

THE  
**AMCHEM**  
NEWS

Vol. 10, No. 1

April, 1968





## Williamson Relinquishes Vice Presidency



GEORGE H. WILLIAMSON

George H. Williamson, Vice President-Director of Amchem's West Coast Operations at Fremont, Calif., has relinquished his title as of April 17, this year. He has been with Amchem since April 1, 1935.

Mr. Williamson has always been connected with the chemical industry, having started in 1924 with the Alexander Chemical Company, Fairlawn, N. J., as a service representative to the silk industry in Patterson, N. J., for years one of the nation's leading textile centers. He was a specialist in all phases of treating silk piece goods—weighting, dyeing, finishing and printing.

Through his work in this field he came to know Amchem, then the American Chemical Paint Co., in 1932, when he began to buy disodium phosphate and trisodium phosphate from the Company. These products are used in the weighting and cleaning of silk.

George joined Amchem in 1935 to develop and market chemicals for the wool scouring industry. Early success in this assignment led to his promotion as Manager of Amchem's Detroit branch where, over a sixteen-year period, he built up the sales force from two to a 20-man organization at the time he left Detroit to establish Amchem's West Coast branch in Niles (now Fremont), Calif., in September 1952.

At Niles, in addition to organizing a sales force, he installed manufacturing facilities where many Amchem, as well as Benjamin Foster, products are made. These accomplishments resulted in his election to Vice President in April 1957.

When questioned about the forfeiting of his title, George said: "Now that I have reached 65 on April 17, I think that the time has come to develop a younger man to be able to assume these responsibilities."

Although George has relinquished his title, he will still be active in all Fremont operations.

In connection with his relinquishment, Amchem's Board of Directors passed the following resolution at its quarterly meeting, February 22, which was written into the minutes of the meeting:

Whereas, George H. Williamson has served Amchem Products, Inc., faithfully since April 1, 1935; and

Whereas, Through his untiring efforts he has helped to develop new markets for Amchem in areas not previously served by the Company, and which prompted the establishment of Amchem's West Coast Plant and Offices in Niles (now Fremont), California; and

Whereas, Through these accomplishments he was elevated to the position of Vice President-Director of Amchem's West Coast Operations on April 1, 1957; and

Whereas, As of April 17, 1968, Mr. Williamson has chosen to relinquish his title of Vice President; Therefore be it

RESOLVED, That the Board of Directors of Amchem Products, Inc. accepts with regret Mr. Williamson's relinquishment of his title; and

RESOLVED, That the members of the Board offer Mr. Williamson a vote of thanks for his 33 years of faithful service to Amchem and wish him many years of good health and happiness; and

RESOLVED, That a copy of this Resolution be sent to Mr. Williamson.

Lyle Slingluff  
Secretary

Mr. Williamson is married and lives in Los Gatos. He and Mrs. Williamson have a married son, George, Jr. (AMCHEM NEWS, June, 1960).

*MY father was very old-fashioned they said,  
With notions long passed out of date,  
He fancied the best way of getting ahead  
Was to work and have patience to wait.*

*By practice, he told us, skill came to the hand,  
From study comes learning, he'd say,  
And it grieved him to think that the youth of the land  
Could believe in an easier way.*

*"If it's roses you'd grow you must dig in the soil;  
If you'd rule you must learn to obey;  
If money you'd spend you must earn it by toil;"*

*My father would frequently say.  
"If a dollar you borrow, a dollar return;  
Debt is something all honest men pay."  
And it grieved him to think that his teachings we'd spurn  
Or believe in an easier way.*

*Well, we've lived and we've laughed through the wisecracking age,  
And of smartness we've taken our fill.  
We are ready, I think, to bring back to life's stage  
Work, honesty, patience, and skill.*

*The start's at the bottom and not at the top,  
As my old-fashioned father would say,  
The way to the desk is to work in the shop  
And there's never an easier way.*

—EDGAR A. GUEST

### On Our Cover

Commuters on the Reading R.R. were puzzled when this object first appeared on the Amchem Plant storage area last summer. It's an inflatable storage structure that's anchored to the ground along its perimeter and is kept inflated by air pumped by motor (seen at lower left). It was manufactured by Air Tech Industries Division of Walter Kidde, Clifton, N. J. Because it was erected by Amchem's Construction Department directed by Air Tech personnel, we include it in this issue of the NEWS. For more on the Construction Dept. see pages 8, 9, 10 and 11.

### THE AMCHEM NEWS

Vol. 10, No. 1 April, 1968

Published by  
**AMCHEM PRODUCTS, Inc.**

Ambler, Pennsylvania

in the Interest of AMCHEM  
Employees and Their Families

William A. Drislane, Editor-Art Director



## Chairman Romig Participant in Chemical Outlook Conference

### Predicts \$1.2 to \$1.3 Billion U.S. Pesticide Market in 1975

Chairman Romig was invited by *FARM CHEMICALS* magazine at the beginning of the year to express his views on the future of farm chemicals. He was one of three experts from the industry to participate in the third annual Farm Chemicals Outlook Conference conducted by *FARM CHEMICALS* magazine.

One of Mr. Romig's most cogent statements was the prediction that pesticide industry sales in the U.S. would probably reach \$1.2 billion to \$1.3 billion in 1975, with herbicides accounting for 55% of this total or \$500 to \$550 million. His prediction was influenced by these four factors: 1) Increased awareness by farmers of the value of pesticides; 2) increasing need for food; 3) increasing labor costs; and 4) the high economic level of the farmer and the increasing substitution of capital for labor. For the present year he estimated a figure of \$710 million for the pesticide industry, based on the sales performance of herbicides at Amchem.

A surprising observation by Mr. Romig related to growth regulators. "Growth regulators," he said, "are one of the largest new areas of potential growth in pesticides . . . and we think by 1975 we'll see (growth regulator industry) sales of \$50 to \$75 million."

#### His Comments on Application

Changes in methods of application rather than in formulation will occur, with the trend more toward the use of liquid forms because applicators can be developed that will put down liquids more precisely than granular or dust forms. The only change in formulation he noted, would be in the number of formulating plants where the consensus of opinion among Amchem Agricultural experts is that there will be 800 of these plants in 1975 as compared with 1,000 today.

Referring to more accuracy in helicopter application of pesticides Mr. Romig stated that there are prospects for non-pilot radio controlled and computer program treatments.

Venturing into other areas he remarked that since 1964 commercial farms have declined at a rate of about 12% for the four year period 1964-68 resulting in a projected 1.5 million commercial farms by 1975. The latter figure he compared with the 2.1 million commercial farms in 1964.

#### Market Breakdown

Returning to the marketing phase of pesticides, Mr. Romig further stated that with a world market for pesticides of \$2.1 billion in 1975—up \$900 million from 1966, the breakdown will be: 45% insecticides, 45% herbicides, 10% fungicides, with his hope that the U.S. could hold on to 40% of this pesticide market. The 40% is 10% lower than the present figure. Future competition principally coming from Europe and Japan.

When questioned about Amchem's overseas operations, Mr. Romig said that the Company planned to continue its present licensing arrangements, which provide for formulation in or close to marketing areas. He also remarked that Amchem was now buying into some of their licensee companies, "feeling that in this way we will have a permanent share of the operations in that particular country."

The other two participants in the Conference were Dr. J. L. Bourland, Vice President-General Manager, American Cyanamid Agricultural Division; and Robert R. Rumer, Vice President-General Manager, Monsanto Agricultural Division; both of whom expressed similar views to Mr. Romig's.



## Metalworking Sales Staff Reorganized on a Zone, Regional and Industry Basis

As of January 1, Amchem's Metalworking Chemicals Sales Staff has been reorganized to meet today's specific marketing needs more effectively and efficiently, with more intensified coverage in the areas where the metalworking industries are concentrated and where dollar potential is greatest.

In regard to territorial realignment, the country is divided into three zones. Proceeding numerically from West to East these are numbered I, II, and III. And, as pithily stated in SALES MANAGEMENT magazine, "vary in size inversely to the business they produce." Within these three zones, a total of eight sales regions has been established.

Zone I comprises the Far West, Rocky Mountain and North Central States as far as the Indiana border, the Southwest and Southeast.

Zone II is composed of the highly industrialized Lower Great Lakes area that includes the States of Indiana, Ohio, West Virginia and the western half of Pennsylvania.

Zone III contains the New England States and the middle Atlantic States to the North Carolina border.

Another feature incorporated in the reorganization is the utilization of personnel talents in the industries where these talents can be most gainfully employed. Thus men have been assigned as specialists in the automotive, coil coating, steel, aluminum and fabricated metals industries.

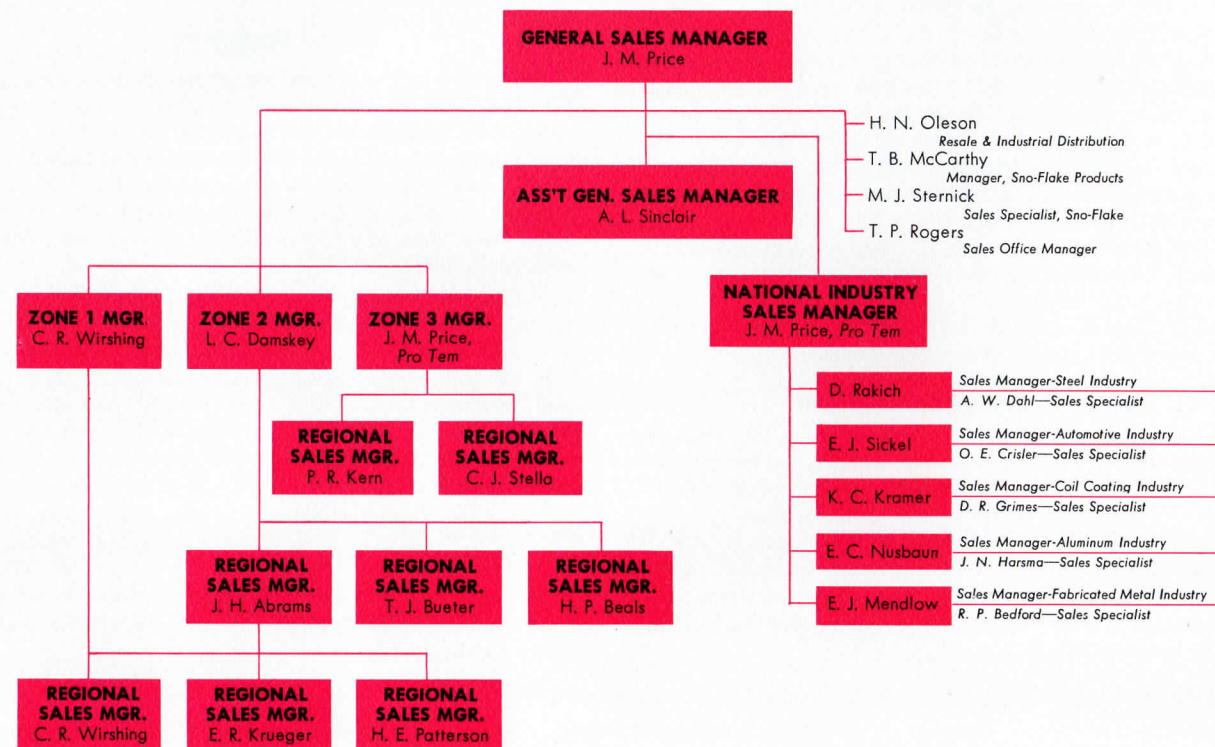
The result of all these moves necessitated a certain amount of reshuffling of personnel marked by promotions and new assignments for some of the men, particularly for some of the salesmen who have been charged exclusively with the responsibility of obtaining new business.

The organizational chart printed below indicates the present status of the men on a managerial level territorially and industrially. Architect of the new plan is Jack Price, General Sales Manager.

Commenting on the reorganization, Chairman Romig said: "Both Sunny (F. P. Spruance, Jr., Vice

President-General Manager, MCD) and I are convinced that Jack (Price) now has an excellent sales program which cannot help but result in the utmost efficiency as well as providing a substantial increase in sales. And while orienting his staff to modern requirements, Price still takes cognizance of Amchem's sales policy which was so aptly expressed by Vice-President-Director of Marketing John Shellenberger during last Autumn's MCD National Sales meeting when he remarked: 'We at Amchem are a little on the conservative side. For us "marketing" is old-fashioned selling in modern dress . . . the old principles with which this Company has succeeded so well in the past guide us today. We are a research-minded company developing quality products which can be sold at a high enough profit to pay for more research to develop new products . . . Research and Sales are working and planning closely together to co-ordinate their efforts towards a common goal.'

### ORGANIZATION CHART—MCD SALES



## Delanty, Geyer, Precopio Elected Corporate Vice Presidents

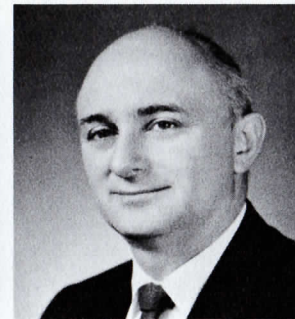
Chairman of the Board Romig has announced that at the quarterly meeting of the Board of Directors, February 20, J. William Delanty, John H. Geyer and Frank M. Precopio were elected Vice Presidents of the firm.



J. WILLIAM DELANTY



JOHN H. GEYER



FRANK M. PRECOPIO

Delanty, Director of Amchem's International Operations, and an attorney, came to the Company in September, 1964 from Pennsalt International Co., Philadelphia, where he was manager of licensing. Prior to this he had been manager of the International Division of F. J. Stokes Corp., Philadelphia, a staff attorney with the Glidden Co., Cleveland, Ohio, and a member of a Cleveland law firm. A native of Youngstown, Ohio, he is a graduate of Miami University in that state and obtained his law degree from the University of Michigan Law School in 1950. He is a member of the Foreign Trade Association of Philadelphia and the Ohio Bar Association. He and Mrs. Delanty and their two daughters reside at 217 N. Bent Road, Wyncote, Pa.

