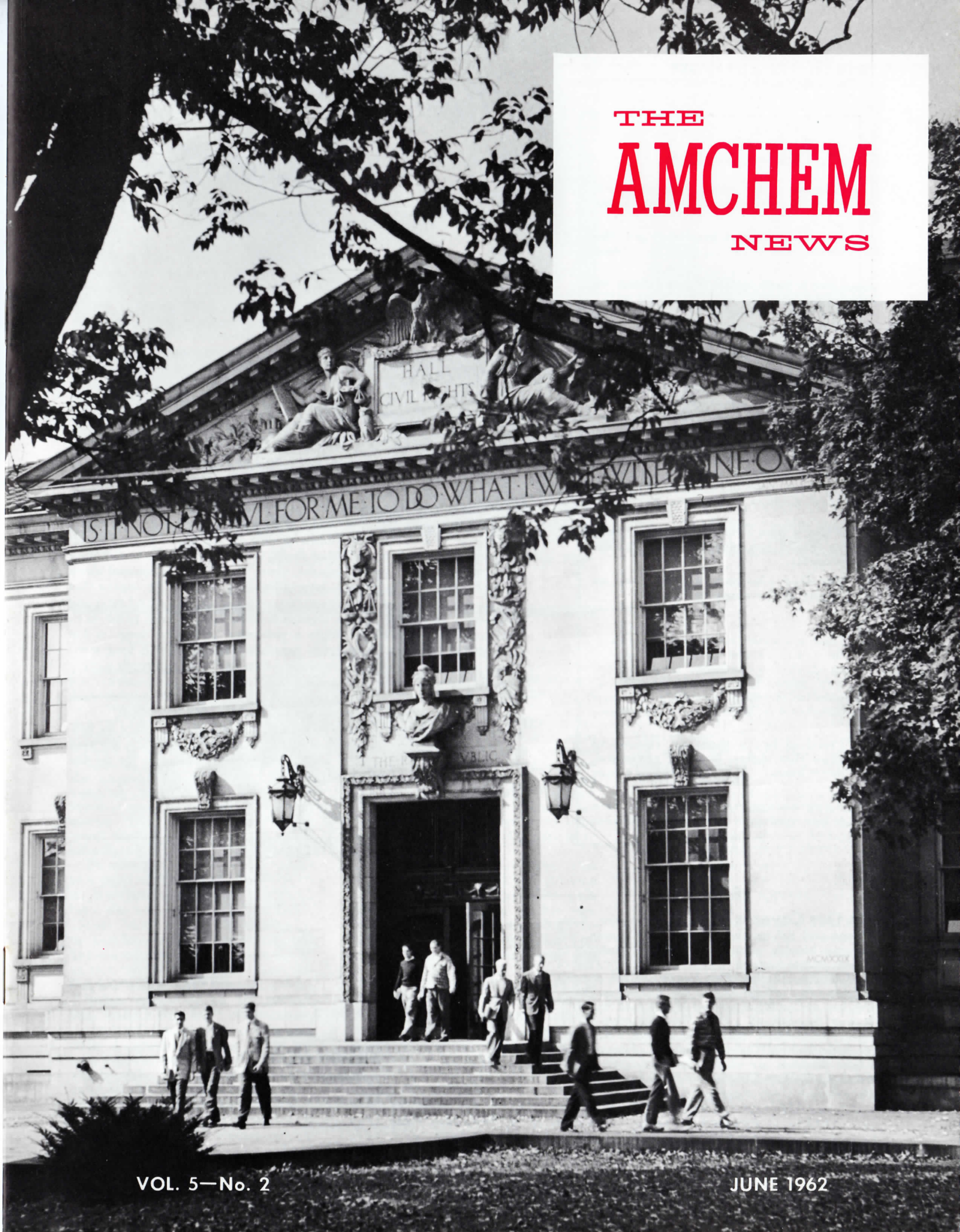


THE
AMCHEM
NEWS



AM-Gems

Kindness is the golden chain by which society is bound together. *Goethe*

Co-operative effort invariably gets the best results. *Anon*

There is waste motion in many things we do. Ask yourself, "Is there a better way?" Remember, efficiency is the relationship between energy and performance. *Anon*

Of "Americanism" of the right sort we cannot have too much. Mere vamping and boasting become a nation as little as a man. But honest, outspoken pride and faith in our country are infinitely better and more to be respected than the cultivated reserve which sets it down as illbred and in bad taste ever to refer to our country except by way of deprecation, criticism, or general negation. *Henry Cabot Lodge (1850-1924)*

When a man assumes a public trust, he should consider himself as public property.

The God who gave us life, gave us liberty at the same time. *Thomas Jefferson*

There is a certain blend of courage, integrity, character and principle, which has no satisfactory dictionary name but has been called different things at different times in different countries. Our American name for it is "guts." *Louis Adamic*

Freedom has a thousand charms to show that slaves, however contented, never know. *William Couper*

It's not enough to love flowers—you have to hate weeds. *Lions Magazine*

Message from the Chairman

PROFITS Are Necessary

From time to time, I am told Amchem is a "good" company. Such a report may come from a customer, a supplier, a neighbor, an employee, and sometimes, even a competitor. Whatever is meant by the term "a good company", it is the result of policies put into effect by the Management and carried out by our people over a period of nearly half a century. These moral and ethical policies might well be summed up as "dealing in good faith with employees, customers, stockholders, suppliers, competitors, our community and society in general." I would like to think that if there is an Amchem image, it stems from one word—**INTEGRITY**. I further believe that enduring policies like ours are good business and that they are consistent with management's duty of making profits under our democratic system of private enterprise.

The need to make a profit should be well understood by all. It has been said that "the worst crime against the working people is a company which fails to operate at a profit." For one thing, without adequate profits, job opportunities would disappear; fringe benefits such as pensions or profit sharing plans are dependent on profits. Continuing profits are essential for worthwhile and effective research and growth of the Company. It is a fact that, when figured as a percentage of sales or corporate net worth, the trend of profits is down. This is because higher costs in the form of wages, salaries, taxes, etc., cannot be passed along through higher selling prices—ever increasing competition makes that impossible. Perhaps the answer to the problem of earning and retaining reasonable profits lies in tax reduction—especially income taxes—both corporate and individual. While a reduction of income taxes in the foreseeable future is a realizable possibility (tax reform is long overdue), we should be doing everything we can to better our profit picture—now. I'm sure there is room for improvement in productivity and that greater efficiency in our organization is possible. I feel that each employee has a definite responsibility to help bring this about.

We must strive to improve our position in the market place by providing new, worthwhile products to our customers and giving the kind of cooperation and service which will continue to earn for us the reputation of being a "good company."

Leon Theisberg
Chairman of the Board

THE **AMCHEM** NEWS

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Ambler, Pennsylvania

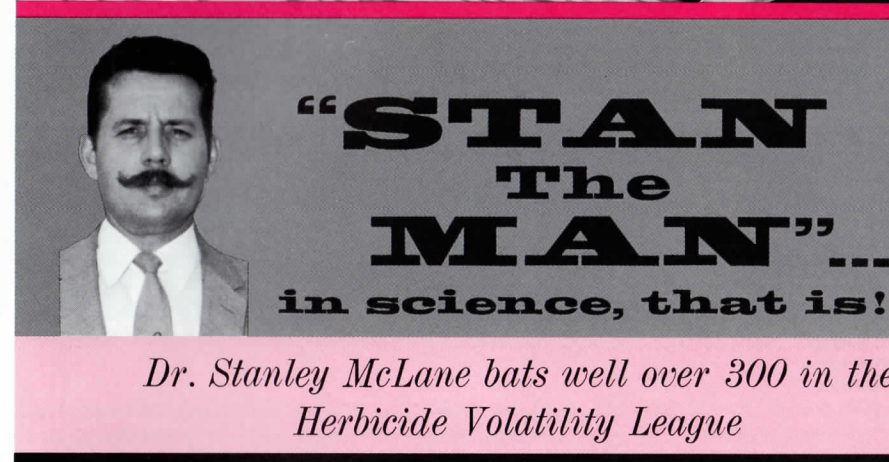
in the Interest of AMCHEM Employees and Their Families

William A. Drislane

Editor

On Our Cover J. O. J. Shellenberger, Greg Gibson and Bill Snyder, as Lafayette alumni, will have no trouble identifying this fine example of classic architecture as the facade of Kirby Hall of Civil Rights. The building, located on the campus of Lafayette College, Easton, Pa., houses an extensive law and political science library and museum. It was the gift of a Mr. Fred Morgan Kirby. Lafayette is one of the members of the Federation of Independent Colleges Inc. of Pennsylvania whose students are eligible to participate in the Amchem College Program as explained on pages 10 and 11.

