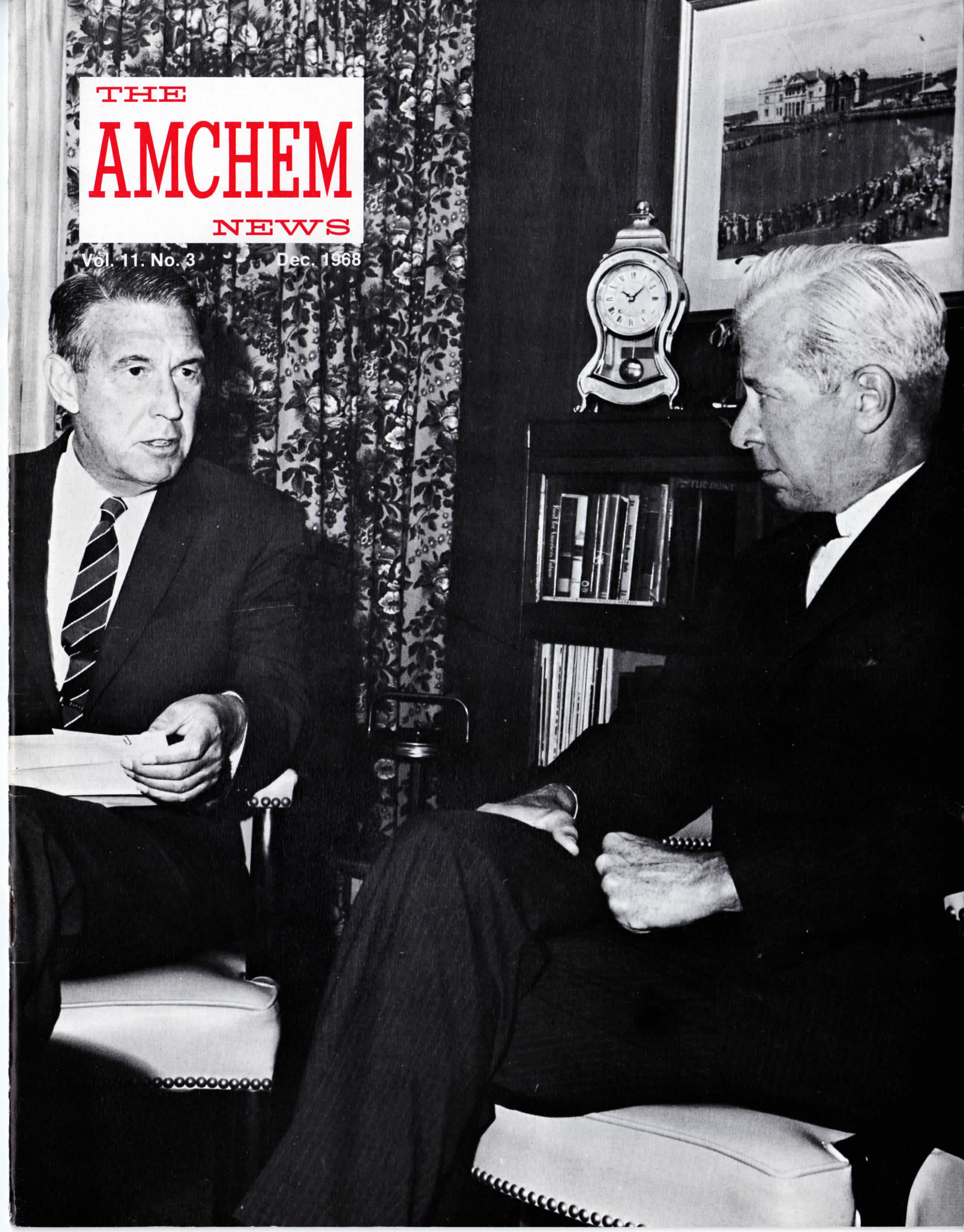
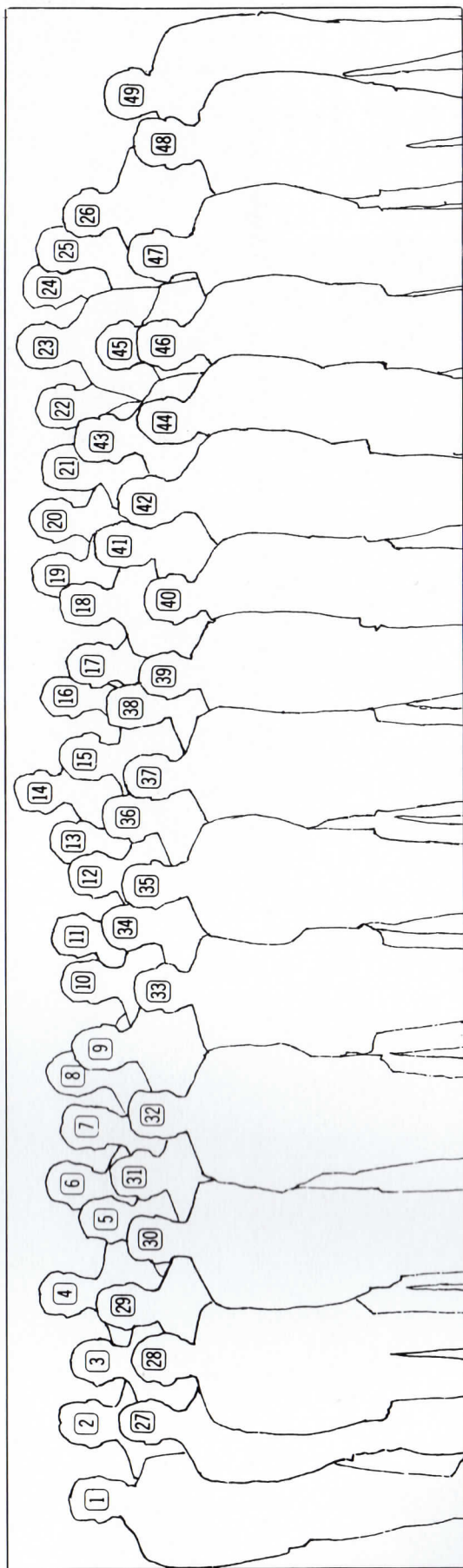


THE
AMCHEM
NEWS

Vol. 11, No. 3

Dec. 1968





Officers and Other Executives of Amchem and Rorer following luncheon on August 13

