



**PHILCO**  
TECHREP DIVISION

**FIRST in Employment Opportunities the World Over**

**PHILCO CORPORATION**  
PHILADELPHIA 34, PENNA.

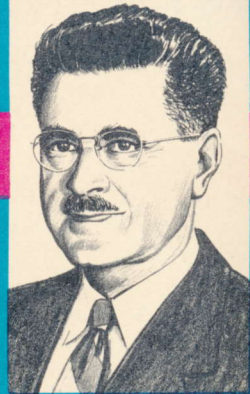
OFFICE OF THE VICE PRESIDENT

Welcome to All Electronics Career Men!  
Until you come to visit us personally, the next best thing to shaking your hand is a warm "hello" by letter. That means, too, that we're mighty pleased that you are considering Philco. It's a sensible consideration from every angle. For Philco is the kind of firm of which to be a part as the world moves ahead into the truly challenging unexplored areas of electronics development.

To one gifted with the skills of an Engineer or Technician, immediate years ahead will be a period to make previous eras of man's scientific and mechanical development seem insignificant by comparison. We know this at Philco because we've been in this new field of electronics from the beginning.

— of doing work that is important and respected. And — we're always appreciative of the men who make these accomplishments possible. **FROM THE VERY BEGINNING**, Philco has not only been the leader in electronics but **FOREMOST** in the creation of liberal pay scales, incentives, and a multitude of allied programs which make our creative engineers and technicians **FREE** of the normal family cares. You'll like what you'll read in the following pages and until I can shake your hand in person, thanks for this chance to introduce you to **PHILCO!**

**WELCOME**



Cordially,  
*Robert F. Herr*

**ROBERT F. HERR**  
VICE PRESIDENT

# It's Good to Know That You're Interested in Philco

We like to tell people about our growth, our history. Philco is big! From a beginning in 1892 as the Helios Electric Co. . . . later the Philadelphia Storage Battery Co. . . . and, finally — in 1940 — to Philco Corporation, we have grown to an organization with over 25,000 employees . . . doing \$450,000,000 gross volume a year.

Most people know Philco as a manufacturer of such products as: Television, Radios, Refrigerators, Freezers, Air Conditioners, Electric Ranges, Washers and Dryers.

Many are not aware, however, that Philco is the leader in many fields of electronic research. From this highly intricate and demanding effort flow such diverse equipment as guided missiles . . . microwave systems . . . airborne radar . . . navigational equipment . . . TRANSAC, the transistorized computer . . . and a host of other precise and unique components and devices.

More than that, however, Philco develops one of the key assets a strong nation must have—MEN! This is particularly true of the TechRep Division . . . where 15 years of pioneering has rightfully made it the world's largest electronics field engineering group. Manned by men who, by their dedication to duty and country, have justified their designation as the TASK FORCE OF PHILCO ELECTRONIC KNOW-HOW.



## WHAT'S BEHIND THE TECHREP TRADITION?

Others may point to long years at doing something well.

The TechRep Division points with pride to a live wire outfit that jumped almost out of nowhere to lick a tough situation; to earn the easy assurance of tested veterans. This in only fifteen years!

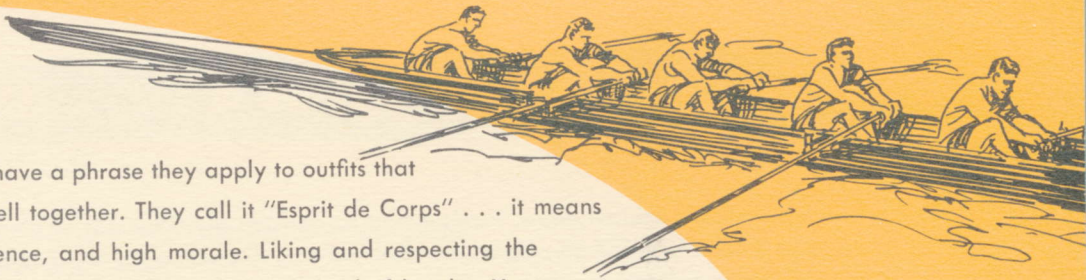
The TechRep tradition is truly theirs in an unique kind of way.

