

THE AMCHEM NEWS

Vol. 12 No. 1

March 1969



On Our Cover

Ed Horahan, who possesses a little of the late P. T. Barnum's promotional instincts seasoned with a pinch of the flair for pulchritude that brought fame to the late Flo Ziegfeld, uses this recipe to promote the sale of his Rodenticide Department's products. Our observations are that a little "cheesecake" should attract as many customers as the "real McCoy" (containing Fumarin, of course) baits rodents. Incidentally, our attractive models are Ed's secretary, Laraine Renner (l) and Carolyn Pulli, also a secretary in ACD.

THE AMCHEM NEWS

Vol. 12, No. 1 March, 1969

Published by
AMCHEM PRODUCTS, Inc.

Ambler, Pennsylvania

in the Interest of AMCHEM
Employees and Their Families
William A. Drislane, Editor-Art Director

Are They Lost?

A clipping from an unidentified source very obligingly provided the spark that ignited a chain of thoughts on a subject which should be of primary interest to Amchem salesmen and other representatives of the Company who are concerned with customer service. We quote the clipping: "We are informed by authorities in the know—U.S. Chamber of Commerce marketing, no less—that the average life of a customer (all business considered) is three years or under. Here's why: 59% are lost through neglect, 32% are switched by competitors, 4% become poor credit risks, 2% of the customers die, 3% move out of the marketing area.

"If customers are not contacted—personally or through advertising—they soon forget the product or the store. Meantime, competitors make them feel that they are wanted; so the customers stray over to the rival's fold.

"There's nothing one can do about the last three in the table, but the upper two (91%) deserve the best treatment we can give them. Trade goes where it's invited and stays where it's well treated is an old saying, but nevertheless a wise one."

We confronted some of our veteran employees, who are in a position to know, with this interesting statistical breakdown and even though a complete analysis of all the accounts on our books would require more time than this project deserves, we have the word of these oldtimers that more than a fair share of our business comes from customers of long standing—to wit: General Motors, U.S. Steel, Bethlehem Steel, Youngstown Sheet and Tube, et al., some of whom have been Amchem patrons since the Company was founded.

It is inevitable that competition will snare some unstable clientele from time to time, but it can be fairly well established that the customers lost by Amchem through neglect are few and far between. With Amchem, satisfying a customer through good service is our creed.