1. Stanford N. Fertig (A); 2. Richard F. Reeves (A); 3. Gordon V. Moyer (R); 4. F. P. Spruance Jr. (A); 5. John A. Fiedler (R); 6. J. W. Delanty (A); 7. Nelson H. Reavey Cantwell (R); 8. Wayne P. Ellis (A—Ben. Foster Div.); 9. John H. Geyer (A); 10. Rudolf Grun (A); 11. Jack P. Taylor (A); 12. F. E. Wilson (A); 13. M. B. Turner (A); 14. Paul R. Adams (R); 15. Alfred Douty (A); 16. G. Barry Rorer (R); 17. Warren E. Weston (A); 18. Albert Marsili (R); 19. Harry S. Vila (R); 20. W. Graham Smith (A); 21. Anson R. Cooke (A); 22. Robert R. Smith (R); 23. Benjamin Foster (A—Ben. Foster Div.); 24. Richard K. Rockstroh (A); 25. John D. Breen (R); 26. Robert W. Buggeln (R); 27. George A. Russell (A); 28. Jack M. Price (A); 29. John Valiant (R); 30. Harry T. Treace (R—Richards Mfg. Co.); 31. Claude J. Newhart (R); 32. Raymond M. Naylor (A); 33. John W. Eckman (R); 34. George W. E. Foster (A—Ben. Foster Div.); 35. Gerald C. Romig (A); 36. Eugene A. Snyder (A); 37. Gerald F. Rorer (R); 38. Lyle K. Slingluff (A); 39. Gordon H. Chambers (R) (Director); 40. Joseph F. Stehlik (R); 41. Hubert E. Boyden (R); 42. F. P. Spruance Sr. (A); 43. Ernest G. Szoke (A); 44. J. O. J. Shellenberger (A); 45. Frank M. Precopio (A); 46. William S. Benica (R); 47. William H. Rorer III (R); 48. Stanley R. McLain (A); 49. J. William Gannon (A).

"A" designates Amchem, "R" designates Rorer.

On Our Cover

Gerald F. Rorer (l) and Gerald C. Romig, Chairman and President respectively of Rorer-Amchem, immediately following a joint statement announcing the consolidation of the Companies on September 30. The merger culminated months of planning.

THE AMCHEM NEWS

Vol. 11, No. 3 December, 1968

Published by
AMCHEM PRODUCTS, Inc.
Ambler, Pennsylvania

in the Interest of AMCHEM
Employees and Their Families

William A. Drislane, Editor-Art Director

Summary Report on the International Division's Convention in Tokyo

一九六八年度アムケム国際会議東京大会

Amchem's 11th International Convention, held at the Tokyo Prince Hotel, Tokyo, Japan, October 29 through November 5, was one of the best ever, according to opinions expressed by the 145 delegates from the 27 licensee companies who participated in the affair. These companies are located in various countries throughout the world. The first International Convention was held in Paris in 1935.

The technical meetings, which ran for five days, were under the direction of Dr. Frank M. Precopio, Vice President-Technical Director of Amchem, Ray J. Montecino, John H. Geyer, Dr. Stanford N. Fertig, Ken Bridge and Wayne P. Ellis, and included field trips to Japanese plants and agricultural centers to witness Amchem products in action.

Among the newer products discussed at the sessions devoted to Metalworking were Granodine® Nos. 16, 38, 92, 97R, 1107R, and such equipment as Porta-Phos® and the Gravi-T-Filter. In Agricultural meetings, Ethrel, the interesting new growth regulator, was of major interest. The Foster technical sessions covered the new all-weather, general purpose mastic, "Sealfas GPM*" and a new line of OEM (Original Equipment Manufacturer) products.

Post-convention tours took the participating delegates to Kyoto and Nagoya where additional technical visits were combined with sightseeing.

Socially, the Convention succeeded equally well. From the opening reception party to the final banquet, the delegates and their ladies were treated to experiences which only Japan could provide. The highlight of the social events was a "Japanese Evening" sponsored by Ishihara Sangyo Kaisha, Ltd., Nippon Paint Company, Ltd., Nippon Asbestos Co., Ltd. and Nissan Chemical Industries, Ltd. where traditional and modern Japanese entertaining and dancing, as well as Japanese and occidental cuisine were enjoyed by all during a delightful evening.

A specially-planned program exclusively for the ladies, and weekend tours for all delegates provided a full quota of the sights and sounds of Japan.

Our sincere thanks go to our Japanese friends and associates for the excellent organization which did so much to make the Convention the rousing success that it was.

W. J. DELANTY

Vice President-Director of International Operations

*Patent Pending



Jack Taylor calls meeting to order followed by "certification" of delegates and introduction of Company Officers.



Places are assigned to the various "delegates" according to their respective districts.



Jack Taylor, "National Chairman," architect and director of the Convention.

The 1968 ACD National Sales Convention in Review



J. O. J. Shellenberger (l) and M. B. Turner



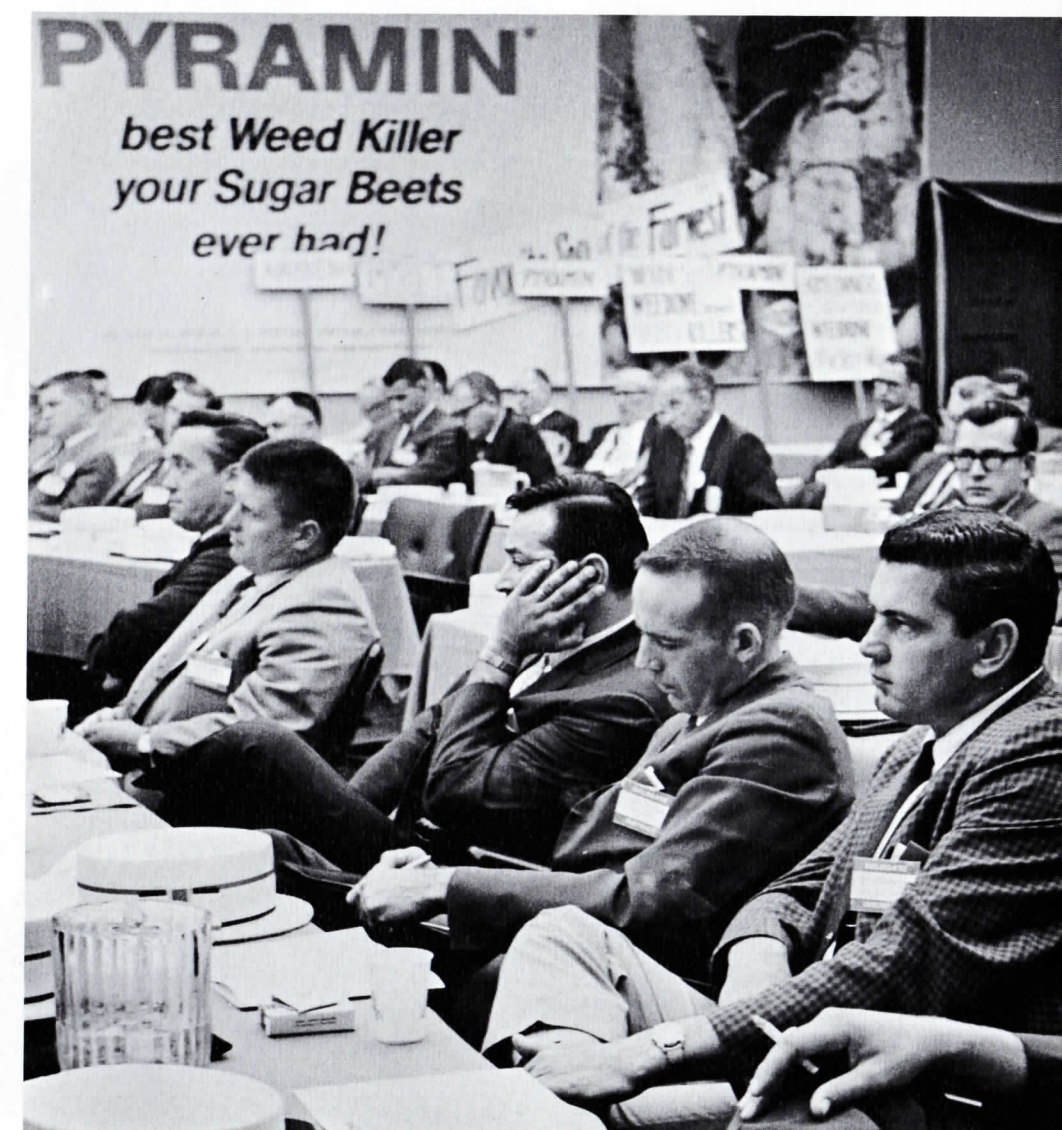
Taylor, Irv Pintcke and Turner at banquet

