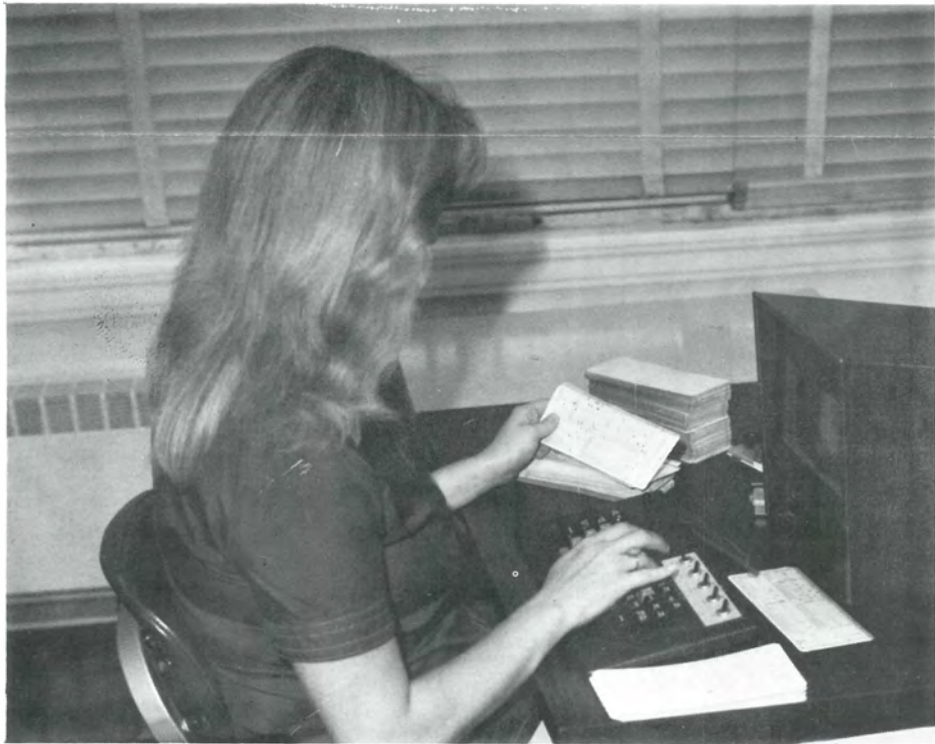




Judy Cummins, personnel, checks and prepares daily time cards for data processing.



Ann Haynes, Data Entry, translates time cards into "computer language".



Tom Everett and Kirk Hall keep a watchful eye on their equipment to make certain that maximum time is utilized.

DATA PROCESSING ADDS NEW, LARGER COMPUTER

With all the talk about sales and production records lately, the data processing department is working diligently to provide (in the most efficient way possible) the information so essential to many departments. In an effort to meet these needs data processing has recently installed new larger computers that will enable them to provide more information faster.

When the first computers were installed in 1968, the main objective was to eliminate hours of work for the accounts receivable and payroll departments. Data processing manager Conan Wilson reminisces about those early days. "One of the main reasons for going on the computer system in '68 was speed. For instance, the actual writing of bi-weekly paychecks took two or three people an entire day -- now it takes the computer about thirty minutes to process the paychecks as well as prepare attendance and earnings reports at the same time."

Another example of how data processing has progressed is shown in the preparation of a sales account report. Wilson explains, "Before we went on computer in '68 this particular report used to take three people three weeks to compile. When we did this report the first time on the computer in '69, everyone was amazed that it only took seven hours. So in June, '76, you can imagine our amazement to find the same report took only 37 minutes on our new computers."

But how does data processing really affect your life as an employee at Fred Jones? You would be surprised to find that data processing has expanded to aid many areas of our workday world, for

example, inventory, accounts payable and receivable, production scheduling, vehicle maintenance, sales history reports, and warranty analysis, to name only a few. Of course the one area where it is most obvious to Fred Jones folks is in payroll.

Let's take a look at what is involved in the payroll process. Each day after you post your hours on your time card these cards go to personnel. There the hours are verified and totaled. The same day they go to data processing where they are run through the computer to find missing or extra time cards. The cards then go to data entry where they transfer the information on each card to computer language (the cards are keyed twice to make certain they are correct). This information keyed is then run through the computer where it is edited or checked for accuracy (i.e., correct department number, employee number, etc.). This daily procedure is followed for the two-week pay period and paychecks are based on this information.

