

**Historical Achievements**

Valley of the Giants

Harold W. Shaw

Harold W. Shaw was born on November 13, 1913, in St. Paul, Minnesota. He attended public schools there, and graduated at the top of his class in 1935 from the University of Minnesota's College of Engineering. He received his bachelor's degree in mechanical engineering.

A process test engineer for Carbide & Carbon Chemical Corporation in South Charleston, West Virginia, from 1935 to 1939, he became a sales engineer for Ingersoll-Rand Corporation from 1935 to 1942. He resigned to join the U.S. Army Air Corps and was stationed at Wright-Patterson Air Force Base as a design and development officer for two years, prior to becoming the assistant chief of operations, Equipment Laboratory. After he achieved the rank of Major, he resigned in 1946 to work for Monarch Marking Systems Company in Dayton.

After receiving training in all factory departments for two years, Shaw was promoted to export sales manager and established marketing, pricing and sales policies, and selected sales representatives.

In 1950, he was named vice president and a director of Monarch and, until 1956, proposed, conceptualized, developed, and managed Monarch-Mexico and Monarch-Brazil, both operating at a profit from the first year. He also founded and

obtained sales rights for the Tickopres machines during this period. In 1956, he was chosen to supervise and coordinate the direction of all branch factories, and in 1957 recommended the architect and general contractors for the Torrance Street addition.

In 1958, Harold became the sales director; and by mid-1963, under his guidance, the Sales Department went from a one-man operation with independent salesmen to an efficient organization with department heads, salesmen, branch and district managers, and retail and industrial divisions with training programs for departmental growth.

Upon leaving Monarch in early 1968, Mr. Shaw became the owner and manager of several real estate properties, including the Ski Resort Lodge in Vail, Colorado. His other activities have included membership in the Dayton Sales Executive Club, the Dayton Council on World Affairs, the Dayton Area Chamber of Commerce, the Dayton Kiwanis Club, and Westminster Presbyterian Church. Last, but not least, is the Dayton Engineers Club, where he was honored last year and named a Fellow. In all of the above, he has held elected office positions.

It is with great pleasure that we place the name of Harold W. Shaw on the treasured roll of our VALLEY OF THE GIANTS.

Wilson Charbonneau