They range the globe. Intercontinental electronic experts. Tracking down the bugs that crop up in the eyes and ears of our radar defense outposts. They have a certain manner about them. Easy. Assured. The air of well-qualified, well-equipped and well-paid experts ready to deal, confidently, with any problem in electronic systems.

As Philco TechRep Field Engineers, doors are opened that take them into the most important areas of the nation's advanced electronic developments.

What's more . . . as new, yet undreamed of electronic concepts are shaped, it will be Philco TechRep Field Engineers who will many times undertake making them do the job they were supposed to do.

This, then, is their tradition: Not of yesterday, but of tomorrow . . . **YOUR TOMORROW** when the challenge to keep Philco both **FIRST** and **BEST** will be as great then as it is today!



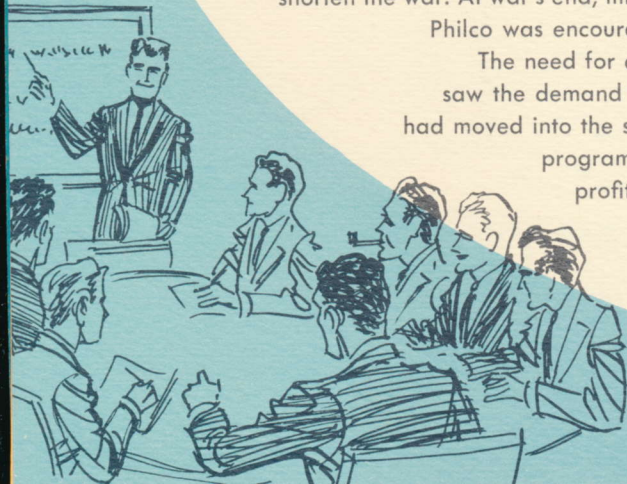
The French have a phrase they apply to outfits that do things well together. They call it "Esprit de Corps" . . . it means zest, confidence, and high morale. Liking and respecting the men you work with. It breeds an intense kind of loyalty. You get a feel of it when you watch the split-second timing of a well trained crew or a Marine regiment swing by in a parade . . . or when Notre Dame is driving in the last quarter . . . a sort of invisible badge of assurance that tells the world you and your outfit has what it takes! You get the same kind of feeling when you're around Philco TechRep Field Engineers. These are the Field Engineers who have vapor-trailed through the blue in jets . . . They've checked fire control systems near Berlin, radar installations in virtually every state in the Union, and assisted in solving electronic problems the world over.

**THEY CALL IT ESPRIT DE CORPS . . .**

## PHILCO SHOWED THE WAY...

Philco TechReps hold an unusual place. That's due to the thought and foresight by Philco planners as far back as 1940. They had the sound idea that not only Government — but industry — would need technical assistance. Experts who know not just one system of electronics communications or controls, but *all systems . . . equally well!* So Philco organized a group — a small group — to work solely on Government, industrial and military electronic installations. It was right planning. For during World War II the new TechRep Division gained world renown. Their special skills in communications, radar and sonar earned from grateful military units the highest praise . . . an appreciation of skills that did much to shorten the war. At war's end, millions of military personnel returned to private life and Philco was encouraged to strengthen and expand its TechRep program.

The need for electronics men was just being felt. The post-war years saw the demand for field engineering services grow greater. The U. S. had moved into the supersonic guided missile era. For Philco, improving its program became a matter far more important than showing a profit . . . the TechReps had become, almost without design, a vital element in the nation's security. Philco, thus embarked on a carefully planned program to expand its TechRep Division.