As you can see the time cards are fed directly into the computers, so it is very important that time cards are not torn, folded or mutilated in any way, (for example, they should not have coffee or gum on them). Wilson tells us why. "If a time card is mutilated in any way, the computer simply rejects it. That means the whole process is stopped until a new card can be prepared. Valuable time is lost when this happens."

Data processing is a very important part of our Fred Jones world. We are proud of their progress. They are another example of teamwork at its best!



Conan Wilson and Dave Duncan make certain the computer is programmed with the correct information.

Salute To Service



Reaching the ten year mark at Fred Jones is **Willis Stephens**. An Oklahoma native from Atoka, Willis and his family now make their home in Midwest City.

Willis and wife Mary are the parents of six children - Billy, Bobby, Johnny, Connie, Charlie and Ann Marie. When there is some free time the whole family enjoys fishing and camping out. The Stephenses just returned from a vacation that took them to Arkansas with a stop for more fishing in Northern Oklahoma. The remainder of Stephens' vacation will be taken during deer season and once again the entire family will join in the hunt.

When Mary is not busy on her job at Western Electric, her hobby is gardening both indoors and outdoors. Willis thoroughly enjoys working on his three "antique" cars - '34, '36, and '48 Fords.

At Fred Jones, Willis may be found on the job in the maintenance department. His responsibilities include servicing and repairing machinery along with helping to build some new equipment from time to time. Willis tells us he enjoys being able to move around the plant in work because it gives him an opportunity to meet more Fred Jones people.

We congratulate Willis on his ten years of service and wish him the best in the years ahead!



A Shawnee native, **Jack Gaines** has been a member of our Fred Jones team for ten years. He and Miriam make their home in Shawnee with family Marc (16), Roseann (13), and Justin (6).

Family activities include many church activities and a current FFA project. Jack tells us that Marc's project (a registered polled hereford) won in several state competitions last year. The Gaineses also have horses and thoroughly enjoy the sport of horseback riding.

A teacher at Bethel Acres School, Miriam enjoys sewing for the family but still finds lots of time for her gardening and canning. Though Jack raises herefords commercially on his 200 plus acre farm, free time is spent in his cabinet shop where he makes Early American gun cabinets, desks, and even an entire bedroom suite for his daughter. For a leisure weekend the Gaineses enjoy camping out at Lake Tenkiller. Vacation plans include a return trip to California with a stop at Yosemite Park.

About the sales increases at Fred Jones Jack comments, "There is some added pressure in production but I don't think it is anything we can't cope with. I believe we can handle it just fine."



Celebrating his fifth anniversary with Fred Jones is **Melvin Smith**, a Okie from Okemah. A bachelor, Melvin enjoys fishing and hunting for just anything, anywhere. Vacation time for Melvin sometimes means a trip to Arkansas for some good fishing at Beaver Lake. As for his dream vacation, would you believe - bear hunting in Canada?!

Melvin enjoys his job in brake booster warranty inspection. In his words, "You really have to work more by yourself but it's a challenge when you get a faulty part in to tear it apart and find the problem. It really feels good when you find a problem no one else can seem to locate. We just check the part, find out what's wrong with it, repair it, and it's ready to go back to the customer." Melvin tells what really makes a job difficult is to receive the brake booster parts all in a box from a customer - that's when the work really starts.

As for the folks at Fred Jones, Melvin says, "I've worked in a lot of places, but these are without a doubt the friendliest people I've worked with." That statement says it all!

OPTIMISM

KEYNOTE OF CONVENTION

The Ford Authorized Remanufacturer's annual convention was held recently in Las Vegas. Representing Fred Jones Manufacturing at the convention were Chris Speligene, Ernie Morris, and Bill Manning.

The keynote address of the convention was delivered by Duke Rowlands, manager, Ford Parts and Service Division. Rowlands projected great optimism about the remanufactured products division. He explained the basis for his optimism. "The gross national product for 1976 has realized an 8.5 per cent increase thus far over '75. The automotive industry represents 57.5 per cent of that growth. Car sales for the '76 model year are now assured to be ten million which makes '76 the third best year in the history of the auto industry. The 1977 model year is projected at 11.8 million. Of this number approximately 3.2 million will be truck sales."