Geyer has been Assistant General Manager of the Metalworking Chemicals Division. As Vice President he will be given responsibilities in corporate development and marketing. He has held various positions in Amchem's Metalworking Chemicals Division since joining the Company in December, 1950, as a metalworking chemical technician. He became manager of the firm's Metalworking Chemicals Development in 1953 and was named Technical Assistant to the President in November, 1959. He was promoted to Director of Marketing, Metalworking Chemicals Division in July, 1966 and to his present position in December of the same year. Geyer, a native of Philadelphia, graduated as a metallurgical engineer from Lehigh University in 1949 and worked for one year for the Aluminum Company of America, Messena, New York, before joining Amchem. He and his wife and three children are residents of Richboro, Northampton Township, Bucks County, where he was named "Township Man of the Year" for 1967 (see col. at right). During World War II he was an aerographer in the U.S. Navy.

Geyer is a member of the National Coil Coaters Association, of which he

is currently vice president, the Society of Automotive Engineers, the American Society for Metals, the American Society for Testing Materials, the board of directors of the Aluminum Siding Association.

Both Geyer and Delanty report to Vice President-Corporate Director of Marketing J.O.J. Shellenberger.

Precopio was appointed to the post of Corporate Technical Director in the Summer of 1966 after establishing an impressive academic, scientific and administrative background.

His entire working career before joining Amchem had been with General Electric Company, his last position there being Manager of Research, Development and Engineering in the Wire and Cable Division, Bridgeport, Conn., one of the largest producers of electrical cable in the United States.

Precopio obtained his B.S. in Chemistry from Brown University, graduating Summa cum Laude, in 1948, and his Ph.D., from Yale University in 1952. Upon completion of his formal studies he joined GE, where he supplemented his education with courses in General Management at GE's Management and Development Center, Crotonville, N. Y.

He served in the U.S. Naval Reserve on active duty from 1943 to 1946 and remained in the Reserve in an inactive capacity until 1956 as a Lieutenant (jg.).

He is a member of a number of professional societies, is the inventor or a co-inventor of some nine U.S. patents and pending patents, and has been the author of a number of publications on organic chemistry, insulation systems, high temperature plastics, and other chemical products and substances.

Precopio is married and is the father of three young sons.

He is a native of Providence, R.I., but now resides with Mrs. Precopio and their children on Militia Hill, near Ft. Washington.

## Geyer Named Township "Man of the Year"

John Geyer, one of the three newly elected vice presidents, was named "Man of the Year" in Northampton Township, where he resides in Richboro. The citation, presented annually since 1964, was by the Lion's Club at the Township's annual banquet. The award is given to the resident who has contributed the greatest service to the township during the year. Northampton Township lies northeast of Hatboro and covers an area of 25 square miles. It has a population of over 12,000.

Geyer was first elected to the Northampton Township Board of Supervisors in the Fall of 1958. He was elected Board Chairman of the Township in January, 1960. He was annually elected to this office for the next five years.

Included in Geyer's accomplishments while serving his township are a complete overhaul of the township government, up-dating of the accounting system, establishment of a police department, adoption of an inflexible, standard building code, creation of the offices of building inspector and plumbing inspector, the devising of a comprehensive plan for township development, and the acquisition of modern road and snow-removal equipment.

In the matter of township planning he has appeared before Federal Congressional sub-committees and in regard to challenges to the township's zoning code, he has successfully led his board to 12 court victories in 12 struggles for variations.

Recently Geyer was appointed to a committee composed of business, professional and educational leaders in Bucks County charged with the establishment of a curriculum for the new Bucks County Vocational School to be opened in the Doylestown area in 1969. Geyer's responsibility is the designing of a practical program in chemistry and engineering geared to the comprehension of technically minded secondary school pupils.





## Good Goods Come in Amchem Small Packages

WHEN one sees scores of tractor trailers loaded with 50-gallon drums of weedkillers pulling away from Amchem's shipping platform every day prior to and during the crop spraying season, it's hard to realize that the Company's agricultural chemicals business was confined to the sale of three packaged items—Rootone®, Fruitone®, and Transplantone®—not quite 30 years ago, and that these three

products were plant growth regulators and not weedkillers.

At that period in the Company's history, the ACD Sales Force covering the entire country consisted of two men: Bob Beatty, who later became Director of Agricultural Research and is now ACD Research Consultant to Chairman Romig, and the late Tom Farrell, father of Jim Farrell presently ACD Sales Manager, North East District. A big volume item in those days was Fruitone in 50-lb. bags. Apple growers sprayed this product in powdered form over their orchards to prevent fruit drop before harvesting time. Fruit growers still follow this practice. The other two products—Rootone and Transplantone—as well as another plant hormone, Amid-thin, are still in the Amchem line and may be seen on the shelves of lawn and garden and farm supply stores.

Several factors changed Amchem's agricultural chemicals marketing concept towards the end of World War II, not the least of these being the Company's discovery of 2,4-D and 2,4,5-T weedkillers. The discovery itself was something of a "serendipitic" surprise, for while trying to produce a seedless tomato in a greenhouse in West Chester, Pa., a resourceful and overly-inquisitive researcher found that the chemical compound he was using in his project speeded up the life cycle of plants at a phenomenal rate but failed to produce a seedless tomato.

Applying the quick life-cycle theory

to the problem of dandelion and poison ivy, Amchem researchers made the discovery that while killing these weeds, the chemical, when applied in the proper amounts and at the proper rates would not harm the turf. Thus an entirely new industry was born—the herbicide industry with Amchem the pioneer. Further experiments showed that the product, which by now was called WEEDONE, could be used to kill weeds in crops without harming the crops.

An article on the potency and safety of 2,4,5-T, "New TCP Kills Toughest Weeds," in the February 1945 issue of BETTER HOMES & GARDENS magazine unlocked a flood of inquiries about the new herbicide.

The Company now decided that expansion of the Agricultural Chemicals Division was most necessary and that the selling structure should be changed. Added to the payroll were Frank Sherwood and the late George Whornham in 1946; Jim Farrell, Joe Torchiana and Phil Watke in 1947; Maurie Turner and Dan Shaw in 1948; and Ed Lacko in 1949. Except for Whornham, all are still on the Amchem roster.

Turner was designated Agricultural Chemicals Sales Manager, with Shaw as Staff Assistant. Torchiana was named Advertising and Sales Manager of the "Small Package" (now the Lawn and Garden) Line. Sherwood, Whornham, Jim Farrell, Lacko and Watke were assigned to ACD Sales.

In the very early fifties, Jack Taylor,

Irv Pincke, Les Hartwig, Dan Chisholm and Walt Smith arrived and also were assigned to ACD Sales. Jack heading up the Industrial Sales of that Division. Chisholm later being moved up to manager of Farm Chemical Sales.

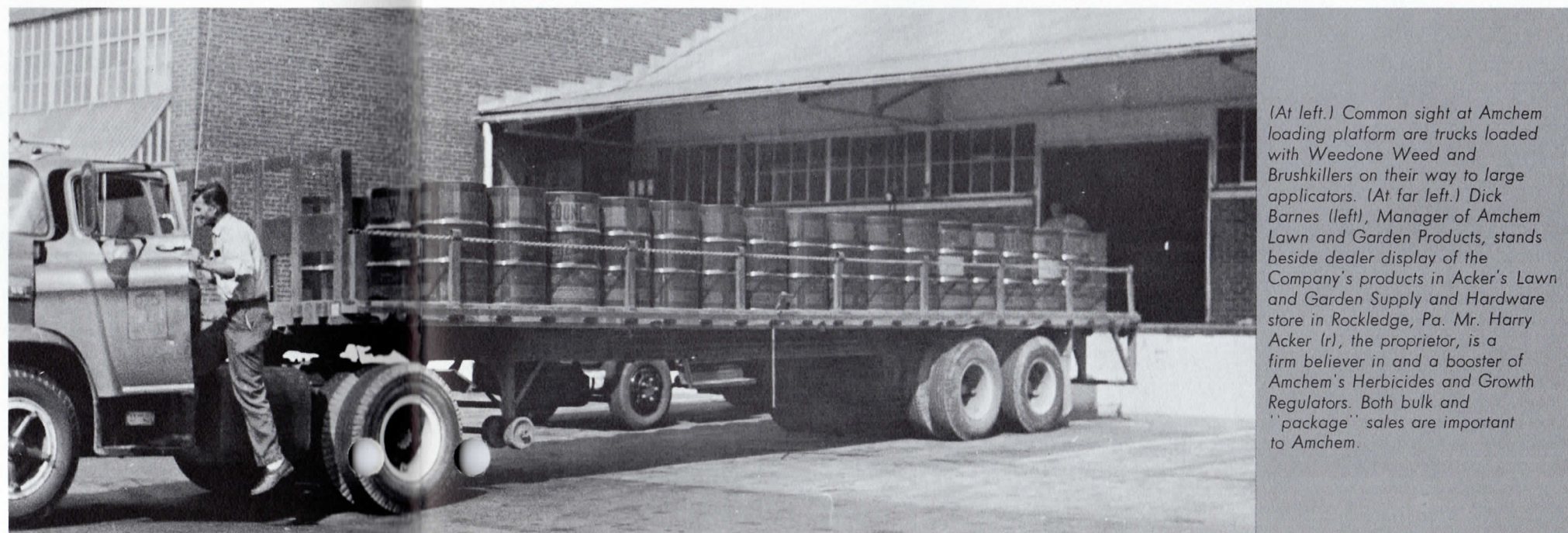
Bob Beatty was appointed Director of ACD Research and "retired from the road." Bob's awareness of what was required in the market place as well as his conception of what could be developed in the laboratory were factors in the launching of additional new products as well as improving those already in existence during this infant stage of the herbicide industry.

A new approach to merchandising was taken, with a separate formula for Industrial Sales, Farm Sales, and Lawn and Garden Products. Since the latter is the subject of this article we will concentrate on this phase of ACD's business.

Jobber and dealerships were established for the "Small Package" Line. A great deal of advertising for these products was directed at the consumer to help the dealer move the merchandise off his shelves, while sales promotion and advertising to the trade was through the medium of trade journals and exhibits at the various trade shows, with Joe Torchiana becoming a familiar figure at the Amchem booth.

By 1955 Lawn and Garden Products had over 400 jobbers throughout the country and it is gratifying to note that most of these early accounts are still on the books. These outlets, which have

*Continued on page 21*



(At left.) Common sight at Amchem loading platform are trucks loaded with Weedone Weed and Brushkillers on their way to large applicators. (At far left.) Dick Barnes (left), Manager of Amchem Lawn and Garden Products, stands beside dealer display of the Company's products in Acker's Lawn and Garden Supply and Hardware store in Rockledge, Pa. Mr. Harry Acker (r), the proprietor, is a firm believer in and a booster of Amchem's Herbicides and Growth Regulators. Both bulk and "package" sales are important to Amchem.



Small Group...

# BIG DEEDS...

*That's Amchem's Construction Department*

It might logically be asked: Why does Amchem have a Construction Department? Couldn't Maintenance handle everything in this line? Also, doesn't the Company give a lot of construction work to "outside" contractors?

We'll answer all three questions, but not necessarily in the order they are presented. Amchem does give out work to outside contractors but only on major projects involving special equipment, such as derricks used in the erection of steel girders. The Company will also give out work when a tight building schedule cannot reasonably be met by the Construction Department due to the magnitude of the job. Such a situation as this arose when plans called for completion of Building No. 18B, Amchem's new office building, by early Fall 1967.

## Worked on New Building

Even in this operation the Construction Department installed all the paneling, which amounted to 23,488 square feet, plus 21,400 square feet of sound-proofing material, 2,590 lineal feet of base molding, and 4,960 lineal feet of corner "beads." In the panelling operations 260 gallons of wood glue were used. In addition to this Construction hung 77 solid birch office doors, including installation of hardware, and steel frames with moldings. Also entrusted to the Department was the installation of the ceiling, with Frank Piacitelli supervising the entire 18B project.\* While this work was in progress Frank's men were busy erecting the extension to the rear of Building 18A, which now houses several new laboratories. It should be stated here

that all construction work, including that which is contracted for, is supervised and comes under the complete jurisdiction of Piacitelli.

## Differs from Maintenance

Although a certain amount of job-overlapping occasionally occurs, there is a difference in the assignments given to the Construction Department and to Maintenance. The very definition of the words "construction" and "maintenance" is a clear indication of the work performed by each department: Construction is "the process or art of constructing; act of building; erection..."; while maintenance is "the act of maintaining; the upkeep of property, machinery, equipment."

When the Construction Department was established in 1951, it was on a note of foresighted optimism. At that time Amchem's late Chairman, Leon Cherksey, envisioned a long-term expansion program at Amchem that has in actuality paralleled his mode of thinking. To attain this end Management, after carefully considering all the economic and efficiency factors involved, came to the conclusion that it

would be to the best interests of the Company to establish its own construction department. The department would be thoroughly capable of making the additions or alterations to existing structures or erecting new buildings necessitated by Company growth.

## Storage Space Needed

At the time of the formation of the Construction Department, the most urgent need was for enclosed storage space. Top priority was given to this need. It is hard to visualize that all that area west of the Parking Lot that is now occupied by storage buildings was a wide expanse of open ground only 10 to 15 years ago.

An important project entrusted to the Construction Department in its early years was the erection of Building 18A in 1956-57. This, as many readers know, is the building that houses Accounting, Billing, Credit and IBM.