Ed Ruth Is

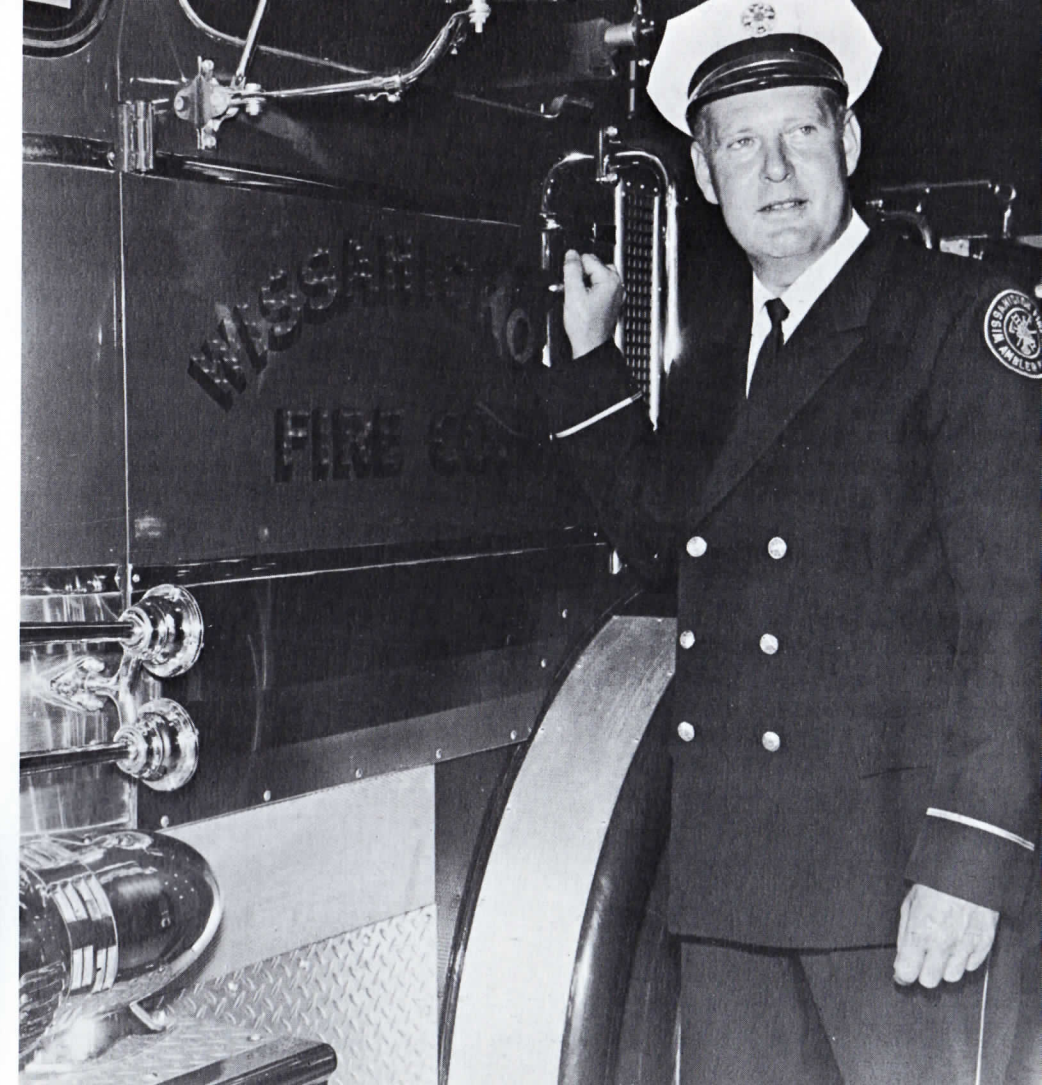
Citizen of the Week



ED THOMPSON



ROBERT APPLGATE



Ed Ruth, dressed in his Wissahickon Fire Marshal's uniform, as he appeared in Ambler Gazette.

Our local weekly, THE AMBLER GAZETTE, which, incidentally has captured quite a few laurels in State-wide competition with other newspapers, has a weekly feature that cites an outstanding area personality and names him "Citizen of the Week." A number of Amchem personnel have gained this distinction, the last one being Ed Ruth.

Ed, who is stationary engineer in charge of heat and power at the home front, earned the honor last September through his devotion to fire-fighting as Fire Marshal of the Wissahickon Volunteer Fire Company, in Ambler. Ed made the rank when he was 31, eight years ago. He was the youngest man ever to attain this status at Wissahickon.

Ed acquired his interest in fire-fighting at an early age from his late father, William, who was chief engineer of the volunteer company. When Ed was 14 he and his brother joined

the Wissahickon junior brigade, a World War II emergency adjunct to the regular company due to the scarcity of man power. From this apprenticeship les freres Ruth became full-fledged vols.

Ed has been Chief of the Amchem fire brigade since it was formed in the mid-fifties (see AMCHEM NEWS, Dec. 1958).

With his duties as Wissahickon Fire Marshal and his additional responsibilities as Fire Chief at Amchem, Ed feels it necessary to keep abreast of the latest methods in fire-fighting. That's why he has been attending fire schools annually since 1949, when he first attended the Pennsylvania State Fire School in Lewistown. In addition, he has visited firms specializing in the manufacture of fire-fighting chemicals in order to learn their effectiveness and the newest in application technique. Ed regularly conducts fire-fighting drills for the

Amchem fire brigade at which he conveys all this information to the brigade members. Two other members of the brigade are also members of Wissahickon—they are Bob Applegate and Ed Thompson.

Ruth is a member of the International Association of Fire Chiefs. As the delegate from Wissahickon, he has attended numerous IAFC conventions, including those in San Francisco, Boston and Louisville. He will also be present at this year's convention in Chicago.

The whole Ruth household is fire-fighting conscious. Ed's spouse is a member of the Wissahickon Company's Ladies Auxiliary and the couple's three daughters, Linda, 15; Judy, 13; and Donna, 8; are enthusiastic boosters of Wissahickon.

Last year, Mrs. Ruth authored a very interesting article that was given front page space in the GAZETTE. Want to guess the title? "The Wife of a Volunteer Fireman." Surprised?

Work Progresses on New Amchem Distribution Center



Partial view of area which the new Amchem Distribution Center will occupy.

An idea that had its inception away back in 1958 has developed into a reality with the building of the new Distribution Center in the undeveloped area beyond the upper end of the storage yard. The project adheres to the physical growth pattern envisioned by Amchem Management after World War II. Since the early fifties, each year has seen a gradual expansion of the Ambler facilities—including office, research, manufacturing and warehouse.

Efficiency of operation got prime consideration in the formulation of plans for the new building. Simplicity of design, function and location got top priority. Pursuant to this objective, W. Graham Smith, Vice President—Director of Manufacturing and General Manager of Corporate Facilities, obtained the services of Drake, Startzman, Shehan and Barclay, consultants in distribution and materials handling, to study the plans of the new building in relation to the requirements and economic aspects and to submit a

frank critique. The result was complete approval from these experts.

The plans specify a one-story all-masonry structure, 400 feet long by 100 feet wide, with loading dock accommodations for ten trucks. The building will parallel the Reading Railroad tracks, from which a spur will run to the rear of the building where four cars may be loaded simultaneously. Mather Road will provide another entrance to the front or truck loading side of the building.

The main reason for constructing the building is to expedite shipments and provide Amchem customers with fast delivery service. As products are manufactured and containerized in the plant, they will be transferred immediately to the new building where they will be systematically stocked all ready for fast order picking and shipping.

Among other uses of the space currently occupied by the Shipping Department in Buildings #4 and #5 will

be the central storage of raw materials. This is another phase in the streamlining of plant operations.

"Congestion occurs too frequently at the present loading site. The space was adequate a few years ago, but the increased size of trucks in recent years has presented a real parking problem at the loading platform," remarked Vice President Smith.

An area of approximately 75 x 125 feet adjacent to the new building is allotted for employee parking. And looking still further into the future, two areas at each end of the new building, 250 x 100 sq. feet and 125 x 100 sq. feet, have been designated for future expansion.

