

By 1892 he had won a market for his cleaner and was able to expand the manufacturing facilities. Ferrell, Prame & Ozier accepted a free building site in Saginaw, Michigan and moved the operation north to its new home. Six years later "A.T." bought out his associates and became sole owner-manager. In 1902 a new factory was bought on adjacent property and additional lines of equipment developed to increase the business.

Ferrell was a man of unusual foresight and energy . . . anticipating the needs of the industry . . . and, with step-by-step improvements, developed the forerunner of today's Clipper Cleaners. In the early years, no one derived greater pleasure in meeting the trade personally than did "A.T." himself. He was often heard telling his employees: "I consider the good will of the trade, which we have won, one of the most valuable assets today". Visitors always received a warm welcome at the Saginaw plant . . . and the welcome invitation is extended today in the A. T. Ferrell fashion.

1939

In 1939, A. T. Ferrell sold controlling interest in the company to S. A. Sommers . . . however, he still frequently visited the plant until the time of his death in June, 1943.

Elden L. Kaylor was promoted to company president in 1948 when Sommers died. "Clipper" Kaylor . . . as he is still known to the trade . . . carried on the high level management set by his predecessors. During the period of his presidency, the Randolph Dryer Company of Toledo, Ohio was purchased, and the manufacturing facilities brought to the Saginaw plant of A. T. Ferrell and Company. The Clipper-Randolph Dryers . . . like the modest beginning of the Clipper Cleaners . . . grew

from a few installations in Ohio, to worldwide distribution.

1963

In April, 1963, A. T. Ferrell and Company merged into the diversified corporation of J. P. Burroughs & Son, Inc. The Clipper trademark and all Clipper personnel were retained, however, to continue manufacturing the finest cleaners, dryers and elevating equipment with qualified, trained craftsmen.

To continue their growth, in February 1964, the A. T. Ferrell division purchased Ross Machine & Mill Supply of Oklahoma City, Oklahoma . . . manufacturers of feed mill equipment. The success of this operation, now with total national sales coverage, warranted expansion . . . and in June 1968, Ross Machine & Mill Supply moved into their new plant in Oklahoma City.

Robert J. Fry became the fourth president of A. T. Ferrell and Company in June, 1968 when Kaylor was promoted to Executive Vice President of the parent corporation.

1969

One hundred years ago an idea was conceived and developed by J. E. Smith . . . and, the original goal of "A.T." to build better equipment to meet the needs of the trade . . . is still carried on today.

100th ANNIVERSARY



1869 • 1969