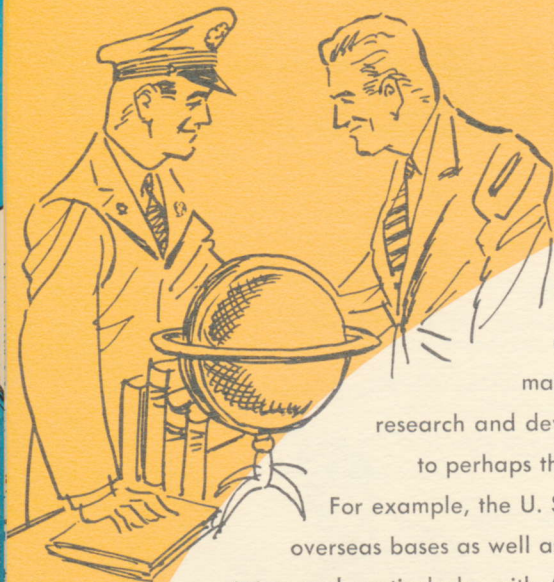
# THIS IS ABOUT THE SIZE OF IT . . .

The job Philco TechRep Field Engineers do is a big one.

- . . . as **BIG** as any around.
- . . . as **IMPORTANT** as the well-being of 165 million Americans.
- . . . as **REWARDING** as the finest schooling, the finest equipment, the best benefits, the finest pay scale can make it.
- . . . as **INTERESTING** as movement and action and the opportunity to visit strange lands and far countries can be.
- . . . as **CHALLENGING** as any problem in a specialized field can be to a curious and eager mind.
- . . . as **SATISFYING** as the respect and deference a TechRep earns from his fellows.
- . . . as **SECURE** for a man's home and family as the prestige and protection offered by one of the nation's great firms can make it.

*Yes, it's a man-sized job; for those few and exceptional men who have the know-how **AND** the ambition it takes to be a Philco TechRep Field Engineer.*





Philco TechRep Field Engineers are engaged in many fields of endeavor and at every level of responsibility. Their activities include operation, instruction, inspection, field service, site engineering, maintenance engineering, plant engineering, systems engineering, research and development, management and administration. They are assigned to perhaps the most diversified fields of activity open to a single corporation. For example, the U. S. Army has TechReps assigned to the Signal Corps; at strategic overseas bases as well as military posts in this country; with the National Guard in many states, and particularly, with Army Ordnance helping to expedite the guided missile program. TechReps are with the Navy, too. Assigned to BuAer, BuOrd, BuShips . . . U. S. Naval Shipyards on both coasts . . . naval districts throughout the U.S.A. and overseas. TechRep Field Engineers are assigned to the U. S. Marine Corps . . . are found aiding special projects in the naval laboratories, ships and stations.

**TECHREPS FIND ASSIGNMENTS**



The U. S. Air Force has TechReps assigned to its Air Research Development Command, the Air Defense Command, the Military Air Transport Service, the Strategic Air Command and most key world-wide Air Force activities.

TechReps are assigned to U. S. Government agencies — such as the National Security Agency . . . and Foreign Operations — posts spotted in all corners of the globe.

And in the interests of the United States they are also assigned to the military staffs of foreign nations . . . Canada, Thailand, Norway, Turkey, and other allies of many mutual defense agreements.

Finally, TechRep skills have been called for by the giants of American industry.

From Bell Aircraft to Bell Laboratories, from Lockheed to Convair, from Bethlehem Steel to Electric Boat Company and many, many more.

In short, there is no area of the nation's defense program in which Philco's TechRep Field Engineers do not play an important part.



**IN THE FIELDS THEY WANT**



## WHAT DO YOU HAVE TO KNOW?

Experience, education, know-how . . . any one or any combination may be the requirement for the position or location of your interest. Completion of specialized courses at technical institutes, experience as a trained radio or TV serviceman, graduation from college or a university, experience in the Armed Forces, post graduate studies in many fields or good down-to-earth "know-how" will qualify you for a position as a Philco TechRep Field Engineer.