The new Research Building at the Farm, that has been the object of considerable admiration for its quaint residential type architecture and soundness of construction, is another

CONSTRUCTION—Continued on page 10

(Below.) Modern equipment manned by Construction Department skilled personnel can handle practically every kind of Construction assignment. (Far right.) New fork lift truck can elevate load to 20 feet.



The Construction Department's present personnel consists of 13 men: Front row (l. to r.) Vince McGough, Frank Piacitelli, Bill Pistilli, John Pistilli. Second row (l. to r.): Tony Serratore, Bob Wright, Andy Lawrence, Al Rojinsky. Third row (l. to r.) John Piacitelli, Ed Wood, and Carl Meyers. At top: Jeter Lawrence. Missing from picture: Dom Pulitano.





in the series of buildings erected by the Construction Department. The building of the greenhouses and the rehabilitation of the barn on the same site are other examples of the Department's work.

#### Built Aqueduct

Probably the most interesting and challenging project undertaken by the Construction Department was the building of the aqueduct that carries the creek under the lower end of the parking lot. We're sure there are many of Amchem's newer Ambler personnel who are unaware of such an underground channel as they walk to and from their parked cars daily. To construct this waterway the flow of the creek had to be diverted from one bank to the other while each of the side walls was being built.

Of the original group of six employees in Construction, including Department Head Frank Piacitelli, three remain. They are John Pistilli, Bob Wright and, of course, Frank himself. John McGrath, one of the original six, retired in 1964.

Within a year of its inception, Bill Pistilli and Harvey Burrell joined the group. They were followed shortly afterwards by Norman Chestnut. Norman and Harvey are now Amchem retirees—Norman since January 1962; Harvey since February 1964.

#### Force Numbers 13

Augmentation over the years has increased the staff to its present level, which is now composed of Frank Piacitelli, Department Head, Bill Pistilli, Frank's Assistant, and the following in order of seniority: John Pistilli, Bob Wright, Andy Lawrence,

Carl Meyers, Anthony Serratore, John Piacitelli, Ed Wood, Dom Pulitano, Vince McGough, Jeter Lawrence and Albert Rojinsky.

Many of these men are blessed with multiple skills, gained through years of experience in the building trades, and are willing to pitch in and help out in any emergency. Frank Piacitelli, before coming to Amchem, headed up his own company which specialized in industrial construction in the Schuylkill Valley manufacturing area. Frank started as a teen-ager in 1928 with his father, who was in the stone masonry business, and attended Drexel at night.

Both the Pistilli brothers are all-around tradesmen (Bill built his own home, AMCHEM NEWS, Dec. 1959), but their specialty is in the masonry line. They, too, like Frank Piacitelli, started with their father, who was in the building business in Ambler. Carl Meyers is also a first-class masonry tradesman. He was a plastering contractor before joining Amchem four years ago. Carl can also operate equipment.

Andy Lawrence, a ten-year Construction Department veteran is a general utility man. Andy can lay block, brick, stone, mix cement, etc., as deftly as he handles a pick and shovel. He, too, built his own home. Dom Pulitano, who has been with Amchem for about a year, specializes in stone, block and brick work, while Vince McGough, hired about the same time, is a masonry apprentice.

Tony Serratore, John Piacitelli and Ed Wood are the woodworkers. They're equally adept at both rough and finished work. Tony is in his fifth year at Amchem and has the reputation for

being able to apply a high degree of intelligence, as well as his manual abilities, to a job. A product of the "swing" era, Tony still can gyrate with the best of them on a ballroom floor. He is also one of Amchem's best golfers. Both John Piacitelli and Ed Wood were once building contractors, but the advantages of self-employment vanished in the face of a steady income plus generous fringe benefits. That's why they signed up with Amchem.

Bob Wright, the third man hired for the Construction Department, is usually found operating a dump truck. When not in the driver's cab, Bob may be found running a grader, a loader, swinging a pick or whatever task is urgent at the moment.

Newest additions to the Department are Jeter Lawrence, who came to Amchem last September, and Albert Rojinsky, who arrived in December. Both have shown by their energy and interest with pick, shovel and wheelbarrow that they're not afraid of hard work.

#### All-around Performers

In reviewing the work performed by Construction over the years, we find that this Department has erected completely new structures, it has added to, altered, modernized, renovated, demolished, graded, paved, curbed, dug, shoveled, tunnelled, installed, enclosed, fenced in, roofed, hauled, piped, glazed, tiled, planted, transplanted . . . well, you name it . . . and with it all, the Department has come up with an excellent safety record.

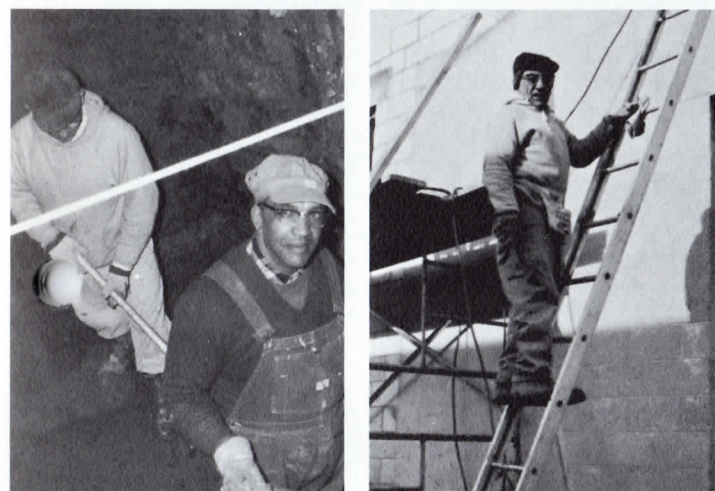
\*It should be mentioned that all electrical work and painting in the new building were done by the Maintenance Department.



Debris from old house after demolishing by Construction Department.



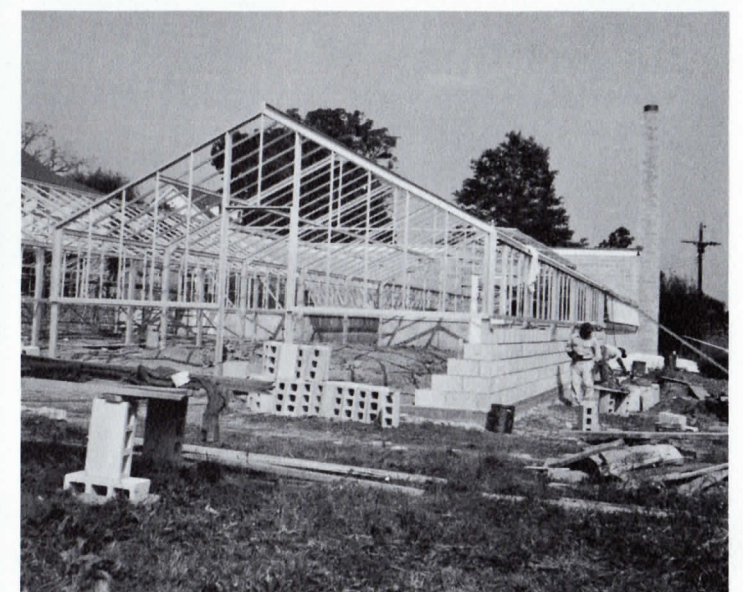
Group installing plywood on roof. Note use of new fork lift truck.



Reinforcing begins on foundation. Completing block work on addition.



Frank Piacitelli indicates work to be done on new storage building.



Erecting frame work for greenhouse required special skills.



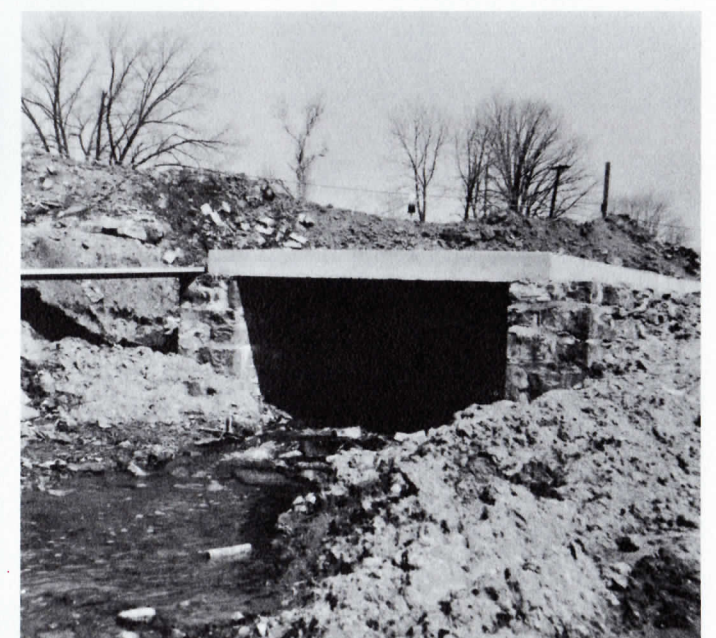
Diverting flow of creek by creating temporary new bed before building side walls.



Constructing cut stone side walls of viaduct.



Curving roof of viaduct is made of reinforced poured concrete.



Orifice is in the storage yard. Water then flows under Building 19.



# Amchem Pre-Paint Chemicals Help Restore Original Beauty to Venerable FERRARI

Tom Caulfield, a rather personable young man who calls on Jack Breen, Amchem Advertising Director, in the interests of a utilities industry magazine of which he (Caulfield) is business manager, has an enduring love for Ferrari cars—the road racing kind. Tom has four Ferraris; one or two of which are in various stages of restoration.

The conversation piece of the Ferrari stable is a "212" that has had a venerable career. In fact, its history somehow smacks of the fictional life story of that childhood classic of the animal world, "Black Beauty."

The car was built between late 1951 and early 1952 and was one of a team of three Ferraris that competed in the Mille Miglia in Italy, in the latter year. A broken shaft during the race forced its withdrawal from the event. Of the remaining two Ferraris, one went out of control and rolled down a mountain-side into an abyss without either car or driver ever having been recovered, the other Ferrari finished third.

The Ferrari with the broken half-shaft eventually became the property of Caulfield, but not before it had experienced both fame and obscurity.

After the mishap at Mille Miglia, it was repaired at the Ferrari plant and sold to a Swiss sportsman. A year later an English motor enthusiast acquired it and was racing it in the British Isles. In 1956 a Detroit car importer brought it into the United States and resold it

to an unappreciative owner who let it suffer from both abuse and neglect.

The car's next owner was a young lieutenant in the U.S. Navy who had more than a mild interest in racing, but in lieu of the necessary cash to overhaul the motor he accepted an operative Chevrolet Corvette engine, transmission and differential from an enterprising trader in exchange for the Ferrari motor and gear box.

The Ferrari-Corvette assembly must have been a success, for the lieutenant competed in SCCA events all over the South, from Florida to Texas. A growing family and added career responsibilities curtailed his track campaigning. Thus the hybrid Ferrari hibernated for a number of years in New Orleans, the residence of the lieutenant and the base of his racing operations.

Before reaching the Valhalla of all venerable performers or the dissection chamber of an avaricious used parts merchant, Caulfield came to the lowly Ferrari's rescue in August, 1965, having learned of the car's availability through his membership in the Ferrari Club of America. A fellow-member of the Club helped Tom locate the original Ferrari engine in a Detroit West Side machine shop. It and another Ferrari engine were turned over to the proprietor in settlement of a bad debt. Like twins in an adoption agency, he insisted that Caulfield buy the two.

In preparation for the dismantling and restoration job, Tom spent the balance of 1965 converting the barn on his Chicago suburban property into a mechanic's paradise. Thus the Christmas spirit was in the air and the mistletoe hanging from the chandelier when he got around to removing the Chevrolet engine and the body panels from the car.

It was Spring 1966 by the time the panels were bumped out and the old paint and the flocking removed from the car.

Many pieces of the original equipment were dispatched to various sources for modification and/or innovation. Innumerable supply houses and individuals lent their talent and knowledge to assist Tom in his restoration job.

Like any other dedicated restorationist, Tom Caulfield never compromises in his demands for quality—either in workmanship or materials. That's why, during the rebuilding stage of the engine in his garage, Tom towed the engineless car from Chicago to Ditzler Automotive Finishes, Detroit, for complete refinishing. Ditzler is an expert in this type of work and, in fact, conducts classes in this special phase of automotive work. Ditzler is a customer of Gus Oleson, MCD Resale and Industrial Distribution — Ferndale. Gus and a professional photographer were right on the job when pre-finishing

and painting were being done on the Ferrari body. He reports that the pre-paint operation consisted of an application of Amchem's Alumiprep No. 33 followed by Alodine® Brush-on No. 1201 (visible coat) on the aluminum body, and Amchem's Metalprep® No. 79 and Granodine® No. 50 were used on the steel doors.