Photo Courtesy of Lafayette College



"Volatility" when applied to either a person or a weedkiller doesn't show up either in a very favorable light. You can avoid the person who is fickle or changeable—which is another way of saying he's volatile—but you can't very well ignore the damage done to a crop by the volatility of a chemical used to kill brush or weeds on a neighboring right-of-way. The evaporation and subsequent transfer of some of the brush-killer by a breeze can cause the damage.

To eliminate entirely, or to reduce to a point of harmlessness, the volatility in certain formulations of 2,4-D has been the main project of Dr. Stanley (Stan) McLane, ACD Research, for the past few months. (Amchem already has non-volatile formulations of 2,4-D, in fact the Company introduced the first low volatile ester, Amchem LV-4.)

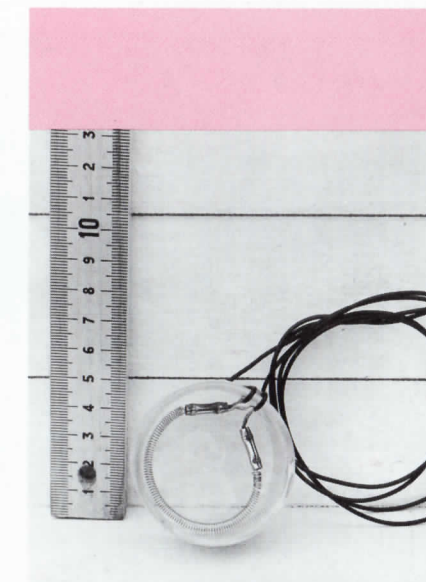
Before embarking on the project, Stan made a few astute observations, one in particular was the need for specially designed equipment. Since the most expedient method of procurement was to make it himself, Stan revived some of his long-neglected manual skills to augment his mental proficiencies and went to work evenings at home. The tangible evidence of this mental-manual combine is pictorialized

on this page. It is the perfect example of "necessity being the mother of invention."

Stan fashioned the heating elements, which rest inside 2½ x 1¾-inch pyrex crystallization dishes, from three-foot lengths of nichrome resistance wire wound around a four-penny finishing nail by a foot-treadle lathe. The lead-in wires to the heating elements are held in place by a piece of masking tape wrapped around the outside of the dish.

The miniature "greenhouses" that you see are transparent polyethylene bag-liners taken from five-gallon pails and stretched around a chicken-wire frame. These took their shape from the sawed-off half of a five-gallon pail around which the chicken wire was wrapped.

The various formulations of the 2,4-D are poured into the crystallization dishes which are then placed inside the miniature "greenhouses" together with growing plants, such as tomato or cotton. The end or mouth of the "greenhouse" is closed tightly by a paper clamp. The formulations for the tests are supplied by ACD Research laboratory, either voluntarily or on request from Stan, Walt Dudlik being the main supplier.



(Above) Heating element—designed and made entirely by hand by Dr. Stanley McLane—used in volatility experiment.

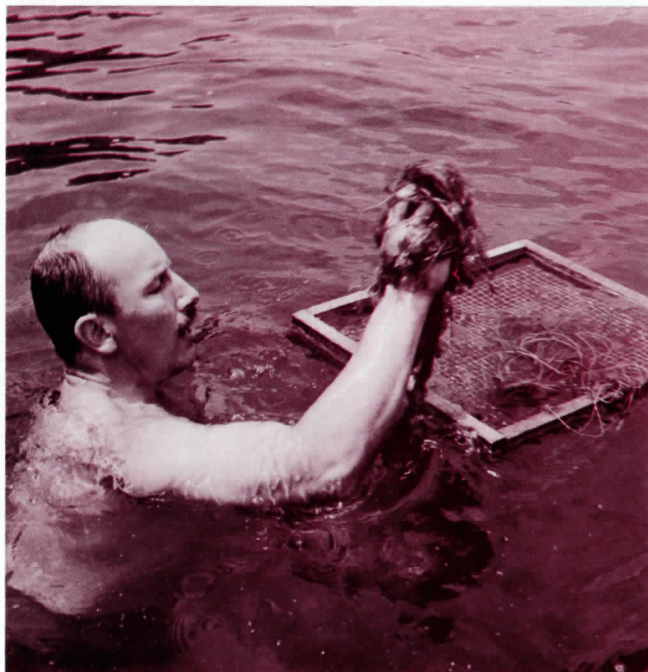
(Top left) Miniature "greenhouses", also the product of the ingenious "Doc" McLane, in which experiment takes place.

The temperature inside the dish is controlled to between 150°-155° Fahrenheit by rheostats which are regulated by Stan as he constantly checks the thermometers. The temperature of the air inside the "greenhouse" remains about the same as the lab temperature, which is normally at 75°.

The behavior of the plants is noted by Stan. Those showing little or no damage from their exposure to the 2,4-D for periods of 2 to 24 hours is an indication that that particular formulation has low volatility and most likely wouldn't harm crops adjacent to commercially sprayed right-of-way areas.

However, such results are not to be accepted as conclusive and further experimentation under actual conditions will be carried out in the field at various Experimental Stations throughout the country. Information gathered from the latter sources will be conveyed to ACD Research. Evaluation of such information will eventually decide the marketing of the formulations commercially.

While Stan has been the prime mover behind the project, he is quick to acknowledge the valuable assistance given him by young Dave Fritz, who, like Stan, has lived with it for all these many months.



John Gallagher recovers milfoil from Lake Hopatcong the fast and sure (but hard) way by personally diving to bottom of lake and grabbing handful.

LAKE HOPATCONG

OR

MUSCLE SHOALS

Amchem's Aqua Kleen Herbicide Kills Watermilfoil in New Jersey and Alabama with Equally Successful Results



Counting Aqua Kleen granular after it was applied by TVA helicopter with Amchem-designed sprayer rig in calibration run at Muscle Shoals.

In Northern New Jersey, within a couple of hours ride of Ambler, one comes somewhat unexpectedly upon a scene that is not usually associated with Jersey terrain. It's a resort area that has a little of the flavor of the state of Maine. Focal point for outdoor fun is Lake Hopatcong. But the lake's charm and usefulness were threatened by an explosive intrusion of watermilfoil in 1957-58. Watermilfoil is a tenacious plant that grows abundantly under water. Bathing, boating, fishing and other forms of aquatic recreation were gradually succumbing to one of nature's numerous herbal rampages that promised to take over Lake Hopatcong, where 40% of the lake's 2,685 acres were infested by weeds, mostly watermilfoil.

Fortunately, lakeside residents and the New Jersey Department of Conservation and Economic Development tackled the problem before it reached more serious proportions. With funds made available by the State the watermilfoil problem was controlled through the application of Amchem's aquatic weedkiller, Aqua Kleen. Under the supervision of John Gallagher, ACD research specialist on aquatic herbicides, the Aqua Kleen was dispensed in granular form from a platform mounted on the stern of a 30-foot motor barge.

In his report on the success of the project, Dr. Roland F. Smith, Conservation Officer and Principal Fisheries Biologist, Division of Fish and Game, State of New Jersey, stated: "We

are particularly grateful for the help received from Messrs. John Gallagher and Harold Collins of Amchem Company, Ambler, Pennsylvania." (Collins is attached to ACD Sales.)

The findings at Lake Hopatcong were soon common knowledge in conservation circles and as a result, the reputation of Amchem, in the person of John Gallagher, was well established as an authority on aquatic weed control and was highly qualified to participate in the program to eradicate watermilfoil in the extensive Tennessee Valley Authority reservoirs in Alabama.

So rapid had been the spread of watermilfoil at TVA that it had reached the critical stage where eradication, or at least satisfactory control, was imperative because interwoven tops of the watermilfoil on the water surface formed floating mats that trapped flottage, debris and algae which provided an ideal breeding ground for mosquitoes from July to October. After Dr. Gordon E. Smith, Vector Control Branch, Division of Health and Safety, TVA, had presented the problem to Amchem, a quantity of Aqua Kleen was sent to Dr. Smith in the spring of 1961 for experimentation. Dr. Smith proceeded with tests and in the Fall invited Gallagher to view the successful results.

