A black and white photograph of two men in suits walking down a set of stone steps outside a building. The man on the left is wearing a dark, pinstriped suit and is looking towards the man on the right. The man on the right is wearing a light-colored suit and a dark tie, and is gesturing with his right hand while speaking. The building in the background has a classical architectural style with columns and a dormer window. The overall tone is professional and formal.

THE
AMCHEM
NEWS

Vol. 10, No. 2 August, 1967

AM-Gems

That man may last, but never lives, who much receives, but nothing gives;
Whom none can love, whom none can thank,
—Creation's blot, creation's blank.

Thomas Gibbons

What is a weed? A plant whose virtues have not yet been discovered.

Ralph Waldo Emerson

There are books of which the backs and covers are by far the best parts.

Charles Dickens

Criticism comes easier than craftsmanship.

Zeuxis (400 B.C.)

Our deeds determine us, as much as we determine our deeds.

George Eliot

Victories that are cheap are cheap. Those only are worth having which come as the result of hard fighting.

Henry Ward Beecher

Sincerity becomes the honesty of people who cannot be honest with themselves.

William Gaddis

If you have a contented mind, you have enough to enjoy life with.

Plautus

I have yet to find the man, however exalted his station, who did not do better work and put forth greater effort under a spirit of approval, than under a spirit of criticism.

Charles Schwab

Genius may conceive, but patient labor must consummate.

Horace Mann

Talent without tact is only half talent.

Horace Greeley

Every mind was made for growth, for knowledge; and its nature is sinned against when it is doomed to ignorance.

William Ellery Channing

A man must (as the books on success say) give "his best"; and what a small part of a man "his best" is!

Gilbert K. Chesterton

On Our Cover

In early June, Jack Price, MCD Sales Manager, paid a visit to Seaview Country Club to make preliminary arrangements for MCD's National Sales Meeting, August 27 through September 1. The picture on our cover shows Paul Grant (l.) assistant manager at Seaview, indicating entrance to the club lounge to Jack, who is more intent on watching Paul's finger than to where it points. By September 1, these steps will have been well tread by MCD Sales personnel.

THE AMCHEM NEWS

Vol. 10, No. 2

August, 1967

Published by

AMCHEM PRODUCTS, Inc.

Ambler, Pennsylvania

in the Interest of AMCHEM
Employees and Their Families

William A. Drislane, Editor-Art Director



Marketing at Amchem

"MARKETING" IS A WORD which is being used increasingly in business. Different companies give it different meanings. Generally it concerns those company operations connected with getting goods distributed at a profit. Business writers, I think, are inclined to give an air of glamour and mystery to the concept. They are inclined to associate it with whirling computers with their lights flashing and bells ringing, with automated pushbutton production and shipping, and marketing experts with attache cases replacing salesmen with order pads.

We at Amchem are a little on the conservative side. For us "marketing" is old-fashioned selling in modern dress. To be sure, the leaders of our several divisions are doing a good job of adapting modern selling, sales promotion and advertising techniques to our changing needs. Still, 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 more products. We love a big winner like Amiben but we recognize that such winners do not come along frequently and only come along as a result of continued research, exploration, and many failures. Our future will not depend on one product but on a succession of products, soundly conceived and progressively promoted.

We believe in service and having our customers depend on us to solve their problems for them. Research and Sales are working and planning closely together to coordinate their efforts towards a common goal. Research will try to channel an important part of its time into those fields where marketing research has developed needs and opportunities, or where our customers have asked for help.

More and more we are planning our efforts on a global basis so that we can take advantage a little better of the opportunities our fine penetration into the world's markets offers us.

As you all can see from our expanding facilities and personnel, we are looking to the future. We believe our planned approaches and the good, old-fashioned conservative but aggressive selling policies of our sales forces are going to result in continued progress, and that further expansion will be our way of life.

Thus, marketing for us continues to be both planning and executing for aggressive growth. We must continue to be the leader in those special segments of the chemical industry in which we now operate or which give promise of opportunities for us to lead in the future.

John Shellenberger

John Shellenberger
Vice Pres.-Director of Marketing



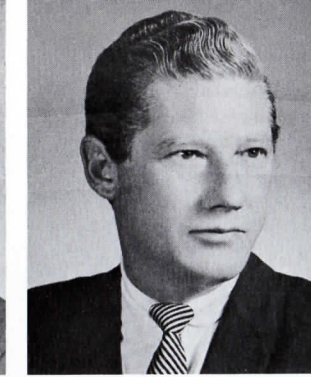
GERALD C. ROMIG
Chairman of the Board
Home: Glenside, Pa.



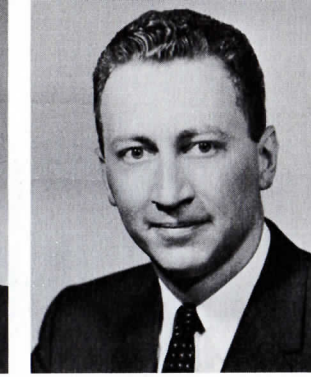
F. P. SPRUANCE, JR.
Vice President-Manager MCD
Home: Jamison, Pa.



GEORGE H. WILLIAMSON
V. P.-West Coast Operations
Home: Los Gatos, Calif.



JACK M. PRICE
Sales Manager MCD
Home: Norristown, Pa.



JOHN H. GEYER
Assistant Manager MCD
Home: Richboro, Pa.

MCD National Sales Meeting

August 27 through September 1

Seaview Country Club

Absecon, N. J.



General Sales



EDWIN C. NUSBAUM
Asst. to General Sales Manager
Home:
Linwood, N.J.

HAROLD N. OLESON
Manager Resale Dept.
Home:
Farmington, Mich.

THOMAS P. ROGERS
MCD Sales Office Manager
Home:
Lansdale, Pa.

Eastern Region



A. L. SINCLAIR
Regional Sales Manager
Home:
Salford, Pa.

EUGENE J. MENDLOW
Asst. Regional Sales Manager
Home:
Jenkintown, Pa.

RUSSELL P. BEDFORD
District Sales Manager
Home:
Depew, N.Y.

JOHN H. COLLINS
Home:
Wakefield, Mass.

ARTHUR W. DAHL
Home:
Churchville, Pa.



JAMES D. FENTON
Home:
Ellicott City, Md.

PAUL B. FLEMING
Home:
Cheektowaga, N.Y.

DAVID C. GILES
Home:
Pittsburgh, Pa.

DONALD R. GRIMES
Home:
Pittsburgh, Pa.

DONALD M. HERRINGTON
Home:
Doylestown, Pa.

PAUL R. KERN
District Sales Manager
Home:
Bryn Mawr, Pa.



J. EDMUND LIPPY, JR.
Home:
Collegeville, Pa.

JAMES J. MUSANTE
Home:
Bridgeport, Conn.

MELVIN S. PATTERSON
District Sales Manager
Home:
Beaver, Pa.

PETER H. RUSSELL
Home:
Chadds Ford, Pa.

HENRY C. SANSON
Home:
Decatur, Ga.

PERCY A. SATORIS
Home:
Reading, Pa.



LEW E. SCOTT
Home:
Fort Myers, Fla.

CARL J. STELLA
Automotive Sales Manager
Home:
Bristol, Conn.

WILLIAM A. STARZYNSKI
Home:
Bethel Park, Pa.

ROBERT T. STEEN
Home:
Wilmington, Del.

MICHAEL STERNICK
Home:
Succasunna, N.J.

PAUL V. TOMLINSON
Home:
Ambler, Pa.

Midwest Region

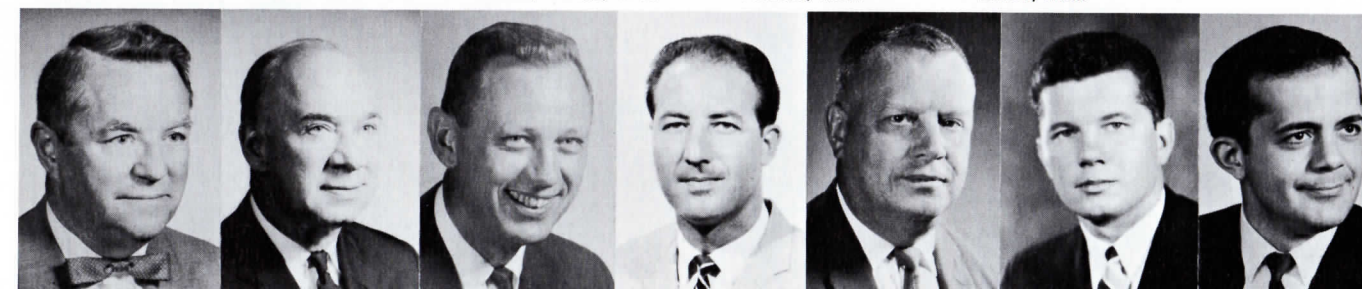


LEO C. DAMSKEY
Regional Sales Manager
Home:
Lathrup Village, Mich.

ORAN E. CRISLER
Automotive Sales Manager
Home:
Ferndale, Mich.

JOHN J. LINDEN
Sales Office Manager
Home:
Detroit, Mich.

ROBERT C. ADAMS, JR.
Home:
Columbus, Ohio



JOHN S. BLACK
Home:
Birmingham, Mich.

LYNDD J. BRECHT
Home:
Grosse Pointe Farms, Mich.

THOMAS J. BUETER
District Sales Manager
Home:
Detroit, Mich.

BERNARD J. COLE
Home:
Euclid, Ohio

CLIFFORD J. HUNT
Home:
Lansing, Mich.

MYRON C. JOHNSON
Home:
Connersville, Ind.

CHARLES J. KORDICK
Home:
Schaumburg, Ill.



HERBERT F. KORSCHWITZ
Home:
Chesterland, Ohio

KENNETH C. KRAMER
District Sales Manager
Home:
Rocky River, Ohio

EDWARD R. KRUEGER
District Sales Manager
Home:
Germantown, Wis.

ROBERT C. MEECH
Home:
Grand Rapids, Mich.

EDGAR H. MEISTER
Home:
Fort Wayne, Ind.

JACK O. MERCER
Home:
Royal Oak, Mich.



FRED J. MOSER, JR.
Home:
Cincinnati, Ohio

FREDERICK D. NEIDIFFER
Home:
Milwaukee, Wis.

JOHN E. PIERCE
Home:
Birmingham, Mich.

DANIEL RAKICH
Home:
Calumet City, Ill.

GLENN REED
Home:
Jenison, Mich.

ROBERT R. RUST
Home:
Nesbit, Miss.



ROBERT A. SAYLOR
Home:
Detroit, Mich.

WILLIAM E. SCHNEIDER
Home:
Mokena, Ill.

HOWARD W. SCHROEDER
Home:
Rochester, Ill.

EDWARD J. SICKEL
Home:
Elk Grove Village, Ill.

WINFORD P. SITZ
Home:
Birmingham, Ala.

CHARLES R. WOESSNER
Home:
Mukwonago, Wis.

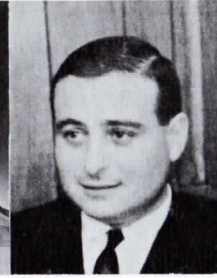
Central Region



JAMES H. ABRAMS
Regional Sales Manager
Home:
St. Joseph, Mo.



JAMES F. HENNESSEY
Home:
Chesterfield, Mo.



ANTHONY MACRI
Home:
Des Moines, Iowa



DONALD J. MCINTYRE
Home:
Florissant, Mo.