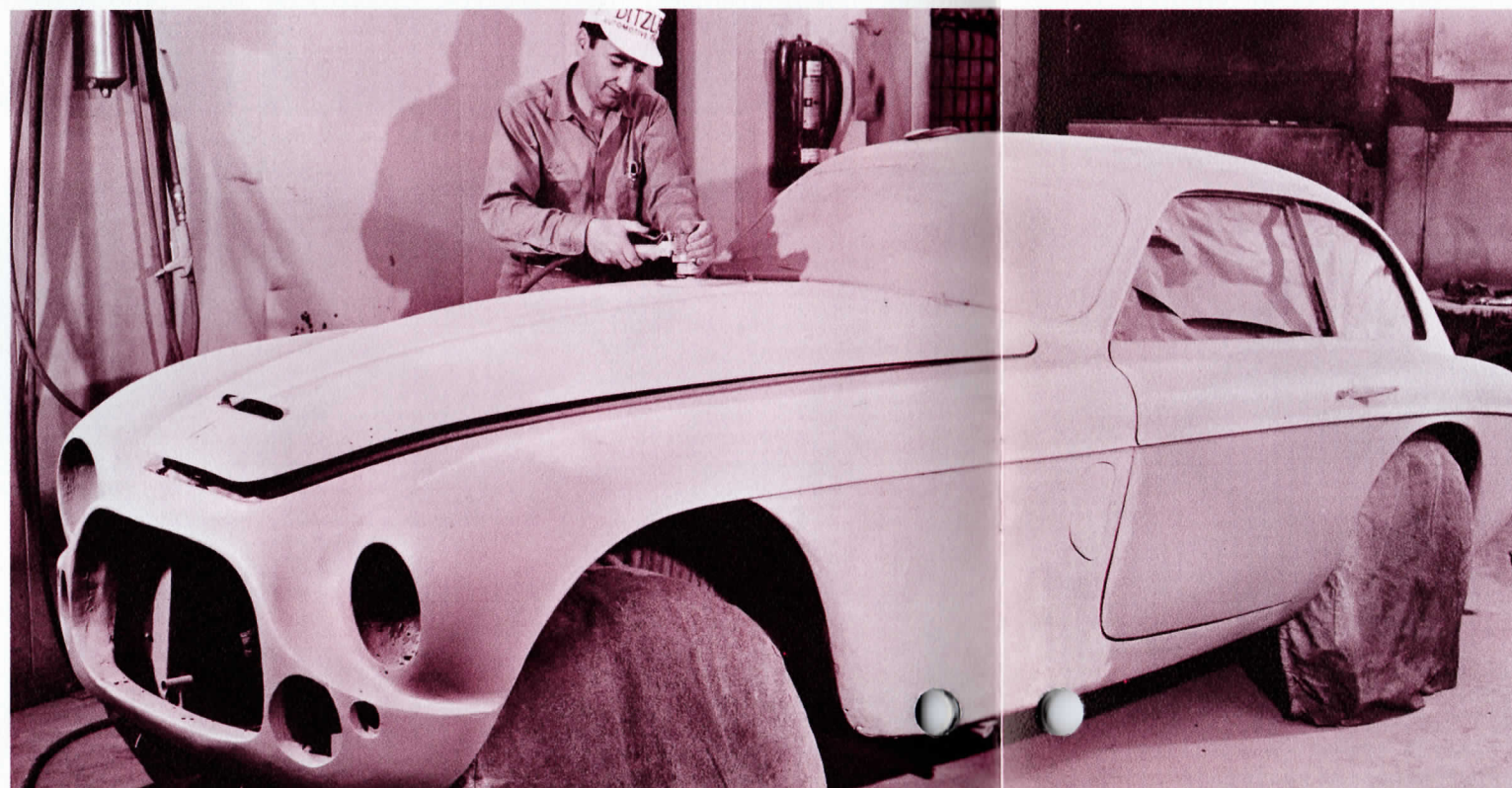
Gus had a series of 35 mm color slides, black and white prints and color transparencies taken to illustrate this phase of the operation.

The Ferrari was towed back to Chicago on June 18 (1966) to be reunited with the Ferrari engine.

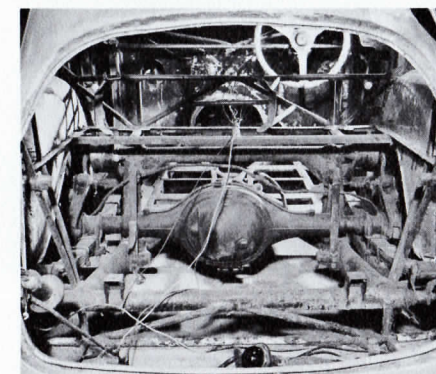
Ironically, a rather serious auto ac-

cident was incurred by Mr. Caulfield over a year ago while he and Mrs. Caulfield were passengers in the car of another couple. The injuries sustained by him have so far prevented him from completing his project.

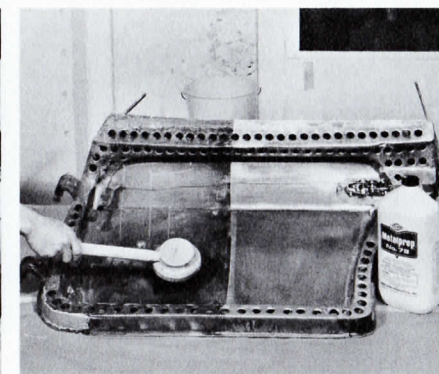
Quoting Warren Fitzgerald, automotive journalist and well-known authority on Ferrari cars: "whether the original inspiration was road racing or grand touring, a Ferrari is a Ferrari, and that alone quickens the pulse as do few other makes." As one who subscribes to this philosophy we feel confident that Tom Caulfield will complete his project one of these days and will be doing some "grand touring."



A Ditzler finishing expert smooths prime-filler paint coat before applying final finish.



Trunk lid, seats and back removed.



Amchem Metalprep cleans steel door.



Plastic-metal fills damaged spots.



Amchem Alumiprep cleans car hood.



A display of Amchem and Ditzler products used exclusively on Ferrari restoration job.



(At right.) The embossed plates receive a rolled coat of white baking enamel and are transferred manually to conveyor which travels into final bake oven. Finished plates will be shipped by bonded carrier to issuing cities and towns, then mailed to drivers.

(At far right.) Company head Donat Morin is not afraid to get his hands or his shirt dirty. Here he checks progress of six-inch wide aluminum coil where it is sheared every 12 inches into 6 x 12-inch license plate panels.



JACK GRAY

## Jack Gray Gets Into the



**J**ACK GRAY, MCD Sales and Technical Representative for Eastern Canada is one Canadian citizen who is helping his country's economy and at the same time adding a little to Amchem's income.

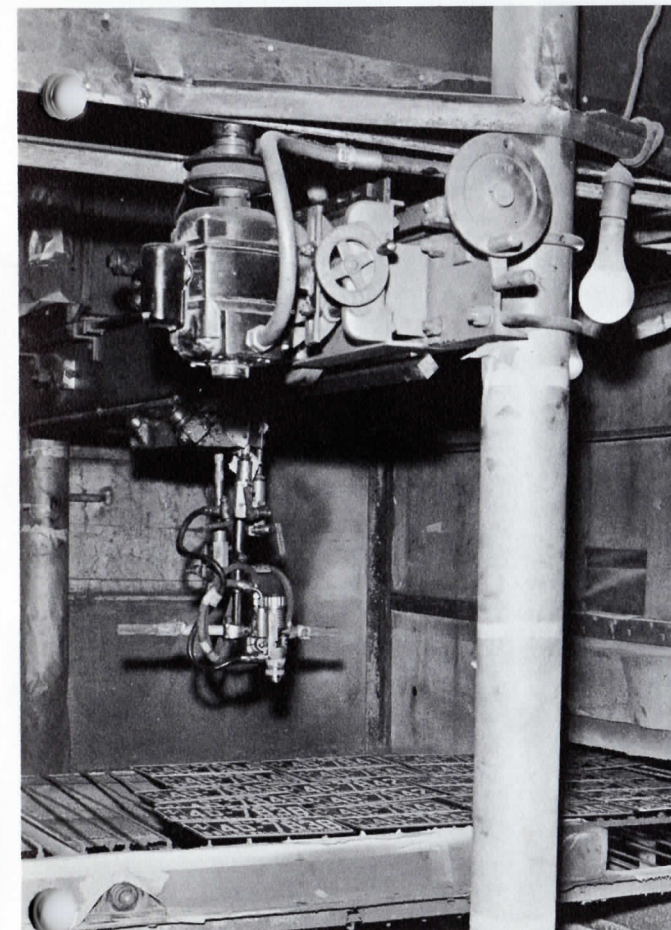
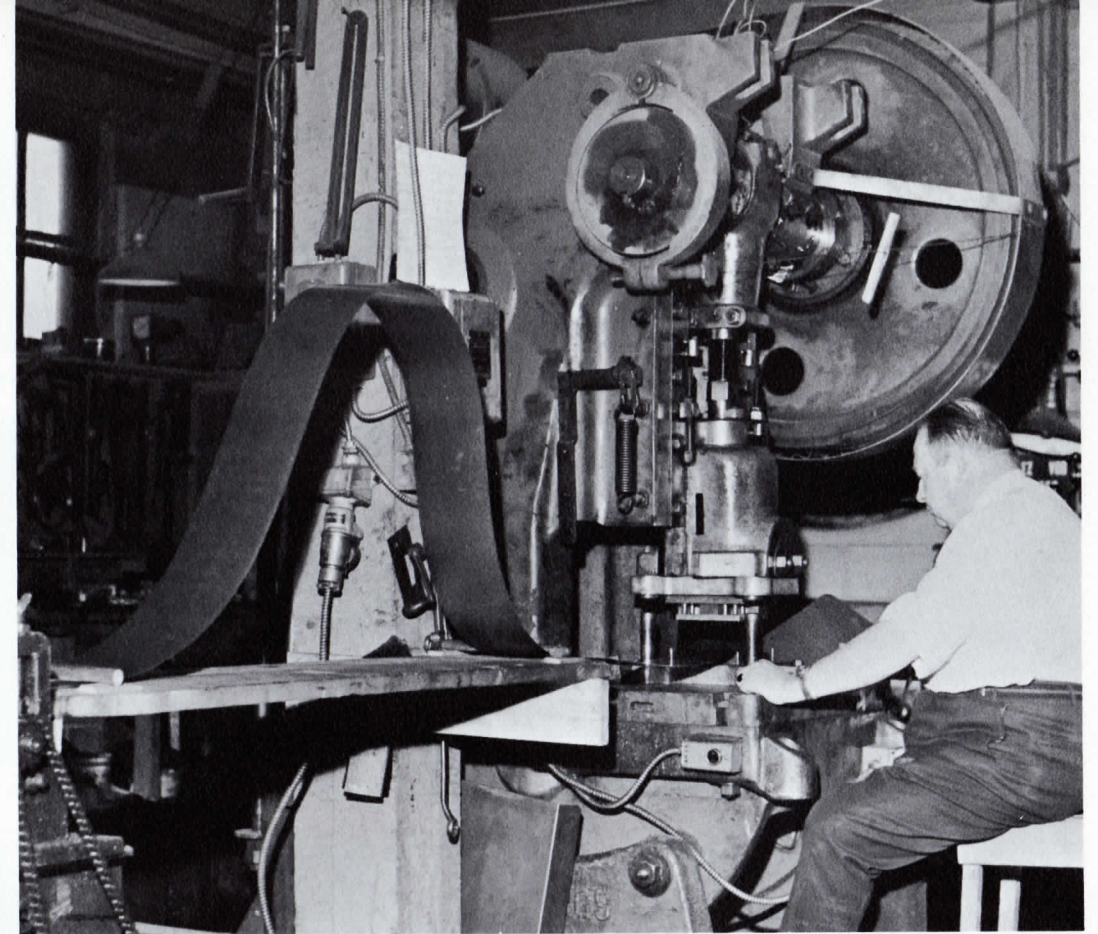
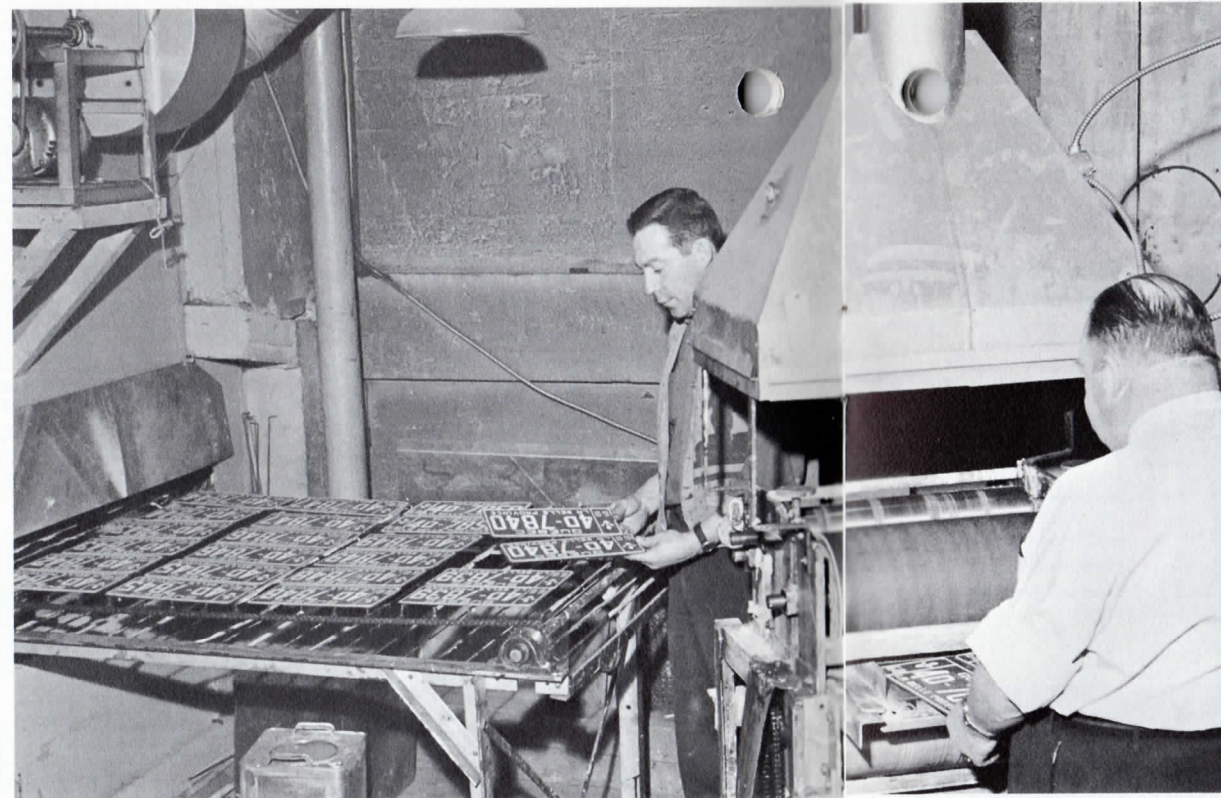
Jack is attached to MCD's Windsor Office. Combining his service at Neilson Chemical Company, before it was acquired by Amchem in 1961, with his seven years at Amchem, we find that next to Lou Scott he is Amchem's oldest MCD salesman in point of service. Lou arrived in 1931; Jack in 1934. And the most remarkable and satisfying feature of Jack's lengthy career is the enthusiasm which pervades his selling effort—it never wanes.