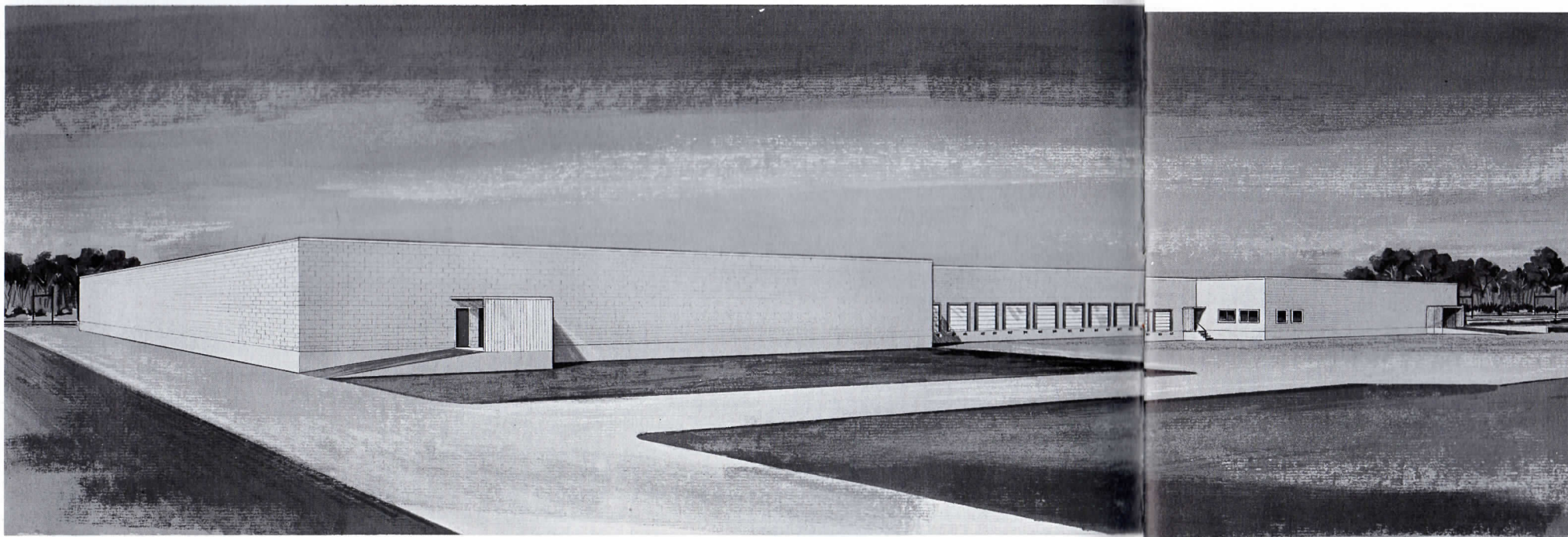
"With continued business growth, we can visualize these latter areas developing into extensions of the new building, in the not too distant future. Incidentally, the new structure will be Building No. 32 in the Amchem Ambler complex," concluded Smith.



Diehl domicile as seen from building site.



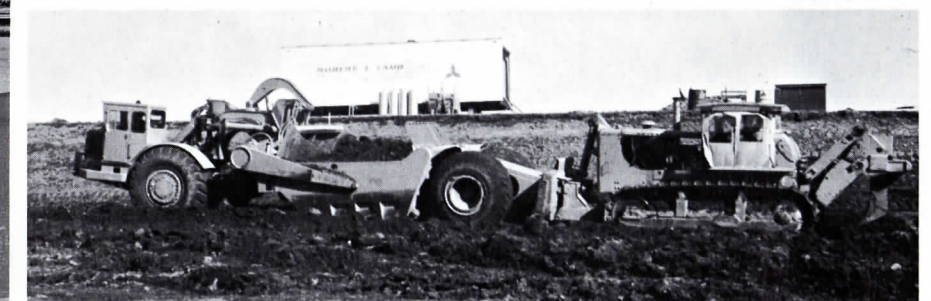
Waste water line had to be relocated.



Architectural sketch showing the front or loading side of Distribution Center. Rear of building faces railroad.



Preparation of the building site involved extensive change in the land configuration.



Various types of giant earth-moving equipment were employed in the project.

Big "Boom" at Kulpville

*Mechanical R&D
Manufacturing New
Microfoil Units
That Control Drift*

One of the nice things about ACD is that it doesn't like to see a hassle between a utility company, or other industrial user of Amchem herbicides, and a neighbor whose property adjoins a right-of-way, railroad siding or other form of industrial real estate.

The problem of drift on a neighbor's property from an aerial application of pesticides by a utility company could cause a no-holds-barred confrontation as lively as a Bill Buckley-Norman Mailer debate. So, with this thought in mind, the various ACD forces at Ambler put their respective noggins together and came up with an astonishing piece of engineering gadgetry called the MICROFOIL™ Aerial Spraying Unit that positively controls drift. The genius behind the MICROFOIL is its designer, the affable Tex Waldrum, top banana of Amchem's Mechanical Research and Development up on Forty-foot Road in Kulpville, Pa.

The Microfoil unit consists of the Microfoil Boom, a filter system and an aircraft pump. The Microfoil Boom is the piece of equipment that dispenses the weed or brush killer in a scientific manner that controls the drift. It is designed for mounting on helicopters only. It can be varied in length from 10 to 26 feet because it is composed of three- and five-foot sections which can be bolted together. There are two nozzles per foot on the boom—mak-

ing a total of 52 on the maximum 26-foot boom. Each nozzle is six inches long and contains 60 needle-like orifices, or mouths, which protrude slightly from the trailing edge. The herbicide emerges from these. Areas to be sprayed may be varied in width from 10- to 70-foot swaths by adjusting the boom length, pump pressure and flying height.