HARVEY E. PATTERSON
Home:
Dallas, Texas



JAMES H. SCHELL
Home:
Houston, Texas



THOMAS H. VOGL
Home:
Minneapolis, Minn.

Canadian Region



HARLO P. BEALS
Regional Sales Manager
Home:
Amherstburg, Ont.



JOHN J. GRAY
Home:
Pierrefonds, Que.



ERIC H. GRAYSTON
Home:
Galt, Ont.



CHRISTOPHER A. FOSTER
Home:
Burlington, Ont.



RICHARD W. MITCHELL
Home:
Rexdale, Ont.



LIONEL MONTFORTON
Home:
LaSalle, Ont.



WILLIAM J. THOMAS
Home:
Windsor, Ont.

Western Region



CHARLES R. WIRSHING
Regional Sales Manager
Home:
Los Altos, Calif.



PETER L. CARD
Home:
San Jose, Calif.



BENNETT C. GAST
Home:
Whittier, Calif.



JOHN N. HARSMA
Home:
Woodland Hills, Calif.



ROBERT W. LONGO
Home:
San Gabriel, Calif.



ARTHUR ORMSBY
Home:
Yorba Linda, Calif.



ROBERT A. ZORNIG
Home:
Alameda, Calif.

Sno- Flake



THOMAS B. MCCARTHY
Manager
Home:
Grosse Pointe Park, Mich.



DONALD J. VAN ITTERSUM
Home:
Detroit, Mich.

Bricker & Andes



LOUIS ANDES
Home:
Brooklyn, N.Y.



LEWIS BRICKER
Home:
Rego Park, N.Y.

COUNT-DOWN TO PROFITS

Program

SUNDAY, AUGUST 27, 1967

- Arrival Philadelphia International Airport for transportation to Seaview Country Club, Absecon, New Jersey. (Charter Bus)
- 6:00 P.M. Dinner—Seaview Country Club—Main Dining Room
- 9:00 P.M. Reception—Cypress Grill

MONDAY, AUGUST 28, 1967

- 7:00 A.M. Breakfast—Seaview C.C.—Main Dining Room
- 9:30 A.M. Call to Order—Garden State Room—J. M. Price. Introduction of Company Officers
- 9:35 A.M. Official Welcome—G. C. Romig
- 9:45 A.M. "Hurdling the Six Major Obstacles to Profit/Sales"—J. M. Price
- 9:55 A.M. "Growth of Amchem"—Address by J. O. J. Shellenberger
- 10:25 A.M. "Metalworking Sales Progress"—Address by F. P. Spruance, Jr.
- 10:45 A.M. "Pricing Philosophy and Trade Relations"—Address by E. A. Snyder
- 11:00 A.M. "Why Profits?"—Address by R. M. Naylor
- 11:10 A.M. Coffee Break—Cypress Grill
- 11:30 A.M. "International Organization and Need for Liaison"—Address by J. W. Delanty
- 11:40 A.M. "Plant Facilities and Planned Expansion"—Address by W. G. Smith
- 11:50 A.M. Program Review—J. M. Price
- 11:55 A.M. Introduction of Sales Personnel—J. M. Price
- 12:25 P.M. "Organization Plans for the Future"—Address by J. M. Price
- 12:45 P.M. Group Portrait
- 1:00 P.M. Luncheon—Seaview C.C.—Main Dining Room
- 1:30 P.M. Recreation—Golf Tournament, Deep Sea Fishing, Ocean Bathing
- 6:30 P.M. Reception—Seaview C.C.—Cypress Grill
- 7:30 P.M. Dinner—Seaview C.C.—Main Dining Room
- 9:00 P.M. Sales Meeting—Garden State Room—J. M. Price
- 10:00 P.M. Hospitality Room—Seaview C.C.—Cypress Grill

TUESDAY, AUGUST 29, 1967

- 7:00 A.M. Breakfast—Seaview C.C.—Main Dining Room
- 8:30 A.M. Call to Order—Garden State Room—J. M. Price
- 8:35 A.M. "Hurdling Sales Obstacle No. 6"—J. M. Price
- 8:45 A.M. Public Relations Program—J. D. Breen, N. E. Wisler
- 9:05 A.M. Advertising Program—J. D. Breen, M. E. Jeffkin
- 10:00 A.M. Sales Promotion Aids Program—J. D. Breen, J. M. Price
- 10:15 A.M. "Future for Painted Aluminum Extrusions"—Address by Harvey Hewitt, President Airmaster Corp., Phila., Pa.
- 10:30 A.M. Coffee Break—Cypress Grill
- 11:00 A.M. Corporate Research Program—F. M. Precopio
- 11:30 A.M. MCD Research Program—R. F. Reeves
Introduction of Group Leaders
- 12:00 Noon White Window Industry—E. C. Nusbaum
- 12:15 P.M. Resale Products Program—H. N. Oleson
- 12:30 P.M. "Prospects for the Aluminum Container Industry"—Address by Robert K. Ketterer
Reynolds Metals Company, Richmond, Virginia
- 12:50 P.M. "Hurdling Sales Obstacle No. 5"—E. C. Nusbaum
- 1:00 P.M. Luncheon—Seaview C.C.—Main Dining Room
- 1:30 P.M. Recreation—Ocean Bathing, Golf, Deep Sea Fishing
- 6:00 P.M. Charter Bus Departure
- 6:15 P.M. Reception—Smithville Inn, Absecon, N.J.
- 7:45 P.M. Dinner—Smithville Inn, Absecon, N.J.
- 10:00 P.M. Charter Bus Departure
- 10:15 P.M. Hospitality Room—Seaview C.C.—Cypress Grill

WEDNESDAY, AUGUST 30, 1967

- 7:00 A.M. Breakfast—Seaview C.C.—Main Dining Room
- 8:30 A.M. Call to Order—Garden State Room—J. M. Price
- 8:35 A.M. "Hurdling Sales Obstacle No. 4"—J. M. Price
- 8:45 A.M. Lineguard Sales Policy—E. A. Stockbower
- 9:15 A.M. Lineguard Workshops—Regency Room—D. E. Buczkowski
Lineguard Controller/Meter
No. 80
No. 60 and 101
No. 41 and 44
No. 50
No. 47

WEDNESDAY, AUGUST 30, 1967

- 10:35 A.M. Coffee Break—Cypress Grill
- 11:00 A.M. Lineguard Workshops (continued)
- 12:50 P.M. "Hurdling Sales Obstacle No. 3"—Garden State Room—E. C. Nusbaum
- 1:00 P.M. Luncheon—Seaview C.C.—Main Dining Room
- 1:30 P.M. "Amchem Handicap"—Atlantic City Race Course, Golf, Tennis, Ocean Bathing, Ping Pong, Billiards, Deep Sea Fishing
- 6:45 P.M. Charter Bus Departure
- 7:30 P.M. Reception—Captain Starn's, Atlantic City, N.J.
- 8:30 P.M. Welcome to Atlantic City—Honorable Richard S. Jackson, Mayor, Atlantic City, N.J.
Honorable Leon Leopardi, Mayor, Longport, N.J.
- 8:40 P.M. Dinner—Captain Starn's
- 10:00 P.M. Charter Bus Departure to Boardwalk and Seaview C.C.
- 11:00 P.M. Hospitality Room—Seaview C.C.—Cypress Grill
- 12:00 Midnight. Charter Bus Departure to Seaview C.C.
- 1:30 A.M. Charter Bus Departure to Seaview C.C.

THURSDAY, AUGUST 31, 1967

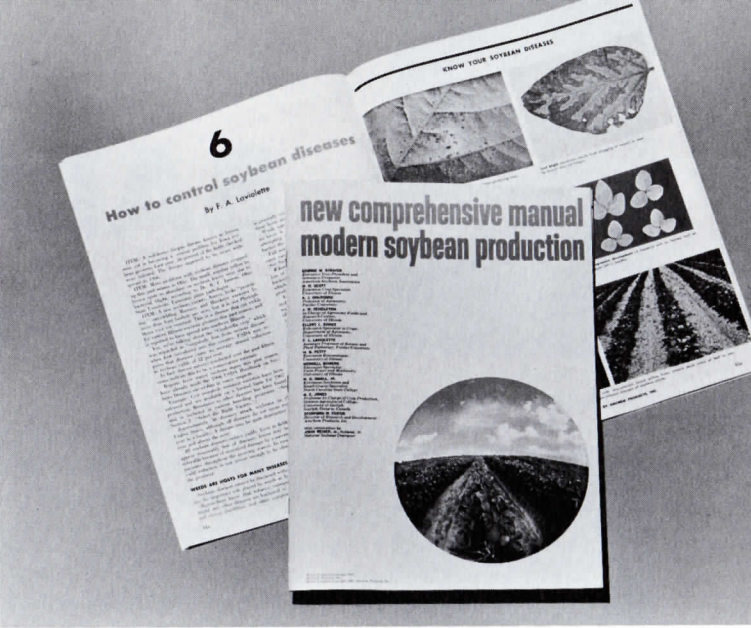
- 7:00 A.M. Breakfast—Seaview C.C.—Main Dining Room
- 8:30 A.M. Open—Recreation Facilities will be available for golf, ocean bathing and deep sea fishing
- 11:30 A.M. Luncheon—Seaview C.C.—Main Dining Room
- 12:30 P.M. Call to Order—Garden State Room—J. M. Price
- 12:35 P.M. "Hurdling Sales Obstacle No. 2"—J. M. Price
- 12:45 P.M. "Objectives of Product Manager Program"—Address by J. H. Geyer
- 1:00 P.M. Product Managers Seminar
R. G. Entrikin—Zinc and Iron Phosphate Chemicals
H. Gehman—Inhibitors and Wire Drawing Chemicals
G. L. Gibson—Alodine and Coil Coating Industry
R. D. Sorensen—Cleaners
- 2:45 P.M. Coffee Break—Cypress Grill
- 3:00 P.M. Eden Ryl Sales Seminar
- 4:30 P.M. Coffee Break—Cypress Grill
- 4:45 P.M. Eden Ryl Sales Seminar—Continued
- 6:00 P.M. Adjournment
- 6:30 P.M. Reception—Seaview C.C.—Cypress Grill
- 8:00 P.M. Banquet—Seaview C.C.—Main Dining Room
- 9:00 P.M. Address—by G. H. Williamson
- 10:00 P.M. Hospitality Room—Seaview C.C.—Cypress Grill

FRIDAY, SEPTEMBER 1, 1967

- 7:00 A.M. Breakfast—Seaview C.C.—Main Dining Room
- 8:30 A.M. Call to Order—Garden State Room—J. M. Price
- 8:35 A.M. "Hurdling Sales Obstacle No. 1"—E. C. Nusbaum
- 8:45 A.M. Deoxidizer No. 17 Promotion—J. N. Harsma
- 9:00 A.M. Industrial Distributor Program—H. N. Oleson
- 9:15 A.M. Aluminum Can Industry Promotion—E. C. Nusbaum
- 9:30 A.M. Sno-Flake Products Promotion—T. B. McCarthy
- 10:30 A.M. Coffee Break—Cypress Grill
- 11:00 A.M. Automotive Industry Seminar—E. A. Stockbower
- 11:30 A.M. Marketing Forecast—F. P. Spruance, Jr.
- 11:40 A.M. MCD Sales Forecast—J. M. Price
- 11:50 A.M. "Blast Off"—J. M. Price
- 12:10 P.M. Adjournment
- 12:15 P.M. Luncheon—Seaview C.C.—Main Dining Room
- 1:00 P.M. Charter Bus Departure for Philadelphia International Airport
- 2:00 P.M. Charter Bus Departure for Philadelphia International Airport
- 3:00 P.M. Charter Bus Departure for Philadelphia International Airport and Ambler

