



Fire Engineering Company

Fire Protection Engineers & Contractors

3389 South 6th West

Salt Lake City, Utah

Bulletin

10

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NEW FIRE PROTECTION SYSTEM INSTALLATIONS

Troy National Laundry & Dry Cleaning, Twin Falls, Idaho
Marshall N. White Recreation Center, Ogden, Utah
Chuck-A-Rama, Salt Lake City, Utah
Clearfield Job Corps Center, Kitchen & Snack Bar, Clearfield, Utah
Harman's Cafe, Salt Lake City, Utah
Western Distribution Center, Salt Lake City, Utah
Big Horn Carpet Factory, Crow Agency, Montana

THE VALUE OF AN AUTOMATIC SPRINKLER SYSTEM HAS BEEN PROVED AGAIN at a recent fire at 1760 South State Street, Salt Lake City, former location of FAIM Discount House. A fire was extinguished by an automatic sprinkler system. Fire loss was kept to approximately \$100 because of the system. THERE WAS NO WATER DAMAGE. It's not hard to imagine the loss the property owner would have suffered if there had not been an automatic sprinkler system, especially so when the building was unoccupied.

THE SPRINKLER INDUSTRY EDUCATIONAL SEMINAR, COLORADO SPRINGS, COLORADO, on October 30 and November 1 was attended by Herman L. Gillett, owner-general manager of Fire Engineering Company. The seminar was sponsored by National Automatic Sprinkler and Fire Control Association, Inc., and featured workshop sessions on management profits, value analysis and the future of the fire protection system business.

FIRE ENGINEERING PLANS TO EXPAND ITS OPERATIONS IN BOZEMAN, MONTANA, according to Herman Gillett. Mr. Gillett reported that he will meet with the Montana Secretary of State, Frank Murray, and Robert L. Pennington, Montana State Fire Marshal, during the week of November 13 to finalize arrangements.

A FORMULA FOR SUCCESS — IN TWO WORDS (Paul J. Meyer)

Do you want to change your dreams into facts? To be successful? The answer is personal motivation — a faculty that's developed, not inherited. The first step is to evaluate where you stand now, your weaknesses and strengths, in a frank and honest way. Then put down your goals in black and white, both long and short range, in the six important areas of your life: physical, mental, spiritual, financial, social, and domestic. Then follow this five-point plan for achieving these goals: 1) Crystallize your thinking, specify your goals more exactly, and form vivid mental pictures of yourself as you want to be; 2) Develop a timetable for the achievement of each goal. What do you want to accomplish by next week, next month, next year? 3) Develop a burning desire for what you want in life, and know the difference between wish and desire; 4) Develop confidence in yourself and your

abilities. Confidence comes from experience, and experience comes from know-how. Know-how comes from the fact that you have the courage to submit yourself to and overcome situations, obstacles, and circumstances that the average person shies away from; 5) Get the determination to follow through regardless of obstacles and of what other people think. You'll develop a habit of failure if you make a decision and then don't carry through.