



the **AMCHEM** *News*

VOLUME THREE—No. 4

DECEMBER 1960



TOM GOLEAS

Published by
AMCHEM PRODUCTS, Inc.
Ambler, Pennsylvania
in the Interest of AMCHEM
Employees and Their Families

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William A. Drislane
Editor



On Our Cover

We're sure the decorators of the famed Radio City (N.Y.) Christmas tree didn't approach their work with the same pride and zeal of these two volunteer tree decorators on Community Street, U.S.A.

Condolences

We wish to extend our sympathy to the family of Michael F. Doyle, Receiving Dept., who died October 11; to Willard Snyder on the death recently of his father; to Edith Rothchild on the recent death of her mother and to Margaret Geoghegan whose sister passed away in November.



Message from the Chairman

We are again approaching the end of another year in the history of our Company. There has been much talk in recent months about a recession. However, despite the uncertainties in the national economy, it now appears that the volume of our sales this year will exceed those for the year 1959 and, in fact, will be the greatest since the Company started in business back in 1914. This good showing was made possible by the combined efforts and fine cooperation of the many employees in the various departments of the Company. On the other hand, the costs of doing business continue to increase, the net result being a moderate drop in profits, compared to last year.

This year, we have continued the policy of improving and enlarging our production and research facilities, looking toward the future growth of the business. Further additions to our research and sales personnel are being made with this in mind.

The Presidential campaign and election are now a matter of history. Now it is our duty to close ranks and give President-elect Kennedy our wholehearted support during the trying times ahead in the fight for the preservation of our free society.

These brief remarks are intended to give our Company employees a general picture of the results of this year's operations and plans for the future. I wish you every happiness for the Holiday Season and for the years to come.

Leon Chesney
Chairman of the Board

**PREVENT
CRIPPLING
DISEASES**

**PLEASE SAY YES
TO THE
NEW
MARCH OF DIMES**



BIRTH DEFECTS • ARTHRITIS • POLIO

MIST BLOWERS

Modern Technique for Chemical Control of Weed Trees

The degree of effectiveness of weed and brush killers depends to a certain extent on the thoroughness and care with which they are applied. As a service to our customers in order that they may derive maximum benefit at minimum cost from our herbicides, our Agricultural Research Department is constantly co-operating with various Federal, State and educational agencies in developing more efficient methods of application of these chemicals.

One of our most recent programs in the area of product application was the one employing mist blowers on experimental plots of weed trees less than two inches in diameter, at the Northeast Mississippi State Experimental Forest, Mississippi State University, located at Starkville, Miss.

There are two general types of mist blowers used in forestry work. One is the portable knapsack sprayer; the other is the tractor mounted type, which has proved more economical on large areas. It is the latter type with which we are concerned.

This unit can be mounted on power wagons, jeeps, or farm tractors. In rough forest terrain, crawler-type tractors similar to the one illustrated proved most satisfactory. On the crawler tractor, the blower is mounted behind the driver, with the air outlet pointed at right angles to the path of travel. No boom is necessary. Coverage of 30- to 50-foot swaths can be obtained depending on the height and density of the weed trees.