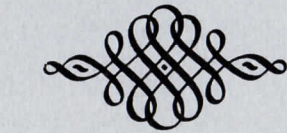
Another Amchem First!
New Soybean Production Manual
Acclaimed...Presentations made
by Authors...Turner Honored

A NEW MANUAL on modern soybean production has been compiled and edited for Amchem by Gordon L. Berg, editor of FARM TECHNOLOGY and former associate experiment station editor at Penn State University. The 68-page manual is divided into 11 chapters, each of which is devoted to a specific stage of soybean production—from selection of the seed, through soil preparation, seedling, weed and insect control, and harvesting—to the economic phase of soybean growing and predictions for the future of the crop. It was prepared with the cooperation of the American Soybean Association and is the only book of its kind extant. Each of the contributing authors, in addition to editor Berg, is an outstanding authority on soybean production. These include George M. Strayer, executive vice president and secretary-treasurer of the American Soybean Association since 1940, John Reiser, Jr. national soybean grower champion for two successive years, and Dr. Stanford N. Feritg, Amchem's ACD Director of Research and Development. The booklet was distributed as an insert in the March, 1967 issues of FARM TECHNOLOGY and SOYBEAN GROWER and is reputed to have been the largest insert ever to have been included in an agricultural publication. In acknowledgement of such a spectacular undertaking in a rather conservative field—farming—the authors of the manual presented engraved silver trays to Chairman Romig, M.B. Turner, Dan Chisholm and Jack Breen. Don Wildrick, of Wildrick & Miller, ACD's advertising agency, was also a recipient.

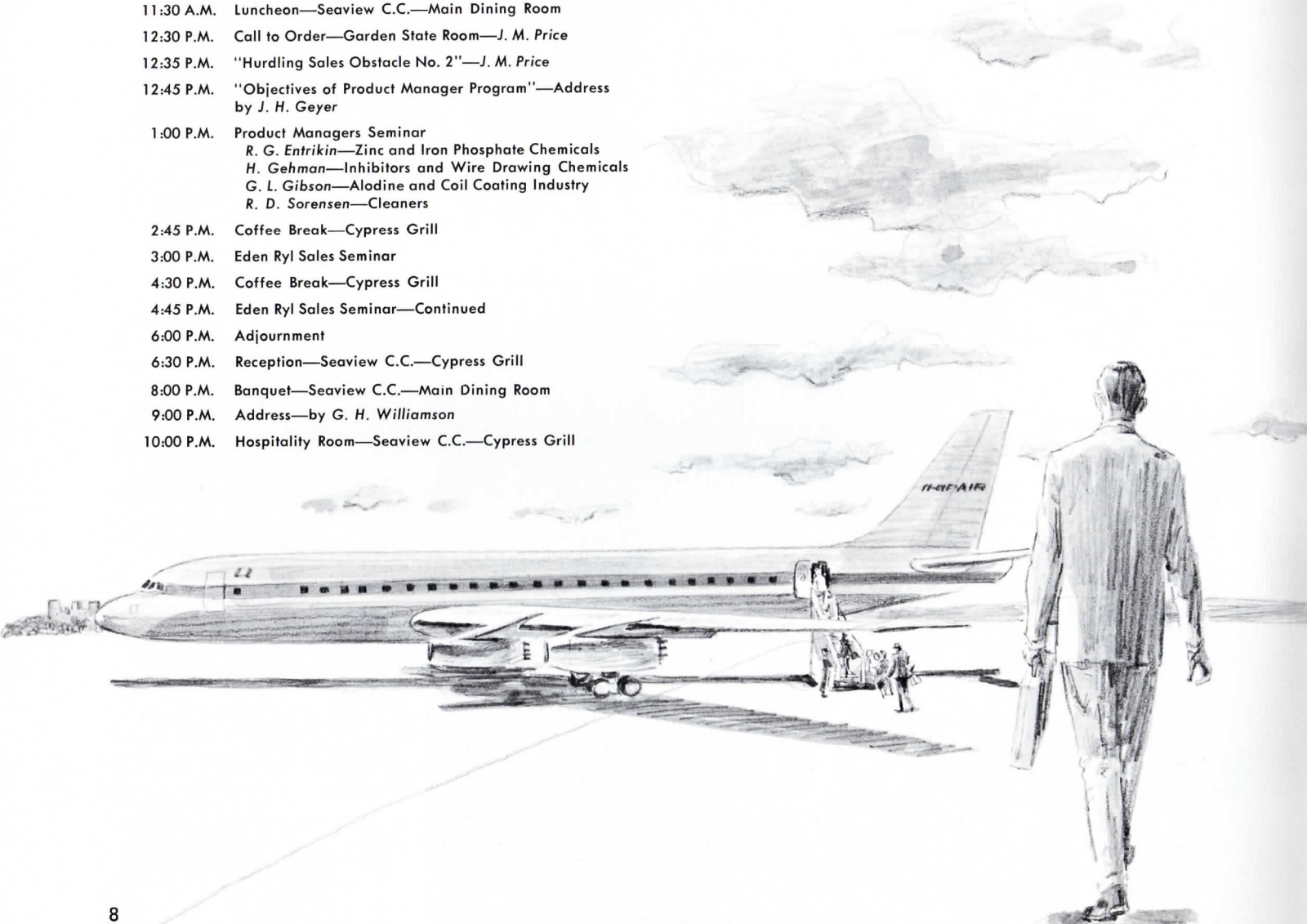
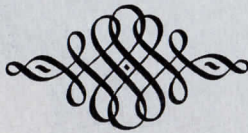


The inscription on the trays reads as follows:
To Amchem Products, Inc. and
(Recipient's Name)
as recognition for achieving a new high level of communication and excellence in agricultural advertising
NEW COMPREHENSIVE MANUAL OF MODERN SOYBEAN PRODUCTION
Published in Farm Technology
A creative service to the soybean industry that has earned its deep gratitude and admiration.
(This was followed by the engraved signatures of the Authors)
THE PRESENTATIONS, with the exception of Pres. Romig's, were made at the weekly Friday luncheon on March 17, in the company's dining room. The award to Mr. Romig was made in his office.

Additional Honors for Turner
Turner, Vice President-General Manager ACD, was the recipient of the "Agricultural Marketing Man of the Year" award at the Eighth Annual Farm Marketing Seminar of the National Agricultural Advertising and Marketing Association
(continued on page 21)



Holding engraved tray presented to Chairman Romig (r) are (l to r) Don Wildrick, Jack Breen, Gordon Berg, Editor of the new soybean manual, M. B. Turner, V.P.-ACD Manager.





MR. H. J. BARNCASTLE
One of BALM's founders in 1918
was Managing Director, 1931-56



MR. M. D. BRIDGLAND
Managing Director



MR. J. D. FREEMAN
Executive Director



MR. J. N. GRAVES
Executive Director



MR. G. V. SUTHERLAND
Executive Director

BALM Paints Ltd.

Amchem's Australian Manufacturing

The visiting American who knows his own country's history never has to seek far for an apt description of Australia. "What's happening here is what happened in the U.S. around the 50's of last century" is the kind of statement now becoming familiar to Australians.

In this country of around 11 million people, with immense natural resources and burgeoning industrial strength, and a favoured goal of more than one million European immigrants, the parallels with that exciting period of American history are obvious. It's not surprising, therefore, that Australian links with the U.S. are strong and growing stronger at all levels—culturally and economically and in the sphere of international co-operation.

The most remarkable development on the Australian scene over the past two decades has been the transition from an almost exclusively agricultural and pastoral economy to one in which it has become one of the major industrial nations of the South-East Asia and Pacific areas. This position has been further

Associate Has Excellent Growth Record

consolidated with recent discoveries of vast new mineral deposits and oil and natural gas fields.

This industrial development can be observed in many ways, but it is seen most clearly in the post-war growth of individual companies who have seen and accepted the challenges of economic growth.

Amchem Licensee Since 1936

Among these is Amchem's Australian metal working chemicals licensee, BALM Paints Ltd., Melbourne, which has been manufacturing Amchem products since 1936.

BALM, a member of the ICI (Imperial Chemical Industries Limited) group of companies, is the leading paint manufacturer in Australia, and now numbers some 2,000 employees, with manufacturing plants in five States, and marketing and distribution facilities throughout the country. In addition there is a factory operated by a subsidiary company in New Guinea, and an associated company with production factories in New Zealand.

Started with Seven Products

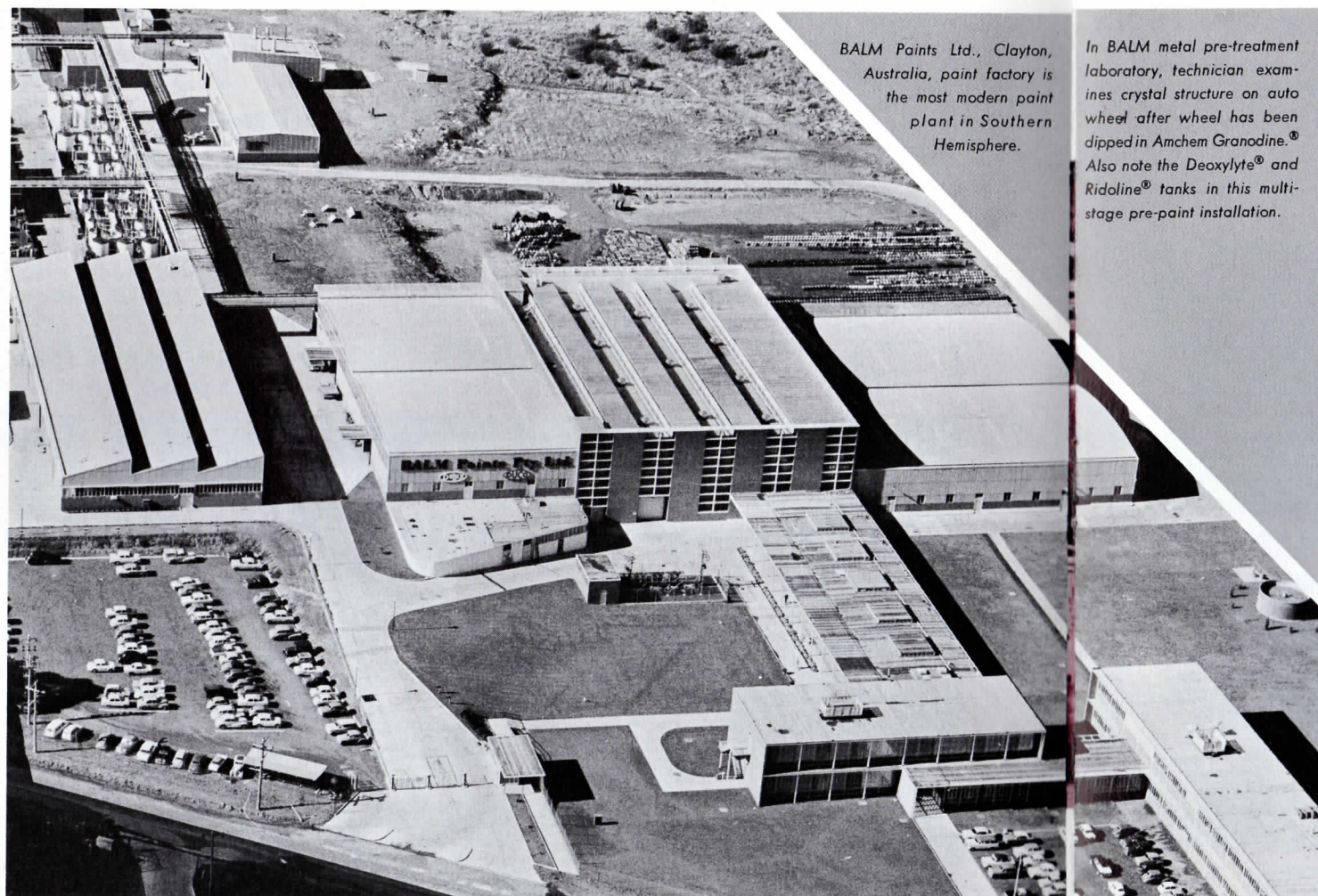
When BALM first became an Amchem licensee, it handled a limited

range of seven products. Today these are numbered in hundreds, and sales, particularly in the post-war period of rapid industrial expansion, have risen enormously. Sales of Amchem products in Australia are currently running at twelve times the figure of 1948.