An awareness of the necessity for specifics in dealing with present and potential markets for Amchem Agricultural Chemicals was evidenced by the wide use of figures and statistical charts at the 1968 Agricultural Chemicals Division National Sales Convention held at Seaview Country Club, Absecon, N. J., August 25 through 30. Even when speakers occasionally deviated from their figures and charts, they cited concrete examples or case histories and showed colored slides to substantiate their statements.

The employment of such tactics, rather than resorting to generalities, is a clear indication of the unusually high degree of intelligence of the participants at the working sessions. These participants not only included marketing and district managers, but also salesmen who were called to the podium to express their views on marketing conditions in their own particular territories. All the men were familiar with the various crops grown in the areas which they cover as well as the chemicals to use and the rates and times of application that get the best results.

Present at the convention were 49 salesmen and district managers, and 15 representatives from ACD Headquarters in Ambler. Most management and corporate officers attended several sessions. Chairman Romig was prevented from attending the convention due to an urgent business call to Chicago where he contracted a severe cold.

Continued



General view of some of the "delegates" at the opening session.

Pictorial Review of Convention Activities.





A jam-packed program occupied the entire week. Appropriately patterned after a political convention, the affair had all the atmosphere of a genuine political pow-wow, with slogan-bearing placards, banners, streamers, and other significant decorative equipment helping to set the convention mood.

Taylor Introduces Officers

The working sessions got under way at 9:15 on Monday, August 26, with the introduction of Company officers by Jack Taylor, ACD Sales Manager. Jack was followed by Vice President-Director of Marketing, J.O.J. Shellenberger, who welcomed the "delegates" and proceeded to outline the reasons for the Rorer-Amchem merger. He then gave a brief history of Amchem and predicted a bright future for the Company.

In the absence of F. P. Spruance, Jr., Vice President-General Manager MCD, who was the unfortunate victim of an automobile accident, Jack Price, MCD Sales Manager, explained the new sales set-up in his Division and how it has resulted in increased sales.

Executives Address Meeting

Following Price were Gene Snyder, Vice President-Purchasing, who spoke on "Pricing Philosophy and Trade Relations"; Vice President-Finance, Raymond Naylor whose topic was "Why Profits"; Warren Weston, Director of Marketing, International Division, whose address was "International Organization and Need for Liaison"; W. Graham Smith, Vice President-Director of Manufacturing, who talked on "Plant Facilities and Planned Expansion"; and finally F. E. Wilson, Corporate Director of Personnel, who chose as his subject "Primary Responsibilities of the Personnel Department to ACD Sales."

The "Keynote Address" made by ACD Vice President-General Manager M. B. Turner was largely in the form of a tribute to the fine efforts of the ACD Sales Force and its Managers, which have resulted in the outstand-

ing success of that division.

District Managers' Reports

Succeeding sessions during the week covered District Managers' reports on all ACD products, with the result that by the end of the week the "delegates" had a first-hand knowledge of the performance of these various products, in all the different regions of the country, on the respective crops on which they were applied. Those participating in this part of the Program were Frank Sherwood, Irwin Pintcke, Jim Farrell, Hal Collins, Bob Crump, Emory McKeithen, Joe Paulson, Jim Dewlen, Phil Watke.

"The Lawn and Garden Platform" was presented by Dick Barnes, who explained his well-organized marketing plan for 1969.

Chisholm Presents Farm Program

Farm Market Manager, Dan Chisholm, whose product line is the volume and money-making leader in ACD, revealed an extensive marketing and promotional program for farm chemicals next year. Plans call for a continuance of the popular and productive "Soybean Clinics," with a total of 70 scheduled for the coming season, and an intensified schedule of Farmer Meetings conducted by ACD Salesmen frequently assisted by national champion soybean grower, John Reiser, Jr. Both types of programs will promote sales of Amiben.

John Kirch introduced his Industrial Marketing "Platform" consisting of direct, fact-filled reports on the effectiveness of the various weed and brush-killers in the industrial areas where they were applied by the sales personnel. Those taking part in this segment of the program were Sheron Christensen, Dick Bailey, Walt Smith, Jim Dewlen, Milt Nunn, Warren Teel and Kirch.

Stoddard Introduces New Sprayer

Dave Stoddard, ACD Administrative Assistant, who believes in directness and economy of words gave a brief talk on the new ULV Sprayer, a

sample of which was on hand for demonstration and inspection. This machine can be easily attached to a farm tractor. Inventor Tex Waldrum and his assistant Paul Bishop elaborated on the mechanical features of the machine. Paul's faultless diction and ease of delivery, due to his ministerial background, made a deep impression on his listeners.

In a prepared talk, accompanied by slides, John Kirch explained the advantages of Amchem's new Microfoil Boom, which is specially designed for mounting on helicopters for aerial spraying. The Microfoil Boom dispenses a uniformly sized droplet, a feature which was considered unattainable until now. It is another invention of our friend Tex Waldrum.