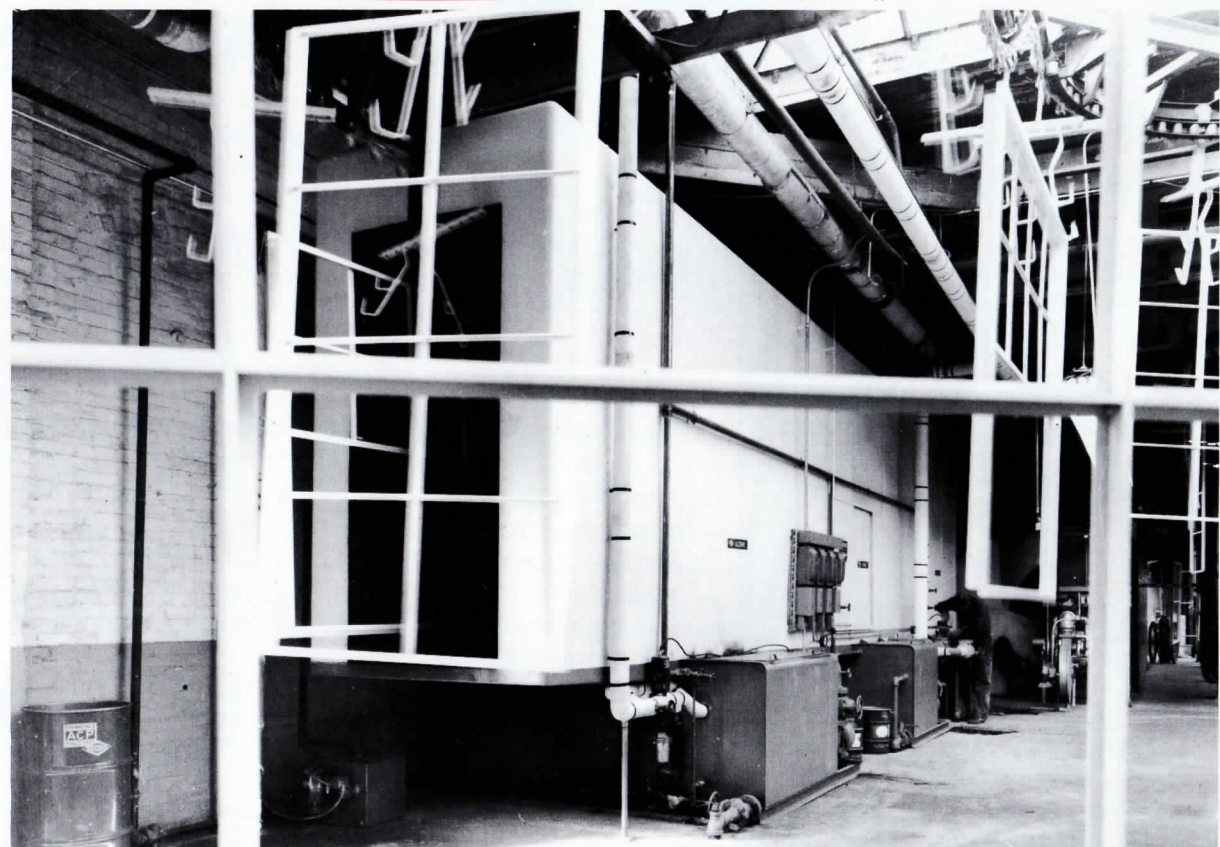
In operation, one man drives the tractor-blower. A second man usually acts as a flagman to keep the tractor driver at the proper distance from the previously-sprayed strip. The tractor moves over the same path twice, spraying in opposite directions.

Using Amchem's 2,4,5-T as the chemical in his experiments at Mississippi State, John Kirch, of our Agricultural Research, cooperating with John Starr, associate professor of forestry at MSU, has compiled a complete set of recommendations based on the results. These include time of application, rate, carrier (oil or water, or a mixture of both) and volume. These recommendations are used by forest companies throughout the South to weed out the undesirable hardwoods from their pine forests.

A customer-service such as the one just described is further proof that our interest in the customer doesn't end with the sale of a product.



UPI REPORTS!



Interview Reveals Alodine® Boosts Quality at General Bronze

"We feel that Amchem products enable us to maintain consistent and trouble-free results in line with the high standards of General Bronze Corporation and these products also enable us to fully conveyorize and automate applications of this finish to all types of Alwintite items."

These are the remarks of G. M. Keulemans, works manager, Alwintite division of General Bronze, in a United Press International interview. Alwintite is the nation's oldest and largest manufacturer of residential aluminum prime windows. Bolstering this opinion is a reject record of zero since Alodine® conversion coating chemicals were introduced, and not a single customer complaint. Alwintite had been "shopping around" for a pre-paint treatment that would produce a finish meeting the rigid specifications submitted by National Homes Corporation (Amchem News, Sept. 1958) for the

aluminum windows which Alwintite was supplying exclusively to National for their pre-fab homes.

Intensive investigation resulted in the adopting of an Alodine® 1200S chemical treatment as the most satisfactory conversion coating. In addition to supplying a good product, Amchem's technical assistance was a vital factor in influencing the decision.

Operating since January of this year, this 1200S installation is a conveyORIZED three-stage pre-paint treatment spray chamber (40 feet 6 inches long, 6 feet 11½ inches wide, 15 feet high, with an interior height of 8 feet) employing Alodine® chemicals and an associated combination dry-off and paint-bake oven (40 feet long, 12 feet high, 13 feet 2 inches wide). This three-stage operation is preceded by a cleaning and etching system.

Alwintite's two-level plant has an

area of 340,000 square feet and a capacity of 6,000 windows per day. It is located in North Dighton, Mass.

That painted aluminum windows will be a major factor in residential construction in the future can best be estimated by reports from nationwide talks with nearly 100 developers, pre-fabricated home manufacturers and scores of architects who agree unanimously that there will not only be an acceptance but a *demand* for them. T. C. Carter, General Bronze Vice President, in studying the improvements that a painted finish would bring this company's products, said that it would be quite possible to design a window or a door more particularly for a painted finish rather than a mill or natural finish . . . and at Amchem, we say: "More power to you," for it should produce greater sales for Alodine® chemical coatings.

the AMCHEM News Come and Get 'em!

Amchem's New Lawn Care Guide Is Available to Employees Free

Lawn experts and amateurs alike have acclaimed Amchem's new booklet, "Have a Weed Free Lawn," just about the "bestest" ever! There's hardly a lawn weed problem that is not covered in this booklet.