After Gallagher spent two days in consultation with Dr. Smith and others of the TVA Vector control group it was



Calibration method used in determining amount and distribution of Aqua Kleen granules when applied with Amchem's new centrifugal sprayer.



Close-up of first mounting of Amchem centrifugal sprayer rig on TVA helicopter at Muscle Shoals. Picture was taken on March 15.

agreed that these results should be presented to top management at TVA with the recommendation that chemical control of watermilfoil be started in the Spring of 1962. The outcome of this move was that, on a bid basis with competitive aquatic herbicides, Amchem received an order for 200 tons of Aqua Kleen. The deciding factor resting on Amchem's ability to supply equipment to dispense the herbicide from a helicopter.

Equipment of this type has to be specially crafted, and to build it requires a knowledge of mechanics and physics as well as chemistry. Pooling their respective talents, Tex Waldrum and Gallagher produced a new type of centrifugal sprayer for dispensing the Aqua Kleen granules, Tex providing the mechanical and physics know-how and John supplying the information on the chemical application requirements. The various pictures accompanying this article illustrate the results of their efforts.

A quick run-down of the principles employed in the structure of the sprayer shows that the chemical impregnated granules are loaded into the saddle tanks on each side of the helicopter. The granules are gravity fed through feeder tubes to the revolving disc which whirls them against the side of the disc rim prior to their dropping on the areas to be sprayed. Flow of granules to the disc is regulated by an activator motor which raises and lowers a valve to the desired opening. It is controlled by a "stick" in the "bubble" and, like all operative parts, it is mastered by the pilot.

The disc is powered by a 24-volt aircraft accessory motor specially designed for helicopters. It makes 1000 to 2000 rpms, and has a gear ratio to reduce the rpms for spraying from a rate of 800 to 400 rpms.

During the week of March 12, John and Tex supervised the installation of the rig on a helicopter at TVA, and conducted calibration tests to arrive at the recommended rates of application of 150 pounds of granules per minute over a 50-foot swath. Trial runs treating 110 acres were completed April 10 based on the calibrations determined in the March test. From the results of this test, TVA now recommends a rate of 200 pounds per minute over a 40-foot swath at a speed of 24 knots per hour at a height of 25 feet. (A knot is equal to 6,080.20 feet.)

A supply of Amchem Aqua Kleen ready for application at TVA's Watts Bar, Tenn., April 2.





(Top) ICP Administration Office
(Above) Entrance to ICP Offices



(Above) Aerial View of ICP Facilities
(Right) ICP Agricultural Test Grounds



25th BIRTHDAY FOR ICP

*Firm Started by Alex Lorant
in October 1937 Now
One of South Africa's
Largest Chemical Specialty
Manufacturers*

EXCEPT for Warren Weston and his little coterie of global travelers in the International Division, most of us at Amchem would be inclined to identify the views on this page as strictly local. They could be industrial complexes in Ambler, Lansdale, or Hatboro. The letter, too, which accompanied them could have been a friendly missive from your successful businessman uncle in Detroit or Houston. However, far-off Johannesburg, South Africa, is the origin of both the pictures and text which provide ample evidence of what can take place when a young man switches from the "short pull" of six-year molars to the "long pull" of 25 years in business.

Left Paris 26 Years Ago

Twenty-six years ago Alex Lorant, a dentist-turned-chemist decided to leave the comparatively secure, cosmopolitan atmosphere of Paris, France, for the more venturesome experience of going into the chemical manufacturing and distributing business in Johannesburg, S. A. The decision was to a large degree influenced by Henry Sontheimer, head of Amchem's International Division, who was then in Paris. One year later, in 1937, Alex formed Industrial

Chemical Products S. A. (Pty) Ltd., and started to manufacture chemicals in a former furniture factory in a Johannesburg suburb. His first piece of equipment was an old ice cream machine which he converted into a chemical mixer. As an Amchem (then American Chemical Paint Company) manufacturing associate he began to make his first product, ACP Deoxidine.

Moved to Bigger Quarters in '49

By 1949, ICP had outgrown its original manufacturing facilities and moved its plant to its present four-acre site in Boksburg, about 10 miles from the city of Johannesburg. This site is part of a large tract of land bought by Mr. Lorant in 1944. In 1954 the office section was built.

In his letter Alex says: "Today we have a completely integrated unit at Boksburg comprising an administrative office block, agricultural building and testing ground, library, laboratory, maintenance and engineering workshop, boiler house, manufacturing plants (separate units for acid materials, for general manufacturing, for flammable solvents and adhesives, for asphalt, tar and bitumen-based

products) and three stores for Raw Materials and Despatch.

"At the present time the company can boast a great number and variety of products which are controlled from our modern laboratory . . . ICP has now available, products for end uses as different as aircraft, ships, cigarettes, pins or hair shampoos."

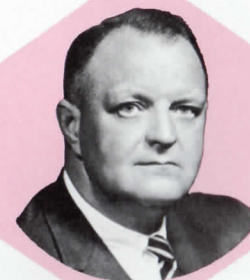
Expansion of Amchem Lines

In addition to manufacturing our metalworking chemicals under licensing agreement since 1937, ICP started making our "tone" line of agricultural chemicals — Fruitone, Transplantone, and Rootone—in 1944 and since that time has continued to expand our line of other agricultural chemicals.

In 1957 ICP added our Benjamin Foster line of products for thermal insulation.

The 25th Anniversary of ICP will be celebrated in October of this year, and even though it may be a little premature, all of us at Amchem extend to Mr. Lorant and all his employees hearty congratulations on their success, a success that has typified the growth of Johannesburg whose population jumped from 519,400 in 1936 to more than twice this figure in 1962.

The following are registered Trade Marks of Amchem Products, Inc.: Deoxidine, Alodine, Fruitone, Transplantone, Rootone, Aqua Kleen.



WEED SOCIETY OF AMERICA

Crops Research Division
Agricultural Research Service
U. S. Department of Agriculture
Beltsville, Maryland
January 25, 1962

Dr. R. H. Beatty
Director of Research
Agricultural Chemicals Division
Amchem Products, Inc.
Ambler, Pennsylvania

Dear Bob:

Thank you for your thoughtful comments regarding my election as President of the Weed Society of America (WSA). I know the very important role you played in organizing WSA and serving it as its first President. The leadership and philosophy that you displayed as President have continued to predominate in the Executive Committee and will assure the Society's vigorous growth in the years ahead.

It is reassuring to know that the Society will continue to receive the full cooperation of personnel from Amchem, and we appreciate your thoughtfulness in writing to us. I enjoyed working with you very much while you were President of the Society and I hope you will not hesitate to make suggestions regarding actions that should be taken by us, the Executive Committee, or any of the Standing or Special Committees. Your suggestions for improving the Society are solicited and will be appreciated.

One of the highlights of the WSA meeting at St. Louis, as far as I am personally concerned, was your presence. Many of us have been very deeply concerned about you and Bill Allen during the past year and it was stimulating to all of us to see the strong willpower you have exercised in recovering from your recent illness. We knew the road back would not be easy, but those of us who have known you well are deeply heartened by your excellent recovery.

With best personal regards.

Sincerely yours,

W. C. Shaw
W. C. Shaw
President, Weed Society of America

WSA President Pays Tribute to Bob Beatty

SELF PRAISE, we're told, has an aroma more than faintly akin to viscera exposed too long to the sun. Add a certain amount of innate modesty to a belief in this theory and you'll realize why it's only from a source other than himself that we can learn something of the esteem in which Bob Beatty is held by the Weed Society of America.

The source in this case being W. C. Shaw, president of the Society who expresses his sentiments quite clearly in the letter which we reproduce on this page.

To learn something about the Weed Society of America we went to Bob, who very obligingly came to our rescue with the following bit of information which he dictated in the first person:

History of WSA

"The Weed Society of America was formed from the Association of Regional Weed Conferences (Northeastern, North Central, Southern and Western). The objective was to promote national unity in weed legislation, regulation and terminology; to foster higher standards in weed control education; and to do everything possible to encourage weed control as a major field of training. The Society meets

every two years with one of the member associations on a rotating basis and sponsors the publication of *Weeds*, a quarterly journal. The standards agreed upon by the Terminology Committee are accepted by the various weed conferences in the United States.