The growth of the automobile manufacturing industry has been one of the outstanding phenomena of Australia's recent economic history. (Australians are fourth in per capita automobile ownership—America being first.)

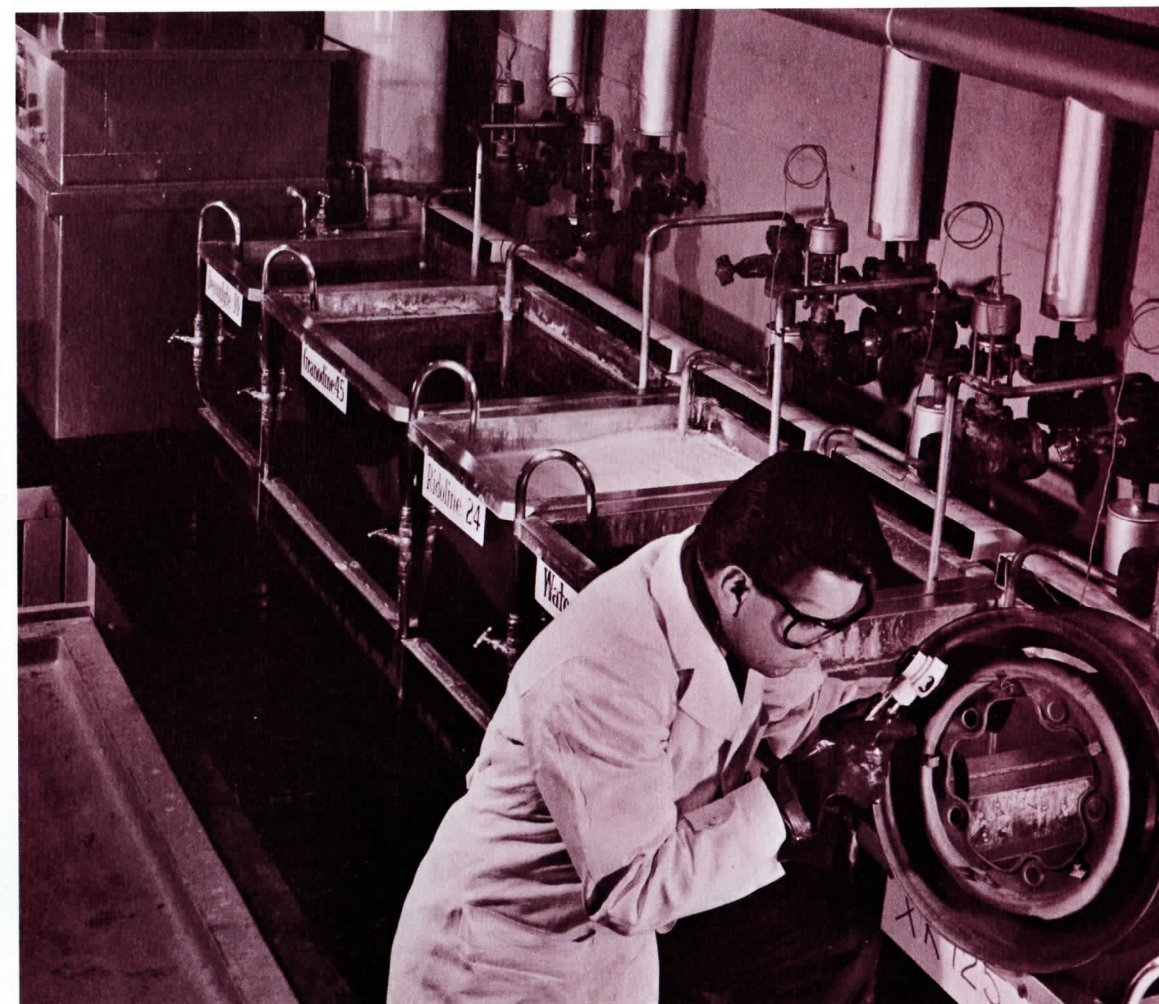
Amchem metal pre-treatment prod-

Continued on page 18



BALM Paints Ltd., Clayton,
Australia, paint factory is
the most modern paint
plant in Southern
Hemisphere.

In BALM metal pre-treatment laboratory, technician examines crystal structure on auto wheel after wheel has been dipped in Amchem Granodine®. Also note the Deoxylite® and Ridoline® tanks in this multi-stage pre-paint installation.





Walter MacLaughlin (l) accepts 20-year Service Award from Raymond Naylor.



Harold McKenzie (l) receives 20-year Service Award from Raymond Robinson.



J. Russell Bishop (c) receives 25-year solid gold Service Award watch from President Romig (l) and Frank Precopio (r).



Joseph Gaines (r) accepts 25-year solid gold Service Award watch from Harlo Beals.



George Russell (l) accepts 20-year Service Award from President Romig.



Harlo Beals (r) accepts 15-year Service Award from Jack Price.



Donato Calvano (r) accepts 15-year Service Award from John Horn.



Dan Chisholm (r) receives 15-year Service Award from M. B. Turner.



Mel Nagle (r) accepts 15-year Service Award from Frank Boland.



James Parker (l) receiving 15-year Service Award from Adolph Karcher.

★ <i>Congratulations!</i> ★		
These are the men and women of AMCHEM who have received Service Awards Emblems between March 1 and July 1, 1967.		
★ 25 YEARS ★		
J. Russell Bishop		Joseph Gaines
★ 20 YEARS ★		
Walter G. MacLaughlin	Harold McKenzie George A. Russell	John Rossi
★ 15 YEARS ★		
Harlo P. Beals Jacob C. Landis James Parker	Donato Calvano Eugene Mendlow William Pistilli	Dan Chisholm Melvin Nagle Frances Reiff
★ 10 YEARS ★		
Stanley Blichacz Richard Cooper Lawrence R. Johns	Dale A. Bush Roy Cox George Nelson	Alva Cassel James Drakeley Mervin Swisher
★ 5 YEARS ★		
Robert J. Dalrymple Richard A. Montella Donald A. Taylor	Raymond E. Evans Helen Mullin Helen Schnur Miguel Zubillaga	Stephen Modos James J. Musante Judy Williams



Jacob Landis (r) receives 15-year Service Award from Russell Bishop.



Eugene Mendlow (r) accepts 15-year Service Award from A. L. Sinclair.



William Pistilli (l) accepts 15-year Service Award from Frank Piacitelli.



Frances Reiff accepts 15-year Service Award from S. Caterisano.



Stanley Blichacz (r) accepts 10-year Service Award from Raymond Robinson.



Dale Bush (r) accepts 10-year Service Award from Stanley Fertig.



Alva Cassel (l) accepts 10-year Service Award from Harry Bailey.



Richard Cooper (r) receives 10-year Service Award from Raymond Nelson.



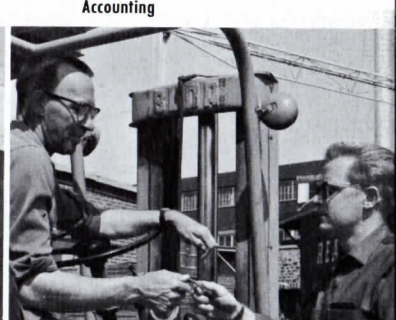
James Drakeley (l) accepts 10-year Service Award from S. Caterisano.



Fred Moser, Jr. (l) receives 10-year Service Award from Leo Damskey. (As of Feb. 1967)



George Nelson (l) receives 10-year Service Award from Adolph Karcher.



Mervin Swisher (l) receives 10-year Service Award from Harry Haldeman.



Robert Dalrymple (l) accepts five-year Service Award from James Harrison.



Raymond Evans (r) accepts five-year Service Award from Jack Breen.



Stephen Modos (l) receiving five-year Service Award from R. E. Cavanaugh.



Richard Montella (r) accepts five-year Service Award from George Otto.



Helen Mullin accepts five-year Service Award from Anthony Varsaci.



Don Taylor (l) accepts five-year Service Award from I. Pintcke.



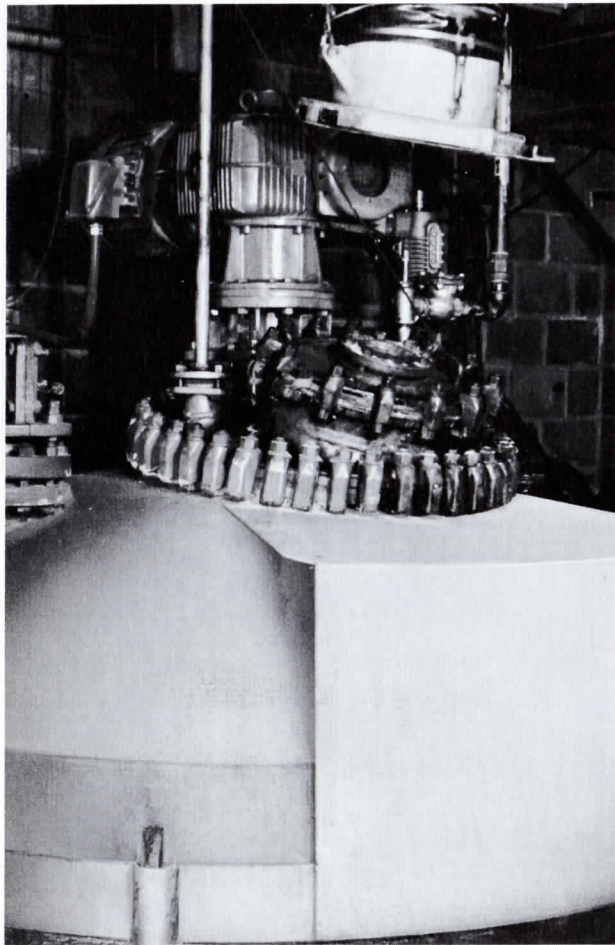
Helen Schnur accepts five-year Service Award from R. Neilson.



Judy Williams receives five-year Service Award from George Sawyer.



Miguel Zubillaga (l) accepts five-year Service Award from J. W. Delanty.



The Mighty Men of Maintenance

It weighs 14,000 pounds, has a capacity of 2,000 gallons, is seven feet in diameter and its top extends through the ceiling three feet into the floor above.

"This is an installation job we did last winter," said Ray Robinson, Maintenance Supervisor and Assistant to Harry Bailey, as he pointed out the new glass-lined reactor mixing tank that is now operating in Building #14. Continuing, Ray said, "Yogi (John Baronowski) worked on and directed the operation. He was helped by Joe Rocco, John Heckler and Mac McKenzie.