We'll not go into the operational phase or scientific aspects of the unit and we'll confine our specifications to those given in the preceding paragraph, since we're writing about sprayers we don't want to make the subject too "dry". (WOW, we'll choke on that one!).

We learn from John Kirch, Marketing Manager, ACD Industrial Chemicals, and something of an expert on brush control, that the major problem in controlling drift has been the lack of uniformity in the size of the drops as they are being dispensed from the conventional aerial sprayers. In other words, some droplets are nice, big, juicy "splats", while others are almost as fine as an aerosol mist. Now, the Microfoil produces a droplet that is nearly uniform in size. Also, the weed or brush killers don't have to be mixed with any special thickening agents, just the ordinary water, oil, or oil and water emulsion is sufficient.

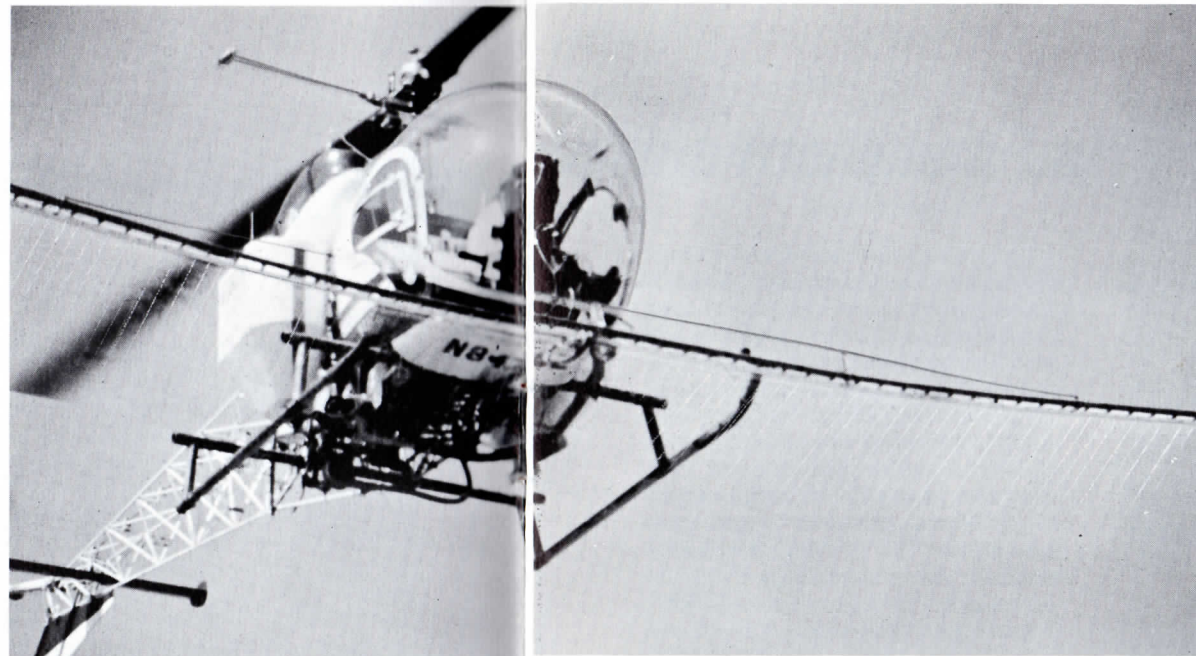
"The potential in the field of brush control is considerable", says Kirch. "On utility, pipeline, railroad, and highway rights-of-way the advantages of being able to control drift, to use conventional carriers (water, oil, or oil and water), and to hold volumes down to 12 gallons per acre or less are obvious."

Amchem is presently manufacturing and selling Microfoil units to qualified helicopter operators on a limited basis.