Rowlands also commented on the "Fiesta", a new Ford product to be introduced in 1977. The Fiesta is a sub-compact car that is comparable to the now popular Ford Pinto and Volkswagen Rabbit. A front-wheel drive vehicle, the Fiesta will represent the largest investment made in Ford Motor Company history for a single product.

A presentation on the 6007 engine was made to the group by Ernie Morris. The presentation dealt with the history of development of the engine as well as the parts acquisition and supply aspects. The topic was presented for new product consideration by other FAR members to offer fleet accounts.



Our sincere appreciation goes to Freddy Sanders, Louis Crouch, Jack Gaines, Virgil Hinesley, Robert Korstjens, Wayne Ward, and Claude Kessler (not pictured) for their dependability as members of our Fred Jones team.

Seven Merit Cash Awards For Perfect Attendance

Congratulations and a special "thanks" are in order for seven Fred Jones people who recently completed four quarters or one year of perfect attendance. Each of the following people received \$25.00 in cash for their perfect attendance during the last year. They are:

Louis Crouch	Wayne Ward
Robert Korstjens	Claude Kessler
Freddy Sanders	Virgil Hinesley
Jack Gaines	

If you're interested in earning \$25.00 this next year, here's how the program works. Each employee who has four quarters (one quarter equals three months) of perfect attendance on the job will be the

recipient of a \$25.00 check. To be eligible for the check the quarters must run consecutively; however, they can start at the first of any quarter (January, April, July, or October) during the year. For example if you have two months of perfect attendance and become ill in the third month, you may start again in the following month, (which would be the first month of the new quarter) instead of waiting until the first of the next year.

We commend these seven Fred Jones people. Their dependability is appreciated by all who work with them.



Marking thirty years with Fred Jones is Production Manager C.B. Heath.

GOLDEN RULE PROVES TO BE GOOD BASIS FOR CAREER

Getting a job at Fred Jones used to mean a lot of waiting. Production Manager C.B. Heath tells us. It was thirty years ago when C.B. decided he wanted a career in the automotive industry, but convincing H.B. Jackson... well, that's another story.

As an aviation machinist in the Navy, C.B. spent much of his Navy career at Pensacola in the engine exchange of the plane squadron. With this background he decided the automotive industry was just the place to begin his civilian career. In his words, "After I made this decision I looked for the best place possible to get started. That's when I chose Fred Jones and talked to Mr. Jackson." But it took several trips with lots of talking to convince Mr. Jackson that C.B. really wanted to do this type of work. Finally C.B. was hired on the G.I. On-the-Job Training Program. His career began with sweeping floors, delivering new cars, etc. At the end of eighteen months he had become a mechanic's helper. "My first milestone," says C.B., "was when I got my own mechanic's stall."

But there were other milestones as well. After going to transmission school, C.B. was "borrowed" by Fred Jones Manufacturing where he eventually became foreman of the transmission department. After a week of going on the road to sell transmissions (they sold a whopping seven - "That was great then!"), C.B. took his first sales route in western Oklahoma. After ten years on the sales trail and helping to train and organize the new Florida district, where he became district manager, C.B. returned to Oklahoma City as production manager in 1967.

In his thirty years at Fred Jones, what means the most to C.B. Heath?

His quick reply was this, "I think seeing the people I work with grow and be able to handle more responsibilities is the greatest satisfaction I get from day to day. This company belongs to all of us, and it will be what we make it. We've tried to operate with the Golden Rule philosophy, and I believe it has made everyone feel that they are an important part of our company."

But what about C.B.'s personal interests. At the top of his list is wife Margie. Margie has been a homemaker until their sons were grown. Then she became a volunteer at Children's Hospital which served as an incentive to obtain a secretarial degree from Blackwood Business College. Now, after seven years of volunteer work, she is a secretary to one of the doctors at Children's. It is easy to understand C.B.'s description of optimistic, energetic, enthusiastic Margie!