"The Council of Regional Weed Conferences met and felt a weed society meeting with the various regional weed conferences on a two-year basis should be formed. I was elected President at that time and our first Weed Society of America meeting was to be held in 1956. Dr. K. P. Buchholtz of the University of Wisconsin agreed to take over the editing of *Weeds* magazine. Dr. C. J. Willard succeeded him in 1959. Dr. W. C. Jacob, then at Cornell University, agreed to be Business Manager. Without Dr. Jacob's and Dr. Buchholtz's support, I am sure the Weed Society of America would not be what it is today, and, of course, Dr. Willard is doing a fine job of insuring *Weeds*' quality.

"We had our charter Weed Society of America meeting with the Northeastern Weed Control Conference in New York City in 1956 and got the Society off to a good start. Since that time we have had four more meetings,

always with the full support of the United States Department of Agriculture, and particularly of Dr. Warren C. Shaw of the USDA Weed Control in Crops Section, who has worked for Weed Society of America for years and years.

"The second Weed Society of America meeting was held in January, 1958, with the Southern Weed Conference in Memphis, with Dr. W. B. Ennis, Jr. (now Chief of USDA Crops Protection Research Branch) as President; the third, in 1960, with the Western Weed Conference in Denver, with Dr. A. S. Crafts of the University of California as President; and the fourth meeting in December, 1961, with the North Central Weed Control Conference in St. Louis, Missouri, with Dr. Buchholtz as President. Dr. Shaw is now President.

"The Weed Society of America has grown considerably from its original membership and I think we are publishing a very useful magazine in *Weeds*. I am quite proud of the growth of this Society and look forward to many years of this association.

"The quality of the papers presented at the last Weed Society of America meeting in St. Louis was excellent."



Walter MacLaughlin (l), Credit Mgr., acknowledges 15-year ruby service award by a gracious smile. Treasurer Naylor makes presentation.



Fred Heller (l), MCD Research Chemist, is happy recipient of the handsome 25-year solid gold watch he received in recognition of his faithful service to Amchem. President Romig makes presentation.



Russ Bishop (c), ACD Research, reached the 20th milestone in his Amchem career May 21. Diamond service award is presented to Russ by Pres. Romig (r) as Lynn Cummings (l) looks on with admiration.



George Russell (r), Engineering, checked off 15 years and accepts his ruby service award from Pres. Romig, May 1.



Most Happy Fella is Dan Chisholm (l), ACD, after 10-year presentation by Maurice Turner.



Olga Cahill is recipient of 10-year service award presented by Dan Shaw. Both of ACD.

Congratulations!

These are the men and women of AMCHEM who have received Service Award Emblems between Jan. 1, 1962 and June 1, 1962.

★ 25 YEARS ★

Fred P. Heller Samuel L. Ottey
(See picture page 15)

★ 20 YEARS ★

J. Russell Bishop Joseph Gaines

★ 15 YEARS ★

Walter MacLaughlin George A. Russell
John M. Rossi Joseph Torchiana

★ 10 YEARS ★

Joseph Alba	Dan Chisholm	Jean Palermo
Harvey Burrell	Esther Hopwood	James W. Parker
Olga Z. Cahill	Joseph S. Landon	William Pistilli
Donato Calvano	Melvin Nagle	Frances Reiff

★ 5 YEARS ★

Stanley Blichasz	Margaret Hlavaty	Fred J. Moser, Jr.
Dale Bush	Lawrence Johns	William T. Mowry
Alva K. Cassell	John Kirch	George Nelson
Richard Cooper	Thomas Kirchoff	Richard J. Otten
Roy B. Cox	Carl H. Lee	Merwin Peddigree
James Drakeley		Michael J. Sternick



It's 10 years for Donato Calvano (l). John Horn (r) makes presentation. Both of Packaging.



Fran Reiff, Inventory, receives 10-year award from Sam Catersano as Fran Valeo, March 24.



Joe Landon (r), Receiving, accepts 10-year service award from Guy Gochbauer (l).



Bill Pistilli (l) and Harv. Burrell (r) get 10-yr. pins from Frank Piacitelli (c). Construction.



Jim Parker (l), MCD Prod. completed 10 years at Amchem, receives award from A. Karcher.



Mel Nagle (l) of ACD Manufacturing, accepts 10-year service award from Frank Boland (r).



Margaret Hlavaty, Plant Manager's office, admires charm bracelet presented by Graham Smith (l). Dick Rockstroh (r) looks on.



Five-year honors have been passed out to popular researchers Dick Otten (l) and John Kirch (r) by ACD's Bob Beatty.



Tom Kirchoff (r), Patent Dept., admires five-year award presented by Bill Gannon (l).



Merwin Peddigree (l), Rec., checked off five years. Guy Gochbauer (r) does the honors.



George Nelson (l), MCD Production, gets five-year award from Adolf Karcher (r).



COLLEGE PROGRAM

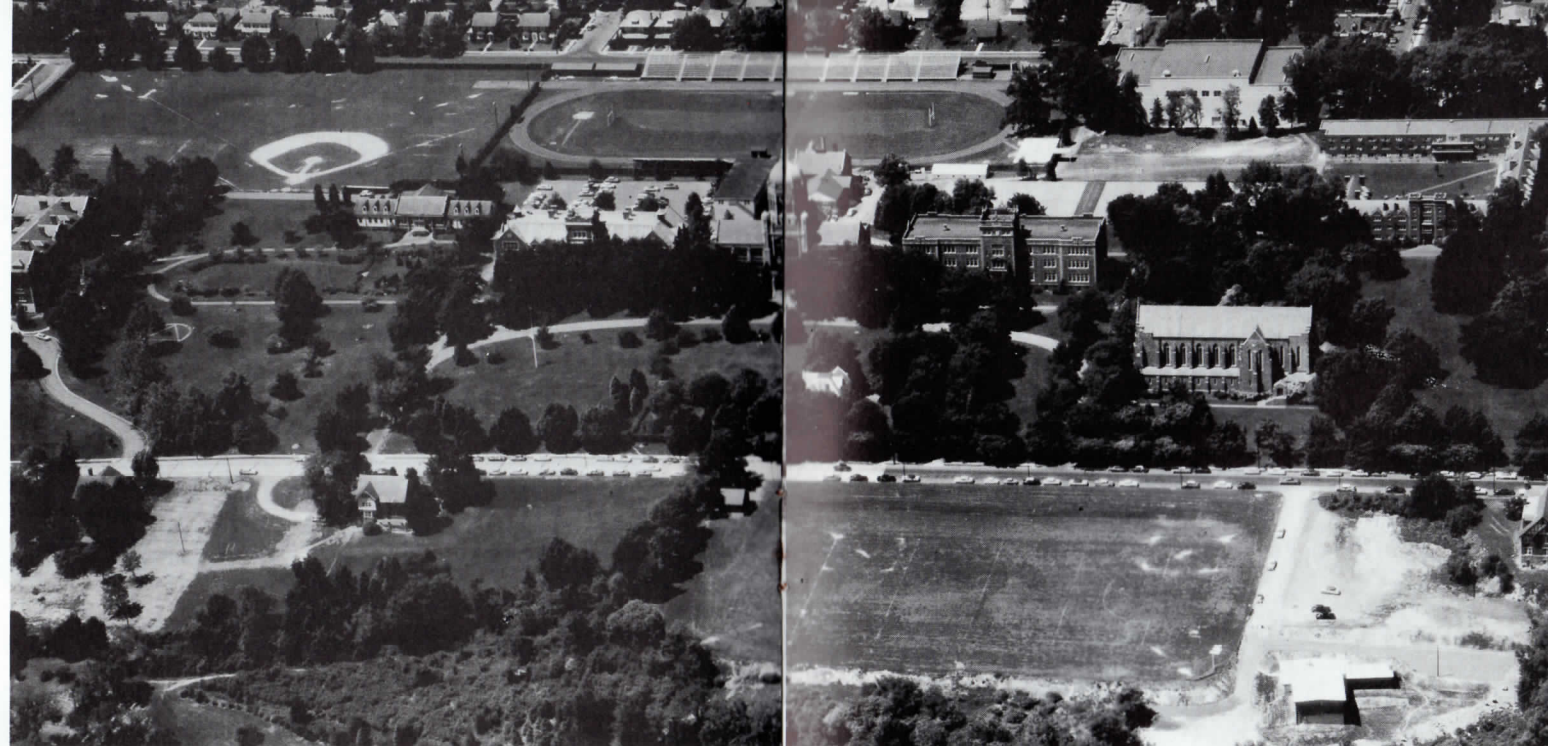


Photo Courtesy of Muhlenberg College

Aerial View of Muhlenberg College Campus.