"We just about made it through the door when we moved it in on skids with the aid of two fork-lift trucks—one front, one back. We set it up with two ten-ton chain hoists. This is the kind of a job a regular professional rigging company does.

"After we got it in place, we covered it with asbestos insulation and Mike Carter and Jim Williamson painted it.

"Then the mechanical work began—connecting all the pipes and wiring

up the tank to the gauges in the control panels. These are two very important operations and unless the work is properly done the whole shebang could get fouled up. Wally (Valdo Dragani) and Joe (Feckno) and a couple of the other fellows did the electrical work.

"Because they're glass-lined and have other glass parts, we had to buy this tank, but we're building a 4 x 10-foot blender (tank) for the Benjamin Foster Co. right in the Maintenance shop. We've built these 4 x 10-ft., 600-gallon jobs before for Foster." This concluded Ray's remarks.

UNLESS you walk through the Company's facilities and observe all the different kinds of specialized work that is constantly going on, it's very easy to come to the conclusion that all the Maintenance Department has to do is to replace a washer on a leaky faucet, erect a shelf, or change a light bulb. But the Maintenance Department receives a diversity of assignments and requires representation of all the trades. And while many of the men have versatile talents and frequently "double in brass", most of the personnel confine their activities to jobs needing their own special skills. Thus John Heckler usually has his head buried under the hood of a fork-lift truck repairing the motor; Mac McKenzie is rarely seen without a welder's mask and torch; and Eddie Ruth spends many of his working hours babying the boilers that furnish heat

and supply steam for some of the manufacturing processes.

ANYONE who has ever explored the Amchem "catacombs" on a wet day going from Building #1 to Building #14 has seen the thousands of feet of piping that line the walls of the tunnel—and this is only part of the network. Who keeps these pipes in first class condition and keeps the pumps that push the chemicals through them in running order? —Yogi Baranowski, Stan Blichasz, John Gaines, Leroy Smith, Al Lear, Joe Rocco and Eddie Ruth.

BEFORE the birth of the Mechanical R & D Department in Kulpsville, when Tex Waldrum's mechanical inventions were being transferred from the blue print stage to actuality, such as the centrifugal Spradisk and the Meter Miser sprayers, the machining of the various components was entrusted to the skilled hands of Lee Crouthamel, Charley Jones, Joe Mallozzi (before being promoted to Assistant Supervisor-Packaging), Dave McInnes (now retired) and Robinson himself (before he was promoted to a Supervisor). These men also worked at various times on Lineguard for Dwight Buczkowski.

The excellent state of preservation enjoyed by the exterior and interior surfaces of the premises, as well as Company equipment, is due to the vigilance and expert brush work of Art Carter, Bob Godorecci (now custodian of Office Records), Jim William-

son and Bob Murray.

Pride of workmanship, which prevails throughout the Maintenance Department, has always been the chief factor in sustaining the high morale of the little group known as "the carpenters". Even the most ordinary hammer-and-saw jobs are as carefully done as those requiring ability in cabinetmaking which these men are frequently called upon to do. You'll find no "catseyes," bent and sunken nails, or open-seam joinery even in the so-called rough work turned out by Phil Baum, Lou Fox, Al Cassel and the quiet, efficient Wolfgang Burlein.

With its numerous tanks—both for storage and for manufacturing, its thousands of feet of piping, its scores of fixtures, equipment and other items fabricated from metal that are used in the chemical industry, it is only natural that skills in metalcraft and welding would be needed at Amchem. These skills are supplied by master "torchbearer" Mac McKenzie and the

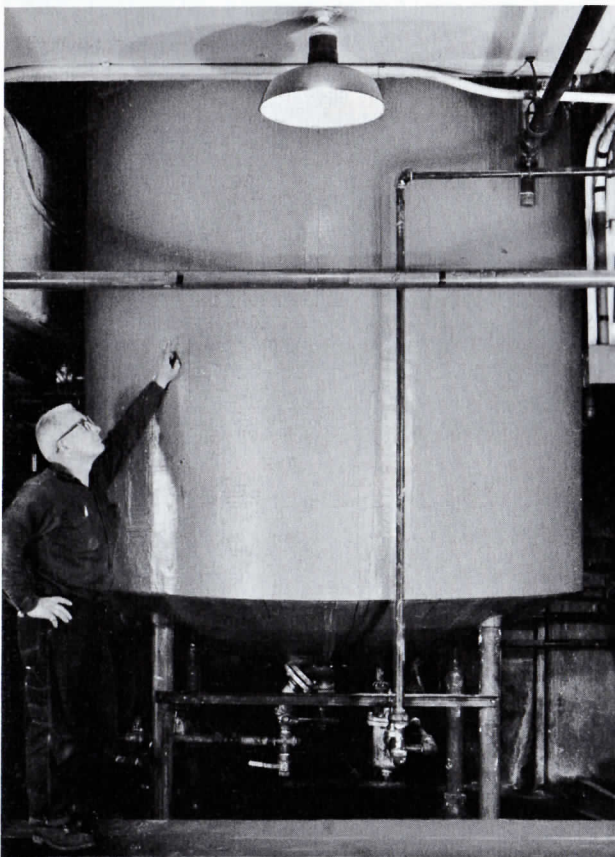
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HARRY BAILEY



RAY ROBINSON



(Upper left): Top of reactor tank extending into upper floor in Building #14. (Lower left): John (Yogi) Baranowski indicates where tank goes through ceiling into upper floor. Tank was transported into the building and completely installed ready for operating by Maintenance Shop personnel. (Above): General view of Maintenance Shop as seen from Supply Room.



Maintenance Shop Personnel. Back row: George Blattner, Ed Thompson, Abe Scheingold, Stan Blichasz, Mac McKenzie, Art Carter, Wolfgang Burlein, Al Cassel, John Heckler, Bob Murray, Stan Clayton, Phil Baum. Middle row: Steve Sprowles (Summertime employee), Bob Taylor, Bob Godorecci, Lee Crouthamel, John Rawling, Joe Feckno, Charley Jones, Lou Fox, Bill Cole. Front row: Wally Dragani, Al Lear, John Baranowski, John Gaines, Don Nuss, Leroy Smith, Jim Williamson, Eddie Ruth, Joe Rocco, Teddy Sosnowski. (Missing: Jim Tindall on military leave of absence.)

MAINTENANCE *continued from page 15*

recently arrived Abe Scheingold, while the metalsmithing itself is entrusted to the pleasant and capable George Blattner.

"Call the electrician" is almost as common an expression around Amchem as "when's pay day?" For "call the electrician" can mean pushing the panic button for someone to fix anything from a blinking ceiling light or a lazy clock to a power failure. Those who respond to the panic button are Wally Dragani (complete with chevron), Joe Feckno, Don Nuss, Bob Taylor, John Rawling and—if short-handed—Assistant Supervisor and Chief Electrician, Stan Clayton.

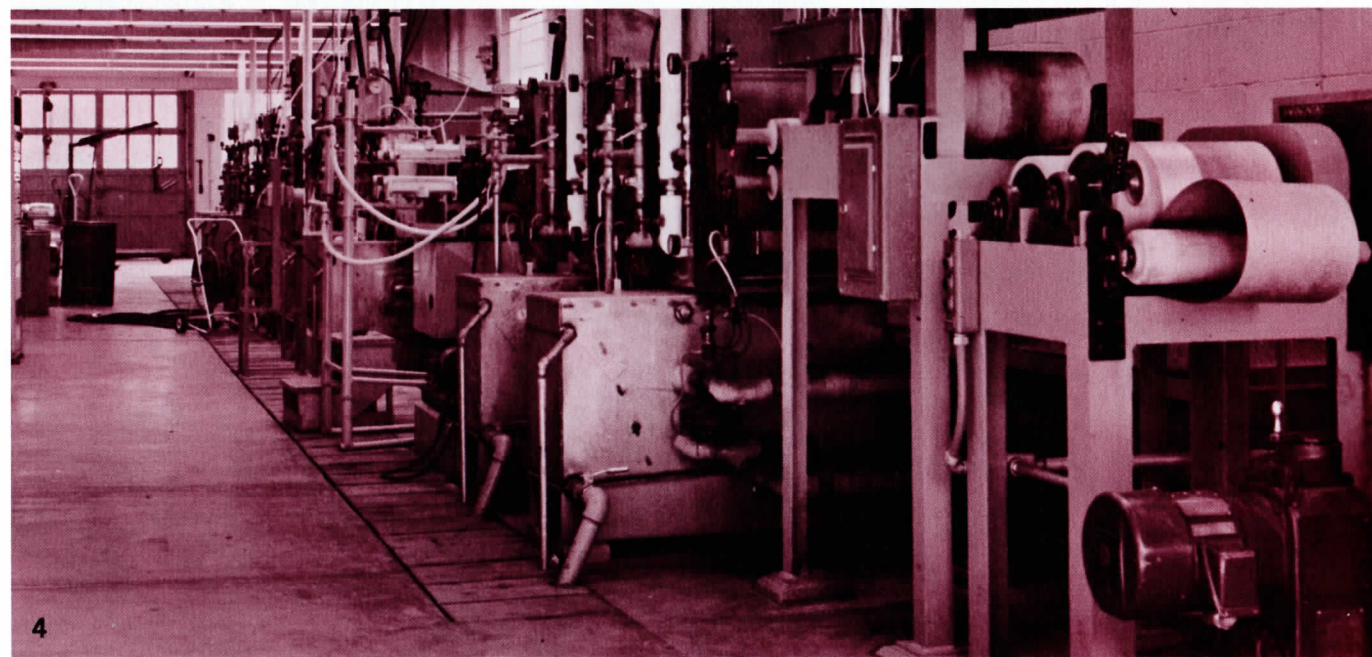
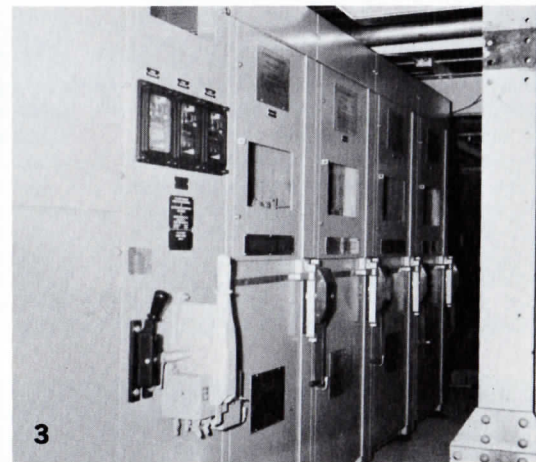
In addition to the run-of-the-mill jobs, this group also does the intricate wiring for Amchem's delicate and highly sensitive electronic equipment as well as the conventional work of wiring Amchem buildings during their

period of construction.

To back up this wide assortment of work, a large inventory of supplies has to be available for immediate use. To this end Amchem maintains a stock of items equivalent to a first class hardware store—perhaps not in depth, but in variety. No proprietor of a commercial enterprise could manage his establishment any more efficiently than Amchem's Ted Sosnowski runs the Maintenance Department's storeroom.

Eleven years ago the editor of the ACP NEWS (the name of this publication at that time) wrote: "ACP (Amchem) is proud to have excellent lawns and shrubbery around the offices and plant. Expert care has been applied to turf and plantings and the Maintenance Department excels in keeping the lawns and hedges in perfect condition . . ." This same tribute is just as deserved today as it was then,

Continued on page 24



Products of and installations by the Maintenance Shop: (1) Lineguard® automated control for chemical baths. (2) Al Lear holds one of the Meter-Miser® sprayers for dispensing lawn weedkillers. (3) Switch gear installation in #5 Building. (4) Pilot strip line with 16-inch chem-coater built (excluding electronic components) and completely installed by Maintenance Shop personnel.