C.B. and Margie's greatest joy is found in their sons Randy and Tom (then there's grandson Brent who is fifteen months). As much time as possible is spent with their sons and their families. Any other free time usually finds the Heaths busy with church activities.

We asked C.B. if he had a hobby. His reply was, "If I have a hobby, I guess it would have to be my work. It has become a very important part of my life. Even with the daily problems and decisions, it is a source of enjoyment and accomplishment."

Whether it is at work or with his family, C.B.'s philosophy of "not quantity but quality of time spent" has clearly shown through. We are proud to have C.B. Heath as an important link in the chain of events at Fred Jones Manufacturing!

SALES TEAM INITIATES NEW SUMMER CONTEST

A summer sales contest - '76 Caribbean Holiday - was initiated recently by the Fred Jones sales team. The contest will run through the months of June, July, and August. The high salesman in each district will be awarded a trip for himself and his wife. The sales manager exceeding his objective with the highest points will also receive a trip for him and his wife.

The contest will be based on net sales by category for the months of February through April, 1976. Each selected product line will carry a point value. To qualify for the trip each salesman must meet or exceed his total point value objective.

tive.

Results at the end of June, first month of the contest are listed below:

DISTRICT MGR.	% OF OBJ.	
Sal Colombo	36.88	
Adrian Hardin	36.74	
Lee Long	36.71	
E.K. Culpepper	34.21	
Lowry Holbrook	33.86	
Linton Kirk	32.69	
SALESMAN	DISTRICT	% OF OBJ.
Reeves	Oklahoma	45.05
Kreft	Memphis	41.44
Latino	New Orleans	53.86
Thaxton	Atlanta	37.70
Skeen	Jacksonville	36.54
French	Orlando	37.14

Family News

We extend our deepest sympathy to the family of our friend Ernest Kortemeier. Our thoughts and prayers are with you. Ernest had been a member of our Fred Jones Manufacturing family since 1971... he will be missed by all.

We wish to extend sympathy to: Orval Anderson at the loss of his brother-in-law.

Steven Prather at the death of his grandfather.

Mr. and Mrs. Stan Belyeu at the passing of their ten-month-old son.

Best wishes for a speedy recovery to:

Terry Lanham, (Engine Dept.)

Congratulations are in order for:

Mr. and Mrs. Jim Weaver at the birth of their grandson.

Mr. and Mrs. Elmer Baker at the birth of their son.

Tom and Cindy Cornell (sales trainee) at the birth of their daughter, Carrie Rae.

Mr. and Mrs. Jerald Gill at the birth of their daughter Misty Dawn.

Mr. and Mrs. Tony Davidson at the birth of their daughter.

Gary and Cathy Geer at the birth of their son.

Keith and Nanette Jones at the birth of their daughter.

Mr. and Mrs. Berlin Haynes at the birth of their son.

Mr. and Mrs. Stanley Stewart at the birth of their son.

PEOPLE ON THE MOVE



Bosco Determan has been named safety and maintenance engineer. Determan will be accepting new responsibilities which will include plant safety, a bigger role in developing new equipment, and giving an analysis of purchases to be made. These are new responsibilities, but Determan will continue to supervise the work of the maintenance department.



W.C. "Dub" Herron was recently appointed lead man in the maintenance department. This is a new position for this department. Herron will assume the duties of daily work assignments, etc. . .

Herbert Jordan has been appointed utility man in core receiving. Jordan will be working with Tommy Scoles. Among his new responsibilities will be unloading trailers, checking engines and parts on salvage purchases from core suppliers, sorting component parts going to second floor, and programming engines for teardown. We wish Herb the best of luck in his new position.

Our congratulations and appreciation to each of these men for the great job they are doing!

\$ Name Scramble ?

Since there was one winner in last month's Name Scramble, \$5.00 will be added to the pot for a total of \$10.00

Listed below are two names in which the letters are scrambled. To unscramble your name all of the letters must be used. For example:

YENRDAGERNBAGL
EDGAR GLENN BRAY

Unscramble your name and contact Glenn Bray for your half of the pot. This month's names are listed below:

MOTCHAAOMNSAARNMHA
RMHLPM SANICLAINOORAR



News Briefs

Folks on the second floor will be pleased to hear that a new Burnout Oven has been ordered and will hopefully be installed in August. C.B. Heath described the oven, "It will be located in second floor disassembly and will be used to burnout starters, starter armatures, rotors and brake shoes. We are very hopeful that the new oven will greatly improve working conditions in this area. It is designed to reduce heat and smoke and will meet EPA specifications."