Summertime Employment for Chemistry Majors Is

ALTHOUGH Amchem's business interests cover the globe, the company is relatively small compared to some of the giants in the chemical industry. And while Amchem very capably competes productwise with these giants, because its name is well established and is highly respected in the specific fields which it serves, there are still other areas where it is not quite so well known as some of its more illustrious competitors.

One of these places is the college chemistry department, the spawning grounds for future chemists. How then could the latter be reached and how could an embryo Lavoisier get to know Amchem and include it in planning his future? How could Amchem be sure of procuring young scientific personnel capable of continuing in the same pioneering traditions that have brought success to the company?

It's an established fact that industry has its talent scouts assigned to cover the college placement bureaus. But this

method of procurement, while depleting the ranks of graduating employables, very often fits square pegs into round holes to the mutual disadvantage of both the graduate and the employer. A young man with immediate marriage plans may compromise in haste and accept a position for which neither his talents nor his temperament are suited, if there is nothing immediately available for which he might be better qualified.

Such weakness as this in college recruitment programs became apparent to Amchem's personnel department about four years ago and as a result the "Amchem College Program" was inaugurated through President Romig's interest in the Federation of Independent Colleges, Inc., Harrisburg, Pa. While this program involves employing college men in the summertime, it is definitely not a recruitment program in the usual, accepted sense. Rather it is a program of "mutual discovery." It is a program that exposes the unusual students

a "Period of Mutual Discovery"

majoring in chemistry to the down-to-earth practical aspects of working in their chosen field during the vacation period of their junior year. It affords Amchem the opportunity of having access to these unusual students through direct contact with the heads of the chemistry departments. It establishes the identity of Amchem—making known the company's accomplishments, its objectives, its products, its operations, its facilities, its philosophy to both the college authorities and the students alike.

It is a program that continues to gain in stature and to foster the mutual respect of all concerned, although this was not always the case. It took two years of tenacious persistency for F. E. Wilson, Amchem Personnel Director, to get his foot in the door of the college chemistry lab and another year to cultivate the friendship of the heads of the various college chemistry departments. Now, with only one or two exceptions, he is treated with sincere, filial cordiality by 29 of the

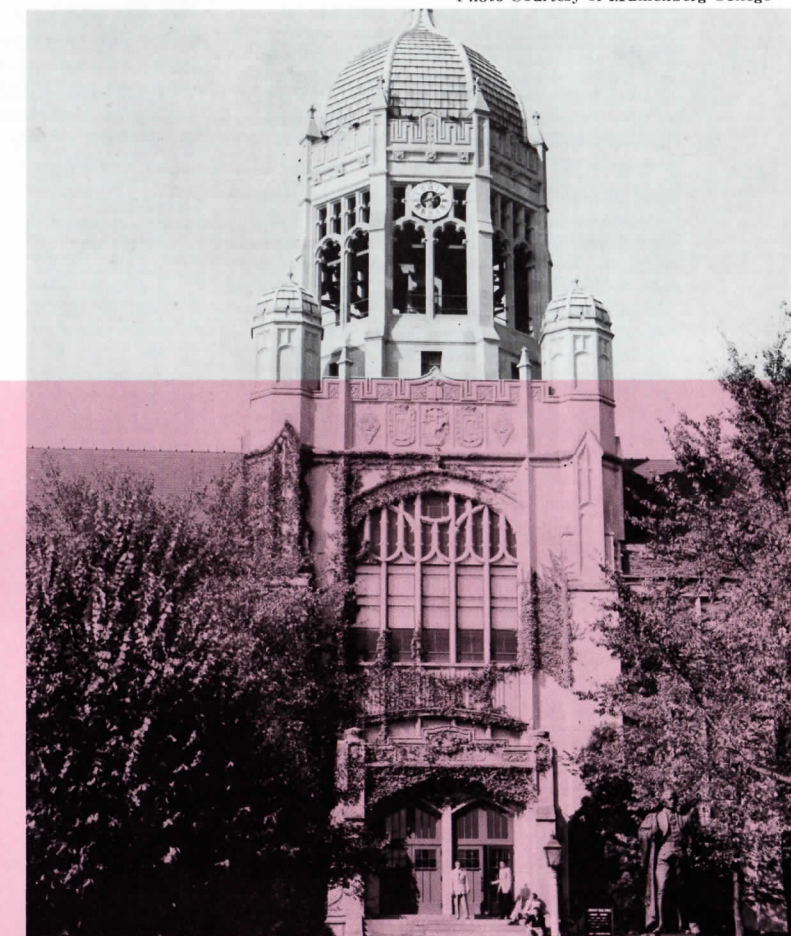
32 colleges belonging to the Federation for Independent Colleges, Inc. in Pennsylvania.

As the program now functions, three or four male chemistry majors in their junior year are selected by Amchem for Summertime employment and are given assignments as close as possible to their preferences and/or aptitudes. The selection is made from students recommended by the chairmen of the chemistry departments of the respective colleges in which the students are enrolled and is limited to those students who, in the opinion of their chemistry department selectors, are suspected of possessing talents of a highly creative nature. These talents should eventually blossom and result in a worthwhile contribution to the fields which Amchem serves. In this way Amchem is in an excellent position to judge potential material for the future and decide whether the student should be considered for permanent employment after graduation should he feel inclined to become associated with the company. But no obligations exist on either side. However, regardless of what decisions are arrived at concerning permanent employment, the student is a more complete product on the eve of his graduation for having gained practical working experience the previous summer at Amchem. And without exception both students and colleges alike have given the Program their enthusiastic endorsement.

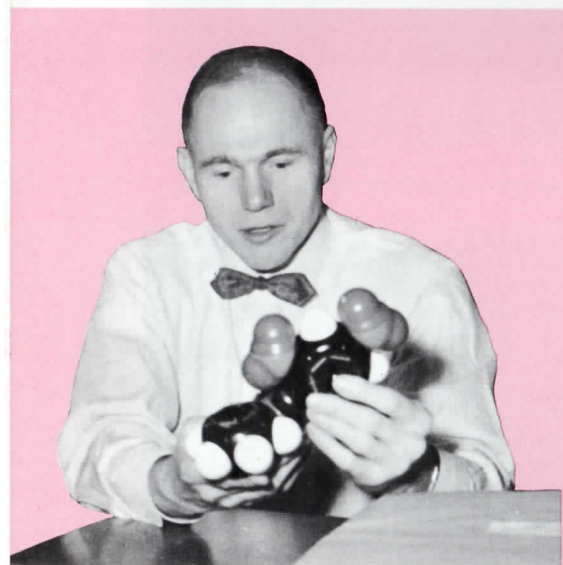
Merger

One student in particular, Harry Leister, future Penn State alumnus, has an especially deep appreciation for the Amchem College Program—twas at Amchem he met his bride-to-be, Marie Mascola of the Accounting Department. So bearing this incident in mind, the young, unattached ladies at Amchem are giving their whole-hearted backing to the Program.

Photo Courtesy of Muhlenberg College



Many a present and former Muhlenburg Scholar has set his timepiece and regulated his activities by the clock on this Campus landmark.



Dr. Robert I. Walter, Chemistry Department Head at Haverford College, holds a three dimensional model showing the atom structure of a molecule.



Dr. Russell Sturgis (r), Ursinus College Chem. Head, checks lab experiment.



Dr. Walter B. Keighton, Swarthmore College Chem. Head, studies features outlined in letter describing Amchem College Program.



Dr. Claude K. Deischer (r), Head of Chemistry Dept., University of Penn., shows F. E. Wilson chem. roster for '62.

SAFETY REPORT

To End of April 30, 1962

Safety records of departments for the 12 months ending on April 30, 1962 are listed below in the order of merit.

Percentage of improvement based on the performance from January 1, 1962, to April 30, 1962, as compared with standing on December 31, 1961.

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

Along the Party Line

Returnees: After a two-year absence and residence in Hazleton, Pa., GLORIA (ZYLLA) FASULKA has resumed her former duties in the IBM Room. She, husband John and Baby Claire are now residents of Ambler.

PAT CASSIDY is spending her second summer at Amchem after completing two years at Loretto Heights College in Denver, Col.

★ ★ ★
Gettin' thar! JACK CAMPBELL tells us his step daughter, Linda Fox (Amchem News, Feb. '62), will be working in one of the musicals at the Valley Forge Music Circus this summer. Nice goin', Linda!