One of Jack's most recent accomplishments was the acquisition of additional business from Morin & Sons Company, Ltd., Montmagny, Quebec, manufacturers of metalworking products, mainly steel shelving and other storage equipment for municipalities.

But a mild windfall struck Morin recently. Through the substitution of aluminum for steel in its license plates the Motor Vehicle Licensing Department of the Province of Quebec saves over \$325,000 annually in postage. Manufacturing beneficiary of this 3¾ million unit aluminum license plate business for 1968 is Morin.

Since this was Morin's first crack at the aluminum LP business, Jack Gray directed the installation of the equipment for the pre-paint treatment stage of the plates. He also supervised the initial production run. This little bit of helpfulness was in keeping with Amchem's old established policy of "our responsibility does not end with the sale of a product but we put it to work and keep it working to the complete satisfaction of our customer." The product in this case being Alodine® 1200S, which not only adheres the final paint finish to the front of the plates but produces an amorphous chromate conversion coating on the back, making it unnecessary to paint the backs to protect them against highway salts and various environmental elements, thus effecting an additional saving in time, money and material (extra paint).

**T**HE four illustrations accompanying this article show the plate-making process. Incidentally, it is interesting to note that in the first picture a manual operation is involved: the transfer of the plates by hand to the conveyor which carries the plates into the final bake oven.



Having received Alodine® 1200S coating, treated plates travel at ten feet per minute past paint spray equipment and receive basic coat of enamel.



Some resident of Quebec will eventually display this license plate on his automobile. Plate has just been embossed by 75-ton pressure press—one of five at the Morin plant in Montmagny. Donat Morin gives it the once over.





Barbara Emerson accepts 20-year Service Award from Stanford Fertig. ACD Research



Jim Farrell (r) receives 20-year Service Award from Jack Taylor ACD Sales

## Congratulations!

These are the men and women of AMCHEM who have received Service Awards Emblems between November 1 and March 1, 1968.

★ **20 YEARS** ★

Francis Boland	Gabriel Mancini	Philip Watke
Barbara Emerson	Mildred Pierson	Earl Wilson
James Farrell	Donald Van Ittersum	Charles Wirshing

★ **15 YEARS** ★

Harry Bailey	Gregory Gibson	Harold Wendorf
David Dean	Charles Jack	Walter Smith
	Edward Martin	

★ **10 YEARS** ★

Lois Johanson	Edward R. Krueger	Stan McLane
	Eva Longline	

★ **5 YEARS** ★

Gerald A. Conklin	Laura J. Houseman	Elva Reeves
Anson Cooke	Myron C. Johnson	Robert Saylor
Laverne J. Heckler	Madeline Maines	Kenneth Stroud
	Richard W. Mitchell	



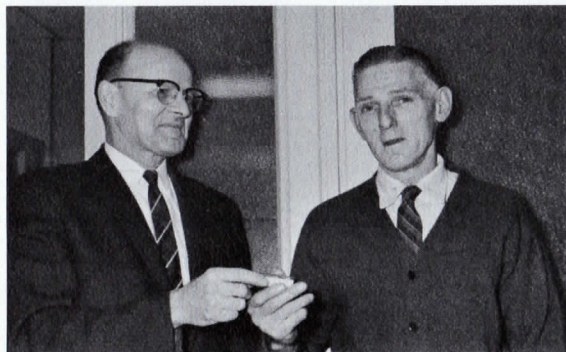
Gabe Mancini (l) accepts 20-year Service Award from Jim Roberto. Shipping



Mildred Pierson accepts 20-year Service Award from Raymond Naylor. Finance



Don Van Ittersum (c) receives 20-year Service Award from Leo Damskey (l). Tom Buefer (r). MCD Sales



Earl Wilson (r) accepts 20-year Service Award from Lloyd Shepherd. Night Force



Chuck Wirshing (r) receives 20-year Service Award from Jack Price. MCD Sales



Harry Bailey (c) accepts 15-year Service Award from W. Graham Smith (l). Dick Rockstroh (r). Maintenance



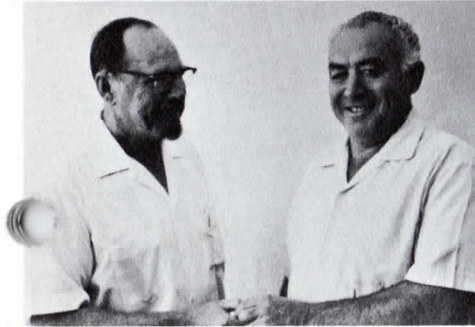
David Dean (r) accepts 15-year Service Award from Gabe Mancini. Shipping



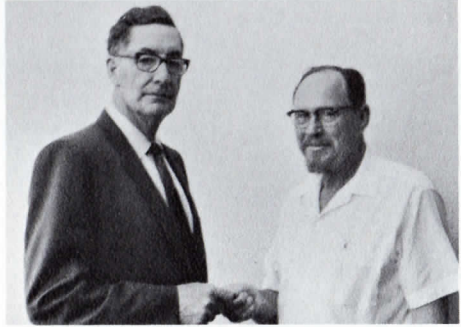
Greg Gibson (l) receives 15-year Service Award from John MCD



Charlie Jack (l) accepts 15-year Service Award from Stanford Fertig. ACD Research



Ed Martin (r) accepts 15-year Service Award from Hal Wendorf. Fremont Plant



Hal Wendorf (r) receives 15-year Service Award from George Williamson. Fremont Plant



Walt Smith (r) receives 15-year Service Award from Frank Sherwood. ACD Sales



Eva Longline receives 10-year Service Award from Bill Dalton. Ferndale Plant



Gerald Conklin (l) accepts five-year Service Award from Bill Dalton. Ferndale Plant



Anson Cooke (l) accepts five-year Service Award from Stanford Fertig. ACD Res.



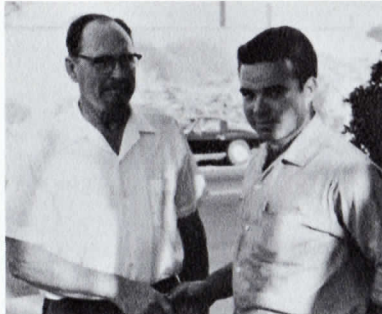
Laverne Heckler (r) receives five-year Service Award from Gabe Mancini. Shipping



Laura Houseman receives five-year Service Award from Tom Rogers. MCD Sales



Madeline Maines accepts five-year Service Award from Tony Varsaci. Accounting



Ken Stroud (r) receives five-year Service Award from Hal Wendorf. Fremont Plant



Elva Reeves receives five-year Service Award from George Sawyer. ACD Sales



Bob Saylor (l) accepts five-year Service Award from Leo Damskey. MCD Sales

Recipients at  
INDUSTRIAL  
CHEMICAL  
PRODUCTS, S. A. (Pty.) Ltd.  
Johannesburg, S. A.



Mr. Eric Ewing (l) accepts 10-year Service Award from Mr. R. J. Vorster.



Mrs. Monica Gibson accepts five-year Service Award from Amchem's Mr. J. O. J. Shellenburger.



Mr. Vorster accepts five-year Service Award from Mr. Shellenburger.



Mrs. Synthia De La Harpe is presented five-year Service Award by Mr. Shellenburger.



Mr. R. C. McClean accepts 10-year Service Award from Mr. Shellenburger.





MR. PHILIP SANDSTROM



MR. GUSTAF MAGNUSSON



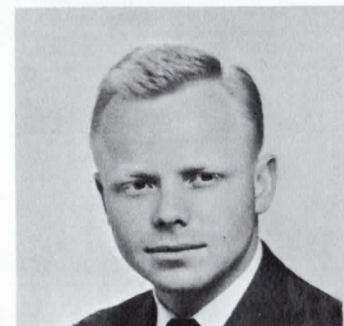
MR. SOLVE JIRSTROM



MR. TAGE ANDREASSON



MR. TAGE MIDBY



MR. BORJE SANDSTROM



MR. RUNE ELAMZON

# Gullviks of Malmo Is Almost 50 Years Old

## *Philip Sandstrom Guides Company He Founded 46 Years Ago to Success*

A mong the cluster of pin points in the Scandinavian area on the International Division's interesting map of the world that shows the location of Amchem's manufacturing associates, there is a number 64 on a green circle. Number 64 at the head of the pin represents Gullviks Fabriks Aktiebolag, and the point of the pin indicates Malmo, the third largest city in Sweden with a population of 255,000, the present site of Gullviks.

Gullviks has been a manufacturing associate of Amchem since 1947. The company takes its name from Gullviks, a suburb of Malmo, where it was located for a while during its early days. As the company grew, it moved to

more modern and spacious quarters near the airport at Malmo, where it is still situated in the most fertile agricultural area of the country.

Since only about 7.4% of the total 173,700 square mile area of the country is arable, the soil has to be productive and scientific agriculture has to be practiced in order to sustain the country's population of 7,900,000. This calls for the use of pesticides, including weed killers, and in this connection Gullviks has established a commendable record in promoting these products.

The firm, founded in 1920 by Mr. Philip Sandstrom, who is still the head of the company, has been engaged in producing and supplying products to

agriculture since that date.

Through mechanized farming and the use of farm chemicals Swedish agricultural production has shown an increase of between five and six percent for the ten year period of 1954-64, despite a decrease of 12 percent in cultivated land.

The fact that one-half of Sweden's 173,700 square mile area is forested, with total stands of about 75 billion cubic feet, also creates a market for brushkillers, while its 8,700 miles of railways and 60,000 miles of roads provide an excellent industrial outlet for both weed- and brushkillers.

That Gullviks is well aware of this situation is proven by its ownership of

*continued on page 20*



Aerial photo of Gullviks Plant in Malmo.



Close-up view of Gullviks Office Building which appears in picture at left.



GULLVIKS—continued from page 19

ten Piper Pawnee aircraft for aerial application of pesticides in agriculture, industry and forestry. The company can well be considered a pioneer in commercial aerial spraying in Sweden with this well-equipped fleet and its staff of skilled pilots.

To support such a complete marketing and service program, Gullviks employs a sales force of 40. The true significance of this figure is only apparent when we note that Sweden is just about the size of California.

Presently, Gullviks handles 25 Amchem herbicides. This number includes all major Amchem agricultural chemicals.

In addition to herbicides the firm supplies mineral and vitamin supplementary food products, lubricating oils, disinfectants, insecticides, and fungicides for use in agriculture and forestry.

Starting with only a few employees

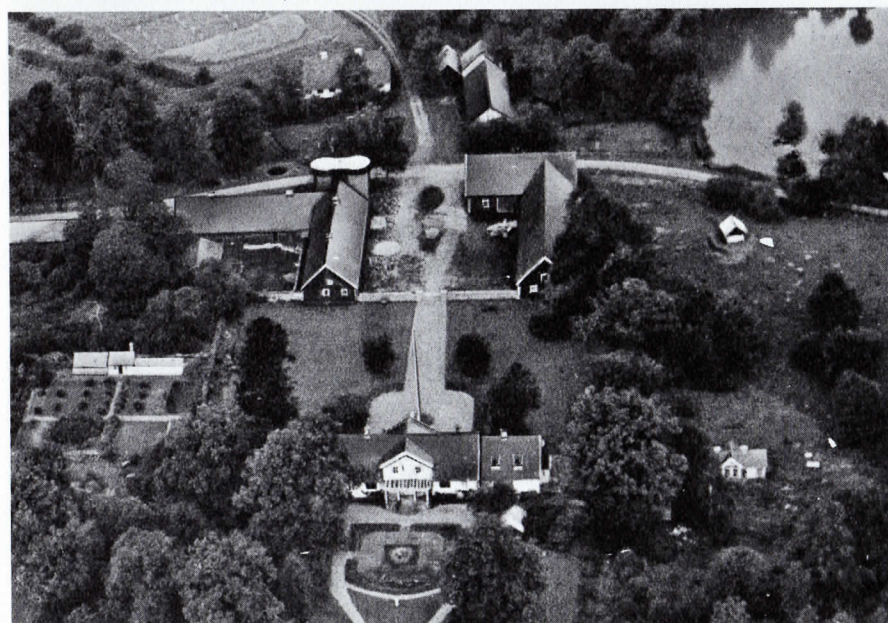
in 1920, Gullviks' personnel now numbers nearly 200. The firm operates a modern research farm on the 500-acre estate of Mr. Philip Sandstrom, which is located about 4½ miles from Malmo.

The officers of the company are Mr. Philip Sandstrom, President and Mr. Gustaf Magnusson, Joint Managing Directors; Mr. Solve Jirstrom, Sales Manager, Agricultural Division; Mr. Tage Andreasson, Manager, Industrial and Forestry Division; Mr. Tage Midby, Sales Manager, Industrial Forestry Division; Mr. Borje Sandstrom, Sales Manager of Sprayers and Spray Equipment; and Mr. Rune Elamzon, Research and Development.