"Pied Piper" Horahan

With a bit of political convention fanfare—picture blow-ups, etc., accompanied by music—Ed Horahan attracted more attention than the Pied Piper as he strutted down the aisle, mounted the rostrum and outlined his rodenticide program. Ed's talk was brief, factual, objective.

Advertising Plans

An advertising campaign, saturating the highly productive farming areas, was presented by the ACD ad agency after a briefing of the audience by Jack Breen, Amchem's Advertising Director, and Ray Evans, ACD Advertising Supervisor. A series of hard-hitting, colorful ads and a series of radio programs will carry the Amchem herbicide message to millions this coming season.

The Research phase of the ACD operations was handled by the two talented Stans—Fertig and McLain. The latter brought out an interesting point when he stated that in his comprehensive study of soybean tolerance to herbicide applications, farmers sometimes blamed Amiben for adversely affecting their soybean crops, whereas in reality it could have been one of many other factors, including insecticide carryover. The all-impor-

tant Government clearance on herbicides, was explained by labeling expert Dick Otten.

In contrast to the 1966 ACD National Sales Meeting, the 1968 affair had a well-planned schedule of entertainment, consisting of golf, tennis, swimming, deep-sea fishing, hospitality room diversions (pool, billiards, table tennis) and an off-shore sight-seeing trip in a modern pleasure boat.

Pickens' Pep Talk

Jim Pickens, a peppery little dynamo, with a flair for comedy, from the Tru-Klemp Organization, gave an inspiring talk entitled "Multiply Your Selling Efforts by Thinking Up." It was a solid attack on the chronic disease that afflicts many salesmen; namely, an inferiority complex. A few of Pickens' antidotes are: Think important, don't let advanced age or lack of a formal education be a barrier, cash in on your maturity and experience, develop habits of perception, learn how to organize your time. In general, turn your handicaps into assets by positive thinking.

Presentations and prizes were made at the banquet, Thursday night. Maurie Turner and Jack Taylor were the recipients of gold watches donated by the District Managers and the Salesmen in acknowledgment of the fine support, encouragement, and guidance that Maurie and Jack have given the men in the field.

Architect of the ACD 1968 National Sales Convention was Jack Taylor, who with Jack Breen labored over its organization for weeks, and who deserves hearty congratulations for its huge success. Staff member Dan Shaw also deserves an accolade for his handling of details, especially the transportation problem.

More than a word or two of praise is due Breen who created the Convention theme and supplied the ideas for the exciting decorations and the other colorful "political" paraphernalia that adorned the meeting rooms. Jack was ably assisted by quiet, diligent, and hard-working Ray Evans.



Winners in Safety Contest



Shipping Department



Packaging Department



ACD Laboratories, Farm and Plant Mgr's Office



Mechanical Research



Receiving Department

Visitors to the International Division



Visitors to International Division: Mr. Phil Mussard (second from left), CFPI, Asnieres, France, with (left to right) Warren Weston, Bill Delanty, Bob Replogle, of Amchem.



Mr. Basil Tuck (l) and Dr. Herman Hamburg (r), Atlas Preservative Div. of Burma Oil, Erith, England, Warren Weston (c). Standing (l) Hugh Gehman, Bob Replogle, Amchem.



John Baranowski (l) accepts 20-year Service Award from Harry Bailey.



Ed Ruth (l) receives 20-year Service Award from Harry Bailey.



Harold Smith (r) receives 20-year Service Award from Adolf Karcher.



M. B. Turner (l) accepts 20-year Service Award from Chairman Romig.



Phil Watke (r) receives 20-year Service Award from Jack Taylor.



Warren Weston (r) accepts 20-year Service Award from J. O. J. Shellenberger.



Art Carter (l) receives 15-year Service Award from Harry Bailey.



Dick Shellington (c) receives 25-year Service Award watch from Chairman Romig. Andy Ducsik (l).



Walt Krogh accepts 15-year Service Award from Lloyd Shepherd.



Jim Dewlen (l) receives 10-year Service Award from Jack Taylor.

Congratulations!

These are the men and women of AMCHEM who have received Service Awards Emblems between July 1 and October 31, 1968.

| | | |
|---------------------|---------------|----------------|
| ★ 25 YEARS ★ | | |
| Richard Shellington | | |
| ★ 20 YEARS ★ | | |
| John Baranowski | M. B. Turner | Harold Smith |
| Edward Ruth | Philip Watke | Warren Weston |
| ★ 15 YEARS ★ | | |
| Arthur Carter | Walter Krogh | |
| ★ 10 YEARS ★ | | |
| James Dewlen | Emma Norvig | |
| ★ 5 YEARS ★ | | |
| Leila Beachman | Joseph Hudson | Ralph Kauffman |
| Peter Card | Charles Jones | Laura Palmer |
| Andy Dendler | | Mario Trillo |



Emma Norvig accepts 10-year Service Award from Ellis Stockbower.



Fern Beacham receives five-year Service Award from Gene Barger.



Joe Hudson (l) accepts five-year Service Award from Ray Montecino.



Charley Jones (r) accepts five-year Service Award from Harry Bailey.



Ralph Kauffman (l) receives five-year Service Award from Anson Cooke.

Metalworking Chemicals Division

Holds First Zone Sales Meetings



Jack Price, MCD Sales Manager, checks his Industry Summary report with J. O. J. Shellenberger, Corporate Vice President-Director of Marketing, at the Zone 3 Meeting.

MCD Sales Manager Jack Price's idea of planning individual sales meetings for each of the newly organized three marketing zones appears to have met with universal favor and success. Zone 3 launched the new venture with its meeting held June 30 through July 3 at Split Rock Lodge, Lake Harmony, Pa., the scene of the first combined MCD-ACD General Sales Meeting in 1960. Zone 2 followed with its meeting at the Lakeview Country Club, Morgantown, West Va., September 8 through 11. The final meeting took place October 27 through 30 when Zone 1 met at the Gulf Hills Dude Ranch and Country Club, Ocean Springs, Miss.

The programming of events and working sessions followed the same pattern at all three meetings. An unusually large segment of the program at each meeting was devoted to the progress reports from the various industry sales managers. These reports showed that the adoption of the industrial managerial system resulted in a sales increase in excess of 15% since

it went into effect in January of this year.

In all there were approximately 35 different presentations, reports and addresses made at each zone three-day meeting.

We had the opportunity of attending some of the working sessions of Zone 3's meeting on July 2 at Split Rock. It was most encouraging to note the increased stature of some of MCD's younger men following their promotions and their assumption of additional responsibilities. This was particularly noticeable of Zone Three Regional Sales Managers Paul Kern and Carl Stella as we listened to their astute observations from their "space capsule" to their "earth-bound" fellow participants in the MCD sales program.

"Delegating responsibilities," says Price, "gives these men incentive and objectivity. They know that both they and MCD are going places. I have supreme confidence in all of our men and feel that when further expansion demands additional sales leadership, we have personnel in our ranks ready to step up and take over."