Fred Jones Manufacturing's Annual Parts and Service meeting will take place August 27 in Oklahoma City. Included in the meeting plans is a tour of the Fred Jones Plant. Marty Jones, Ford Motor Company district manager, will preside over the meeting.

A new contract has been recently negotiated with the Mesa Corporation, Costa Mesa, California, to represent the sales of Nationwide Products to California, Arizona, and Nevada. Anticipated sales of the Frost Aire label air conditioners in this market are 8-10,000 units in the first year. In anticipation of new sales as well as continued sales increases in areas now served, Nationwide's production schedule has been increased to 150 compressors per day. The new production schedule compares to 15 per day when the firm was purchased by Fred Jones Manufacturing. Says Ernie Morris, "Much of the current sales success can be attributed to the outstanding effort of Nationwide employees to produce a product of the highest quality. This is the same kind of quality for which all Fred Jones products have become known."

We salute the newest members of our Fred Jones family on their fine job!

Congratulations are in order for the following people whose promotions have been announced.

Jim Storts - Final Inspec. Block (N)
Robert Wardrip - First Inspec. (N)
Robert Barnes - Assem. Distributors
Allen South - Engine Bl. Washer
James Walker - Sleeve Press Oper.
Gary Montgomery - Rod Hone
Mike Westbrook - Camshaft Cond.
Dennis Whitaker - Brake Shoe Disassm.
Richard Pruitt - Crankshaft Lathe Oper.
Raymond Chandler - Head Test
Miquel Velez - Brake Booster Final Assem.
Robert Walker - Parts Reclaimer -Eng.
Carrel Long - Camshaft Grinder
Roy Jones - Power Steering Disassm.
Stephen Nix - Crankshaft Installer
Gene Robertson - Head Welder
O.E. Higginbotham - Chem Clean - Eng.
David Florence - Air Compressor Assem.
Curtis Sayer - Camshaft Grinding (N)
Gerald Bettes - Head Polisher (N)
Letroyce Smith - Surface Grinder-Head
Harold Grubb - Brake Booster Tester
Jimmy Doyle - Oil Pump Assem.
Don Richards - 6012 Assem.
Richard Pendergraft - Head Assem.
Jack Robinson - Disassm. Camshaft
Garland Smith - Valve Guide Mach.
Earl Annanders - Head Mach. Oper. (N)

Steve Shockey - Block Welder
Richard Rutledge - Stator Winder
Stanley Belyeu - Head Mach Oper. (N)
Rickey Keith - Head Boxing
Steve Baca - Final Finish
Charles Winwood - Block Boring (N)
Terry Jenkins - Crankshaft Installer (N)
Myrl Bird - Crankshaft Installer (N)

We want to extend a warm welcome to the newcomers who have recently joined our Fred Jones family. We're glad to have you!

Robert Cummins
John Riddle
Lee Price Jr.
Samuel Brown
Billy Singleton
Donald Johnson
Dennis Schultz
Levahn Washington
John Musgrove
Eugene Williams
Ted Harper
Mark Kraus
Tommy Heavner
George Kolokotronis
Edward Chiles
John Terneus
John Wesley
James Wells
Bill Richards
Craig Stewart
Alan Frantz
Rick Polson
Rodney Traylor
Bobby Boswell
Bobby Smith
Levell Pollard
James Sherrod
David Airington

District of the Year:
Atlanta

Salesman of the Year:
Richard Prichard (Oklahoma)

PRO Salesman for June
Forrest Heathcott Jr. (Memphis)

Salesmen of the Month:
C.C. Cearley (Oklahoma)
Joe Kreft (Memphis)
Jimmy Berthelot (New Orleans)
Leslie Thaxton (Atlanta)
Raymond Skeen (Jacksonville)
Bill Page Jr. (Orlando)