It is interesting to note a growth parallel between Amchem and Gullviks during the 21 years of a very happy and successful association—a growth that reflects the gradual, universal acceptance of herbicides as a necessity in modern agriculture and forestry.



Gullvik's fleet of Piper Pawnees lined up at Bulltofta Airport, Malmo.



Gullvik's Modern Research Farm on the 500-acre Estate of President Philip Sandstrom.

## Horn Safety Supervisor, Staff Assistant... Mallozzi Supervisor of Packaging

John Horn, who has been with Amchem since November 1945, was appointed Safety Supervisor and Staff Assistant in the office of W. Graham Smith, Vice President-Director of Manufacturing and General Manager of Corporate Facilities. John is being succeeded as Supervisor of the Packaging Department by Joseph



JOHN HORN JOS. MALLOZZI

Mallozzi, a veteran with 17 years of Amchem service.

Both promotions took place in January, according to an announcement of January 19 by Richard Rockstroh, Smith's Assistant.

Horn was first employed as a chemical operator but was later promoted to Supervisor of Packaging. In his new status, "he will be responsible for the safety program and will also receive specific assignments related to the overall company manufacturing effort," as stated in the Rockstroh notice.

John lives with his wife Isabel in Perkiomenville, Pa. They are the parents of three children, John, Jr. 24, married and in the U.S. Navy, stationed at Mystic, Conn.; Virginia, 22, a senior at Muhlenburg College; and Patty, 20 (see AMCHEM NEWS, Sept. 1964), a junior at West Chester State Teachers College.

Until his present promotion, Mallozzi had been Assistant Supervisor, Packaging, since July, 1964. Joe joined Amchem in December, 1950 and, with the exception of two years off for military service in the U.S. Marine Corps, has been with the Company since that date. A 1947 graduate of Ambler High School, he lives with his wife Ruth and their two sons, Leonard 12 and Joseph 7, in Ambler.

GOOD GOODS—continued from page 7

increased considerably since 1955, sell to lawn and garden supply houses, and hardware, department and chain stores throughout the country. The number of these retailers runs into the thousands.

Although three different methods are required in selling the three different markets—industry, farm, and lawn and garden products, the ACD's sales staff is trained in the specific techniques required in catering to each of the three classes of trade.

A period of indoctrination precedes

the appearance of an ACD salesman in his assigned territory in order that he will be familiar with his products, the methods of their application, the results obtained from their use and, most important in Lawn and Garden Products, show the retailer how to sell them—fast.

Building an efficient and informed sales force takes time, patience, effort, and money. Over the years ACD has been expanding its Sales organization gradually: By 1960 the force reached

31. Three years later it was 38. Latest count is 46, including the nine district managers.

Present day successor to Joe Torchiana, who is now graphic arts purchaser, is the personable Dick Barnes, formerly of Scott's. Dick directs the Lawn and Garden Products Merchandising program, while Jack Taylor, ACD Sales Manager administers the selling end of the operation. All activities, naturally, are headed up by Maurie Turner, Vice President—ACD General Manager.



## DIRECTIONS

For pasture, lawn, and open field weeds, mix one quart of WEEDONE with 25 gallons of water or four tablespoons of WEEDONE to each gallon of water, then spray thoroughly all the leaves of the weeds.

Apply only when leaves are green and plant is growing actively. Use one gallon of spray to each 200 square feet, using more spray in heavy, shrubby growth. For best results, spray on a warm day. WEEDONE usually takes a week to show the first effect, and the plant dies in two to four weeks.

WEEDONE kills most flowers and vegetables, so protect your desirable plants from the spray.

CONTENTS: ONE QUART

# WEEDONE

Trade Mark

THE *Internal* WEED KILLER  
FOR  
POISON IVY POISON OAK  
BINDWEED DANDELION  
AND MANY OTHER WEEDS

Enters through the leaves and kills right out to the root tips

ACTIVE INGREDIENT  
2,4-DICHLOROPHENOXYACETIC ACID ..... 9.6%  
INERT INGREDIENTS ..... 90.4%

Made by  
AMERICAN CHEMICAL PAINT COMPANY  
AMBLER, PA.

When WEEDONE is  
used as directed

1. It kills lawn weeds without hurting the grasses.
2. It does not corrode metal spray equipment
3. It does not leave a residue on plants that is hazardous to livestock or pets.
4. It does not hurt the soil.
5. The spray does not stain the skin.
6. It kills slowly, giving time for penetration into the roots.

## WARNING:—

Before using your sprayer for any other purpose, clean out WEEDONE residue first with kerosene and then soap and water.

(Above.) Three typical dealer displays in various parts of the country. (Below.) Picture of original Weedone label.



# HELPFUL HINTS FOR ASPIRING SECRETARIES

Late this Spring thousands of young ladies will emerge from the sheltering walls of the classroom to face the problems of earning a living in a realistic business world. If there are any aspiring young secretaries in this group whom we can include among our readers and any other secretarial candidates who might be confused by the abrupt change from the informality of the classroom to the organized functions of a business office, we think it would be to their benefit to learn from the information contained in the following paragraphs what is expected from secretaries in the human market place.

The results which we publish are from a recent survey taken by the 3M (Minnesota Mining and Manufacturing Co.) people to determine what qualities bosses consider valuable in a secretary. Interviews were conducted with bosses all over the country, on all levels of management, and results were candid.

"From these results we tried to draw a composite picture of what the boss considers 'the perfect secretary,' plus a list of what he considers vital assets and skills," said Richard L. Sheppard, vice president of 3M's Duplicating Products Division. "To balance the scales, we also asked a group of secretaries to list major gripes about the boss."

The survey reveals that the following ten attributes are considered essential for secretaries:

**Loyalty.** Today's secretary is "back-up man" for the executive, fielding everything from routine phone calls to his pet gripes. Eighty-two per cent of executives replying listed loyalty as the number one attribute.

**Performance.** Whether he likes her or not, the boss must have a secretary who gets the job done. Basic skills were listed as typing (85 words per minute), shorthand (130 words per minute), and a warm and effective phone personality.

**Attractiveness.** Sixty-seven per cent listed attractiveness third. Most respondents, however agreed attractiveness depends more on how a girl dresses and acts rather than physical beauty.

**Stickler for Details.** listed as vital a secretary's ability to handle details and added: She should "screen" letters, phone calls, memos, etc. whenever possible. She should learn how to

handle certain basic chores herself, but keep the boss informed on what she's doing.

She should have a solid grasp of English grammar and spelling, and carefully check both these aspects in any written materials turned out by the boss.

**No Glamour Girl.** A secretary is a business woman, not a show girl. Bosses surveyed replied they dislike "cute little things" who try to dodge work by being sweet.

**Knowledgeable.** Ninety-one per cent of bosses surveyed stressed secretaries must have a general knowledge of company operations and be familiar with her boss's particular job.

**Dependable.** Bosses were unanimous in replying they want a girl who's on the job—not gossiping in the powder room, late to work and early to leave, or who manages to "get sick" four or five days a month.

**Flexible.** Most men surveyed admitted their secretaries were more than secretaries—actually functioning as a staff member. Many stated the secretary was "one of the company's best salesmen," dealing with customers on the phone and in person in the boss's absence.

**Decision-Maker.** A major gripe of bosses is the secretary who pesters him

with a constant round of routine questions and can't make a minor decision on her own.

**Good Habits.** Bosses shy away from secretaries with bad habits such as gum chewing, fingernail biting, playing with hair, pulling and tugging at girdles, and swearing.

To keep from becoming biased in reporting results, the 3M specialists also checked secretarial beefs. The six "Most Unpopular" bosses were defined as:

**The 4:55 flash.** The guy who's been sitting on a project all day, then rushes out at 4:55 and wants it typed.

**The Baby.** Constantly pesters the secretary with petty tasks, and keeps her from turning out important work.

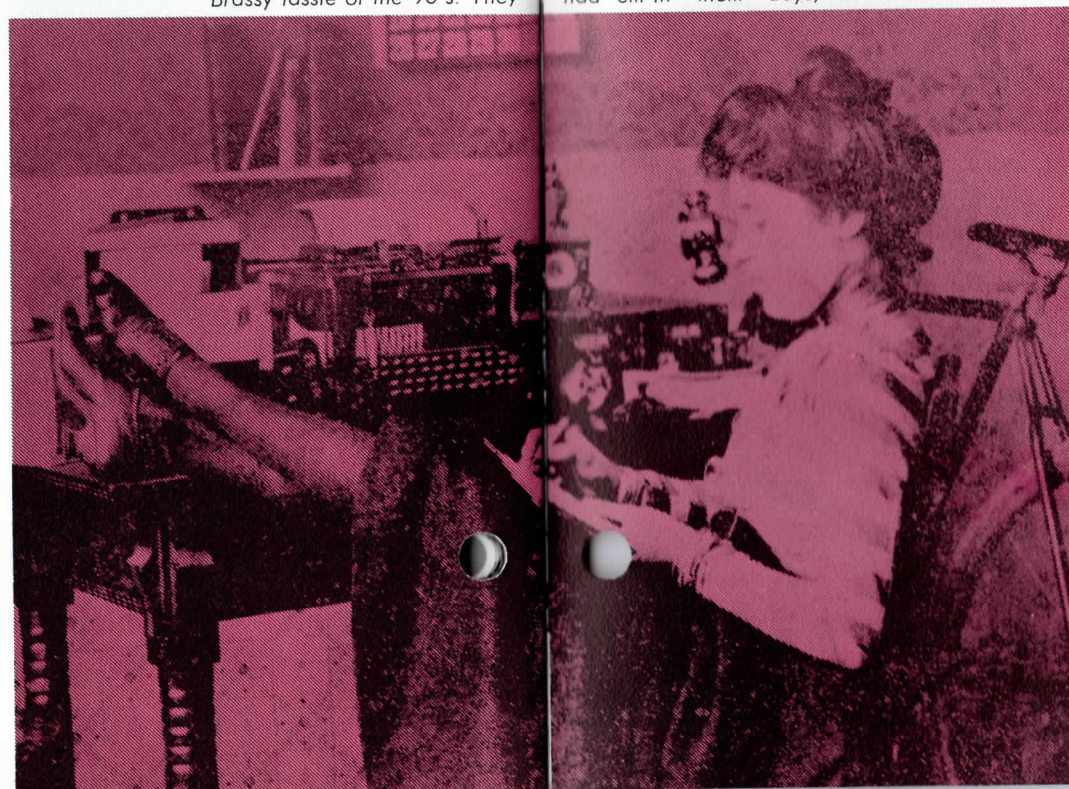
**The Egotist.** Treats the secretary like a piece of office equipment, and talks to her like he would to a five-year-old child.

**The Phantom.** The guy who leaves the office without letting his secretary know of his whereabouts—then raises the roof when she can't alibi for him.

**The Bigamist.** When he tells his secretary he thinks of her as his "second wife"—he means it.

**The Fade-Out.** Takes all the credit when things are going well, and disappears when trouble hits, leaving his secretary to weather the storm by herself.

Brassy lassie of the 90's. They had 'em in "them" days, too!







## to 4-H Members

### repts 4-H and FFA Awards

carving a niche for itself in the future of easily apparent from the accompanying photo (above right) shows M. B. Turner (r.), General Manager ACD, accepting the National Merit Award from Chris L. Christensen, 4-H Service Committee. The citation, the 46th National 4-H Club Congress, held recognition of Amchem's support of the Crops Science program and the Com- of six \$500 educational scholarships to ers (upper left) are: Carl Eddy, 19, Rome, ng, Jr., 18, Amidon, N.D.; David Booth, arry French, 17, Powell, Wyo.; Jerry Rice, . and Mark Hamlin, 18, Corvallis, Ore. It was snapped as Turner accepts Future plaque from Paul Tarpley, Trout, Louisi- Secretary. The FFA is the national or- its of vocational agriculture.

## er of Agriculture

Minister of Agriculture for Canada te of Sponsorship for Amchem's par- cultural exhibit at EXPO '67.

accompanied by a letter of apprecia- ur Sir: It is unfortunate that you could when the large commemorative scrolls : VIP Lounge of 'Man the Provider'

ontributors were presented with the ce scrolls of the occasion. I am also f the large scrolls as displayed in the e unveiling. In the picture are Robert missioner of Expo, myself, and Dr. anager of 'Man the Provider' Pavilion, 1 in this very fine pavilion at Expo is

Yours sincerely,  
J. J. Greene"

# Amchem Researchers Issued More U. S. Patents

CORPORATE Technical Director, Dr. Frank Precopio, informs us that four additional patents have been issued to his chemical researchers—three to MCD and one to ACD.

### To MCD

**Pat. #3,346,404**, Oct. 10, 1967 covering a finishing process for applying a copper-tin alloy coating to iron or steel surfaces (called "liquor finishing") by using an acid sulfate solution containing stannous ions and copper ions together with certain chemical additives such as amino acids. This product is called Cuprodine SN and is used principally on steel wire. The information on the U.S. Patent Office report states: "... the plating bath employed can be utilized and maintained for long periods of time under conditions of heavy bath loading without frequent discard and replacement while at the same time making it possible to apply completely satisfactory and uniform binary alloy coatings of copper and tin on ferrous metal surfaces with a consequent substantial reduction in the amount of chemicals consumed as well as in the cost of operation." Previously the cost factor was a deterrent to more widely use of copper-tin alloy coatings.

In addition to highly favorable economic advantages the process increases the versatility of wire usage. The liquor finish gives a decorative touch to wire used in such products as lampshades, bobby pins, etc. It provides superior adhesion in bonding steel wire to rubber in vacuum hose, in high pressure hose and in tires. It is also an aid in wire drawing, although not a lubricant itself it aids in lubrication.