Written clearly and directly in the question-and-answer style, it requires a minimum of reading time and effort to find the solution to your particular lawn weed problem—quickly, without having to wade through paragraphs of material that the average home groundskeeper wouldn't understand.

It is liberally sprinkled with cartoon style illustrations. It also contains a weed chart with drawings of all the common lawn weeds for quick identification.

Plant employees can get their copy at the gate house; office employees can pick up theirs in the Agricultural Chemicals Advertising Office, Building No. 18, from Miss Cynthia Gehret.



Hirsh S. Segal Gives Paper at Detroit Conference

It is with considerable pride that we report the participation of Hirsh S. Segal, MCD Research, in the 8th Detroit Anachem (The Association of Analytical Chemists) Conference, held at Wayne University, October 24-26. This scientifically progressive group is composed primarily of chemists from industry who are engaged in analytical applied research. It has an extensive membership. Hirsh appeared at the invitation of M. D. Cooper, head of the chemistry department, General Motors Research, who was program chairman of the affair, which was attended by over 1,000.

Hirsh had the honor of presenting a paper before this knowledgeable gathering on October 26. The rather

scholarly title of his paper was *Micro-diffusion Separation and Colorimetric Determination of Microgram Quantities of Thiocyanate*. The title derives from the results of an experiment conducted cooperatively by Amchem's Agricultural Research Department and Penn State University, University Park, Pa., at Penn State.

The purpose of the experiment was to determine the effectiveness of a new Amchem product, Amitrol-T (Aminotriazole and Ammonium Thiocyanate), in controlling quackgrass in corn, and also to find out whether any of the thiocyanate was absorbed by the corn itself. The crop was planted and harvested in the spring and summer of 1959. Kernels from both treated and

untreated plots were analyzed by a new method developed by Hirsh. The results showed no detectable difference between the quantity of thiocyanate present in the two. The analysis also revealed that thiocyanate is a *natural* ingredient in corn! Also, medical history shows that thiocyanate has been used as a therapeutic in the treatment of hypertension.

While the tests at Amchem proved the absence of residues of Amitrol-T in the corn, the experiment at Penn State showed the high effectiveness of this chemical in destroying quackgrass in corn crops. Amitrol-T has now been officially approved by the United States Department of Agriculture for the control of weeds in corn.

Agricultural Development Holds Successful Meeting . . .

Beatty and Allen Present

From the standpoint of marked progress, one of the most important events in the yearly calendar of activities of Agricultural Research was the Annual Fall Development Meeting held, as usual, at the Ambler offices, October 24-26, with Al Douty, Amchem Technical Director, as leader. Here the fruits of the year's experimental efforts passed in review.

Over the three-day period, such matters as residue and toxicity, grants-in-

aid, formulations, technical literature, new chemicals, primary and secondary screening methods and materials, etc., were reported upon and discussed by various members of the research staff. It was announced that five new products would be put on the market this year: *Amitrol-T*, *Fenac* (for seed sugar cane), *New No-Crab*, *Weedone® Crabgrass Killer* (with Calar), and *Weedone® Spot Grass Killer*.

The most welcome bit of news, however, to come out of the meeting was

the announcement that both Bob Beatty, Research Director, Agricultural Chemicals, and Bill Allen, Senior Consultant to the Research Group, Agricultural Chemicals Division, were not only present but were active participants in the program. Bob and Bill have been on the sick list since mid-summer. Bob expects to be back in harness on a full time basis after the first of the year and Bill will be ready to put in frequent appearances, also probably starting after January 1.



8:30 A.M. All hands on deck for MCD Product Presentation.



"Know-Your-Product" Session features Sunny Spruance.



Jack Price quotes interesting sales figures to aim for in '61.



"Call it!" says Ump Shellenberger to Turner and Damskey.



"Each problem — whether in marketing, promotion, or selling — requires its own specific approach to a solution . . . we can't generalize," remarks George Williamson, V. P. Niles, to Pres. Jerry Romig at morning coffee break.

THE 1960 General Sales

The 1960 General Sales Meeting, held October 3 to 7, in split sessions at Ambler and Split Rock Lodge, was a genuine success. Every matter on the business agenda was thoroughly covered, although no sessions ran into overtime. The opening remarks of Mr. Cherksey, Mr. Romig and Mr. Shellenberger were cherished by the veteran personnel while the newer men were immediately made to feel at home.

At the general sessions and at times of recreation the MCD and ACD sales personnel integrated like fraternity brothers even though, in most instances, this was the first meeting between the two.

In addition to those sessions conducted by Sunny Spruance, Maurie Turner, and Jack Price, representatives of the Al Paul Lefton advertising agency, assisted by Turner, Jack Breen and Joe Torchiana, presented Amchem's advertising plans for 1961. For added interest and impact, the agency dramatized the presentation with a couple of novel gimmicks that attested to this ad shop's creative ability. But it must be said that histrionically José Ferrer, Hume Cronin and big John Scott Trotter need never fear of losing their jobs to Mike Jeffkin, Norb Fennerty or Jeff Wilson, the Lefton reps.