John Geyer, V. Pres.-Assistant Gen. Mgr. MCD is expert skeet shooter. Shattering the flying saucers at Split Rock is "Dead Eye" Jack Breen, Amchem Advertising Director.



Zone 3 Regional Sales Managers Carl Stella (1) and Paul Kern report from their "Space Capsule".



General View of participants at one of the Zone 3 Sessions.



Gene Mendlow reads report from podium.



Auto Ind. Mgr. E. Stockbower.



Price and Stella "Sale" away.



O. Crisler gives progress report.



A well-deserved coffee break at morning session.

In the April 1968 issue of the News we published a story on the history and marketing of ACD's Lawn and Garden Products, familiarly known to most Amchem personnel as the "Small Package" line.

In fairness to the Metalworking Chemicals Division, we are giving MCD "equal time", for this Division also has a "Small Package" line and the marketing segment of MCD that sells this line is called the Resale and Industrial Distribution Department—the abbreviated version being the "Resale Department".

The marketing of the Resale Department's products differs widely from selling MCD chemicals to the metalworking industry, particularly the automobile manufacturers and the aluminum fabricators where bulk sales are extremely heavy.

Like the ACD Small Package line, the Resale Department's products are essentially the same as those sold in bulk, but are mostly "packaged" in quart and gallon containers. However, all are obtainable in bulk up to 52-gallon drums, with the exception of Driveway Cleaner which is sold in quantities from two to 400 pounds.

The eventual purchasers of the Resale Department's products, while numerous, use them in small quantities. These users are garages, auto repair shops, service stations, marinas or other small craft dock yards. Even the individual car or boat owner, who likes "to do the job himself", buys these items from the retail supply store. In other words, the Resale Department caters to the Aftermarket

where the products mostly are hand applied.

Organized at Neilson

The Amchem Resale Department had its origin in the Neilson Chemical Company over 40 years ago. A reorganization of the Department took place in 1964, three years after Amchem's acquisition of Neilson in 1961 (*Amchem News*, July 1961). At that time Harold N. (Gus) Oleson was named head of the Department and was given the assignment of expanding the present and developing the potential product markets under the guidance of Jack Price, MCD Sales Manager.

Marketing Procedure

There are currently 32 items in the Resale Line. These range from the multi-purpose Metalprep® 79—that removes rust and scale, destroys rust-causing contaminants and leaves metal surfaces clean—to Major Kwick®, a product for reconditioning engines. The Resale Line provides a complete list of products that help keep automobile and truck engines in top operating condition as well as preserving the life of the auto and truck bodies. While their main applications are in the automotive industry these products also have broad usage in the appliance, building, aircraft and other similar fields.

According to Oleson, these products have been written into the specifications of the various automobile

manufacturers and this information has been circulated among all car dealerships.

Ditzler Big Outlet

The Amchem Resale Department is fortunate in having the Ditzler Automotive Finishes, Detroit, Michigan, with its 17 warehouses and 1,500-jobber clientele, as its principal outlet. Ditzler is a division of Pittsburgh Plate Glass Company.

Van Dusen Aircraft Company, located in Miami, Florida, is Amchem's largest distributor of its Resale Department products to the aircraft Aftermarket. Van Dusen has 20 warehouses in different parts of the United States and its 40 sales representatives, through the use of single engine aircraft, call on every grass airfield in the country.

Because of their size and volume, the Resale Department sells directly to Ditzler and Van Dusen. To the various other Aftermarkets, it sells through 50 sales agents known by people in the trade as "commission men" or "manufacturers' reps". These agents handle, in addition to the Amchem Resale Line, such other items as auto and truck body fillers, lubricants, etc.

Oleson reports that the Aftermarket has tremendous growth possibilities, especially in the automotive industry, with its 70 million passenger cars on the road in 1967 and 80 million predicted by 1977. When we add to these figures the trucking and fleet market we can readily understand Oleson's optimism.

The popularity of marine pleasure

craft and the increase in the number of privately owned small aircraft, due to the continuing healthy state of our country's economy, should also be considered as a growing market for Resale products.

Oleson Popular with Trade

Oleson knows his Resale outlets like a mail carrier knows his route. He is a real specialist in the Resale field, having been in it since 1935, counting his time with Neilson. He has gained the respect of all his customers through his knowledge, cooperation and helpfulness. This was evident by his popularity at the International Automotive Service Industry Exhibit, the world's largest "booth show", held last February in Las Vegas Convention Center, Las Vegas, Nevada, when Gus and Jack Price represented Amchem. During this event Amchem was one of the participating sponsors of the Government Industrial Show at the Mint Hotel.

In conjunction with the Exhibit, Amchem maintained a hospitality suite at the Stardust Hotel at which Gus and Jack held the Annual Resale Department Sales Meeting for its Selling Agents.

Gus is a graduate of Wayne University, Detroit, where he majored in chemical engineering and also studied civil engineering.

With his enthusiasm and optimism, Gus should have many happy and successful years ahead of him and this portends an unlimited future for Amchem's Resale and Industrial Distribution Department (Resale for short).



(Above) Amchem Resale Department's display booth at the International Automotive Service Industry Exhibit in Las Vegas early this year. With Gus Oleson, Department Manager, is Howard Florence, a sales representative of George H. Maly Co., Chicago, sales agent for the Resale Line. (Below) Two views of the renowned Stardust Hotel where Amchem held sales meeting for Resale dealers in its hospitality suite. Sign is tallest in the world.

Gus Oleson Gets "Equal Time" for His "Small Package" Line





Merv Hubbard is a charter member.



A few of the League members and their wives enjoying the banquet festivities.



Jim and Mrs. Thirsk



Frank O'Brien (l), League champ and first half winner, receives trophy from Ralph Lelii.



Dick Otten (l), runner-up, also had season's low gross (37), accepts trophy from Lelii.

Another Successful Golf League Season Ends

By JIM THIRSK, President, Amchem Golf League

Although marred by the untimely death and consequent loss of Tom Kurtz, an ardent golfer and tireless contributor to the League, another successful season was enjoyed by the Amchem Golf League.

Each year an effort is made to improve employee relationships. This year we invited girls capable of swinging a club to join the League. Three of Amchem's prettiest turned out in the persons of Sue Davis, Product Performance, Frances O'Brien, ACD Sales, and Darlene Detweiler, ex-Accounting. The League now has over 50 active members.

The season opened April 29 on the usual cold, windy Spring day and closed August 26 to end a beautiful summer of golfing.