*Some of the fields  
TechReps are currently engaged in are:*

## **ELECTRONICS**

Communication  
Radar  
Sonar  
Navigational Aids  
Guided Missiles  
Antenna Systems  
Microwave  
Computers  
Telemetry  
Technical Writing

## **ELECTROMECHANICAL**

Power Distribution  
Diesel Generators  
Electrical Controls

## **TELEPHONE**

Central Office  
Installers  
Traffic Engineers  
Switchboard  
Outside plant

## **VOCATIONAL INSTRUCTORS**

Language  
Electrical  
Mechanical

## **SPARE PARTS AND SUPPLY**

Methods and Procedures  
Stock Control

## **OTHER ACTIVITIES INCLUDE:**

Construction Equipment  
Antenna Design & Construction  
Refrigeration  
Air Conditioning  
Radio  
Television



**AND REMEMBER,** the TechRep Division has a complete Technical Department with the finest staff of field experienced personnel to prepare you for your assignment. Every Philco TechRep Field Engineer is given a course of indoctrination, designed specifically to ensure his complete mastery of the position.

## PHILCO PLANT LOCATIONS

- Philadelphia, Pennsylvania
- Lansdale, Pennsylvania
- Spring City, Pennsylvania
- Watsonstown, Pennsylvania
- Connersville, Indiana
- Bedford, Indiana
- Sandusky, Ohio
- Mount Clemens, Michigan
- Fairfield, Iowa
- Toronto, Canada
- London, England
- Sao Paulo, Brazil
- Mexico, D.F., Mexico
- Bogota, Columbia



**PHILCO PLANT**

*Plant Locations on Map Indicated by Orange Star*



## **T LOCATIONS**

### **PHILCO TECHREP DIVISION**

#### *Field Offices*

- Philadelphia, Pennsylvania
- Washington, D. C.
- Dayton, Ohio
- San Francisco, California

#### *Overseas'*

#### *Field Representatives*

- Anchorage, Alaska
- Tokyo, Japan
- Honolulu, T. H.
- St. John's, Newfoundland
- Wiesbaden, Germany

*Field Supervisors Are Located  
at Key Spots Throughout The World!*

*TechRep Locations on Map Indicated by Black Star*

# WHAT ABOUT PERSONAL ADVANCEMENT—

## WHERE DO I GO FROM HERE?

Here's the answer: YOU go onward and upward with Philco! In the twenties, Philco was a small battery manufacturer: By 1930, Philco had become the acknowledged leader in radio sales and merchandising! In 1956, Philco had increased its dollar sales volume over 1940 ten-fold!

This meteoric rise was due not to blind chance, lucky circumstance, or war. Rather, it was a calculated expansion program based on the conviction of Philco management that exceptional leadership in administration, production, research and engineering could be maintained.

And this bright standard of leadership CALLS FOR leaders! Many of the key executives throughout the Philco Corporation today, began their career in the TechRep Division. The roster

of young executives is truly impressive, and there is plenty of room for more like them.

To assure your progress and growth, experienced field supervisors will



constantly evaluate your performance and provide necessary assistance and guidance. Their reports are periodically reviewed by management to ensure recognition of your professional growth and meritorious achievements. Outstanding service "beyond the call of duty", is recognized immediately.

## **YOU'RE WORTH A LOT . . . AS A PHILCO TECHREP**

From a personal security standpoint, the rewards Philco holds forth to its TechReps have never been equalled by other firms in American business.

Among the many compensations Philco TechReps receive are:

### **PROFIT SHARING**

Philco believes profits should be shared. The key to America's strength is competitive enterprise — or doing things better than the next fellow to earn a bigger reward for the effort. And Philco is proud of its fruitful years — and its profits. These are shared not only with stockholders, but also with EVERY INDIVIDUAL PHILCO EMPLOYEE who contributed to a successful year!

This unique plan is ENTIRELY  
UNDERWRITTEN BY PHILCO.





### **LIFE INSURANCE\***

A superb life insurance policy — generally equal to a TechRep's annual salary — is also provided. The premiums ARE COMPLETELY PAID FOR by Philco! Plus additional insurance that may be purchased at nominal group rates.