As the comedy feature of this ad session, the miracle of dubbed-in sound provided a few hilarious moments by synchronizing vocal endorsement of Amchem Products, in near perfect dialect, with the lip movements of such diverse personalities as Queen Elizabeth, Castro, and Khrushchev.

In the line of recreation, the softball game on Wednesday between ACD and MCD was the top attraction. The game was won by ACD 10 to 5 after a titanic struggle that featured home runs by Aubrey Sherman, Merrill White and Irv Pintcke.

White's was a Ruthian wallop that landed out on the road some

Meeting IN RETROSPECT

360 feet on the fly from home plate. Competition for positions on the MCD team was so keen that in the warm-up game on the day before between the Midwest District and the Jack Campbell All-Stars, Ed Nusbaum lost four square inches of his pants and an equal amount of flesh in a desperate theft of third base. Not to be outdone by Ed, Carl Stella attempted something new in the way of combining surgery with softball. This "Stella attraction" consisted in grafting skin from his knee onto the cinders at home plate in a daring split-second, unassisted operation. To top both of these feats, Dick Miller, in an attempt to go into a hook slide in returning to first base, became the first real casualty by twisting the ligaments in his knee and ending up on crutches. Another oddity for the book was John Shellenberger's calling men out at both first and third simultaneously without taking his eyes off the batter at home plate. The decision stood despite a vigorous protest.

Evening activities included films of a sports nature, chiefly featuring marksmanship with some nice over-ripe citrus fruit as targets. Also featured in one of the evening programs was a

talk, "Pattern for Success," by James Quinn DuPont, a fascinating personality and a great, great grandson of the founder of the mammoth Wilmington dynasty. The talk was both entertaining and instructive; many, in fact, found it highly inspirational.

With our sights set on greater sales figures through a larger and more vigorous ad campaign in '61, and with a more intensive and systematic sales approach, the sessions at Split Rock ended on a very optimistic note, and, barring an economic upheaval, our 1961 objectives should be reached.

Climaxing the social side of the meeting was the Thursday evening Clam Bake at Ag's Research Farm on McKean Road. This was attended not only by sales personnel but also by engineering, lab and technical employees and their wives.

Friday afternoon, Saturday and Sunday the Amchem traveling forces started their trek homeward, heading out for all parts of the U. S. and Canada—from Boston to Seattle, from Minneapolis to Miami, from Montreal to Calgary, and scores of points in between—with a gleam in their eyes and high hopes in their hearts for a bigger and better year in 1961.



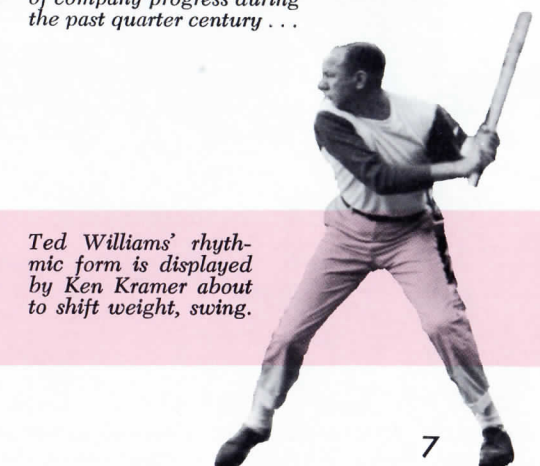
Conviviality reigned during Thursday evening clam-bake which climaxed social events of the week.



J. O. J. Shellenberger gave brief, enlightening history of company progress during the past quarter century . . .



"Let's stop and think a moment . . . let's not jump at conclusions," says Maurie Turner in a reflective mood at a four-hour, Work-Planning Session.



Ted Williams' rhythmic form is displayed by Ken Kramer about to shift weight, swing.



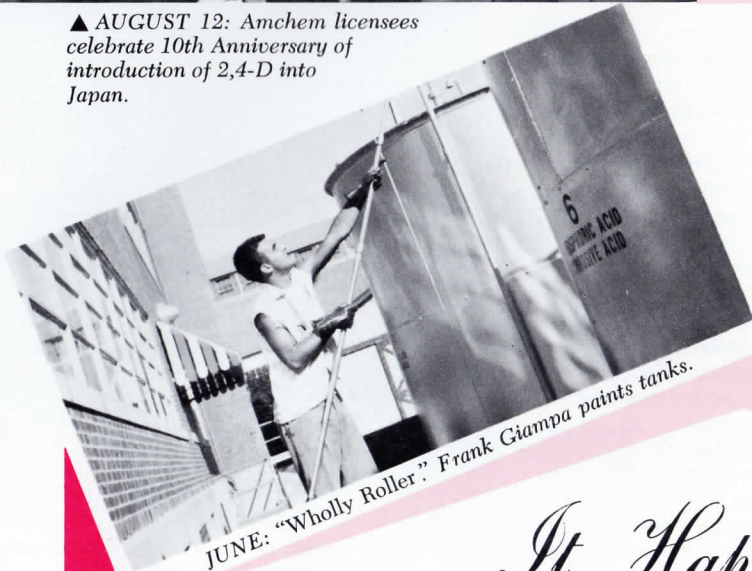
Whether sleeping in translucent moonlight magnificence or clothed in a veil of morning mist, or its lacy ripples dancing in the afternoon sun, Split Rock's Lake Harmony was a kaleidoscope of incomparable beauty.