The Annual Tournament, with 19 participants, was held Saturday, September 21, with the following taking honors: 1st, Walter Krogh — Net 72; Nate Giorgio — Net 74; Ralph Lelii, Pepe Rocco, Babs Serratore all tied for 3rd with Net 75s. High scoring honors for a low handicap golfer went to Jake Landis during a 9-hole match and it was not unusual to hear Jake complain of an Excedrin headache after this incident.

The Annual Golf Banquet was held at Forrest Inn on Saturday, October 19, arrangements nicely managed by George Brumbaugh, Ed Rodzewich and Ralph Lelii, with Jim Thirsk as M.C.

Trophies were presented to the following golfers: Flight #1: Dick Otten — 1st Half Winner; Frank O'Brien — 2nd Half Winner. Play-off: Winner — Frank O'Brien — Net 42; Runner-up — Dick Otten — Net 43. Flight #2: 1st Half Winner — Jake Landis; 2nd Half Winner — R. Naylor. Play-off: Winner — Jake Landis — 38; Runner-up — R. Naylor — 39. Flight #3: 1st Half Winner — Merv Hubbard; 2nd Half Winner — Chi-Chi Rodzewich. Play-off: Winner — Merv Hubbard — 44; Runner-up — Chi-Chi Rodzewich — 50. Flight #4: 1st Half Winner — Tom Kurtz (deceased); 2nd Half Winner — Max Zebich. No Play-off. Trophies were presented to Mr. Kurtz's son and to Max Zebich. Flight #5: 1st Half Winner — Bob Replogle; 2nd Half Winner — Tom Rogers. Play-off: Winner — Bob Replogle — 45; Runner-up — Tom Rogers — 48. Flight #6: 1st Half Winner — J. Naudasher; 2nd Half Winner — G. Brumbaugh. Play-off: Winner — J. Naudasher — 50; Runner-up — G. Brumbaugh — 50. Flight #7: 1st Half

Winner — Paul Goetter; 2nd Half Winner — Paul Goetter. No Play-off required. Flight #8: 1st Half Winner — J. Rawling; 2nd Half Winner — Vince McGough. Play-off: Winner — Vince McGough — 55; Runner-up — J. Rawling — 65. Low Gross: Dick Otten — 37. Low Net (Gross minus handicap): Tie: Paul Goetter — 28.5; G. Fuess — 28.5.

After the banquet, a "Shell Wonderful World of Golf" film was run showing a match between Byron Nelson vs. Gene Littler at the Pine Valley C.C. in Clementon, N.J.

Your League president thanks the Officers (M. Hubbard, Secretary, Karl Weigand, Treasurer) and Committee members (M. Hubbard, K. Weigand, R. Lelii, G. Brumbaugh, J. Landis, E. Rodzewich, W. Dudlik) for helping make the season successful.

A big thanks to Ray Evans for operating the movie projector and supplying picture coverage at the banquet. Also a sincere thanks to League members who contributed to the Tom Kurtz Memorial Fund.

All League members, including myself, join in extending a special *Thank you* to Amchem Chairman Romig, Frank Wilson and Roy Eberz for their sincere interest and sponsorship. ♦



SUSAN SUMMERS

"Whatever Happened to..." Susan Summers? She Now Has Earned Over 550 Rodeo Trophies

When Susan Summers was 13 years old in 1964, her father, George Summers, ACD Sales Representative, Southwestern District, sent us a clipping from the *OKLAHOMA CITY TIMES* extolling the remarkable accomplishments of Susan in the rodeo arena. We published the story in its entirety in the April 1964 issue of *THE AMCHEM NEWS*.

We met George at the ACD Sales Convention this past August (see pages 4-9) and inquired if Susan still kept up her interest in rodeo work. George answered in the affirmative and recently brought us up to date on Susan's latest rodeo achievements. Included among these were her conquest of 15 competitors for the RCA National Finals Rodeo held in her native city; the winning of the Woodward (Okla.) Elks' Rodeo Queen Contest; the Enid (Okla.) Shrine RCA Rodeo Queen Contest; the Oklahoma State High School Queen Contest; and earning the number two spot in the National High School Queen Contest, as the Oklahoma State representative, in Topeka, Kansas, against 20 other finalists. This event is considered the "World Series" of rodeo contests, with entrants from all over the United States and Canada.

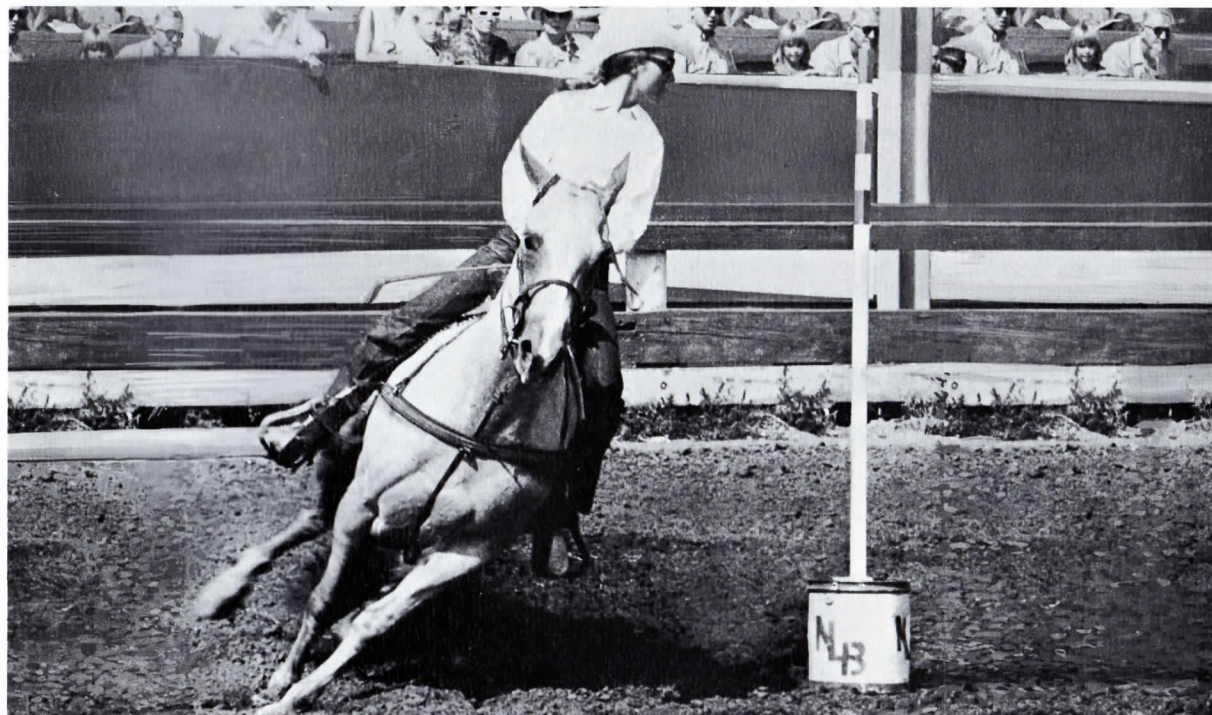
Susan also won the Doctor Walter Simon Award

as the overall outstanding member of the Little Britches Rodeo Association with a membership of 6600, at the National Rodeo Finals of this Association at Littleton, Colorado, last August.