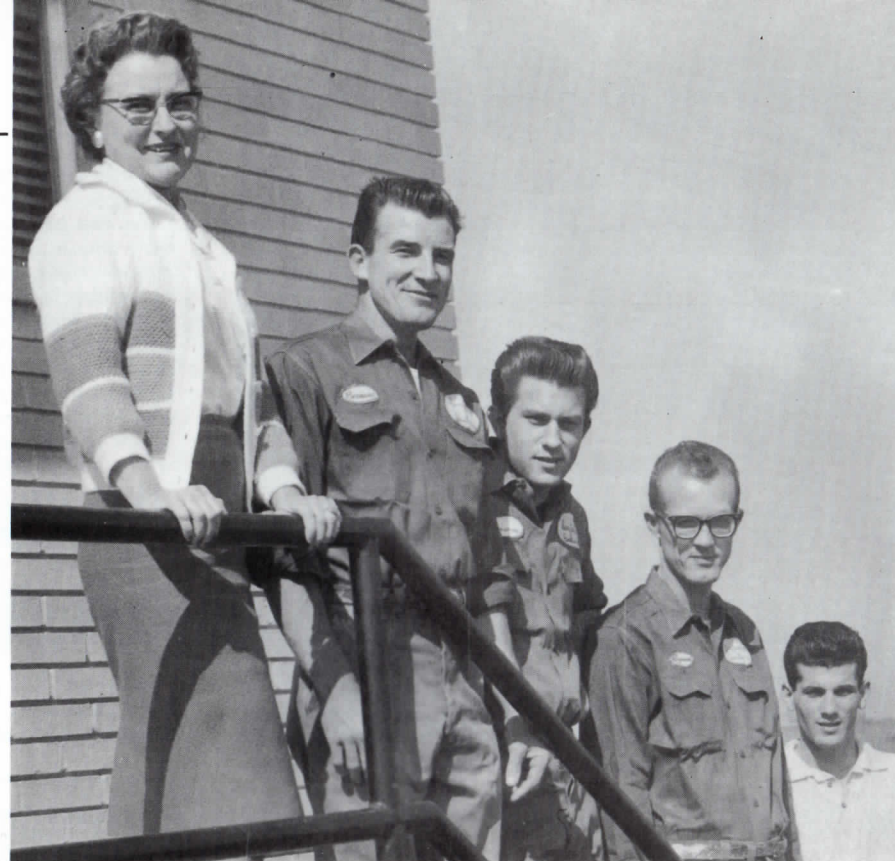
★ ★ ★
Got Rocks Dept.: The biggest chunk of precious stone we've seen since they split the Kohinoor diamond is the one that dazzles on the hand of MARIAN JONES, Mr. CHERKSEY's secretary. We thought the whole Accounting Dept. would pass out en masse when Marian broke the news. The congratulations were as effusive as those bestowed on John Glenn on his return to Canaveral after his epoch-making flight. And who knows—Marian may be Mrs. Ralph Waldo Matthews and a resident of Michigan before the *News* comes off the presses.

Also included among brides to be are DIANE BONOWICZ, International Div., since June 2, and BARBARA GROFF, of Benjamin Foster office, since May 26. Diane's heart throb is Dennis Veneziale of Telford, while Barbara's cherished possession is Herman H. Franke of Berlin, N. J.

★ ★ ★
Our good wishes to EDITH HABLETT, Patent Dept., for a speedy recovery after some foot surgery at Abington Memorial Hospital. (At press time Edith was still hospitalized.)

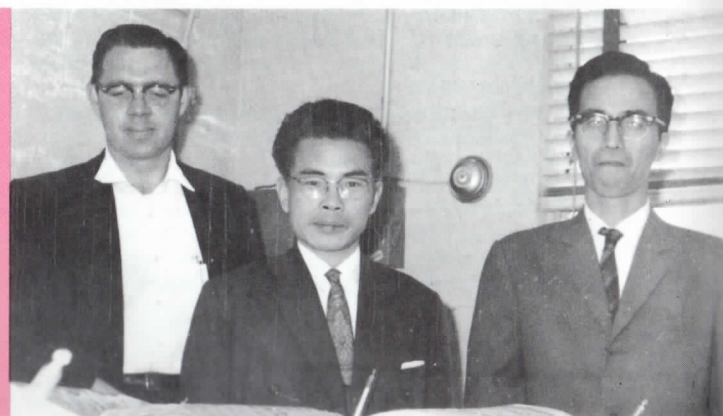
★ ★ ★
A Grad. ROBERT SMITH, 21-year-old son of Plant Manager GRAHAM SMITH was one of the bright young men to receive his B.S. in Mechanical Engineering from Bucknell University early this month.

(Continued on Page 16)



Lowell Protz, superintendent of the Benjamin Foster Houston Plant, supplied us with this photo of Houston Personnel. (l to r) Mrs. Ouida Rouse, Office Manager; Bernard Chestnut, Plant; Emerson Horton, Plant; Raymond Pyle, Plant; Phillip Russo, Office.

Japanese Visitors: Dr. Tetsu Takematsu (c), Director of Agriculture, Utsunomiya University, Tochigi Prefecture, Japan, and Mr. Jiro Inouye (r), Nissan Chemical Industries, New York, spent several hours inspecting research projects at Amchem Farm recently under the guidance of Richard Hart (l), Research Chemist at Farm.



Our International Division also welcomed Mr. Dietrich Kreidel (front row, l), Persianas Colombia S. A. São Paulo, Brazil, and Mr. Shojiro Suzuki, Takeda Chemical Industries, Tokyo, Japan. Willard Snyder, Warren Weston and Raymond Montecino (back row, l to r) of Amchem received the visitors.



MRS. ROBINSON

Jurywoman Jean Robinson enlightens us on judicial procedure

ONE DAY early last February, Jean Robinson, ACD Research, glanced through the handful of correspondence which she had just removed from the mailbox in front of her home in Hatfield. The particular piece which momentarily caught her attention was a postcard which read: "You have been carefully selected to serve as a juror in the Montgomery County Courts. This service should be considered by you to be a privilege as well as a duty. The right to trial by jury is guaranteed by the Constitution of the United States. You are ordered to appear in Court Room 'A' on February 19, 1962 to serve as a juror in Criminal Court." This was to be her first experience in the jury box.

Jean Explains Procedure

Jean's mind was well conditioned for the experience—not by exposure to such TV offerings as "The Law and Mr. Jones," but by an inherent interest in and a deep appreciation of the system of our courts. "Trial by jury," she says, "is still the most modern and effective method of solving human disputes which the law has been able to evolve. With 12 people deciding a case, one person cancels out another's prejudice. Any person brought to trial in our courts is presumed to be innocent until proven guilty."

Expounding further on our legal system she stated: "In criminal court you hear cases where persons are charged with infractions of the criminal law, known as crimes. The prosecution is brought in the name of the Commonwealth of Pennsylvania, and is in charge of the district attorney or an assistant district attorney. The person charged with the crime is known as the defendant, and is defending himself with the assistance of his attorney."

In further explanation of legal procedure Jean told us that "after the twelve jurors on the case have taken their oath or have been affirmed, the district attorney may outline the case and present the evidence in support of

the charge against the defendant. The attorney for the defendant may then outline the defense and present the evidence in support of the defense.

"After all the witnesses have been heard and the case is closed, the defendant's attorney and the district attorney address the jury. Finally the trial judge makes what is known as his 'charge' to the jury. The twelve jurors then retire to a room specifically provided in the courthouse where they are alone and undisturbed in order to reach a verdict.

"The first person chosen on the jury is the foreman or forelady who takes the vote of the jury in the jury room and who announces the verdict when requested to do so in the courtroom."

Served on Two Cases

Jean served on two cases during her four days of jury duty. One involved illegal carrying and wantonly pointing a gun, in which the defendant was found guilty; the other dealt with theft by a teenage boy who was declared innocent.

When the morning of February 19 arrived, it brought with it a three-inch snowfall that was turning to sleet. Undaunted by the elements and a car that wouldn't start, Jean persuaded a taxicab driver to take her from her home in Hatfield to Norristown, 16 miles away, in a hectic 20 minute ride. An overcrowded courtroom awaited her just as her name was being called.

At Montgomery County Court, approximately 200 people are called for jury duty each week that the court is in session. Of this number 80 are assigned to four different courtrooms each day. Of these 80, 48 are picked to serve in the four courts. In Jean's jury group there were six men and six women.