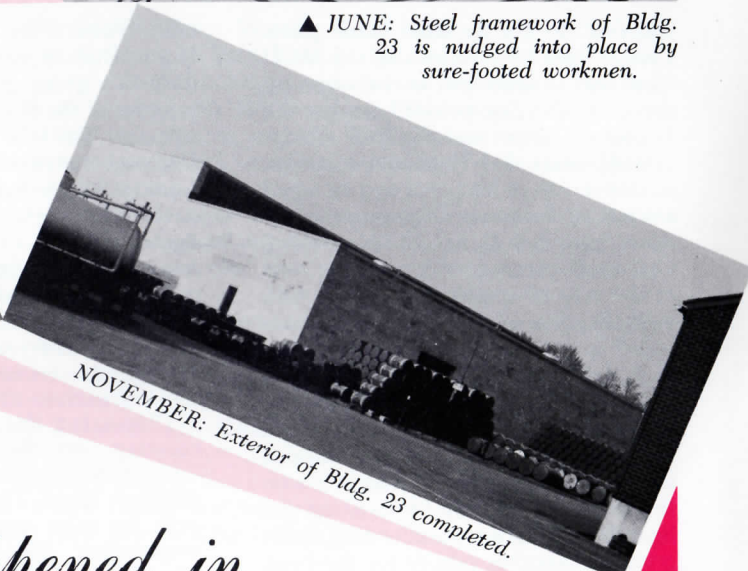
▲ AUGUST 12: Amchem licensees celebrate 10th Anniversary of introduction of 2,4-D into Japan.



▲ JUNE: Steel framework of Bldg. 23 is nudged into place by sure-footed workmen.



JUNE: "Wholly Roller" Frank Ciampa paints tanks.



NOVEMBER: Exterior of Bldg. 23 completed.

It Happened in 1960



▲ FEBRUARY: Tractor jockey Johnny Zollo, levels ground for new parking lot.



▲ OCTOBER: Future offices of Engineering Dept. being prepared in Bldg. 24.



AUGUST: MCD Midwest Dist. presented individual trophies to Madison Hts. (Mich.) Rockets, Little League Champs, Detroit Suburban area.



MARCH 3: "White stuff" in abundance. Nature draped her ermine mantle over Ambler plant and offices.

Organizational Changes in Ag. Chemical Laboratory

Dr. Lynn H. Cummings Joins Company — Bishop and Schneider Assume New Titles

Organizational changes were necessitated when management made the announcement that William W. Allen had been given the status of Senior Consultant to the Research Group, Agricultural Chemicals Division, November 1.



DR. LYNN H. CUMMINGS
Chemist — Organic Synthesis,
and "Chief Formulating Chemist" respectively, in the Agricultural Chemicals Division.

On November 14, Dr. Lynn H. Cummings joined Amchem as Chemical Director of the Agricultural Chemicals Division. On November 1, J. Russel (Russ) Bishop and Alan W. Schneider assumed the titles of "Chief Chemist — Organic Synthesis," and "Chief Formulating Chemist" respectively, in the Agricultural Chemicals Division.

Dr. Cummings came to Amchem directly from the Fabrics and Finishings Division of E. I. Du Pont de Nemours, Philadelphia, where he was research chemist. Prior to his association with Du Pont, he was research director at Great Western Sugar Co., Denver, Colo. He is a member of the American Chemical Society, Sigma Xi and Phi Lambda Upsilon, national chemical honorary society.

Dr. Cummings received both his B.A. (1949) and his Ph. D. (1957) from the University of Colorado, Boulder, Colo. He also attended Boise, Idaho, Junior College and Iowa State College, Ames, Iowa. He was born in Salt Lake City, Utah. Currently he makes his home in Haddonfield, N. J., with his wife Mary and the couple's two children, Patricia, 5, and Catherine, 8.

Bishop has been with Amchem since

May of 1942 stepping right off the campus of Ursinus College, Collegeville, Pa., immediately after graduating with a B.S. in chemistry.

Russ was born in nearby Line Lexington and now resides in Hatfield with his wife Rhoda. The Bishops have four children: Jane 14, Thomas 12, David 8, and Gregory 4.