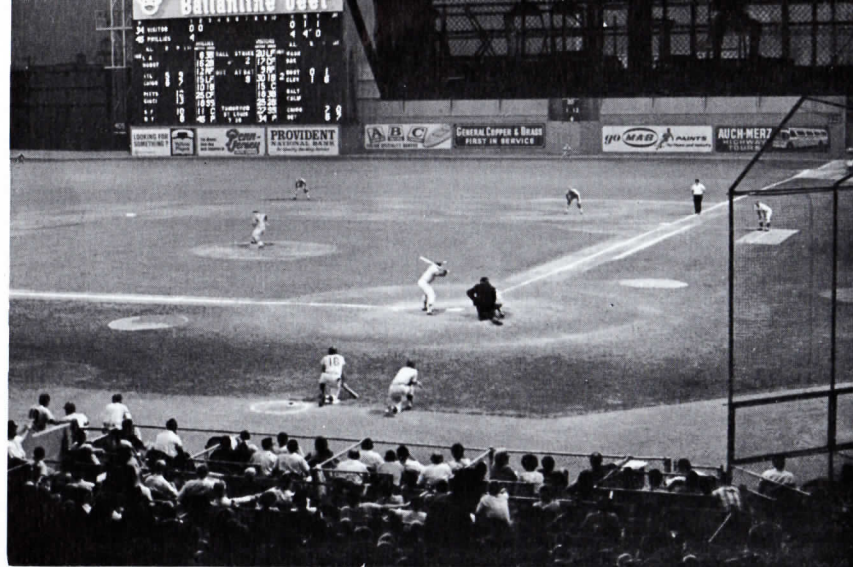
George informs us that this is Susan's last year of eligibility in Little Britches events since she has graduated from high school and is now a freshman at Oklahoma State University in Stillwater, to which she won a scholarship through her outstanding performance at the Oklahoma State Rodeo Finals.

In addition to her 550 trophies and 1000 ribbons, Susan has won monetary prizes, riding equipment—including four saddles and apparel—as well as a varied assortment of other gifts.

During her college days, Susan intends to continue her rodeo exploits in grown-up competition. Remark- ing on the early years of her rodeo career, George writes: "This has been a most rewarding phase of life that she has gone through and it's hard for her to realize that the Little Britches and High School rodeos are over for her, but she had made many friends across the country and has learned to smile whether she wins or loses, and I think this is what Dad had hoped she would learn to handle."



Susan gives expert display of riding skill at the Little Britches National Finals in Littleton, Colorado, an event which she won.



(Above) Ernie Szoke (l) and Frank Manson caught in a candid mood.

(At left) Taylor at bat; Rojas on deck in second inning.

Turnout of 135 from Amchem See Phillies Win

Three bus loads of employees took advantage of the "Amchem Special Baseball Bargain" on August 20 and witnessed the Phillies trounce the world champion St. Louis Cards 8-2 in a night game. For one dollar, an employee received a reserved grandstand seat and transportation to and from Connie Mack Stadium, Philadelphia. The remainder of the cost was borne by Amchem.

The Phillies scored four runs in the first inning, one in the second, two in the third, and one in the eighth to win the game and break a seven-game losing streak. Amchem really brought them luck! Cookie Rojas and Clay Dalrymple each contributed a home run. Larry Jackson was the winning pitcher.

The Amchem contingent was composed of employees—both male and female—from the Offices, Plant, International Div., R. & D., the Farm and Benjamin Foster Div.

Everyone who attended said the outing was an outstanding success.



Seventh inning stretch is initiated by Ruth, Dragani, Sheppard and a few others.



Fred Unger says, "Jackson all the way."



No Sale! Nobody from Amchem seems interested in "candy butcher's" cotton candy.

Bea Wendler Marries



MR. AND MRS. H. LESTER BENNER

BEATRICE (BEA) WENDLER, secretary to F. E. Wilson, corporate personnel director, was married on September 14, to H. Lester Benner. The ceremony was held at the home of the bride's sister in Lafayette Hill, Pa., and was followed immediately by a reception. Bea and Les are living at 7163 Lafayette Ave., Fort Washington.

Ann Nolan's Daughter Weds

Nancy Jean Nolan, younger daughter of Harry and ANN NOLAN, Lansdale, became the bride of Richard Boyle this past summer in a formal wedding at Trinity Lutheran Church, Lansdale. Ann is secretary to Dr. Stan Fertig at the Research Farm.

Nancy, a 1963 graduate of North Penn High and a former TWA hostess, is a secretary at Merck, Sharp and Dohme, West Point, Pa. The bridegroom, a former U.S. Air Force man with four years' overseas service, formerly lived in Wynnewood, Pa. Nancy and he are presently living in Lansdale.

Our predecessor commenting on the engagement and subsequent wedding of the Nolans' other daughter, Patricia, in the AMCHEM NEWS a few years ago wrote: "Sincere congratulations, Ann. Your intended son-in-law will have one of the nicest mothers-in-law ever." Having known Ann for these past ten years we can repeat the compliment in the case of Dick Boyle.

Hoff Hitched

DAVID HOFF, ACD Lab Technician, took the big step with Brigitte Knaack, a cutie from Warminster, in the Hershman Grace Presbyterian Church on September 14.



ACD Research confab. Dr. Anson Cooke, Director of Biological Research at the Farm, discusses the herbicide situation in the Dominican Republic with Dr. Luis M.L. Machado, of Empresas Dominicas, C. Por A. Santo Domingo, this past summer. The Santo Domingo press gave the meeting extensive coverage.

MCD Sales Trainees

Standing left to right: Glenn Schultz, Sloan Wilson, R. B. Fisher, Eddy Snow. All four are MCD Sales Trainees who recently participated in technical program at Ambler. In front are Eric Binns (l) and George Schneider, MCD Laboratories, who conducted one of the training sessions.



World Series fever hits Ferndale Plant. Amchem joined the thousands of other industrial and business firms in the Detroit area in rooting for the world champion Tigers with a booster sign.

Introducing New Members of the Amchem Stork Club

Born before November 1, 1968 and whose names were not previously published in the NEWS.

CHERIE ANN BARBA July 2, 1968
Father: Gerald Barba (Maintenance)
STEVEN WILLIAM CARD

February 11, 1968
Father: Peter L. Card (MCD Sales)
ROBERT BRUCE COLEMAN, JR.