### **HOSPITALIZATION INSURANCE\***

Hospital bills are paid for through Blue Cross or the Inter-County plan. Cost of the program IS PAID by Philco.

### **SICKNESS AND ACCIDENT INSURANCE\***

Another vital security benefit. This provides a weekly income should injury or illness strike. Philco BEARS THE COST.

### **POLIO INSURANCE\***

One more safeguard to ease financial stress if this dread malady occurs. UNDERWRITTEN BY Philco.

### **SURGICAL INSURANCE\***

Philco ASSUMES COST OF TechRep Blue Shield Plan coverage. This famous plan helps pay costs of any surgical operation.



*\*Your family, too, can share in these benefits, which cost little on a group rate basis.*

## RETIREMENT PLAN

Every TechRep can look forward to a pleasant, well-paid time of leisure at 65, IN ADDITION TO Social Security. Again, this does not cost a TechRep a single penny.

These are some of the major benefits Philco extends to her TechReps. There are more, many more, including the cost-free blood program, the payday savings plan and, of course . . .

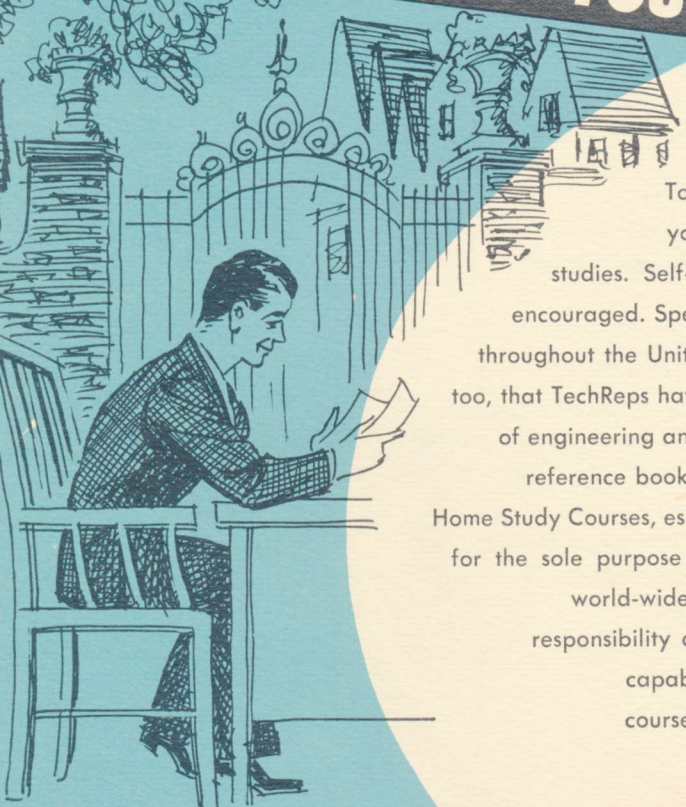
## PAID VACATIONS

Every TechRep receives a two-week paid vacation after his first complete year of service, and those on overseas assignments may accrue their vacation time.

All in all, the Philco program for the personal welfare, the PLANNED advancement of its TechReps is the finest in American industry. One corporation executive describes this integrated program as one that "builds a rampart of security for a man and his family that leaves his mind free to do his best work."



# HANG ON TO YOUR TEXT BOOKS!



To help s-p-e-e-d your advancement, Philco pays your full tuition as you keep up your professional studies. Self-development through post-graduate studies is encouraged. Special courses at recognized schools and colleges throughout the United States are included in this plan. You'll find, too, that TechReps have at their fingertips an up-to-the-minute library of engineering and technical magazines, professional papers and reference books. And . . . in addition . . . there is Philco's new Home Study Courses, especially developed by our Technical Department for the sole purpose of preparing you for bigger positions in our world-wide organization, where opportunities for greater responsibility and personal growth are restricted only by the capabilities of the individual. These up-to-the minute courses may follow a TechRep wherever he may go.