The process was originally conceived by Al Saukaitis who, together with George Gardner, developed it to its present patented stage. Al and George have assigned the patent to Amchem.

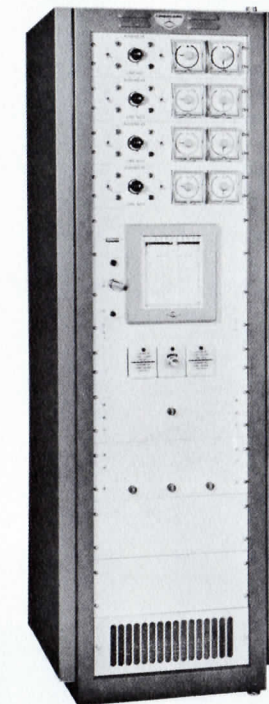
**Pat. # 3,350,284**, Les Steinbrecher, Dave Dollman, Dwight Buczkowski and Pat Harrison are assignors of U.S. Patent #3,350,284 to Amchem. The patent was issued October 31, 1967. It is an extension of the patent granted to Les, Dave, Dwight and Pat on July 4 (AMCHEM NEWS, December, 1967), and covers a "Method and Apparatus for Measuring Fluoride Activity." As defined in the patent report, fluoride activity designates a property exhibited by fluoride when it is present in acidic aqueous (water) solutions. Such solutions are used in the treatment of metals and, therefore, refer here specifically to certain Amchem pre-paint coating chemicals which contain fluoride as an active ingredient.

Also, according to the report, "reliable measurements of fluoride activity have been inherently difficult to obtain

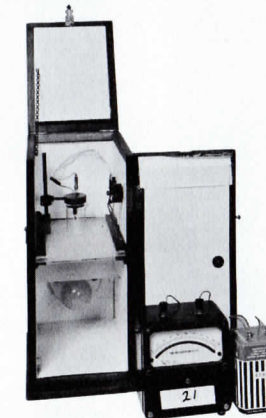
because many analytical methods are unable to differentiate between fluoride activity and the total fluoride content. Total fluoride concentration is a relatively less important property than activity, since it is the activity of the solution which determines its degree of utility for many purposes."

A complete set of drawings of the

### Patent No. 3,350,284



Lineguard Controller 60M. Commercial fluoride activity controller developed from research work with the original laboratory equipment shown in photograph below.



Original Laboratory Equipment used to conduct research on fluoride activity electrodes. This equipment led to development of Lineguard Controller 60M (above).

apparatus and charts accompanied the patent application.

Les, Dave, Dwight and Pat have assigned the patent to Amchem.

**Pat. #3,350,243**, Oct. 31, 1967, has been assigned to Doctor (Lou) Schiffman for a method of a composition for controlling scale formation on a wide variety of ferrous surfaces (steel, iron and iron alloys, including alloys of iron with chromium and/or nickel, the latter known as stainless steel).

As the patent explains, heat treatment of ferrous surfaces produces scale which not only has to be removed, but the removal results in a weight loss to the metal. In tests using certain known methods for removing scale, weight losses as high as 22% were noted.

The abstract of the Patent Office report describes Schiffman's discovery as "an aqueous composition containing bentonite clay, a metal additive of copper, aluminum or iron, and optionally a wetting agent is applied to a ferrous surface for the purpose of controlling scale formation on the surface when it is heat treated." The complete five-page report cites several examples of the product's performance. Lou has assigned the patent to Amchem.

### To ACD

**Pat. #3,342,585**, Sept. 19, 1967, has been granted to Dean A. Brown and Richard D. Hart for a composition of two weed killing compounds (synergistic mixture) which gives far better results than when each is used independently. For example, in tests it was shown that as high as a 97% control was obtained when a combination of one pound each per acre (a total of two pounds for the combination) was used, while only a 58% and 69% kill was reported when each compound was used separately in amounts of two pounds per acre (a total of four pounds per acre for the two). Even using only a mixture of 0.5 + 0.5 pounds per acre a 90% control was obtained with the combination of the two.

The tests were made on areas where shattercane and mustard weeds were growing. Equally favorable results were obtained on other weeds. Observations of the effects of these higher rates were made approximately five weeks following application of the chemicals of the soil surface.

What does all this mean to Amchem? More business, for more farmers will use more of this herbicide since the lower amounts of the combined compound will cost less per acre of application while effectiveness will be greater. Both Brown and Hart have assigned the patent to Amchem.





Jack Price (l.) and Dan Rakich (2nd from l.) greet guest arriving for evening's entertainment at Wire Association Convention.

## Amchem Entertains Wire Delegates

Solidifying its position as a prime supplier of metalworking chemicals to the wire industry, Amchem sponsored a full evening of entertainment for people prominently connected with this field.

The affair took place during the Wire Association's 37th National Convention held in Chicago during the week of October 22. The program consisted of cocktails, a smorgasbord and dinner, followed by a performance in puppetry of Gounod's "Faust" in French. Attendance numbered about 150.

Dan Rakich, newly appointed Sales Manager to the steel industry, who has excellent rapport with the wire industry in the Midwest Region, was largely responsible for the arrangements.

In addition to Rakich, the following from Amchem attended: Jack Price, MCD General Sales Manager; Leo Damskey, Zone Sales Manager, Ed Krueger, Regional Sales Manager; Ed Sickel, Sales Manager Automotive Industry; Charles Kordick, MCD Sales and Norm Wisler, MCD Advertising.



Among invited guests at Engineering Society of Detroit luncheon, Jan. 26, were these representatives from Amchem's Ferndale operations (left to right): Howard Neilson, Robert Cavanaugh, Leo Damskey, Thomas McCarthy, Oran Crisler, and Robert Meech. The luncheon is an annual affair in the "Motor City" honoring sales executives catering specifically to the automotive industry.



Honor Amchem with Visit. Mr. Ryuji Ohta (2nd from l.) and Miss Atsuko Tada, daughter of Mr. Shigeru Tada, a Vice President and Managing Director of Nippon Paint Co. Ltd., Osaka, Japan, paid Amchem's International Division a visit last December. Mr. Ohta is an employee of Nippon Paint, an Amchem Manufacturing associate in Japan (AMCHEM NEWS, September, 1964). Others in the group (l. to r.) are Ray Montecino, Warren Weston, Bill Delanty, John Lampitt, all of the International Div.



Participants in Special MCD Sales Training Program in February. Front row (left to right): Charles Potter, Stuart Reed, Peter Callahan, and Charles Straw. Back row (l. to r.): Walt Dudlik, Alan Grilley, Edward Millar, Fred A. Schmidt, Ronald Tietjens.

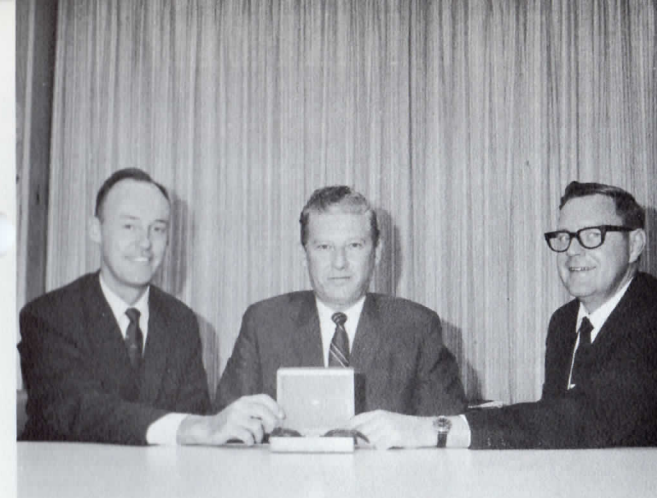


First meeting of MCD's new North Central Sales Region, January 17, to kick off an anticipated great sales year. Standing (l. to r.): Charles R. Woessner, Donald J. McIntyre, James F. Hennessey, Howard W. Schroeder, Thomas H. Vogl, Daniel Rakich, Edward M. Millar, William E. Schneider, Charles J. Kordick, Peter J. Callahan, Frederick Schmidt. Sitting (l. to r.): Charles R. Wirshing, Edward R. Krueger, Anthony Macri, Frederick J. Neiffner.

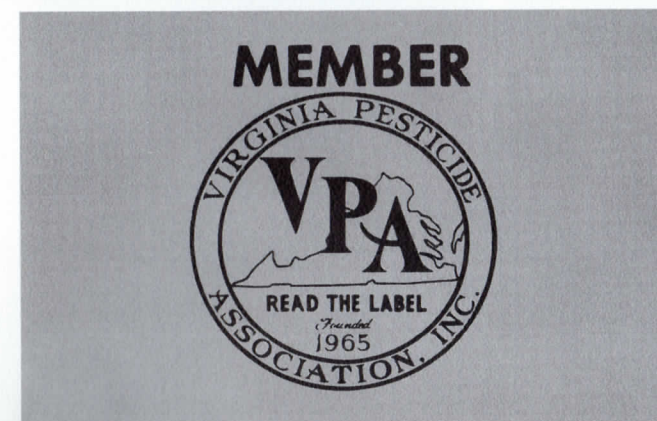


## Harry Croll Retires

Harry Croll, employed as Supervisor in the MCD Pilot Plant since Sept. 1, 1947, retired December 12, 1967. A group of 38 of his MCD fellow workers and several Company executives honored him at a retirement dinner at Forest Inn, Ambler, December 29th and presented him with a Hamilton electric watch and other mementos of the occasion. In the picture, reading from left to right: Bob Sorensen, George Williams, Al Douty, Francis Super, Frank Precopio, Jack Carroll, Harry Croll (accepting gift), Pat Harrison, Bob Dalrymple, Nelson Newhard, Hugh Gehman, George Schneider, Dave Dollman, and George Otto.

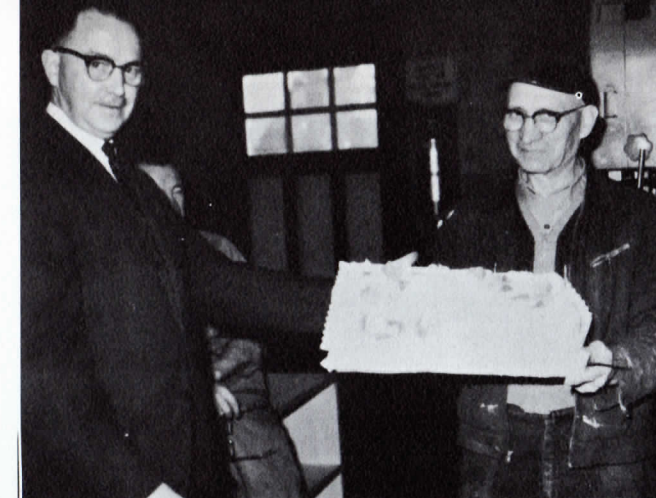


In appreciation for his efforts in making MCD's General Sales Meeting an outstanding success (AMCHEM NEWS, August 1967 and December 1967) Leo Damskey (l.) and Chuck Wirshing (r.) present MCD General Sales Manager Jack Price (c.) with a gold watch. Gift was on behalf of MCD District Sales Managers.



## ACD Salesman Dick Lehman Designs Pesticide Emblem

Dick Lehman, ACD Sales since June 1965, was the winner in a contest conducted by the Virginia Pesticide Association to design an emblem for the organization. The rules stated that the design must be simple and show the entire name of Virginia Pesticide Association Inc. As you will see, Dick abided by the rules: the letters VPA superimposed on an outline of the state of Virginia enclosed in a circle. He was honored at the Association's annual banquet last December 5, in Roanoke, Va., the city in which he resides.



Wolfgang Burlein, Maintenance, Retires. Fellow-workers in the Maintenance Department held a little farewell ceremony, at the morning coffee-break for Wolfgang on his retirement in early January. Ray Robinson (l.) presents cake commemorating occasion.

## ←Not Much of a Fisherman!

Walter Repsold (third from left) of Companhia Imperial de Industrias Quimicas do Brasil, an Amchem Manufacturing Associate in Rio de Janeiro, Brazil, wrote in a letter to Don Page, International Division, that he (Walter) was not much of a fisherman. This photo proves to the contrary. Walter also says he has a photo which shows two "surubis" (oversize bass) that he caught. The larger of the two weighed 165 pounds and was six feet long; the other "only" 80 pounds. However, Walter wrote, that what he really enjoys is hunting and he went on to describe the various kinds of game, including wild pigs, at the disposal of the huntsman in the hinterlands of South America. Walter's age is somewhere in the seventies.



## Tony Varsaci Returns to a Rousing Reception

Tony Varsaci, Accounting, who had been in and out of the hospital several times for surgery on his back and who had spent a long period of convalescence at home, was given a rousing reception by his co-workers on his return to work January 15. Tony, who has been with Amchem 27 years was just as happy to be back as his friends were to see him. In the photo (l. to r.): Madeline Maines, Florence Michener, Jim Drakley, Tony, Sam Caterisano and Marie Leister.



'Twas the Week before Christmas







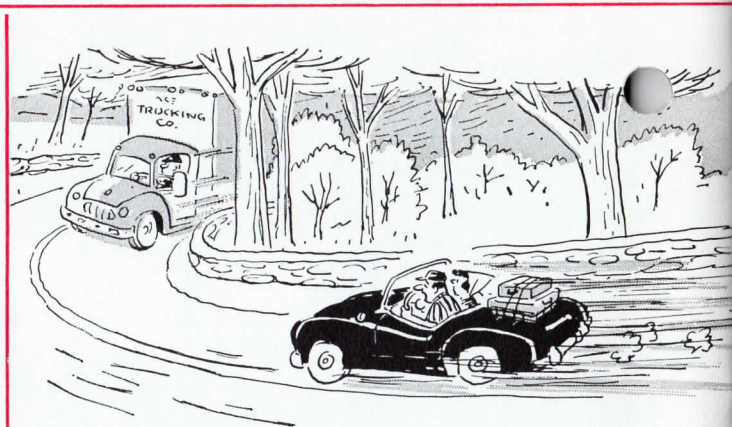
"I was just thinking:  
we never hear from the Smiths any more."



