

Came to Lawrence in December of 1935

Prior to coming to Lawrence we had been printing circulars once a month and after finishing the job in November in Liberal, Kansas we had just a month to tear down our press, move it to Lawrence and have it in operation in time to get out the December run of a million circulars. With both ends of the building open to the zero weather except for canvass to keep out the cold the Christmas run was finished and printed on schedule even though all men had to wear overcoats while working.

About a year after operating in Lawrence the firm secured a contract to print a million catalogs which would require a large quarter page folder to be installed on the press. The manufacturers of the press could not furnish the folder for at least six weeks and the firm had exactly 12 days until the press was to start producing so Dick figured out a way to build a folder and with the help of a local machine shop this folder was built and attached to the press. It worked and the job was completed on time. The engineering and building of this folder is still a wonder to the press manufacturers themselves. It required steady work, day and night without any sleep. Dick worked the last two days and nights and until 3 o'clock of the third morning without any sleep. What they accomplished led ~~led~~ to future work far in excess of anything they had even dreamed existed. A FAILURE ON THAT CONTRACT WOULD HAVE PROVED DISASTEROUS TO THE FIRM. THE SUCCESS OF THE VENTURE LED TO PRINTING OF MORE THAN 200 million CATALOGS.

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Many handicaps have been confronted in converting from printing to war work. Starting in a small way each contract was fulfilled on or ahead of schedule. New equipment could not be purchased so they were forced to buy used equipment and rebuild this equipment while the employees who were not mechanically minded availed themselves of the opportunity to go to a machinest's school after work. Following the schooling all the used machinery that had been purchased was rebuilt by them and put in good running order. There never has been a machinest by trade in the employ of the KansasColor Press. Everything was done without outside help.

First contract was small but the delivery on time which led to the second, third and fourth contracts. Each new contract presented a new problem yet at no time were the Prime contractors ever waiting on the parts that were being machined by the Lawrence war plant.

Soon after ~~this~~ ^{the present} contract was started we were notified that all castings being machined by us had to be acid ~~test~~ treated. Getting in touch immediately with manufacturers of rubber tanks we learned that none of them could supply any tank sooner than 5 to 6 weeks. The Prime contractor tried frantically to get three of the largest manufacturing concerns to deliver a rubber insulated tank in less than 6 weeks but none could be secured. This meant tying up production for the same period so we bought the rubber, all the necessary materials and after six ~~long~~ days and part of the nights we had the tanks built, the castings being acid treated and our production schedule on time.

Fulfilled.