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Manager  
Teacher-Trainer  
Advertising Man  
Salesman

As Sales Branch Manager for The Cherry-Burrell Corp., I kept their Philadelphia Branch the third or fourth most profitable of the sixteen branches throughout the United States. When I was made manager in 1931, there were four territory salesmen; I built the branch up to ten salesmen, two engineers, five service mechanics. These with office and warehouse personnel totaled about forty men and women. We serve the dairy and similar industries, supplying plant equipment. Cherry-Burrell manufactures a full line of specialized processing machinery; also jobs supply items. The address of the Philadelphia Branch is 232 1/2 Market Street; headquarters is at Cedar Rapids, Iowa.

During this build up of the branch organization I employed and trained many young men in sales and other activities. The present national machinery sales manager for Cherry-Burrell started with me, and served his first ten years in a Philadelphia territory.

The assignment of branch manager came after serving as sales correspondent, supply merchandising, advertising manager for a subsidiary firm, starting March 1, 1919. I edited and published an external house organ, as part of the advertising program, discontinued when Cherry-Burrell was formed by merger in 1927.

Prior experience is likewise valuable for technical selling and training. I managed a woodworking department of an airplane manufacturer, taught shop work in Junior High schools for about four years in Newark, N. J., and spent a summer in a pattern shop.

Education obtained at New Jersey Teacher's College, Columbia University, and The University of Pennsylvania Evening School.

<sup>was</sup>  
I ~~am~~ a member of Philadelphia Rotary Club, accepted in January 1944.

Retiring from Cherry-Burrell Corp. in good standing at age sixty-five in accordance with company policy.