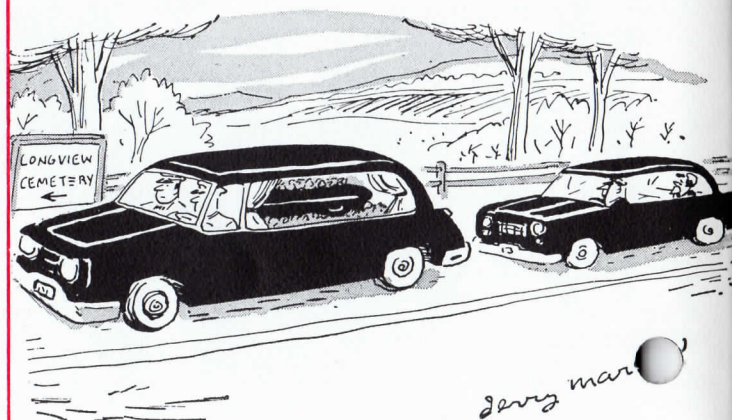
"It's a get-well card from the Smiths."



"They're making the cars safer, but not the drivers."



"I'm dead tired. Wish I could stretch out for a while."



"Some stupid kids with a flashing red light on their car have been chasing us for miles."

## They're Funny As Long As Someone Else Is The Victim

As we begin to make plans for the summer holiday season, TV, radio, the press and other forms of communication will be practically screaming at motorists to drive safely—and rightly so, for a quick perusal of "Was It Sudden?" The Travelers Insurance Companies' 1967 book of street and highway accident data reveals some startling facts.

The booklet reports 52,500 deaths and 4,400,000 injuries as a result of auto accidents in 1966. These and other statistics were compiled from information supplied by State motor vehicle departments.

Excessive speed is blamed for 41.2 percent of the highway deaths in 1966. It is the largest single factor in all fatal accidents resulting from driver error.

Other major factors involving driver behavior that resulted in 42.2 percent of the deaths were: driving on the wrong side of the road, reckless driving and not having the right-of-way.

Drivers were blamed for more than 80 percent of all fatal accidents in 1966. Of these drivers, 32 percent were under 25 years of age. Pedestrians, or a combination of pedestrian and driver, were found at fault in the remaining 20 percent.

Passenger cars were involved in nearly 80 percent of all fatal accidents and almost 90 percent of all non-fatal accidents.

Alcohol has been found to be a contributing factor in more than half of the fatal traffic accidents.

Other interesting but sad revelations are that 40 percent of the total deaths occurred on weekends and that four out of five personal injury accidents happened in clear weather on dry roads.

In addition to statistical information and a list of "dos" and "don'ts", every facing page in the Travelers booklet has a very clever and humorous cartoon that puts the safe-driving idea across most forcefully. With permission of the Travelers Insurance Companies, we reproduce a quartet of these cartoons on the opposite page.

**Mergers:** Dolores Erwin, MCD Sales office, became Mrs. Joseph Walter Cullen, Feb. 3rd at a 12 noon Nuptial Mass at St. Matthew's Church, Conshohocken. The bridegroom formerly worked at Amchem.

Announcements on the office bulletin boards at press time tell us of the wedding of Bobbi Nichols, Accounting, to George Russell, Jr. (Amchem News, April 1965), son of George, Sr. and Mrs. Russell, Gwynedd Valley, March 29, at six o'clock, at the First Baptist Church, Lansdale. George, Jr. has just returned from active duty with the U.S. Army in Vietnam.

**They're In:** Philip C. Grahme, 19 and his brother Carl A., sons of ALBERT C. GRAHME, Receiving Dept. enlisted in the U.S. Army last December 29. They reported to Fort Bragg, North Carolina, Jan. 3 for Airborne training.

**Still Winning:** Susan Summers, attractive 17-year-old daughter of GEORGE SUMMERS and Mrs. Summers, Oklahoma City (see Amchem News, April 1964) is still in the saddle. Susan, a high school senior was National Finals Rodeo queen in 1967. Her father is ACD's hustling and affable salesman, Southwest District.

**Hospitalized:** JOE TORCHIANA, Graphics Purchasing Director, still convalescing at press time from surgery at Fitzgerald Mercy Hospital. Also at press time we are sorry to learn that DOT DI LAURO, M. B. Turner's secretary, was ordered by her doctor to Chestnut Hill Hospital. All their friends at Amchem wish both Joe and Dot speedy recoveries.

**New P.R. Man!** KEN KRAMER, Sales Manager-Fabricated Metals Industry, MCD, was appointed to the newly formed Public Relations-Committee of the Aluminum Siding Associators at its recent meeting. One of his duties will be to assist in selecting a Public Relations firm to represent the Association. Ken, a resident of Rocky River, Ohio, has been with Amchem

## Along the Party Line

13 years.

Also at the same meeting, JOHN GEYER was re-elected to the Association's Board of Directors for an additional three-year term.

**Toured Europe.** Mary Lou Lelii, daughter of RALPH LELII MCD Lab Technician (Plant) and Mrs. Lelii, toured five



European countries during the Summer of 1967. The tour, composed of 16 other school girls and six chaperones, visited all the renowned historical sites, including Napoleon's tomb, the Eiffel Tower, the Louvre, the Coliseum, the Sistine

Chapel and the Vatican, where the group had an audience with Pope Paul VI.

Mary Lou is a senior at Bishop McDevitt High School, Wyncote, Pa.

**"Is that Any Way to Run an Airline? . . ."** Pat Delp, WALT MACLAUGHLIN's ex-secretary in Accounting, stopped by to say "hello" during the Christmas holidays. Pat is now a reservations agent for National Airlines stationed in Washington, D.C.

**Many Happy Returnees.** We are most happy to welcome back after illnesses ED LACKO, ACD, who had a little ticker trouble, DOT WISWELL, who had to submit to surgery, and TONY VARSACI whose absence, due to back surgery and a long period of convalescence, extending from May 3, 1967 to January 15, 1968. Tony is still on a limited working schedule.

**Take-it-Easy Subject.** ABE SCHEINGOLD, we're sorry to learn, is confined to his home after a visit to the hospital caused by an unexpected heart attack.

## Al Tindall's Daughter Married in California

Laura Ann Tindall, daughter of ALLEN TINDALL, custodian of property in the ACD Lab, and Mrs. Tindall, was married last December 2 in a formal ceremony in St. Joseph's Church, Berkeley, Calif., to Ernest Donald Gordon, Jr. of Berkeley. The wedding party was composed of friends of the bride and bridegroom from the Berkeley and San Francisco area.

Following a honeymoon in Vancouver, B.C., the couple has taken up

residence in Berkeley.

The bride is a graduate of Little Flower Catholic High School, Philadelphia and Lincoln University, Jefferson City, Mo. She is employed as a secretary by the United California Bank, San Francisco.

The groom, a former U.S. Army First Lieutenant, is a graduate of Central State University, Wilberforce, Ohio, and is engaged in the banking business.



## Introducing New Members of the Amchem Stork Club

MICHAEL DWIGHT BUCZKOWSKI  
October 19, 1967  
Father: Dwight E. Buczkowski (MCD Development)

LESLIE GAY CUPPETT  
February 7, 1968  
Father: Paul Cuppett (ACD Sales)

MICHAEL WILLIAM GILES  
January 4, 1968  
Father: David Giles (MCD Sales)

DONNA JEAN GODORECCI  
December 16, 1967  
Father: Robert Godorecci (Maintenance)

SCOTT PATRICK VAN GELUWE  
January 31, 1968  
Father: David Van Geluwe (ACD Research)

BRIAN WILLIAM YARRINGTON  
December 6, 1967  
Father: Robert W. Yarrington (MCD Research)

## Condolences

We express our sympathy to Ed Horahan, Manager, Rodenticides, and the other members of his family on the death of his mother in February.

Also, sympathy is extended to Rosemary Roynan, International Division, and the other members of her family on the death of her 15-year-old brother David Koller, who was killed by a train in January. Also to Anne Zenobio, Accounting, and the other members of her family on the death of her father, Matthew Campbell.

Also, sympathy to Ed Hayman, MCD Res. Lab, and the other members of his family on the death of his father.

## Welcome to Our New Employees

Hired since the last issue of the AMCHEM NEWS and prior to March 4, 1968

### NAME

MARILYN J. BECKERMEYER  
JUDY I. BLANCHARD  
KENT BONNEY  
LINDA A. BRECHTER  
JOHN J. BRINGUS  
PETER J. CALLAHAN  
ROBERT CHARNETSKI  
WALTER E. CHOYCE, III  
GEOFFREY H. DAVIS  
DAVID E. DIERCKS  
DELBERT L. DYSON  
RICHARD B. FISHER  
LAURA FOX  
PAUL J. GOETTER  
DON P. HERNANDEZ  
REX K. HIGDON  
WILMA HUNTSMAN  
CHARLOTTE KENNEDY  
LARRY V. LAWS  
CHARLES F. LIPSCOMB  
RICHARD P. LUBINSKI  
CHRISTOPHER G. LUTMAN  
MARGARET M. McNULTY  
EDWARD M. MILLAR, JR.  
BRYON A. NAGLE  
JOHN G. NECKERMAN  
LYNDA NOON  
CARMINE F. NORDON  
TINA PALMAROZZA  
SALVATORE PASQUALI  
CHARLES W. POTTER  
JOHN J. POWELL  
ALBERT J. ROJINSKY  
ARLENE ROTELLI  
SUSAN SATEK  
FREDERICK A. SCHMIDT  
JEFFERY L. SHANAFELT  
WINNIFRED SHANKS  
LINDA SHREFFLER  
EDWARD F. SINE  
WILLIAM SMITH  
EDDY L. SNOW  
MICHAEL V. STODDARD  
CHARLES M. STRAW  
ROBERT L. SULLWOLD  
CURTIS L. VICKERS  
LINDA WAGNER  
JOSEPH W. WARREN  
ERNEST F. WATTS

### HOMETOWN

Warren, Michigan  
Warren, Michigan  
Abington, Pa.  
Ardley, Pa.  
St. Joseph, Mo.  
Addison, Illinois  
Ambler, Pa.  
Lansdale, Pa.  
Ambler, Pa.  
Clinton, Iowa  
Greenville, Miss.  
Monrovia, Calif.  
Ambler, Pa.  
Lansdale, Pa.  
St. Joseph, Mo.  
Pattonburg, Mo.  
St. Joseph, Mo.  
Roslyn, Pa.  
Lansdale, Pa.  
Clinton, Iowa  
Ambler, Pa.  
Philadelphia, Pa.  
Elmwood Park, Ill.  
Cicero, Illinois  
Warminster Heights, Pa.  
Bellevue, Washington  
Oreland, Pa.  
North Hills, Pa.  
Ambler, Pa.  
Ambler, Pa.  
Wood Dale, Illinois  
Ambler, Pa.  
Perkasie, Pa.  
Ambler, Pa.  
Souderton, Pa.  
Glenwood, Illinois  
Clinton, Iowa  
Roslyn, Pa.  
Ambler, Pa.  
Fremont, Calif.  
Wyncote, Pa.  
Spencer, North Carolina  
Clinton, Iowa  
Murrysville, Pa.  
St. Joseph, Mo.  
Hazel Park, Mich.  
Ambler, Pa.  
Lansdale, Pa.  
Windsor, Ontario, Canada

### ASSIGNED TO

Ferndale Office  
Ferndale Office  
Inventory Control  
Accounting Office  
St. Joseph Plant  
MCD Sales  
Maintenance  
Shipping  
Engineering  
Clinton Plant  
ACD Research  
MCD Sales  
MCD Sales Office  
Purchasing  
St. Joseph Plant  
Production  
Order Dept.  
International  
ACD Lab  
Clinton Plant  
ACD Production  
Analytical Res. Lab  
MCD Sales Office  
MCD Sales  
Shipping  
ACD Sales  
International  
Maintenance  
Mailroom  
MCD Production  
MCD Sales  
Maintenance  
Construction  
Product Performance  
Patent Office  
MCD Sales  
Clinton Plant  
Purchasing  
ACD Sales Office  
Fremont Plant  
Pilot Plant  
MCD Sales  
Clinton Plant  
MCD Sales  
St. Joseph Plant  
Ferndale Plant  
Accounting  
Maintenance  
Windsor Plant

## Chemical Industry Executive Stresses Safety

John L. Christian, senior vice president, Monsanto Company, St. Louis, Mo., and the MCA Board liaison for the Chemical Industry Council Advisory Committee, recently addressed a meeting of safety engineers. Mr. Christian said (in part):

One of our most important continuing objectives is to provide for the safety of the people who operate our

plants, laboratories and offices. We are not interested in producing chemicals at the risk of the lives or suffering of our employees.

The human values involved are of greater consequence than the fact that loss of people's services affects efficiencies, production, quality, costs and profits. We accept fully the manage-

ment responsibility to keep our people safe through the maintenance of hazard-free working conditions.

However, our people must recognize that safety is also the personal responsibility of everyone. Only through the constant effort and cooperation of every person in the company can a successful safety program be sustained.

ANSWER: The subject in our December issue's Guess Who? is Alfred H. Gorton, Mailroom.