April 13, 1968
Father: Robert Coleman (Receiving)
STEPHEN RAYMOND COONEY

July 7, 1968
Father: Raymond Cooney (MCD R&D)
ANDREW DENIS GRADEL

August 6, 1968
Father: James Gradel Jr. (Mech. Dev.)
THERESA R. HERNANDEZ

August 3, 1968
Father: Frank T. Hernandez
(Prod. St. Joe.)

KAREN ANN MOLL July 31, 1968
Father: Karl Moll (MCD Research)
MICHAEL MONTELLA May 28, 1968

Father: Richard Montella
(MCD Research)
STACEY JAMES MCKINLEY

September 15, 1968
Father: James McKinley
(ACD Research)

JAMES EDWARD PLANT June 1, 1968
Father: John B. Plant (ACD Sales)
EARL LIVINGSTON TATE

September 25, 1968
Father: Earl F. Tate (MCD Prod.)
MARY LYNNE WILLIAMS July 23, 1968

Father: J. Thomas Williams (ACD Sales)
JOHN STEPHEN WRIGHT

September 22, 1968
Father: Robert Wright (Construction)

Welcome to Our New Employees

Hired since the last issue of the AMCHEM NEWS and prior to November 1, 1968

JAMES D. ANDERSON, MCD Research;
LEE V. ANTRIM, MCD Production;
HARRY L. BAKER, Ferndale Lab.;
ARTHUR T. BISHOP, MCD Salesman;
RONALD D. BLOCK, MCD Research;
WILLIAM W. BOWERS, ACD Lab; EL-
BERT BOWLING, Clinton Plant;
SUSAN L. BOWMAN, MCD Sales;
CONCETTA BRUNO, MCD Sales;
KENNETH J. BULLWINKLE, Engineer-
ing; CHARLES J. BUEHLER, ACD Sales-
man; JOHN DAVID CASSETTY, ACD
Salesman; GERALD I. CHAFETZ, Lab
Technician.

Also ANTHONY W. COOK, MCD
Salesman; WILLIAM THOMAS DELP,
Mech. Division; FREDY A. DiMECO,
MCD Salesman; RUTH A. DiSTEFANO,
Order & Billing; MARY DOWDS, ACD
Sales; OLGA DUFFIELD, Accounting;
ALVIN D. EDWARDS, Clinton Plant;
BILLY J. GEDDIE, ACD Salesman;
RONALD T. GRAY, Engineering; LIL-
LIAN R. GREEN, MCD & ACD Sales;
ROBERT G. HARRIS, Chemist; DAVID
E. HAYNES, MCD Salesman; NOR-
MAN K. HEDRICK, MCD Sales;
DANIEL W. HOLLINGSWORTH, ACD
Sales; SHELDON D. JOHNSON, Ship-
ping; BETTY A. KEHOE, ACD Pack-
aging; DAVID R. KIRK, ACD R. & R.;
ROBERT H. KRUSE, ACD Sales;
SHARON LAUER, MCD Sales; JANE

LEIDY, ACD Sales; JOHN LEWIS, En-
gineering; BARBARA J. MAHER, ACD
Research; RICHARD J. MESSINGER,
ACD Research; GEORGE W. MILLER,
JR., Pilot Plant.

Also VIRGINIA A. NAGRANT, Pur-
chasing; MARY NEWMAN, MCD Sales;
WILLIAM E. NEWMAN, Receiving;
MARY B. PATTERSON, International;
ANGELA M. PILGERMAYER, Interna-
tional; LLOYD E. PIRCH, Clinton Plant;
EUGENE R. PROUD, Clinton Plant;
JERRY L. PRUDEN, ACD R. & D.;
DAVINA PUTZE, ACD R. & D.; DAN-
IEL RAKICH, MCD Sales; FREDY LEE
REEDY, Clinton Plant; MICHAEL E.
REINHART, MCD Sales; FRANK D.
ROSENBERRY, Shipping; JANET D.
SCHUETZ, ACD Sales; DAVID C.
SCHULZE, Receiving; EARL SPENCER,
JR., Production.

Also ROBERT STERBENZ, Ferndale
Plant; ELLA STEWIN, Office; DIANNE
K. STITH, ACD R. & D.; MARIA M.
STORTI, Order & Billing; ERNEST G.
SZOKE, Patent Counselor; WILLIAM
G. THOMAS, MCD Chemist; KEN-
NETH L. TOUSIGNANT, MCD Work-
ing; JAMES O. TOWNSEND, JR., MCD
Salesman; SHIRLEY A. TRUATMAN,
Personnel; THOMAS B. WALKER,
MCD Salesman; EILEEN WOLOS, Data
Processing; MATTHEW ZAKRESKI,
Packaging.

In Memoriam

It is with deep regret that we an-
nounce the deaths of two of
Amchem's most respected em-
ployees: Dorothy N. DiLauro, sec-
retary to M. B. Turner, ACD Vice
President-General Manager, and
Thomas S. Kurtz, draftsman, Engi-
neering Dept., both of whom died
in September.

Dorothy N. DiLauro

Mrs. DiLauro who lived at 605
Loch Alsh Ave., Ambler, had been
with Amchem since May 1946. She
was born in Col-
mar, Pa., the
daughter of
Mervin and the
late Verna John-
son. She was a
member of the
Mt. Pleasant Bap-
tist Church, Ambler. She was popu-
lar with her co-workers and fre-



DOROTHY N. DiLAURO

quently entertained them at her
home.

In addition to her husband and
father, she is survived by three
brothers, Robert, Mervin, Jr., and
Theodore, and a sister, Mrs. Leo
Saverio.

Thomas S. Kurtz

Mr. Kurtz, a resident of Trappe,
Pa., joined Amchem in September,
1964. He was a member of the Am-
chem Bowling League and Golf
League, where his cheerful per-
sonality endeared him to his
fellow-members.

He is survived by his wife, Doris,
son, Thomas A., and three brothers,
Stanley, Leon, and Andrew.

Commenting on his activities as
a member of the Golf League, Mrs.
Kurtz sent the following letter to
Tom's co-member and fellow
worker, Merv Hubbard: "Dear

Merv, Please tell the golf members
how much Tommy and I appreciate
their thoughtfulness, not only for
their monetary gift but also for the
trophy awarded Tom.

"I don't think it is necessary for
me to say how
much Tom en-
joyed golfing with
his friends at Am-
chem. I hope he
passed this mes-
sage on by his
constant 'kidding'
with the other golfers. One of my
happy memories is the good time
we had at the 1967 Golf Banquet.

"A sincere thank you for every-
one."

To the survivors of both Mrs.
DiLauro and Mr. Kurtz, as well as to
Paul Caruso, ACD Chemist, whose
father died in August, we extend
our sincere sympathy.



THOS. S. KURTZ