Another Guess Who



The frilly attire and the bangs have long since disappeared. But as an adult our subject still displays a keen appreciation for things sartorial, particularly as they relate to color harmony, where his sense of combining different tints, tones, shades, etc., excels. The silk-like bangs, too, may have inspired his later interest in things hirsute; and with this observation you have an excellent clue to his identity. (Answer in next issue of AMCHEM NEWS.)

Nagle's Son Commissioned

Bruce M. Nagle, son of Mr. and Mrs. Melvin T. Nagle of 519 W. Eighth Street, Lansdale, has been commissioned a second lieutenant in the U.S. Air Force upon graduation from Officer Training School (OTS) at Lackland AFB, Texas.



Lieutenant Nagle, whose father is employed in ACD manufacturing, was selected for OTS through competitive examination. Subsequently he was assigned to Chanute AFB, Ill., for training as a weather officer. At present he is attending the University of Utah, Salt Lake City, where he is studying meteorology for one year.

The lieutenant received his B.S. degree in mathematics from Westminster College, New Wilmington, Pa., in 1966. (AMCHEM NEWS, July, 1966.)

Hope in a Hungry World

With the phenomenal growth in world population—from 1.3 billion in 1887 to 2.6 billion in 1957 and a projection indicating 6 billion people in the year 2000—a corresponding increase in food production is vital.

According to a copy of *INDUSTRIAL NEWS REVIEW*, "in the matter of food production, the United States has become the shining hope of the world for the simple reason that it has demonstrated what modern technology can do to increase the productivity of the land."

The *INDUSTRIAL NEWS REVIEW* furnishes us with this additional information: "Free enterprise agriculture, coupled with revolutionary advances in the development and use of machinery, chemical fertilizers and pesticides, has produced dramatic results. Take but a few typical crops. Corn production in the 1925-29 period approximated 26 bushels per acre. In 1965, it was estimated at 72 bushels.

"Wheat yield per acre went from about 14 bushels to 27. Cotton production has trebled in the last 30 years. Milk production per cow has nearly doubled in the same period.

"In the forefront of the list of tools upon which we must increasingly depend to augment agricultural production are pesticide chemicals—the wide variety of insecticides, fungicides, weed killers, rodent destroyers, and plant growth regulators available for safe use in food production, processing and marketing."

Ribicoff Report Vindicates Pesticides

We are indebted to the same news source for the following: "Several years ago, the book 'Silent Spring' engendered widespread concern over the side effects of the use of pesticides in agriculture.

"Governmental bodies have conducted exhaustive studies relating to the use of pesticide chemicals. One of these, the Ribicoff Sub-committee, held meetings over a two-year period and produced a voluminous record of testimony from government officials, scientists and representatives of the pesticide industry. The resulting report is significant and reassuring. In the words of Senator Ribicoff, 'The committee concluded that no significant human health hazard exists today when the great benefits of disease control and food production are weighed against known hazards.'"

Gifts for Nellie



Shortly before her death, a group of her co-workers visited Miss Niblock at her home and presented her with this large assortment of gifts. Kay Gramm, International Div. took this picture which shows that Nel smiled to the end.



From "Far Away Places." Regis Moris (l), Haute Marne, France; Tran Thi Hiep (c), Bien Hoa, South Viet Nam; and Raul Arias (r), Cali, Colombia, S.A., paid Amchem a visit in early July. The three were part of a group of 41 students who toured the U.S. after completing a year's study at various high schools throughout the country.

Regis spent the past school year at Bozeman (Mont.) High School, Hiep at Yakima (Wash.) West Valley High; and Raul at Rapid City (S.D.) High.

They were on their way to Washington, D.C. and New York prior to sailing for their respective homes when they stopped at the Research Farm where the above picture was taken. They had been overnight guests of Mr. and Mrs. J. Russell McConnell, Jr., Norristown.

Mr. McConnell is a teacher at Methacton High School, Lower Providence-Worcester Township, Montgomery County, Pa. which school acted as host in this area to the touring group.

In the past year, a total of 3100 overseas students participated in this continuing educational program which is sponsored by the American Field Service.

BALM Paints Ltd.

continued from page 11

ucts account for a major share of this market. In the appliance industry the Amchem share is around 70 per cent. BALM is also Australian licensee for Sno-Flake and the Foster Coatings range of insulation protection products.

Balm Founded in 1918

The history of BALM began in 1918, when a group of British White Lead Manufacturers and Australian mine owners formed British-Australian Lead Manufacturers Pty. Ltd., to manufacture white lead in Australia. The company's name was changed later to BALM Paints Pty. Ltd. and in 1964 to BALM Paints Ltd.

In 1928 BALM became associated with ICI Ltd. of England and the Du Pont Company of America, and undertook the manufacture of DUCO automotive lacquer and DULUX enamels in 1930.

Continues Research

Since then the company has introduced a very large range of exterior and interior household and industrial finishes through a continuing programme

of local research and development and close association with leading companies overseas.

BALM operates the largest and most up-to-date paint research laboratory in the Southern Hemisphere, and two years ago produced DULUX Spruce, the world's first 100 per cent water-borne acrylic gloss house paint, after ten years of research and development.

BALM is, and has been for some years, overall market leader in the retail paint field and is also the major supplier to Australia's automobile industry.

Introduced DULON

In 1960, BALM introduced to this sector of industry, DULON Acrylic Lacquer, with its outstanding properties of durability and high gloss and colour retention.

The large number of new products already introduced and the intensity of BALM's research programme for the future mirror the fact that, while the methods are more sophisticated, the spirit of pioneering is still strong in Australia.



A section of BALM Paints Ltd. Research Laboratories and parking facilities at Clayton, Victoria, Australia. BALM has been a very successful Amchem Manufacturing Associate on that Continent for almost 30 years.

World Needs Herbicides

As reported in *CHEMICAL WEEK* magazine earlier this year, Dr. William Furtick, president of the Weed Society of America, stated that "large-scale application of fertilizers in under-developed nations will turn out to be a costly failure, unless herbicides are used as well . . . fertilizers used alone will increase weed growth and thus reduce crop harvests."

Dr. Furtick, who has contributed to *THE HORMOLOG*, ACD Research Department's scientific publication, further stated, to quote the *CHEMICAL WEEK* report, "that he has seen use of herbicides alone produce a 25% increase in some Chilean crops in recent tests with materials donated by 22 U.S. companies. And where chemical weed control has been effectively used in that country . . . fertilizers are now boosting yields even more."

It is important to note that Amchem is one of these 22 U.S. donating companies and that Ken Bridge, Agricultural Technical Coordinator, International Division, engaged in chemical weed control projects in Chile in 1963 and, in fact, wrote a four-page article on these experiments which appeared in *WORLD FARMING*, a magazine devoted to agriculture on a world-wide basis (*AMCHEM NEWS*, April, 1964).

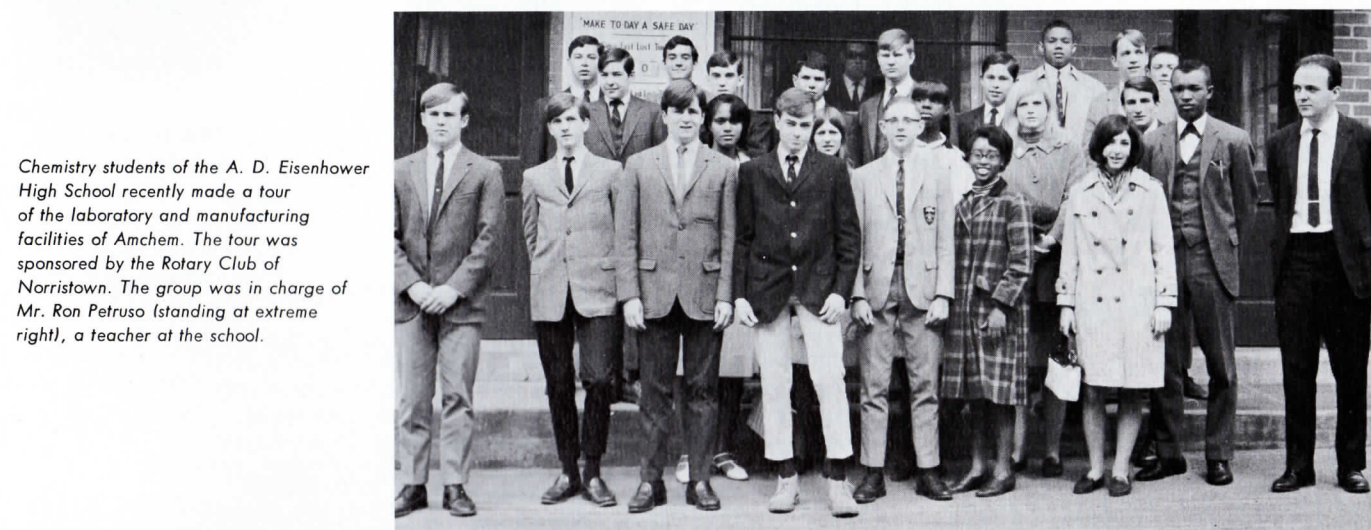
The *CHEMICAL WEEK* report also stated that "Oscar Thorp, associate assistant administrator for the Agency for International Development, concedes that AID 'has not been paying enough attention' to weed problems in its programs. Like Furtick, he feels that combined application of fertilizers and herbicide would be an ideal solution in many situations."

Returning to Dr. Furtick, *CHEMICAL WEEK* reported: "To objections that in the backward nations manpower for hoeing generally costs less than U.S.-produced chemicals Furtick rejoined that such fieldwork is the least attractive occupation available to the populations of such countries as India and Chile. There are continuing shortages of farm labor . . . because the work is both seasonal and ill paid."

Picture Potpourri



Aces group from Wissahickon High School who visited Amchem recently accompanied by their teacher, Miss Jane Senese (extreme left, front row). The group—all seniors—at the time viewed a film explaining Amchem's operations. This was followed by a tour of the Laboratories and Plant.



Chemistry students of the A. D. Eisenhower High School recently made a tour of the laboratory and manufacturing facilities of Amchem. The tour was sponsored by the Rotary Club of Norristown. The group was in charge of Mr. Ron Petruso (standing at extreme right), a teacher at the school.



The friendly little set that works for Tex Waldrum, Manager, Mechanical Research, at Kulpville, presented him with a beautifully framed enlargement of a photograph that shows him in a helicopter Spru-Disk® rig. Front row, left to right: George Honer, Gerald Barba, Jim Johnson. Back row, left to right: Paul Bishop, Louis Toro, Bob Schultz, Dodi Pfizenmaier, Jim Gradel, Tex, and Al Martin.



The Day Marion O'Neill Left. George Russell and his Engineering Department personnel assembled in front of office for group picture on Marion's last day at Amchem. She was Department's secretary. Left to right: Merv. Hubbard, Bill Gift*, Russell, Marion, Fred Unger, Chuck LeKites*, and Tom Kurtz. (*no longer with Amchem.)