If all jurors were as well prepared to serve their courts as good citizen Jean Robinson, we could place the utmost confidence in the decisions at which they arrived.

Geyer Gives Paper in Holland

Professor Machu also Speaks

John Geyer, technical assistant to President Romig, presented a paper on *Continuous Strip Painting in the United States*, on May 18, at the Dutch Metal Finishers Association Conference held in Amsterdam, May 16 through 19. Geyer's paper covered the history of the continuous strip process from the time of its introduction by Amchem in 1948 up to its most recent development and touched on all its aspects—economic, technologic and scientific. He emphasized the great strides made just recently by Amchem in the hot dipped galvanizing process. His address was most enthusiastically received.

Prof. Machu's Talk

"It wouldn't be a European Metalworking Conference without the presence of Professor Machu," was John's commentary on the appearance of the respected professor at this assembly, whose talk was "*New Theoretical Views and Developments in the Field of Phosphating*." Amchem's Professor Machu, who is located in Vienna, is a world-wide authority on the subject of phosphating (Amchem News, March 1961).

Geyer and Professor Machu appeared on the program on invitation from N. V. Mavom, Amchem's manufacturing associate in Holland.

The four-day conference, opened by Dutch Minister of Economic Affairs Doctor F. J. W. Gijzels, featured a reception by the Municipality of Amsterdam on the evening of May 17.

Geyer Makes Other Appearance

Geyer was invited by the Building Research Institute, Washington, D.C. to evaluate and discuss the papers on industrial and residential siding submitted by its members at the mid-February meeting. His selection was based on his knowledge of and familiarity with aluminum as an important siding product. Of the five papers submitted, three cited Amchem Alodine chemical coatings as major contributors to long life and improved appearance of aluminum siding. As a result of John's visit, Amchem has accepted an invitation to join the Building Research Institute, which is composed of prime suppliers to the building industry. It also includes builders, architects, F. H. A. and paint companies.

ASM Educational Program

Geyer also was a guest lecturer at ASM (American Society for Metals) Educational Program held at Purdue University's Extension School in Indianapolis, Ind., in March. He chose for his topic *Theory and Functions of Chemical Metal Treatments*.

Also in conjunction with the educational phase of metalworking John contributed to a chapter on *Metal Finishing* in the newest edition of *The Metal Handbook*, the authoritative reference book published by ASM, which has its headquarters in Cleveland, Ohio.

SALESMAN OR TECH REP?**In Amchem's MCD He's Both!**

IN THIS AGE of title consciousness we thought we'd better set ourselves straight on the definition of an Amchem MCD Technical representative.

An Amchem Metalworking Chemicals Division technical representative is not to be confused with the gent you see in chino jeans and shirt on your TV who urges you to put a certain brand of detergent in your automatic, or with the jumping jack who springs out of the coupe, tool box in hand, in response to your complaint that there's a constant buzz in your phone line. Also, you'll never mistake him for the little man behind the giant horn-rimmed specs whose keen ear and deft hand restore the tone to your baby grand or upright.

He Looks the Part

No, an MCD technical representative could pass for a doctor, a lawyer, an architect, or a CPA, for primarily, an MCD tech rep is a businessman who knows how to treat customers with tact and respect, but not with obsequiousness. He's objective and sincere, forceful but not brash. You'll find him in the late afternoon chasing drowsiness with a cup of coffee at a Howard Johnson's on the Turnpike, crawling into the second compartment of a five-stage spray washer at 12 midnight, jotting down his daily expenses at 1 A.M. in a roadside motel, or you'll meet him before 7 A.M. in a customer's plant readying the chemical baths for the day's production.

Amchem is an organization that requires its technical representatives to be salesmen. When he's on the road an MCD tech rep is completely on his own. Therefore, he is a responsible individual who never should forget that he represents a sizable company investment and that he should constantly strive to earn his keep, and that to all parties whom he contacts, he is AMCHEM PRODUCTS, INC.

On appointments, punctuality is paramount, for delays, when production is involved, are mighty costly to a client.

Service Comes First

The greatest asset of an MCD tech rep is his ability to see that our customers get the desired results from Amchem's versatile family of metalworking chemicals, and that his technical assistance in solving a client's problem pays off in increased sales. He "knows his product," he "knows his company." He knows the behavior of a chemical under various operating conditions for he has been schooled in the Amchem Pilot Plant before "hitting the road." He has also been

exposed to the technique employed in the subtle art of customer relations by his more experienced supervisor, under whose tutelage he has been entrusted for a long period of indoctrination. For it's axiomatic that retaining a good customer is infinitely more profitable than acquiring an unproven one. However, this doesn't mean that the MCD tech rep isn't constantly seeking out and developing new customers. In this very essential part of his work he must be discreet in his selection of prospects, cultivating those whose patronage would be profitable in order to replenish the capital invested in research, in the launching of new products and that which is constantly being expended to promote all-around company growth.

Knows "Panic Button," Too

If a tech rep is baffled by a particularly complex problem, he contacts his supervisor, who in turn might have to refer the matter to the District Office for solution. In most instances the District Office can iron out these difficulties. The tech rep, while informed and resourceful, is still smart enough to be aware of his own limitations. And even the District Office is not averse to applying this philosophy to itself. In such situations it consults with the MCD General Salesmanager, a member of his staff or a product manager at the Home Office. In turn, the District Office may be referred to a technical product specialist from Amchem's Development Department.

He's Backed 100%

Amchem's research personnel and facilities back up the technical representative to the extent of developing new chemical formulae and even designing special equipment for its application. In addition, technical service data sheets, analyses, quality control report forms, as well as pertinent instructional and operational matter, are prepared for customers in order to help the technical representative do a more thorough job than his competitors and to enable the client to obtain maximum results from Amchem metalworking chemicals. A constant record of performance of the chemicals is kept, assuring that both objectives are reached. Ample proof of this success pattern can be found in the numerous case histories recorded in Amchem's series of UPI reports. Some of these have already appeared in previous issues of the NEWS.

Is it any wonder then that the Amchem MCD technical representative is the one salesman whom both purchasing agents and plant managers are never "too busy" to see.

Note: Lest our Agricultural Chemicals Division and our Wool Scouring Division technical representatives feel that they've been overlooked in this article, we wish to inform them that their work will be explained in a later issue of the NEWS.

Here's How Lew Ottey Feels after 25 Years at Amchem



Samuel L. (Lew) Ottey (c), Wool Scouring Chemical Sales, about to accept solid gold watch from Pres. Romig (r) after 25 years' service. G. Snyder (l) is interested observer.

LEW OTTEY, Wool Scouring Chemical Sales, has just received his 25-year Service Award—diamond pin and solid gold watch. Want to know how he feels about it? Just listen to what Lew says: "I feel I owe a great deal of thanks for having the opportunity to work for such an excellent company as Amchem . . . I hope to continue giving of my best for some years to come . . . I can surely look back on some mighty fond memories with ACP and the old gang one seemed to know so intimately. Now, every time I come to Ambler I see many new faces (Ed's note: *We're growing, Lew*), but the Company policy still has that friendly touch which means so much to a working man."

Condolence

We wish to express our sympathy to John Zollo, Construction, and to the other members of the Zollo family, on the death of his father, Jerry Zollo, May 17. Mr. Zollo, who was 76, was also the father-in-law of George Barreca, MCD Production.

Changes Effective July 1 in ACD Advertising and Merchandising

Goard and Evans Join Company

John D. Breen

Jack C. Goard

Raymond E. Evans

MANAGEMENT HAS ANNOUNCED that as of July 1 all advertising activities will be co-ordinated under one director. The position will be filled by Jack Breen, who has been Advertising Manager of MCD for the past seven years and who more recently has also been taking care of ACD industrial and farm advertising.

This latest arrangement is a return to the original plan which the company abandoned a number of years ago in favor of a two-manager set-up—one for ACD and one for MCD. Breen's title will be Director of Advertising, Amchem Products, Inc.

Also as of July 1, Joe Torchiana will direct the purchasing of graphic arts, and Jack C. Goard will become Product Manager, "Small Package" Products, ACD. Management has stated that Torchiana will act as consultant to both Breen and Goard in matters pertaining to "Small Package" advertising and merchandising respectively.

On May 21 Raymond Edgar Evans joined ACD.