ALAN W. SCHNEIDER
earned his B.S. in chemistry at Drexel Institute of Technology, class of 1953. He lives in Whitpain Village with his wife Lois and their two children, Laurie 6 and Karen 5.

Schneider joined Amchem in May, 1954 after having worked during his high school and college career at Meredith L. Evans, chemical manufacturers, Upper Darby, Pa.

Alan graduated from Upper Darby High School and

Danish Prince Visits Ambler

Prince Gorm, nephew of King Frederick IX, of Denmark, spent the better part of Thursday, November 10, in Ambler as the guest of Amchem. The prince was accompanied by Asger Lindinger, President of the Lindinger Trading Company, Copenhagen, Denmark, with whom he is an associate. The Lindinger Company is Amchem's licensee in Denmark.

His Highness and Lindinger, at that time, were making an accelerated 10-day tour of the U.S. chemical plants which they represent in Europe as manufacturing licensees. The Danish couple arrived in New York, Monday, November 7. They returned to Denmark on the M. S. Grips-holm, November 17.

During his short stay in the United States, the Prince also visited colonies of his fellow-countrymen in Chicago, Des Moines and one or two other cities.

Prince Gorm inherits his name from the original Danish King Gorm of the 10th Century, and is the first since that time to bear his name. He is also a blood relative of several of the other European royal families.



Amchem "rolls out the barrel" for Prince Gorm of Denmark (third from left), but the contents are Granodine® Chemical Coating. Others in picture are (l. r.) Lon Dorsay, Int. Div., Asger Lindinger, and Warren Weston, Int. Div.



Men, Molecules, and the Creative Process

"The asset which towers above all others in business is not money, not buildings, not land, but men."

—Source unknown.

Logically, the modern chemical company has only one reason for existence—to manufacture chemical products that people can use, and that the company can sell at a profit.

In the branch of the chemical industry that manufactures heavy and refined chemicals—chemical raw materials—the accent is on methods of production, costs, and quality. In another branch of the chemical industry, the chemical specialties industry—and this includes Amchem—there is an additional point of emphasis, *originality*. This is the area where personal satisfaction is realized and where humanity in general can be benefited.

The idea of originality is an integral part of the history of Amchem. It was the compelling force behind the small group of men who founded the company. It was this element of originality—combined inescapably with farseeing management and productive sales—that made of Amchem not just another "me-too" company putting heavy sales efforts on products of indifferent value, but an organization with really new products, new processes—real contributions to better living. It was this element of originality that made such names as Deoxidine®, Granodine®, Alodine®, Weedone®, and Rodine®, factors to be reckoned with in world commerce.

—And the element of originality brings into sharp focus another word heard frequently these days—*creativity*. The founders of Amchem had it, and this same creativity must be kept alive and nourished if the company is to show the same rate of progress in the sixties that it has shown in the forties and fifties.

The world moves—and changes. The product of today is outmoded tomorrow. This fact we must recognize, and plan

accordingly. But how? One answer, and quite generally acknowledged as being a solution to the problem, is to assemble creative personnel—"idea men".

But how are creative personnel to be found, within or without an organization? Dr. Alfred E. Brown¹ has listed what he believes to be the important characteristics of creative people:

They are intellectually curious.
They are flexible—they have open minds.

They can recognize the essential part of a problem.

They can assemble facts to get a solution.

They are unorthodox—they do not follow established procedures.
They are completely immersed in their job.

They are highly intelligent.
They keep their eyes on the target.

But what about the actual mechanics of finding new, salable products for industry? We usually think of new products as going through such steps as:

The discovery of a problem or a product need.

The inception of an idea for a solution of the problem.

Work on the preparation of a product.

Field testing of the new product.

Customer acceptance.

Market as a standard product.

Experience teaches that this route is an excellent one, but it is subject to frequent modification. The idea for a product, and even its preparation, often come before the discovery of a need. Unfortunately, there is no simple standard route to new products. The best that management can do is to plan carefully, using the best personnel available, give them adequate facilities, and hope for satisfactory performance.

While new products are usually the

result, in one way or another, of careful planning, there are occasions when they are the result of lucky accidents. The discoveries then actually come as by-products of the ones really sought. A word heard frequently in these days is "serendipity"—probably not in your dictionary. This goes back to the fable of the princes of Serendib and the wonderful things they found other than those they were seeking. This has happened many times at Amchem—but the important fact about an accidental discovery is that the discoverer was looking for *something*—he was actively working on a problem, and the unlooked-for discovery came as a bonus.

And the concentrated essence of all this is that many skills are required to keep an industry moving ahead. Just as it can be said that there is no indispensable man, so also can it be said that there is no one whose job is unimportant.