Amchem Service Awards Presented to English Licensee



Executives and Staff of A.H. Marks & Co. Ltd., Wyke, England, Amchem's manufacturing associate of agricultural chemicals in England, who were presented Amchem Service Awards by J. O. J. Shellenberger, Vice President-Director of Marketing. **Sitting (l to r):** Messrs. J. Walker, J. Norris, Miss E. Horsley, Mr. Shellenberger, Mrs. Marks, Messrs. J. England, R. R. Smith, B. Turner. **Standing (l to r):** Messrs. A. McGraw, B. Bullen, G. R. Naylor, E. Tiffany, J. Dunn, P. Sheffield, A. Simpson, E. Priestley, R. Joice.



Jack Taylor Hands Out an Orchid

IT IS CHARACTERISTIC of Jack Taylor, ACD Sales Manager, always to give credit to those who deserve it most.

An instance of this happened last April when a tank car of Amiben, on its way to Amchem from the manufacturer, was reported by the railroad to have been lost. Anyone familiar with the Amiben situation this season knows how important it was to locate the car as soon as humanly possible.

When the car was finally located, brought into Ambler, and the Amiben shipped out immediately, Jack was the first to express his appreciation for a job well-done by Plant personnel. He conveyed his feelings

in a memorandum to M.B. Turner, Vice President-ACD General Manager, with carbon copies to Chairman Romig, W. Graham Smith, Vice President-Director of Manufacturing, and Dick Rockstroh, Smith's Assistant.

ROCKSTROH's acknowledgement of the Taylor gesture took the form of a detailed account of the proceedings which we hereby publish.

"Jack Taylor:

"We appreciate the commendable intent of your April 26th note to M. B. Turner concerning a particular tank car of Amiben. Considering the purpose of your note, I believe it would be worthwhile to outline the circumstances in somewhat more detail.

"During the week of April 10th a tank car of Amiben was 'lost' en route to Ambler. Our Traffic Department spent many hours during the week hounding the railroad in an attempt to get the car to Ambler.

"As late as 3:00 Friday afternoon the 'official final word' from the railroad was that it could not possibly be delivered to our plant that night. Our 'official word' then was that Saturday work would not be necessary. Then, at 4:15 P.M. Friday Jim Roberto received a call from the railroad advising that there was a slight possibility that it could still be delivered. However, it still seemed quite unlikely. At 4:30 P.M. he received another call advising that the tank

car would probably be here that night.

"Based on this information as well as the concern that there could be a general truckers' strike the following Monday morning, we of course wanted to do everything possible to get this Amiben packaged and en route to customers.

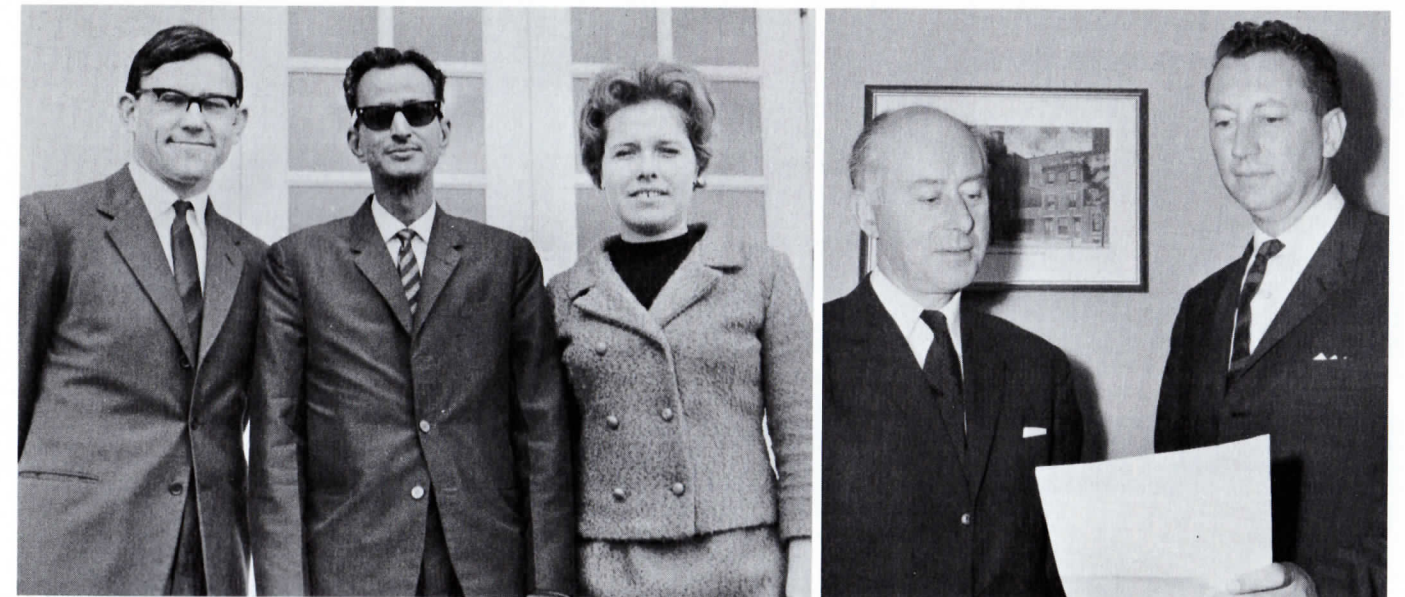
"When Jim advised me at 4:30 of the latest development, I called Ray Collmer who arranged to have Packaging Department personnel available Saturday morning as well as the necessary personnel from the Receiving Department for handling containers, Maintenance Department for hooking the tank car up, and the Ag Lab for inspection of the Amiben.

"All of these departments co-operated well, as has been characteristic throughout, so that the Amiben could be packaged rapidly. In addition, Jimmy arranged for specific truckers to carry loads of Amiben from here on Saturday.

"AS YOU CAN SEE, there were many departments involved. While this particular incident gave us an opportunity to comment on the co-operation and conscientious attitude of our plant supervision and employees, this type of performance occurs daily. We appreciate your recognition of this performance."

(Signed)

Richard K. Rockstroh



Visitor from India. Mr. L. S. Mirle (l), Works Manager, Agromore Limited, Bangalore, India, paid Amchem a visit this past spring to study Amchem's formulating equipment and discuss manufacturing problems with ACD Laboratory personnel and the Company's Engineering Dept. During the absence of Ken Bridge, Agricultural Technical Manager, Amchem International Division, who was overseas at the time, John Lampitt (l), Agricultural Technical Coordinator and Roberta Long, Ken's secretary, were happy to act as hosts in conducting Mr. Mirle through Amchem's new Agricultural Division's Research Building at the Farm, where this picture of the trio was taken.

Councilman from England. Richard E. Shaw, Manager, Metal Pre-treatment Products, ICI, Slough Bucks, England, accompanied John Geyer, Ass't. Mgr. MCD, to the May 18th meeting of the Northampton Township Board of Supervisors. Mr. Shaw, as Councilman of the Royal Borough of New Windsor, Berkshire, England, expressed a desire to observe American local government in action. John as former Supervisor of the Township obliged. ICI is an Amchem licensee.

AMCHEM FIRST

continued from page 9

held in Chicago earlier this summer. He was selected from a nationwide list of marketing executives. The presentation was made before a gathering of 1000 leading personalities in the Agricultural industry.

The Award annually honors the person who has made the outstanding contribution of the year to the marketing of Agricultural products. In Turner's case it was for the Soybean Production Manual project.

In accepting the award, Mr. Turner stressed the important part agricultural chemicals have played in helping to bring about more efficient farming. He traced the remarkable development and growth of Amchem's Agricultural Chemical Division and emphasized the importance of Amchem's continuing research program in the development of new and improved products. In closing he pointed out the challenge that faces all companies marketing agricultural products to the farmer and stated that, if success is to be accomplished, every company must re-assess the customers' needs each year, as well as their own skill in performing the functions of marketing.

Patents Issued to Amchem Personnel

Dr. Frank Precopio, Amchem's Technical Director, has reported that patents have been issued to Robert (Bob) Beatty, ACD Technical Assistant to Chairman Romig, John E. (Tex) Waldrum, Manager, Mechanical R&D, and Raymond J. (Ray) Robinson, Supervisor, Maintenance.

Beatty's patent covers a process for preventing or minimizing "lodging" in small grains—millet, oats, rice, rye and wheat. Lodging is the bending over or falling down of plants. It is particularly troublesome in plants growing in dense masses with a deficiency of light. It is caused by the formation of weak etiolated stems (those which have become white or bleached), which, in turn are caused by rank, dense plant growth.

The Waldrum-Robinson invention is a rotating lawn sprayer nozzle that

dispenses weedkiller droplets of a size which may be varied by changing the diameter of the discharge openings. This is the nozzle on Amchem's now widely accepted Meter-Miser® sprayer.

The application was filed on March 5, 1965 and issued April 11, 1967. Many NEWS readers have seen these sprayers and a few even have had the opportunity of using them. For those who are not familiar with the Meter-Misers, there is a picture of them, in conjunction with the Maintenance Department story, on page 16.

Vice Pres.-Finance Naylor Honored

Raymond M. Naylor, Vice President-Finance has been appointed General Chairman of the 1968 Appeal for the Convocation Hall, Chapel and Conference Headquarters buildings at Ursinus College, Collegeville, Pa.

In commenting on the appointment, the YMCA NEWS, Norris-

town, stated: "Mr. Naylor's acceptance . . . is evidence of his conviction that this project offers the Churches of the Conference an opportunity to make real and tangible their sense of mission in the field of Christian higher education."

Introducing New Members of the Amchem Stork Club

LAURA ELIZABETH DAY
February 28, 1967
Father: Thomas Day, Jr. (MCD Research)

MICHAEL JAMES SOARES
June 8, 1967
Father: Joseph Soares (Production, Fremont)

And the following members not published in last issue of AMCHEM NEWS
TERENCE MICHAEL FEATHER
January 22, 1967
Father: Edwin Feather (Purchasing)

JOEY HINRICHS
December 26, 1966
Father: Shelby Hinrichs (ACD Sales)

JULIETTE HESSION PAGE
March 2, 1967
Father: Donald Page (International)

DANA TOMLINSON
December 4, 1966
Father: Paul Tomlinson (MCD Sales)

TONI ANN VARSACI
December 21, 1966
Father: Anthony Varsaci (Accounting)

JEFFREY LEROY YOUNG
December 31, 1966
Father: LeRoy Young (Shipping)



"A rose by any other name would" be a tree, according to Frank Risolia, O.M. at Fremont. This "tree" bouquet of one dozen roses was Harold Wendorf's way of saying, "Welcome back" to Wanda Graves, Secretary, Fremont upon returning from vacation in California's "Big Tree" country. Harold is Fremont Plant Manager.

ATLAS NEWS Features Foster Products

The ATLAS NEWS, external publication of Atlas Preservative Co. Ltd., Erith, Kent, England, has given excellent publicity to several Benjamin Foster Company products. Atlas is the manufacturing licensee for Foster in the United Kingdom.

Among the Foster products publicized in the ATLAS NEWS is "Foamglas" cellular glass insulation. A photo shows this product being laid on the eight-acre roof of the Vehicle Assembly Building of NASA's John F. Kennedy Space Center, on Merritt Island, Florida, the world's first operational spaceport.

ATLAS NEWS tells us considerable

quantities of Foster products for thermal insulation were used throughout the building: as a seal vapor barrier on the chilled water lines, to seal laps on all duct work and piping, as a high velocity duct sealer on all high volume air ducts, as a coating on all chillers, i.e., cold air collectors, to seal laps of vapor barrier ducts, as internal buck joints of all duct working installation, to prevent condensation from penetrating joints, and with the "Foamglas" used on chilled water lines and fittings.