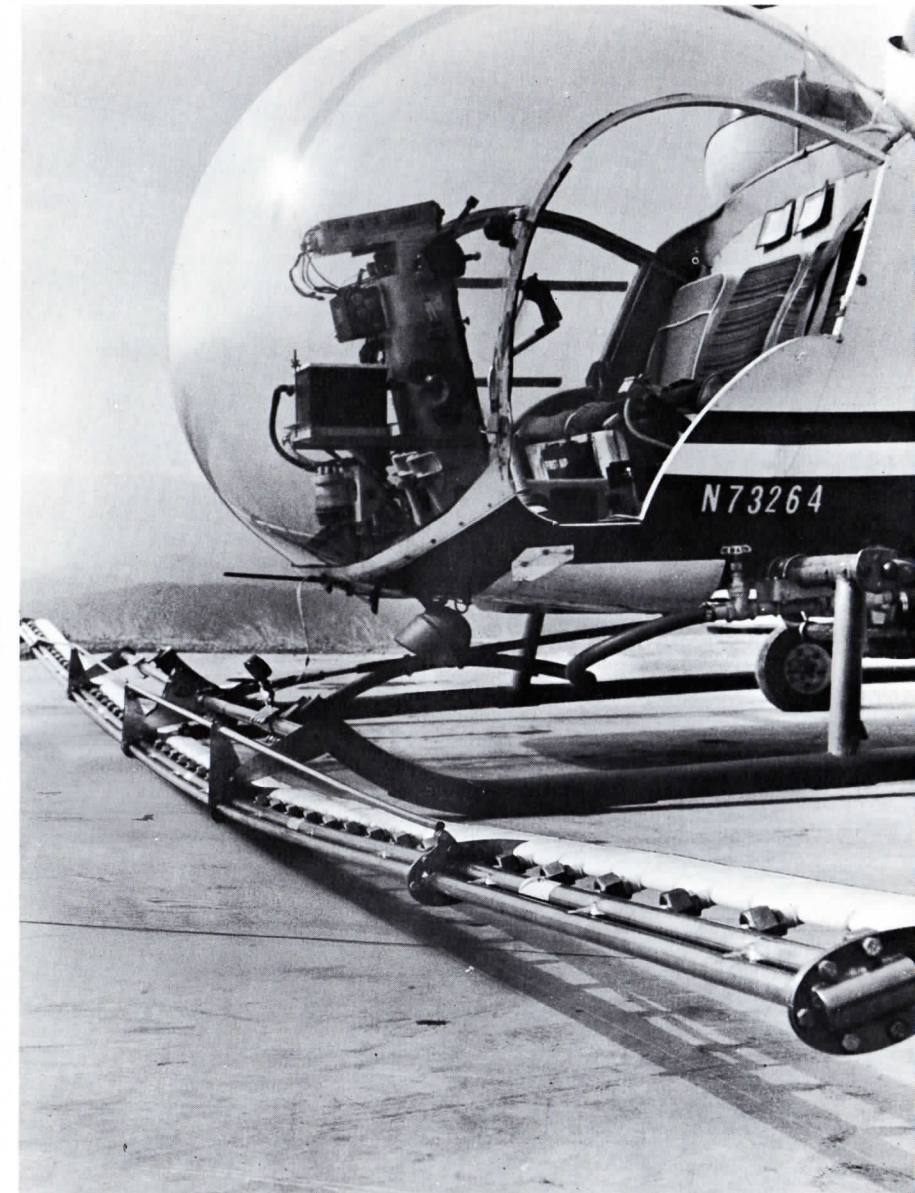
In chatting with Waldrum about the Microfoil, Tex said: "I'm really proud of this 'baby', but I'd like to give a little credit to the boys who helped me at the shop, especially Paul Bishop who was right at my shoulder from the beginning. I may have the ideas, but it takes the help of others to see them through." "Tex", we remarked, "that's a real post-game, locker room, quarterback speech."

(Incidentally, ACD has been utilizing the forensic talents of Bishop by having him deliver a paper on the Microfoil unit, which was authored by Kirch, at some of the Weed Control Conferences this past winter.)

For his inventive efforts, Tex was granted U.S. Patent No. 3,410,489, November 12, 1968.



New Microfoil Spray Boom dispenses pesticides in direct, driftless pattern from helicopter.



Boom is composed of sections bolted together. Maximum width is 26 feet.



Mechanical R & D Personnel at Kulpville involved in manufacturing the Microfoil. Back row (l to r): George Knott, Paul Bishop, Dodi Pfizenmaier, William Sell, George Honer, Gerald Barba, Ed. Metzler. Front row (l to r): Tex Waldrum, Louis Toro, Al Martin, Karl Wundschock, William Delp, Jim Johnson, Carl Thomas.

International Division Stages Its First Convention in the Far East

By John Lampitt

In choosing Tokyo as the venue for its 1968 Convention, Amchem's International Division staged this event in the Far East for the first time ever. Tokyo is the biggest city in the world. Like the capital cities of other countries it isn't really representative of Japan. It is a vast, sprawling complex centered on the ancient moated imperial palace. There are wide streets, down which race cars, buses, taxis, and trucks, apparently at breakneck speed. (Driving is decidedly competitive in Tokyo and certainly not for the faint hearted.) There are the narrowest of narrow streets in which traffic, other than pedestrian, is lucky to move at all. There are fine stores, small noodle shops, tiny tucked away gardens, beautiful shrines, busy railway stations and always crowds of people. Looking down on it all, sometimes through wisps of clouds which float about its summit, is the Tokyo Tower—a steel giant reminiscent of the Eiffel Tower, but newer (and higher). And at the base of the tower stands the Tokyo Prince Hotel—venue for Amchem's 11th International Convention, which took place from October 29 to November 5, 1968.

For International Division the Convention was the highlight of 1968 and the culmination of many months of planning and cooperation with Amchem's licensees in Japan — Ishihara Sangyo Kaisha, Ltd.; Nippon As-

bestos Company, Ltd.; Nippon Paint Company, Ltd.; and Nissan Chemical Industries, Ltd., who were largely responsible for local arrangements and organization.

The majority of overseas Convention delegates arrived in Tokyo on October 29, and in the evening of that day the formal program got underway with a cocktail party and opening reception, where delegates and their wives were also able to meet each other and renew old acquaintances. The sixty or so overseas delegates were joined by some forty delegates from the Amchem licensees in Japan.

