



Fire Engineering Company

Fire Protection Engineers & Contractors

3389 South 6th West

Salt Lake City, Utah

Bulletin # 7
August 1967

NEW JOBS: Weber State College, Union Building Addition, Ogden, Utah
AEC, NRTS, CPP Area Addition, Scoville, Idaho
Western Rock Bit Company Addition, Salt Lake City
Physicians' Supply Company Addition, Salt Lake City
Weber State College, Union Building, Range Hood Protection, Ogden, Utah

MR. HERMAN H. SPAETH, executive chief engineer, Pacific Fire Rating Bureau, presented an address on "Fire Protection Deficiencies" on August 4th at the Ambassador Club. His presentation covered on-the-job fire protection of structural steel systems and the current problems of field inspection and coordination necessary to maintain desired fire ratings.

ADVANCE RIOT PLANNING BY STATE AND LOCAL GOVERNMENTS is wise. Businessmen, merchants and industrial leaders should also do some advance planning to protect their businesses against loss of property or merchandise from fire bombing during a civil disorder. Insurance underwriters say that fire rates will increase because of the riots. Wouldn't it be wise to consider installing a fire protection system?

HERMAN L. GILLET, OWNER - GENERAL MANAGER of Fire Engineering Company, this month announced plans for expanding the market area of the company to cover all of the states of the Intermountain West. This totals seven states. Mr. Gillett stated that letters to the Governors of these seven states will announce Fire Engineering Company's intent.

COMPETITIVE BIDDING AMENDMENT to S 665 (No. 98 on all military procurement appropriations) directs the Secretary of Defense, insofar as practicable, to award all contracts by formal bidding. The bill has been enacted into law by President Johnson.

COMPETITIVE BIDDING S 1050 provides for establishment of specific standards governing use of negotiated contracts and also requires reliance on competitive bidding, whenever possible, in procurement of property and services.

TAX CREDIT FOR JOB TRAINING PROGRAMS HR 6279. More than 150 Congressmen have introduced bills to allow employers an income tax credit for any job training programs conducted in their firms. No date has been set for hearings on these bills; however, hearings have been promised.

HOW TO PROFIT BY YOUR EMPLOYEES' IDEAS (Ted Pollock)

Some corporations leave untapped one of their most precious resources: their employees' idea power. You as an executive, however, can help stimulate subordinates' creativity, even in such a firm: 1) ENCOURAGE EACH INDIVIDUAL TO THINK FOR HIMSELF. You may not have a Thomas Edison under you, but the chances are that someone is thinking: "Wouldn't it be better if we did this instead of that?" Ask your people for ideas, and pose concrete problems; 2) DON'T BE A SNOB. Thinking such as

"If Jones had any good ideas he wouldn't be a shipping clerk" can be fatal. Jones has to start some place, and his ideas deserve a hearing; 3) SUSPEND YOUR JUDGMENT; hear a man out before you make a decision, and don't confuse the presentation of an idea with the idea itself; 4) CUT DOWN COMMUNICATION RED TAPE. Establish a periodic "open-door" time in which anyone can see you without an appointment, and have a short form printed up for suggestions; 5) BE TACTFUL. If you aren't courteous with the bearer of even a bad idea, the news will get around. And, that same person may have a good idea the next time. If an idea is impractical, explain why; 6) FOLLOW THROUGH. Don't let a good idea lie fallow, and keep the originator informed of your progress. Remember that it's his "baby"; 7) ALWAYS GIVE RECOGNITION - whether it's a raise, a prize, or just a public "Well done!" nothing will do more to encourage good ideas.