"The end toward which men strive in life is happiness. Happiness for each creature is found in the best possible performance of the function for which he is peculiarly adapted . . . Every art, and every scientific inquiry . . . may be said to aim at some good . . . As there are various actions, arts, and sciences, it follows that the ends are also various. Thus health is the end of medical art, a ship of shipbuilding . . . and wealth of economies. It often happens that a number of such arts or sciences combine for a single enterprise . . . In all these cases, the ends . . . are more desirable than those of the . . . arts or sciences, as it is for the sake of the former that the latter are pursued."—Aristotle.

So also we might say that the end of our activities is just one thing—a figure in black ink on a balance sheet at the end of the year. But beyond this there is another fact we cannot overlook—the asset an organization has in individuals—the tremendous importance of people.

GEORGE S. GARDNER
MCD Research

¹Alfred E. Brown, Chem. & Eng. News, Oct. 24, 1960, p. 102-110.

Congratulations

These are the men and women of AMCHEM who have received Service Award Emblems between Sept. 1 and Nov. 20.

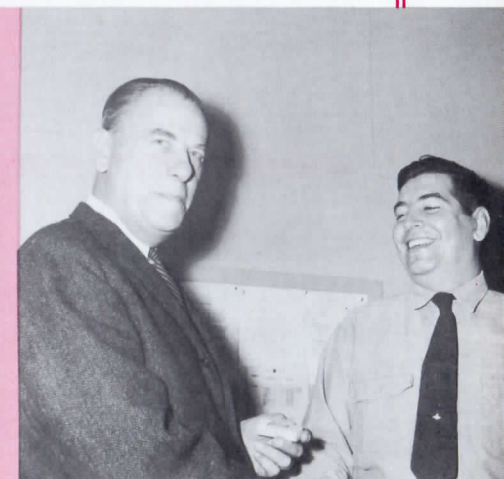
★ 15 YEARS ★			
George E. Brumbaugh	Robert Wm. Gannon	John E. Horn	David McInnes
	William J. Snyder	Clarence E. Thompson	
★ 10 YEARS ★			
	Leonard H. Carter	Anthony J. Tafuro	
★ 5 YEARS ★			
	John M. Eltzroth	Edith W. Rothschild	



George Brumbaugh (l), MCD Dev., has every reason to smile; it's his 15th Anniversary with Amchem. Hugh Gehman (r), MCD Dev. Mgr., makes presentation.



Bill Gannon (c), Patent Department chief, marked 15th milestone in his Amchem career, Sept. 18. Al Douty (l), Tech. Director, passes along the jewelry while Tom Kirchoff (r) looks on.



Another happy fellow is John Horn (r), Packaging Supv., recipient of 15-year ruby service emblem from Bob Breninger, Production Superintendent.



Dave McInnes (r), Machine Shop, bestows gracious smile as Harry Bailey (l), Maintenance Dept. Supervisor, presents him with ruby service award.



That's William Snyder (c), Shipping, flanked by Gabe Mancini (l) and Jimmy Roberto (r), as Dept. Supervisor Jimmy presents Snyder with ruby tie bar in honor of 15 years at Amchem.



Clarence Thompson (l), MCD Mfg., remarked: "My how times flies," as he receives 15-year ruby tie bar from Adolph Karcher (r), MCD Prod. Supv.



Leonard (Bud) Carter (r), ACD Prod., "sees red" . . . the red in ruby of his new service award handed to him by Frank Boland, ACD Prod. Supv.



Tony Tafuro (l), Field Dev. Staff, took time out from his touring technical chores to visit Bob Beatty, who is convalescing at his home, and to receive 10-year ruby lapel pin.



A five-year service charm bracelet now dangles from the wrist of Edith Rothschild, secretary to Warren Weston (l), International Division Manager.

SAFETY REPORT

To End of September 30, 1960

Safety records of departments for the 12 months ending on September 30, 1960 are listed below in the order of merit.

1. Packaging
2. Research
3. MCD Production
4. ACD Production
5. Construction
6. Maintenance
7. Shipping
8. Receiving

Percentage of improvement based on the performance from January 1, 1960 to September 30, 1960, as compared with standing on December 31, 1960.

1. Research
2. ACD Production
3. MCD Production
4. Construction
5. Packaging
6. Receiving
7. Maintenance
8. Shipping

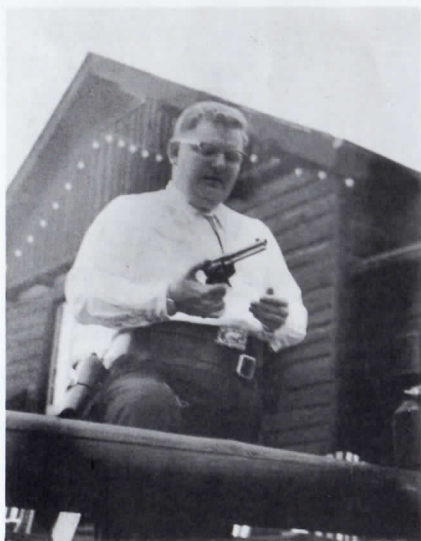
Introducing New Members of the Amchem Stork Club