On the following morning, October 30, all delegates gathered for the formal opening session of the Convention. A welcoming address was delivered on behalf of Amchem by J. W. Delanty, Vice President and Director of International Division, and brief addresses were given by Gerald C. Romig, Chairman and President, John O. J. Shellenberger, Vice President—Marketing, and by Dr. Frank Precopio, Vice President, Corporate Technical Director. On behalf of the host licensees, Shigeru Tada, Executive Vice President of Nippon Paint Company, welcomed all delegates to this first Amchem Convention in Japan and introduced senior officers of the Japanese licensee companies.

For the week that followed there was a full program of technical meetings, social functions and even a little free time. The Amchem staff was kept busy with general organization and running technical meetings. In addition to those already mentioned, attending from Ambler were Benjamin Foster and Wayne Ellis, Chairman and Vice President respectively of the Benjamin Foster Company, John Geyer, Vice President—Assistant General Manager MCD, Dr. Stan Fertig, Agricultural Research Director, also Ken Bridge, Ray Montecino, Walter Dudlik, Yoshiharu Jingo and John Lampitt—all from Amchem's International Division.

Gerald F. Rorer, Chairman of the recently formed holding company, Rorer-Amchem, Inc., was a special guest.

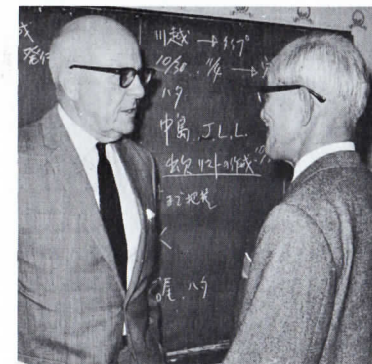
A majority of Amchem's agricultural, metalworking and Foster licensees from around the world sent delegates to Tokyo. Representatives attended from each of these companies: Japan—Ishihara Sangyo Kaisha, Ltd.; Nippon Asbestos Co. Ltd.; Nippon Paint Co., Ltd.; Nissan Chemical Industries, Ltd.; Australia—Agserve Division of Geigy Australia Pty. Ltd.; Balm Paints Pty. Ltd.; Belgium—Tecnimetal S.A.; Canada—Allied Chemical Services Ltd.; Denmark—Kemisk Vaerk Koge, A/S; Lindinger Agro Co. Ltd.; Lindinger Trading Co. Ltd.;

France—Compagnie Francaise de Produits Industriels; Germany—Gerhard Collardin G.m.b.H.; Great Britain—I.C.I. Ltd., Paints Division; A. H. Marks & Co. Ltd.; Holland—N. V. Chemische Industrie Luxan; Malaysia—Weedone Products (Malaysia) Ltd.; New Zealand—Ivon Watkins-Dow Ltd.; Norway—Edv. Bjornrud; Philippines—Marque Chemical Corporation; South Africa—Industrial Chemical Products S.A. (Pty.) Ltd.; Sweden—Bigner & Company A.B.; Gullviks Fabriks, A.B.; U.S.A.—Hawaii—Gaspro Ltd.; Hawaiian Agricide & Fertilizer Co.

Separate technical sessions were held for agricultural, metalworking and Foster delegates with one day also devoted to field trips. Besides covering established products, the agricultural sessions also covered Amchem's new plant growth regulator ETHREL, a chemical which has aroused considerable interest in overseas countries as well as in the United States. Other topics included the MICROFOIL aerial Sprayboom, the ECONO-MISER low volume sprayer for AMIBEN and WEEDAZOL-TD, the newly developed powder form of WEEDAZOL-TL.

At the metalworking sessions products featured were GRANODINE Nos. 16, 38, 92, 97R and the newly developed PORTA-PHOS equipment

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for small scale zinc phosphating. In the Foster meetings the accent was on the new general purpose mastic SEALFAS GPM and the range of OEM (Original Equipment Manufacture) products.

Agricultural delegates on the field trip on November 4 visited Nissan's Shiraoka Agricultural Research Station where Dr. T. Takematsu of Utsunomiya University gave an address on plant growth regulators including ETHREL. Delegates later toured the National Institute of Agriculture at Kohnasu, where Mr. K. Nakagawa delivered a paper on the development of rice herbicides in Japan.

The metalworking field trip, also on November 4, gave delegates the opportunity to do some sightseeing in the area of Mount Fuji en route to and from the automotive plant of Kanto Jidosha Kogyo. Foster delegates toured plant and laboratory facilities of Nippon Asbestos Company on November 4 and the following day spent a morning visiting industrial applications in the Yokohama area.

Meanwhile, the ladies were not forgotten and were provided with a varied program of sightseeing in Tokyo and the surrounding countryside. A highlight of the ladies' program was the excursion to Daibutsu—the giant bronze Buddha at Kamakura and later a cruise across Lake Hakone and visit to hot geysers on the road to Atami. Time was also left for bargain hunting in the shops of the Ginza and elsewhere in Tokyo.

On the afternoon of November 5—the final day of the formal Convention program—guest speakers addressed both agricultural and metalworking sessions. Agricultural delegates heard Dr. H. Ishikura, of the Research Council of the Japanese Ministry of Agriculture and Forestry talk on the role of herbicides in the technical renovation of Japanese Agriculture. Mr. H. Satoh of Fuji Iron and Steel Co. addressed metalworking delegates on recent

developments in the Japanese strip-line industry.

Late in the afternoon, all delegates gathered together for a final session to hear a fascinating paper delivered by Dr. K. Saheki, President of Nomura Research Institute of Technology and Economics, on the changing role of Japan in the world economic scene and particularly in Asia.