The same issue of the magazine devoted an illustrated page covering application methods for various Foster products.

Poush, Purdy Awarded Amchem Scholarships

Richard Poush, 1079 De Kalb Pike, Center Square, and David Purdy, 310 Llewellyn Road, Ambler are this year's recipients of Amchem four-year scholarships.

Two scholarships are awarded each year by the company to outstanding chemistry students in the graduating class at Wissahickon High School (one to the student who intends to major in chemistry at college, the other to the student who intends to pursue a career in agriculture.)

The winners are selected by a committee composed of members of Wissahickon's faculty, and are encouraged to engage in summer employment at Amchem during their undergraduate days at college.

At Wissahickon, Poush, who has enrolled as a chemical engineering major at Washington and Lee University, Lexington, Virginia, was a member of the track team and the Junior His-

torians, a student group which discusses current and past history.

He resides with his mother, Mrs. Alice Hammell, and his stepfather at the De Kalb Pike address.

Purdy was a 1967 National Merit Scholarship finalist, a member of the National Honor Society and the School Forum. An outstanding photographer during his four years at Wissahickon, he contributed hundreds of photos to various school publications.

He is attending the National Science Foundation at the Albert Einstein Medical Center, Philadelphia, this summer. He has been working on projects concerned with Protein Amino Acid sequence DNA and Drosophila.

This fall he will attend Johns Hopkins University, Baltimore, Maryland, where he will major in bio-chemistry.

He is the son of Mr. and Mrs. Edmund Purdy with whom he lives.

Along the Party Line

On the Road to Recovery: We have word that TONY VARSACI, who has been confined to his home for several months since his release from the hospital, is showing marked progress in his recovery from a serious back operation.

Our venerable retiree and former Vice President, F. P. SPRUANCE, SR. made a rapid recovery from surgery and is again in our midst.

Mr. and Mrs. James Harvey Gravell Naisby, the delightful couple whose picture appeared with their two children on page 3 of our April issue of the NEWS, have announced the arrival of J.H.G.N., Jr. on the 27th of that month. He weighed all of 8 ozs. 3 lbs. at birth. Mr. Naisby; as

you probably know already, is the grand nephew of Amchem's founder, the late James Harvey Gravell.

The Naisbys live in Morristown, N.J.

Ferndale Merger: MARGE CLEES of the Office staff and PHIL ANDERSON of the Lab made it Mr. and Mrs. Anderson, June 10th.

Kind-to-Kittens: CONNIE MURPHY, Ferndale switchboard, adopted three abandoned two-day old kittens found in the Ferndale delivery truck. Ray Neilson says they're "doing well under her TLC."

Borough Beautician: ANN LUCAS, MCD, has been appointed to the Ambler Plan-

Continued on page 24



Packaging Champions: (Standing) Tom Tedesco (II), Jim Ambrosia. (Sitting) Fran Cram. Missing from picture—Helen Davies.



League Officers 1966-1967 Season: Andy Kepich (rl, President; John Rawling, Vice President.



High Triple Score: Earl Seiz (who tied with Wil Evans).



Product Performance, Runner-up: (L to r) Nate Giorgio, Andy Kepich, Sue Davis, George Brumbaugh, Tony Serratore (Stand-in).



225 or Better Club: (Standing) Carl Meyers, Frank Markley, Brumbaugh. (Sitting) Seiz, Dave Dean, Dick Reeves.



Hickok Belt and Buckle—High Single Over Average: Frank Markley (235).



Amchem's Answer to TV's Rowan and Martin: Comedians Serratore and Piacitelli.



Swinging Partners to the fast tempo of a hot combo. Full speed ahead on full tummies after delicious dinner.



Women's High Average Winner is happy, smiling Fran Cram (143).

Packaging Takes Bowling League Play-off

Trophies Given at Banquet

PACKAGING, first half winner, won the Amchem Bowling League championship in a play-off with Product Performance, the top team in the second half of the split season, at the Flourtown lanes, May 1.

Individual and team trophies were presented to members of both teams by League president Andy Kepich at the annual banquet held at Forrest Inn, Ambler, May 12. Members of the Packaging championship team were Fran Cram, Helen Davies, Jim Ambrosia and Tom Tedesco. Bowling for the runner-up team were Kepich, George Brumbaugh, Nate Giorgio,

Doug Blosser, Sue Davis and Sam Firman.

Other individual trophies were awarded for outstanding performances during the League season as follows: Women's high triple, Helen Davies (489); women's high single, Sue Davis (161); women's high average, Fran Cram (143). Men's high triple, Earl Seiz (585); men's high single, Wil Evans (249); men's high average, Blosser (165). It is worthy of mentioning that Evans, in addition to bowling the highest single game also tied with Seiz for three-game high and with Blosser for high average. Since there were no duplicate prizes in the case of ties, and having already won a trophy, Evans voluntarily relinquished

his right to toss a coin with Seiz and Blosser for the other trophies.

Election of officers for the 1967-68 season preceded the awards. Kepich was re-elected president; Phil Baum, vice president, Marian Calamaro, treasurer; Sharon Noble, secretary. The latter three succeeding John Rawling, Jim Ambrosia and Doug Blosser respectively.

A combo provided music for dancing which followed.

The banquet committee, consisting of chairman Kepich, Miss Calamaro, Marie Balestrieri, Miss Davis, John Heckler and Eric Binns, is to be congratulated for arranging a most enjoyable affair.

In Memoriam

Nellie Niblock

It is with sincere regret that we report the death of Nellie R. Niblock, Accounting Department, on June 5, at the Silverstream Nursing Home, Penllyn Pike, Spring House. Miss Niblock had been in the employ of Amchem for 39 years before retiring last December. She was 70.

She was born in Ambler, the daughter of the late Harry and Mary Ruch Niblock. Her sister, Mrs. Ada Lower and the latter's daughter, Miss Nellie Lower, with whom Miss Niblock lived at 222 N. Spring Garden, survive. She is also survived by a brother, William R. Niblock of Coral Gables, Fla.

Funeral services were held June 8, at the Davis Funeral Home, Ambler, followed by burial in Union Cemetery, Whitmarsh.

Over the years, Miss Niblock was probably Amchem's most popular female employee. Her cheerful disposition, kindness and keen sense of humor endeared her to young and old alike.

Up until her retirement, we doubt if she ever missed either a Company or department sponsored social event, and was always the first to make a donation to the usual list of charity and similar type appeals. She is keenly missed by all her former coworkers.

Her niece, Miss Lower, is secretary to Dr. Richard Reeves, MCD Technical Director.

Carl O. Jordan

We also regretfully announce the death, on May 11, of Carl O. Jordan, an employee of Amchem's Sno-Flake Division since 1946. At the time of his death, Mr. Jordan worked in the Ferndale Plant. To his wife, Mrs. Alvina Jordan we offer sincere sympathy.

Condolence

We offer our sincere sympathy to Paul Tomlinson, MCD Sales, and the other members of his family on the death of his father, Arnold, earlier this summer. The deceased was an Ambler resident for the past 25 years.

Welcome to Our New Employees

Hired since the last issue of the AMCHEM NEWS and prior to July 1, 1967

NAME	HOMETOWN	ASSIGNED TO
PAUL C. ALLEN, SR.	Clinton, Iowa	Production
FRANK W. ARMEY	Omaha, Neb.	ACD Sales
PAUL J. BAGLIANI	Pennsauken, N.J.	ACD Lab
NEIL B. BARON	Cheltenham, Pa.	Engineering
JOHN J. BRINGUS	St. Joseph, Mo.	Production
JOANNE CAHILL	Norristown, Pa.	Personnel
SHERON G. CHRISTENSEN	Salt Lake City, Utah	ACD Sales
CHARLES G. CONTI	Lansdale, Pa.	Receiving
GEORGE E. DENTON	Penndel, Pa.	Shipping
DARLENE DETWEILER	Lansdale, Pa.	Inventory
ROBERT M. DRYDEN	Media, Pa.	ACD Farm
PAUL B. FLEMING	Cheektowaga, N.Y.	Eastern Sales
KEVIN B. FLOWERS	Penllyn, Pa.	PMO
PATRICIA FOSTER	Maple Glen, Pa.	International
ARMIN H. FURRER, JR.	Milltown, N.J.	ACD Research
ALFRED H. GORTON	Ambler, Pa.	Mail Room
ANDREW J. HAMILTON	Philadelphia, Pa.	MCD Research Lab
STANLEY L. HARRISON	Philadelphia, Pa.	Anal. Research Lab
STANLEY M. HERZOG	St. Joseph, Mo.	Production
DIANNE HEYSE	North Wales, Pa.	Accounting
RONALD J. JOHNSON	Penllyn, Pa.	ACD Production
STERLING H. JOHNSON	Penllyn, Pa.	Receiving
CHARLES J. KORDICK	Schaumburg, Ill.	MCD Sales
FRANK L. LEATHERS, JR.	Camanche, Iowa	Production, Clinton
VINCENT E. MCGOUGH	North Wales, Pa.	Construction
ANTHONY R. MACRI	Des Moines, Iowa	MCD Sales
LOIS M. MACK	Norristown, Pa.	Engineering
GAIL L. OTTEY	Ambler, Pa.	Accounting
LORETTA J. PETERSON	Roslyn, Pa.	Plant Manager's Office
FRANKLIN E. PROUD	Clinton, Iowa	Production
ROBERT J. REINER	Philadelphia, Pa.	MCD Development
WALTER L. ROBERTS	Warminster, Pa.	MCD Research
WILLIAM J. ROSSI	St. Joseph, Mo.	Production
MARIO G. SANCHEZ	Hazel Park, Mich.	Plant
MICHAEL SEBELL	Detroit, Mich.	Plant
GEORGE SIGLIN	Ambler, Pa.	Maintenance
JOSEPH R. STRAIN	Philadelphia, Pa.	Accounting
JAMES O. STOUT	St. Joseph, Mo.	Production
CARL H. THOMAS	Mainland, Pa.	Mechanical Development
EDISON R. THOMPSON, JR.	Ambler, Pa.	Maintenance
WILLIAM C. TOMLINSON	Ardmore, Pa.	IBM
VIRGINIA L. TOWNS	Ferndale, Mich.	Office, Ferndale
BAUDEWIJN G. C. VAN DYCK	Berchem, Belgium	International
WILLIAM WALSH	Norristown, Pa.	MCD Research

Continued from page 22 Along the Party Line

ning Beautification Commission to devise ways to improve the appearance of the borough's business district.

★ ★ ★

Future Hostess Hosted: PAT DELP, Walt McLaughlin's gal Mon-Tues-Wed-Thurs-Fri, off to air hostess school in Kentucky

at end of this month. Dinner and gifts by co-workers made her takeoff from Amchem a happy experience.

★ ★ ★

Art Dahl is back and looks fine! He wishes to thank all his friends who remembered him with visits and get-well cards.

MAINTENANCE Continued from page 16

and the one who was responsible for the "expert care" then is the same person who attends to these landscaping chores today—Bill Cole.

For the time being Jim Tindall is lending his mechanical skills to Uncle Sam, and just before we go to press, the name Edison Thompson has been added to the Maintenance personnel roster.

Its performance record, its con-

venience, its work load, and its high standard of workmanship more than justifies the size of the Maintenance Department. Also, its esprit de corps and loyalty should be the envy of any similar department in any other company. Harry (Bailey) and Ray (Robinson) are more than proud of the Department's accomplishments. They repeatedly say so — and Management expresses the same sentiments.