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**U.S. SAVINGS
BONDS**

From the Northeast Corner

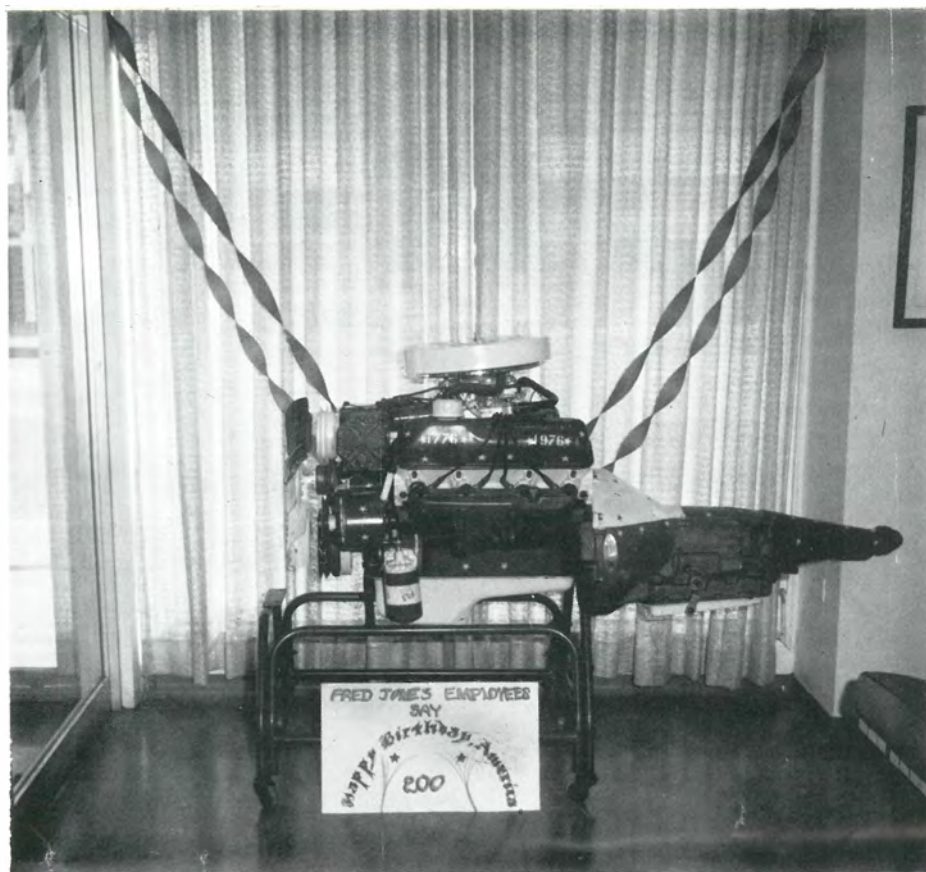


WHAT IT MEANS TO BE AN AMERICAN

This month our nation has observed its 200th birthday. This event will be celebrated throughout the Bicentennial year in order to rekindle the spirit which won us our independence and made our United States the greatest country in the world.

I believe it is the duty of those of us who are concerned about the integrity and continued freedom of our country to shoulder a share of the burden of keeping our nation honorable and upright. The following words written by Dean Alfange are a challenge to every citizen who cares. I hope you will find them as meaningful as I have - -

"I do not choose to be a common man. It is my right to be uncommon. I seek opportunity to develop whatever talents God gave me - - not security. I do not wish to be a kept citizen, humbled and dulled by having the state look after me. I want to take the calculated risk; to dream and to build, to fail and to succeed. I refuse to barter incentive for a dole. I prefer the challenges of life to the guaranteed existence; the thrill of fulfillment to the stale calm of utopia. I will not trade freedom for beneficence nor my dignity for a handout. I will never cower before any earthly master nor bend to any threat. It is my heritage to stand erect, proud and unafraid; to think and act myself, enjoy the benefit of my creations and to face the world boldly and say - - 'This, with God's help, I have done.' All this is what it means to be an American."



Fred Jones employees displayed their Spirit of '76 by building a Bicentennial engine and painting it red, white, and blue. The engine is currently on display in the reception area.

AUTHORIZED **Fred Jones**
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REMANUFACTURER MAIN STREET AND FRED JONES AVENUE
OKLAHOMA CITY, OKLAHOMA 73125

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