The program of the Tokyo Convention differed from previous International Division conventions in spanning a weekend. This left more time for informal meetings and business discussions between individual delegates, and also gave delegates the opportunity to join an optional sightseeing tour in Tokyo on Saturday, November 2. A further innovation was an optional post-convention program which was made available to both agricultural and metalworking delegates. In addition to giving delegates the opportunity to see more examples of Japanese agricultural research centers or industrial operations, the post-convention program also gave everyone who participated a thrilling ride on the high speed Tokkaido Railroad line and a chance to visit just a few of the many sightseeing attractions in the beautiful city of Kyoto.

The program for evenings during the Convention was hardly less busy than for daytime activities. The highlight of the social program unquestionably was the "Japanese Evening" sponsored by the Japanese licensees on Saturday evening, November 2. The evening provided delegates with the opportunity to sample a wonderful range of beautifully prepared Japanese and European foods and to see a spectacular and colorful cabaret show, skillfully blending modern and traditional Japanese music and dancing.

A very popular function was the New Zealand Wine and Cheese Party, sponsored by Ivon-Watkins Dow, Ltd. on October 31, when a magnificent

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Quarter Century of Progress Is Marked by Amchem Packaging Department

In a late issue of the NEWS we devoted some space to the marketing end of Amchem's "small package" line of ACD products. To satisfy our curiosity about how this merchandise was and is prepared for marketing, we contacted several sources — specifically, Stu Snyder, Johnny Horn, Joe Mallozzi and Don Small. We also tried to catch Russ Bishop, but he was in Las Vegas, not for any of the fickle reasons that might have drifted into your stream of consciousness, but for the express purpose of attending the Annual Conference of the Weed Society of America.

Stu Snyder was our main informant. Stu has been around Amchem since 1936; that's two years before the "Tones" first peered at prospective purchasers from the shelves of lawn and garden supply dealers. The "Tones", as some of our youthful audience may not know, is not the name of a "rock" group. The word is an abbreviation for Amchem's trio of synthetic plant growth regulators — Fruitone®, Rootone®, and Transplan-tone® — that launched the Company into the agricultural chemicals business. They antedate 2,4-D and 2,4,5-T by half a dozen years.

Stu was the chemical operator who made the first batch of these products. He also measured, packaged, labeled and shipped them. And whether it

was 2-, 8-, 12-, or 16-oz. packages or 50-lb. bags (Fruitone was sold in the latter quantities to commercial fruit growers), Stu handled them with equal expediency.

With Amchem's introduction of the WEEDONE® line of weed- and brush-killers in the early and mid-forties, an overhauling of the Amchem packaging methods was mandatory. While a corner on the ground floor of Building #1 had been adequate for packaging the "Tones" in their early years, it was now evident that the space was too small to handle the containerization and shipping of the newly discovered WEEDONE herbicides which were in immediate demand at a phenomenal rate.

As a result, new conveyor equipment for faster packaging was installed in the rear end of Building #14. This equipment was moved to its present location in the front end of the same building in 1952, the year Johnny Horn was transferred from chemical manufacturing and made supervisor of the Packaging Department.

It is interesting to note that when WEEDONE was first being packaged in Building #1, it was transported from Building #9, where it was manufactured, in a barrel mounted on a Model A Ford truck. Then for a short while both manufacturing and packaging operations were carried out in

Building #9.

Additional machinery was installed in 1954 and Packaging personnel had been increased to 18. This figure included the late Joe Gantz, who was named Horn's assistant. Others employed in Packaging at that time and who still work there are Helen Davies, Nancy (Brown) Blosser, Antoinette McBreen, Fannie Cram and Louis Serratore.

In these early but not-too-long-ago days of the Packaging Department, it was common occurrence to lay off the female help and transfer the male help to other departments during the slow season. This was only a temporary measure until the "small package" business again picked up.

However, an in-depth analysis of the manufacturing and distribution schedule of "small package" products disclosed that a stabilized packaging program could be attained and the temporary Summer lay-offs and transfers averted.

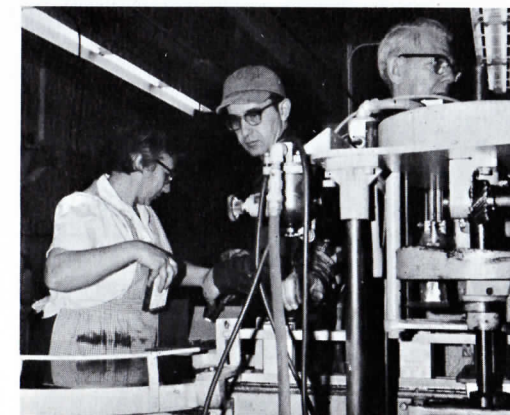
Adhering to a schedule based on the next season's sales estimates and the previous year's shipping records, a uniform year-round packaging operation was effected.