Goard joined Amchem directly from O. M. Scott & Sons, Marysville, Ohio, where he has had a successful background of five years in various phases of new product development, sales promotion, market research and field survey projects. His last position was Manager of Market Development for all Scott products. He was born in Elizabeth, a town in northwest Illinois, but now resides in Wauwatosa, a suburb of Milwaukee, Wis., with his wife and five children, but is planning to move to the Ambler area. Western Illinois University is his alma mater.

Torchiana, a specialist in the graphic arts field long before he became associated with Amchem in 1947, will now

be directly and wholly responsible for the procurement of all matters pertaining to printing, as related to advertising, for all divisions of Amchem. Management feels that his specialized talents can best serve the Company in this new capacity, especially since supplemental printed material of every description is more and more becoming a most important adjunct to the advertising picture. In addition, having built up a close and extensive relationship with many "Small Package" dealers throughout the country, Joe will become a "good will ambassador" for Amchem by personally contacting these people from time to time.

Ray Evans, a native of Ebensburg, Pa., comes to Amchem, from the *Pennsylvania Farmer*, an agricultural journal published in Harrisburg, Pa., where he had been an assistant editor since his graduation from Penn State University in February, 1959, with an A.B. degree in agriculture and journalism. He has been assigned to ACD advertising as an agricultural writer, where his knowledge of agriculture, gained from a life-long association with the subject, should prove of inestimable value to Amchem. Ray is also skilled in photography, a talent which he has used throughout his career. He is a member of the American Agricultural Editor's Association and takes an active interest in all its affairs.

Introducing New Members of the Amchem Stork Club

STEPHEN LANE BEALS

... November 4, 1961

The Proud Amchem Parent: Harlo
Beals (MCD Sales)

HARVEY P. RAMAN

... January 3, 1962

The Proud Amchem Parent: Harvey
Raman (Ag. Chemical Lab)

JOHN LOUIS SABATINI

... January 25, 1962

The Proud Amchem Parent: Louis
Sabatini (Development Dept. Lab)

MICHAEL ANTHONY SNYDER

... April 4, 1962

The Proud Amchem Parent: Eugene
Snyder (Director of Purchases)

Welcome to our new employees

NAME	HOME TOWN	ASSIGNED TO
GERTRAUDE A. AMENTH	North Wales, Pa.	Packaging
GLORIA D. CONNORS	Pleasant Ridge, Mich.	Office, Detroit
JAMES L. COREY	Niles, Calif.	Production, Niles
ROBERT DALRYMPLE	King of Prussia, Pa.	Pilot Plant
VERNON W. DINWIDDIE	St. Joseph, Mo.	Production, St. Joseph
ROBERT L. DUNKEN	St. Joseph, Mo.	Production, St. Joseph
RAYMOND E. EVANS	Harrisburg, Pa.	Advertising
JACK GOARD	Wauwatosa, Wis.	ACD Small Package
MARY ANNE GLYMP	Ambler, Pa.	Advertising
RICHARD A. HARKER	Willow Grove, Pa.	Engineering
RAYMOND P. HERNANDEZ	St. Joseph, Mo.	Production, St. Joseph
DAVID L. HITCHINGS	Hatboro, Pa.	ACD Laboratory
RICHARD A. JACQUES	Warren, Mich.	Production, Detroit
FLOYD K. JOHNSON	Maysville, Mo.	Production, St. Joseph
CHARLES J. MAUGH	St. Joseph, Mo.	Production, St. Joseph
KATHLEEN B. NEVILLE	Hayward, Calif.	Office, Niles
DAVID ODOM	Niles, Calif.	Production, Niles
EDMUND PEITZ	Detroit, Mich.	Production, Detroit
HELEN L. SANDERSON	Chalfont, Pa.	Inventory
JOAN SARTORI	Spring House, Pa.	Packaging
HELEN SCHNUR	Royal Oak, Mich.	Office, Detroit
DEANNA SHARAMANDA	Colmar, Pa.	MCD East. Sales Office
MARIANNE TAMBOURINO	Ambler, Pa.	Order Dept.
DONALD A. TAYLOR	Franklin, Ind.	ACD Sales
ALVIN L. WRIGHT, JR.	St. Joseph, Mo.	Production, St. Joseph
MIGUEL ZUBIAGGA	North Wales, Pa.	International

Along the Party Line

(Continued from Page 12)

Wedding Belles: MARIE GIBBONI, IBM Room, has been Mrs. Thomas Woodward since April 28, when "I wills" were exchanged at St. Luke's R. C. Church, Glenside. Reception was held at Casa Conti. A happy honeymoon is recorded in stacks of Kodak. Tommy is Provident Tradesmens pleasantest teller.

FRAN VALEO and Albert Reiff had a merger on May 12 at St. Joseph's R. C. Church in Ambler. A reception followed in L. R. B. Hall. Fran is back at Amchem dividing her time between household chores and inventory cards.

LYDIA CATAGANO, Accounting, has had her name "Galvinized" (we couldn't pass up that pun). She's now Mrs. William F. Galvin. Ceremony took place June 2 at St. Joseph's R. C. Church, Ambler. Reception was held in the Glenside War Memorial Building.

CAROL ANN TAVERNO, Secretary to Paul Kern, and Paul Joseph Mattern turned an Ambler-Pittsburgh courtship into a lifetime romance beginning May 19, at St. Joseph's in Ambler.

Showers: Wedding shower for LYDIA CATAGANO given by MARIE MASCOLA and JOANNE CAPPuccio, both of Accounting, at the home of Marie's parents, April 24. Good crowd and heap big take-home by Lydia.

Baby Shower for JOANNE CAPPuccio, May 15. LYDIA CATAGANO hosted the group at her parents' home. From what we hear, the Cappuccio baby will start out in life well supplied with baby things.

Wedding Shower for FRAN VALEO by MARIE MASCOLA and JANET HARPER, of IBM Room, also held at the

Mascola domicile. Plenty present; presents aplenty.

Fond Memories: The name LORRAINE TITLOW is familiar to only a few "old timers" who worked at Amchem about a quarter of a century ago. However, it took only a glance at the name LEON CHERKSEY in the program of the 54th Annual Meeting and Banquet of the Manufacturer's Association of Montgomery County to create a bit of nostalgia. Now as MRS. A. EDGAR MITCHELL, she took the time to write to MR. CHERKSEY that one of the four top winners in the recent Montgomery County Science Fair, who were honored at the banquet, was her son, Edgar, Jr. In addition, Edgar, Jr. took top honors in the Delaware Valley Science Fair and won himself a trip to Seattle.

Adieus with Regrets: CYNTHIA GEHRET, ACD Advertising and PAT KING, IBM. Cynthia was given a farewell dinner at "Frank & Eddies" and presented with a handsome piece of luggage while Pat was honored with a party at the home of LOIS JOHANSON.

Back to Bach: DON SMALL and HUGH GEHMAN again appeared as vocalists with the famous Bach Choir of Bethlehem. TV fans had an opportunity of seeing them May 14 in the telecast from Philadelphia's world renowned Academy of Music.

On the Drag Strip: BILL NEILL, Pilot Plant (Amchem News, February 1962), has captured 14 first place trophies and two seconds out of 16 tries on the drag strips this season. Bill's ace accelerator is a 405 hp Plymouth Fury.

Niles News: Marian Wendorf, 17-year-old daughter of HAROLD WENDORF, Niles Plant Manager, has just won a National Science Foundation Undergraduate Fellowship worth \$600 to continue research in microbiology. Marian is a freshman at the University of California. The results of her work last year in the National Science Foundation program for outstanding high school students were published in the January issue of *Immunogenetics Letter* under the title of "Antigenic Differences of the Erythrocytes Among Individuals in Pheasants." Quite a big bite for a highschooler!

Planting the Seeds Early: Jane Bishop, 15-year-old daughter of RUSS BISHOP, ACD Chief Chemist—Organic Synthesis, is evidently going to follow the family tradition. Jane, who is just a sophomore at Christopher Dock Mennonite High School, Kulpville, Pa., took first honors in her school's first science fair with her "Germination - of - Weed - Seeds" experiment. The fair was held March 23 at the school and included entries from the entire school, freshman through senior years.

Post Sick List: We were glad to welcome back ANN NOLAN, Advertising, after several weeks leave due to a stubborn virus. The number of well-wishers when she was out attests to Ann's popularity.

It's welcome back also to CHARLIE OLIVIERI. Charlie, who is about the healthiest looking and happiest guy on the premises, fooled us all by turning up with a stomach ulcer, but he now reports he's got it licked!