BRIAN EUGENE FOX . . . Aug. 22, 1960
The Proud Amchem Parent: Gene Fox (ACD Research Lab)

BARBARA ANN KIRCH . . . May 2, 1960
The Proud Amchem Parent: John H. Kirch (ACD Research Specialist)

ALICE MARIE OTTEN . . . Nov. 1, 1960
The Proud Amchem Parent: Richard Otten (ACD Research)

SCOTT DAVID SNYDER . . . Oct. 27, 1960
The Proud Amchem Parent: Willard R. Snyder (International Division)



MCD Success Story

The modern way to sell chemicals was recently demonstrated by Jack (Quick-Draw) Eltzroth, Supervisor MCD Chicago area, when he called on a customer attired in his "Quick-Draw" costume, complete with ten-gallon hat and guns. Rather than the conventional "stick-em-up," Jack flourished his six shooter and said, "Buy—or else! . . . (or else I won't entertain you with my 'quick draw' act)."

Amchem personnel who attended the General Sales Meeting at Split Rock, Pa., in October, had an opportunity of seeing Jack in action right before the above picture was taken.

the AMCHEM News

Welcome to our new employees

NAME	HOME TOWN	ASSIGNED TO
DR. LYNN H. CUMMINGS	Haddonfield, N. J.	ACD Research
LESTER EARL GOODHEART	Urbana, Illinois	ACD Sales
SUSAN M. GROSS	Montgomeryville, Pa.	MCD Research
HARRY LEROY HOARD	Hayward, Calif.	Niles—Plant
NADINE N. JENKINSON	Willow Grove, Pa.	MCD Sales Office
EMORY E. McKEITHEN	Jackson, Miss.	ACD Sales
RAYMOND J. MONTECINO	Harmonyville, Pa.	International Division
CONSTANCE P. NELSON	Drexel Hill, Pa.	MCD Technical Writer
EDWARD P. O'CONNELL	Pittsburgh, Pa.	MCD Sales (Eastern District)
THERESA RICCIO	Ambler, Pa.	International Division
JACK G. ROTRAMEL	Columbus, Ohio	ACD Sales
WILLIAM E. SCHNEIDER	Chicago, Illinois	MCD Sales (Midwest District)
BETTY L. TAYLOR	Ambler, Pa.	Marketing
MARY LOU WINKLER	Lansdale, Pa.	International Division

Along the Party Line

ON WEDNESDAY EVENING, November 2, Ann Lucas' apartment was as crowded as Times Square on New Year's eve. The occasion was a baby shower for Vonnie Koeger, secretary to Jack Price. Vonnie will be hanging up a lot of white cotton squares on her clothes line in the not too distant future. She was snowed under with an avalanche of gifts. In all, thirty-one of Amchem's young ladies attended, attesting to Vonnie's popularity during her seven years at Amchem.



esteemed member of the 4:00 P.M. to midnight brigade, tells us the present generation is a bunch of softies compared to the striplings of his day. Instead of curling up in a turtle neck sweater in the dim confines of an overheated "coffee shop" reciting "hog-wash" blank verses as the present day "beatniks" do, John and his earthy stalwarts of yesteryear used to get out and ice skate on the Canal from Pottstown to Reading and back, a distance of 34 miles whenever the ice permitted, which was quite often in those winters.

The generosity of the Amchem girls was again manifested when a group of 16 attended another baby shower. This one was for Mary Ann Stead, secretary to Treasurer Naylor. The affair was held at the home of Kathy Monaghan, formerly of Accounting. Mary Ann will also be spending considerable time in the laundry room pretty soon.

A recent visit to the home of Bob Beatty, our loyal and industrious director of Agricultural Research, unearthed the fact that Bob is a very capable decorator of furniture and kindred accessories. Besides being skilled with the brush, Bob also has a distinct flair for making beautiful floral arrangements. These are rare pursuits for an ex-Penn State lineman who used to spill the opposition's backfield with precision and finality before it reached the line of scrimmage.

John Berky, Vonnie Koeger's daddy and

Our warmest congratulations to Herbert Amey, Amchem retiree since April, 1955, and Mrs. Amey on the occasion of their Golden Wedding Anniversary last month.

Warren Weston off on another business jaunt to the Orient and South Pacific. He plans to be back for Christmas. Stig Sasse is busier than the Phillies' traveling secretary making arrangements for the biennial International Division Convention in Paris next March.

MEMORY LAPSE: Ken Kramer's (extreme right) comments regarding this photo were: "I'm not sure if I were saying Alodine® is just a little bit better, or I like this much gin in my martini." Ken is MCD Sales Supervisor, Ohio, Tenn., Ala., Ky., and Miss. Pix was taken at ALSCO dealer clinic, Clifton, N. J., last August. Samuel Boritz, AlSCO Sales manager, is second from left. Other 2 are unidentified.

