings it could best be done by saying that it should have started a long time ago."

"I wish to compliment your Mr. Red Grant for the manner in which he conducted the Braden Winch School here in Wausau."

"We thought we knew a lot about winches and we do but we learned more pertinent and necessary information during the discussion."

"This is the first time we had a factory representative give us such a complete demonstration."

"I would like to have you know that your representative, Mr. Red Grant, did an excellent job of presenting your product."



Meet three men who played a big part in making the safety meeting a huge success. Left to right, Red Grant, Braden Representative; W. I. Daniell, Wisconsin Public Service Corp.; C. E. "Pete" Dalum, Milwaukee FWD Company, Inc.

LUBRICATION PROBLEM WITH FLEXIBLE CONTROLS

While touring the respective territories, Braden Representatives find a few isolated cases where flexible control users are having some difficulty with controls freezing and the controls cannot be shifted. Some have condemned the controls. However, the controls are really not to blame. It is the manner in which they are lubricated.

One reason for the shifting difficulty is that pressure grease guns are used to grease the cable. Since grease zerks are located at

(Continued on page 40)

as to the splitting of the cable drum with a flange and using only half of the drum for pulling and the other half for storage of cable. From this the life of the winch cable could be extended by the elimination of cutting of cable on heavy pulls. Answers were given as to what speeds should be used when setting or pulling line poles, stringing line and setting transformers. All in all, the meetings were a complete success and all who attended proclaimed the day spent in winch schooling will save them many dollars in the future by giving them a better understanding in winch installation, operation and maintenance.

No doubt such a program will help other organizations throughout the country. With the realization of benefit to all concerned, Braden will make available its representatives for other training meetings. If you have such a need in your area, it is suggested that contact be made with your nearest Braden Distributor or the factory. Arrangements will then be made as to setting such meeting dates that will be satisfactory for the representative and the company requesting the winch safety training session.

Constructive Ideas

During the meetings, numerous questions and answers were exchanged among the attendance. Many constructive ideas were introduced—such as the suggestion by W. I. Daniell and Reine Rupp of Green Bay, Wisconsin

DRY-DOCK HOIST

Dr. George R. Hodell, M. D., of Houston, Texas, is now using a Braden M6-15 Winch for pulling his 47 ft. yacht into dry-dock after each trip out in the Gulf of Mexico.

Because of the destruction done to the hull by the salt water when leaving the yacht in the water, Dr. Hodell purchased this winch and adapted it to his dry-dock operation. After each cruise he hoists the boat out of the salt water and sprays it with fresh water to keep his boat free from barnacles, etc., that usually form on sea-going vessels. It is easy to see the dividends received by less maintenance to the hull.

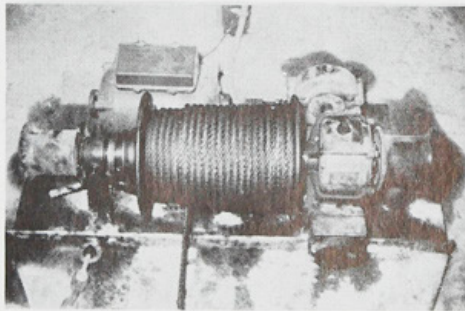
With his Braden Winch, he



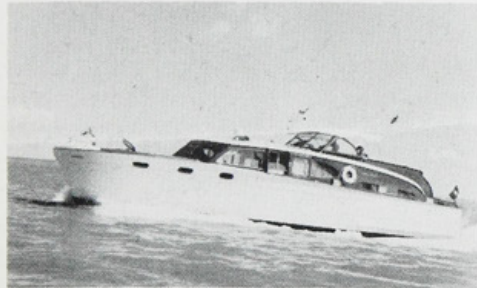
Yacht in dry-dock where cleansing is done after each trip in the Gulf.

handles the 30,000 pound yacht with ease. It is hoisted up a 20 degree grade into dry-dock with a two-part line. With the use of a 12 inch sheave and adequate gear reduction, he is able to use a 3 hp. single phase electric motor to drive a 11:1 speed reducer and the winch.

Dr. Hodell is enjoying exceptional service from his hoist and he has been able to keep his luxurious yacht in good condition with a minimum of cost.



M6-15 winch as installed at the dry-dock.



Dr. Hodell and crew are seen here cruising the 47 ft. yacht in the Gulf of Mexico.

Holan Rep. Visits Factories

John W. Jones, district manager of J. H. Holan Corporation, Cleveland, Ohio, was in to visit the factories of the Arrow Gear Company and the Braden Winch Company.

Mr. Jones maintains his office in New Orleans, Louisiana, when he is not traveling through most of the southern states.

A newspaper reporter visited a nudist camp to get a story and he buttonholed the superintendent. No one knows how he did it.

PRICE ADJUSTMENT

Manufacturing costs of friction reversing units reveal that adjustment is necessary in the list prices of model FRH6 FRICTION REVERSING HANGER BEARING and RD6 FRICTION REVERSING POWER DIVIDER.

All orders received in this office on August 2, 1954 or thereafter, will be subject to the following prices.

MODEL FRH6 FRICTION REVERSING HANGER BEARING	\$285.00
MODEL RD6 FRICTION REVERSING POWER DIVIDER	\$465.00

Prices are f.o.b. Broken Arrow, Oklahoma.

FLEXIBLE CONTROLS

(Continued from page 39)

both ends of the cable, it is easy to pressure lock or grease lock the controls because of the extreme pressure that can be exerted. When this occurs, remove one of the zerks, release the pressure and replace the zerk—then shift the control. Another reason is—sometimes during the winter greases are too heavy for easy operation. Therefore, some users are using a light motor oil for the lubricant. Some are using Marvel Mystery Oil since it will not thicken due to cold weather conditions.

Braden Flexible Controls are a very reliable way for controlling the winch, power take-off and 2-speed hanger bearing and should not be sold short of their qualities. With the proper lubrication, they will give excellent service for years.

BRADEN WINCH COMPANY'S

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