OCT 16 1967

District Managers Weekly Bulletin
Week of October 16, 1967

Vacation Schedule - Special Notice

1 week - October 16 through 21
1 week - November 6 through 15
Last two weeks in December

Part I

Other Worlds To Conquer

In the series of markets, old and new, we have covered sewer, water, school, underground, highways and farm — six major markets. Obviously there are many others — hospitals (covered earlier this year under the Hill-Burton Legislation) welfare institutions, penal institutions, nursing homes, the whole program of the Department of Defense, both housing and installations plus the entire spectrum of several needs under the jurisdiction of the G.S.A. Federal and G.S.A. State. In short, the entire State government picture.

In all of these areas the key factor is the architect under contract either to the Federal, State, County or local agency. Since 95% of the major work above $50,000 is farmed out it is the local private architect and engineers that must be sold.

For example, not so long ago there was a bulletin issued to the effect that the new Bureau of Construction Services of the Department of Health, Education and Welfare was going to re-make the world. Nothing could be more remote from the actual facts. Let's get one thing crystal clear — no Federal agency is ever likely to overrule State construction requirements or guides. These Federal agencies have neither the staff in depth nor the professional competency to overrule the private architect under contract by them or to the local agencies qualifying for Federal aid. Sure plans will be submitted and reviewed. So what. This is a mere routine check — do any of you seriously think that the hundreds of plans submitted to regional offices or to the parent office of any State or Federal agency are really reviewed and studied in depth? I know they are not and I speak with over two decades of experience. All too many of us in Johns-Manville get excited when an agency of Government reorganizes or a new agency is created, especially in the Federal level.

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My advice is to relax and spend time where it counts with the key architects and engineers in the individual salesman's territories. If those architects are alert they will be in the Government business at any level. If they are dead, we can't revive them. As I have stated time and time again during the last two decades Federal G.S.A., Federal Navy Public Works and Corps of Engineers farm out their work through the route of professional contract awards. True, they give out to the architect and the engineers guides and suggestions for design criteria, but for reasons which are obvious they don't tell, nor can they tell, the architect or the engineer what specific trade name products to use. That decision is up to the architect and the engineer, provided the material will qualify for basic Federal or Military specifications which are currently broad enough in most instances to drive a Mack truck through. Since norms can be proprietary at the Federal and State levels of Government, obviously the field is wide open and the "or equal route" offers a field day to our competition.

The chief architect of G.S.A. in Pennsylvania, currently about to process six hundred million in new construction through 1969, put it this way. "George, we pay high priced fees to key architects and engineers under contract to us. We look to them to design the best using what materials they think best. Why in the hell should we overrule their suggestions? On what basis can we overrule them? Sure, we spot-check them but I have a staff of only ten architects supervising "over three quarter of a billion in construction". Blueprints come in by the ton. If we didn't have confidence in the professional integrity and capability of the various A/E's under contract to us we wouldn't get off the ground here in Harrisburg. George, I tell you again - forget us. Tell your men to cover the architects and engineers on each project. Sell them. Then, and only then, if they get into trouble contact us through you and we'll solve the problem here."

That is excellent advice. It is the type of advice that I have been giving you since 1945. More on this next week.

Part II

[redacted]

CONSTRUCTION, MANHEIM JUNIOR HIGH SCHOOL, MANHEIM TOWNSHIP, LANCASTER COUNTY, PA.
ARCHT: Donald W. Reidenbaugh & Associates, R.A.
252 N. Concord St., Lancaster, Pa.

CONSTRUCTION, CAMDEN COUNTY VOCATIONAL & TECHNICAL SCHOOL, GLOUCESTER TOWNSHIP CAMPUS, CAMDEN COUNTY, N.J. (NEAR CAMDEN)
ARCHT: Bochart Associates, R.A., 611 E. Market St., York, Pa.

CONSTRUCTION, COLUMBIA-MONTOUR AREA VOCATIONAL-TECHNICAL SCHOOL, COLUMBIA COUNTY, PA.
ARI: Gool, Long & Associates, R.A. - 904 N. Second St., Harrisburg, Pa.

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CONSTRUCTION, YORK COUNTY Area Vocational-Technical School, York, Pa.
ARCH: J. Alfred Hamme & Associates, R.A.
149 Philadelphia St., York, Pa.

ADDITIONS TO THE MOUNTAIN [illegible] Bedford County, Pa.
ARCH: Elmer H. Adams & Associates, A.A.
3700 Perkiomen Avenue, Reading, Pa.

CONSTRUCTION MEN'S DORMITORY WEST CHESTER STATE COLLEGE, WEST CHESTER, CHESTER COUNTY, PA. PROJECT NO. G.S.A. 41-[illegible]
ARCH: Suer, Livingston & Dewes, R.A.
117 S. 17th St., Phila., Pa/

CONSTRUCTION OF MAINTENANCE BLDG-GARAGE FOR EDINBORO STATE COLLEGE, EDINBORO, ERIE COUNTY, PA. PROJECT NO. G.S.A. 406-30
ARCH: Edwin M. Wallover, Jr., R.A., Suite 200 - General Brodhead Motel, Beaver Falls, Pa.

CONSTRUCTION OF EGG TESTING FACILITIES, PINE GROVE ANIMAL HUSBANDRY FARM, UNIVERSITY PARK, CENTRE COUNTY, PA. PROJ. NO. G.S.A. 700-11
ARCH: Richard G. Loshenour & Associates, R.A.,
2247 North Front St., Harrisburg, Pa.

MIDDLE GENERAL
Frank H. Sheesley Co., Johnstown, Pa.
Stucco, Inc., State College, Pa.
Miller Contr. & Supply Co., Jersey Shore, Pa.
Schiff Const., Corp., Boalsburg, Pa.
Glinda Enterprises, Inc., Hummelstown, Pa.
Carns Brothers, Inc., Clearfield, Pa.

BIDDERS - VENTILATING
Herre Bros, Inc., Harrisburg, Pa.

BIDDERS - PLUMBING
Herre Bros., Inc., Harrisburg, Pa.
Glenn E. Baker, Huntingdon, Pa.

BIDDERS - ELECTRICAL & ELECTRIC HEAT
T E C Contractors, Inc., Catawissa, Pa.
R. D. Goss, Inc., Clearfield, Pa.
Electrical Contractors Associates, Inc., Altoona, Pa.
Herre Brothers, Inc., Harrisburg, Pa.

RENOVATE DINING HALL-MAIN GROUP, POLK STATE SCHOOL & HOSPITAL, Polk, VENANGO COUNTY, PA. PROJECT NO. G.S.A. 552013
ARCH: W. G. Bakles Company, R.A., L.S.T. Bldg., New Castle, Pa.

CONSTRUCTION OF [illegible] Butler, Butler County, Pa. Project No. G.S.A. 952-2
ARCH: Boland, Burt & Miller, R.A., 610 Bellon Bank Bldg.
Butler, Pa.

GSL/pl

George S. Shay