## THE REAL PAY OFF . . .

Finally, Philco pays excellent salaries augmented by allowances for job connected travel in the U.S.A. and bonuses for overseas duty.

The more you look at it, the more you realize that a career as a Philco TechRep Field Engineer offers every possible avenue of personal security, compensation and endeavor to the technical man or engineer.

But the real payoff is a thing that's hard to measure.

It's something hard to describe . . . like the feeling that comes to one knowing that he has contributed much, as a member of the Philco team, to the growth and technical progress of his country.

In these times, in this situation, the Philco TechRep is an important guy. His skills and know-how are something of real value.

And people, no matter of what rank or position, respect him for what he is . . . a competent craftsman of the electronic era!

This, perhaps, is the real pay-off . . .



## There are still many things to tell you about PHILCO...

Since you've read Bob Herr's note of welcome at the beginning of this booklet, you've had an opportunity to learn something about TechReps: the jobs they do, the responsibilities they carry, and the personal rewards they earn.

You may now say to yourself: This sounds good to me. I've got the background. I'd like a future with Philco. I'm going to look into it further — right now!

If you do have this feeling, we've tried to make it easy for you to get all the facts you need to guide you in making this important career decision.

To make it convenient for you, we have employment representatives who constantly visit all of the major cities

throughout the United States. There are also permanent offices in Washington, Dayton and San Francisco.

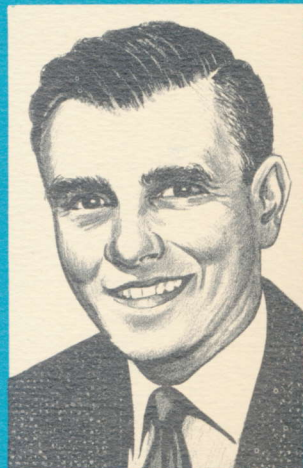
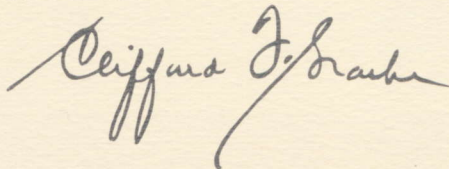
You'll find these Philco men glad to talk with you. What's more, if an appointment has been arranged, PHILCO WILL REIMBURSE YOU FOR YOUR TRANSPORTATION, BOTH TO AND FROM THE APPOINTMENT CITY.

Additionally, the Philco representative will be happy to talk with you in the evening. Or on Saturday or Sunday. This so you would not lose any pay from your regular work.

Fill out the application enclosed and send it to my attention.

You'll hear from us quickly. And you can be sure we'll send you all the information you need to make what could be the wisest decision of your career.

Thanks . . .



**CLIFFORD F. GRAEBE**  
*Personnel Manager*  
**Philco TechRep Division**

*Please*

**NOTE**

... this page is here to provide you a handy place for recording the questions you may want to ask when you send in your application and/or see the PHILCO TechRep in your city.

GEORGE T. EVANS

ORLANDO, FLA

PHONE- 4-3322

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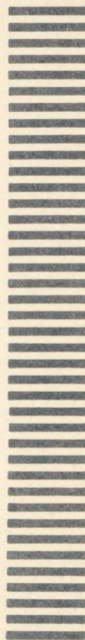
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PHILCO CORPORATION  
TECHREP DIVISION  
22nd ST. AND LEHIGH AVE.  
PHILADELPHIA 32, PENNA.

ATTENTION: CLIFFORD F. GRAEBE



**P.S.**

*If you have a friend or an acquaintance to whom you would like to send a copy of this book, fill in the "Request for Free Copy Card" printed opposite. No postage required.*



**MAIL NOW!**

**MR. CLIFFORD F. GRAEBE**  
PERSONNEL MANAGER  
**PHILCO TECHREP DIVISION**  
**22ND AND LEHIGH AVENUE**  
**PHILADELPHIA 32, PENNA.**

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**NAME** \_\_\_\_\_

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**CITY** \_\_\_\_\_