Present packaging operations, housed in their modern 4500-square foot area in Building #14, make an interesting comparison study with the pioneer, one-man packaging adventure of 25 years ago, where 8 oz.,

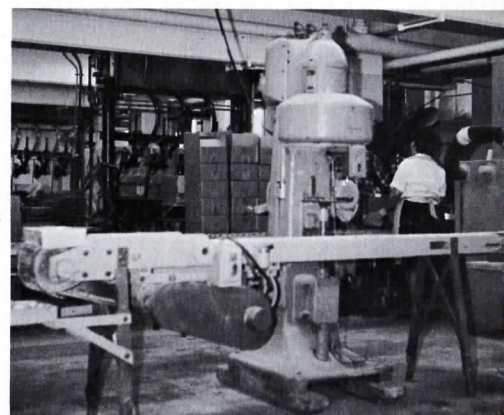
quart, and one-gallon glass jugs were hand filled at a "snail's pace". Today, electronically controlled liquid filling machines can fill 72 eight-ounce cans a minute. They can also fill pint- and quart-sized cans at the same relative rate. There are also automated machines for filling one-gallon and 5-gallon pails. Their rates are governed by the viscosity of the particular herbicide being filled at the time. There is no danger of an overflow or a void in the reservoir tanks because the liquid level is specially air controlled.

When John Horn was named to headup the safety program in January 1968, Joe Mallozzi, who had been John's assistant since the death of Joe Gantz in 1963, was promoted to supervisor of the Packaging Department and John Heckler was transferred from Maintenance and appointed Joe's assistant.

Packaging is a quiet, smooth, efficient operation characterized by an employee attitude of cheerfulness and cooperation which is at once apparent to the casual visitor. This is due in large measure to the type of supervision which the Department enjoys. It is a supervision which recognizes that the operating personnel is thoroughly capable of assuming individual responsibility in the various tasks to which each one is assigned.



Maria Rey and Jim Best pack Weedone® Brush-killer 32 in cartons ready for sealing, shipping. Leon Bolig (r) attends to automatic can capper.



General view of lid crimping machine and motorized conveyors used in filling dry formulation of herbicides.



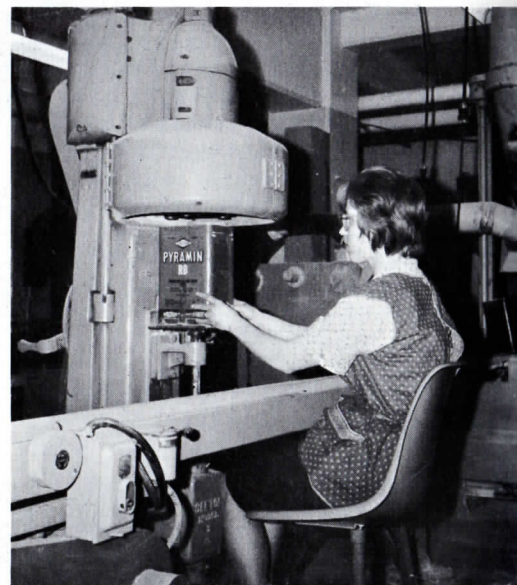
Fannie Cram feeds pint-size cans to automatic can filling machine. Machine fills 48 cans of this size per minute.



Maria Rey operating dry formulation filling machine.



Dept. Personnel: Back row (l to r): Joe Mallozzi, Melvin Kratz, Louis Serratore, James Best, John Heckler. Middle row (l to r): Hattie Landon, Maria Rey, Leon Bolig, Tom Tedesco, Don Calvano. Front row (l to r): Margaret Gagliani, Gertrude Amenth, Fannie Cram, Betty Kehoe, Ann Blosser, Helen Davies. (Missing—Antoinette McBreen, Grace Brown.)



Betty Kehoe operating crimping machine that secures metal lid on can.



Left to right: Hattie Landon, Martha Davies, Tom Tedesco, Louis Serratore and Gertrude Amenth filling jugs of Fruitone® CPA in the "Powder" room, Building No. 9.



Melvin Kratz operates jack stacker that has lifting capacity of 2,000 pounds.



Anna Hagendorf receives 20-year Service Award from Chairman Romig



Adolf Karcher (l) receives 20-year Service Award from Ray Collmer

MCD Production



Mildred Morris accepts 20-year Service Award from J. O. J. Shellenberger Marketing-Management



Bob Detwiler (l) accepts 15-year Service Award from Accounting Rudolf Grun



Bob Entrikin (r) receives 15-year Service Award from MCD Sales F. P. Spruance



Natie Giorgio (l) receives 15-year Service Award from Product Performance George Brumbaugh



Carl Stella (r) receives 15-year Service Award from MCD Sales Jack Price



Walt Hicks (r) receives 10-year Service Award from Windsor Plant Mike Murphy



Maxine McCleary accepts 10-year Service Award from ACD Sales George Sawyer



Theda Osterhout accepts 10-year Service Award from Ferndale Office Gene Barger



Les Steinbrecher (l) receives 10-year Service Award from Research MCD Richard Reeves



Illa Brustman accepts five-year Service Award from MCD Research Frank Precopio



Marie Busey receives five-year Service Award from Ferndale Office Leo Damskey

Congratulations

These are the men and women of AMCHEM who have received Service Award Emblems between Nov. 1, 1968 and March 1, 1969

★ 20 YEARS ★

Anna Hagendorf J. Mildred Morris Gertrude Scheetz

★ 15 YEARS ★

Arthur Dahl Robert H. Detwiler Robert Entrikin

Natie Giorgio Carl Stella F. Warren Snyder

★ 10 YEARS ★

Walter Hicks Theda Osterhout Edward A. Rodzewich

Lester Steinbrecher

★ 5 YEARS ★

Richard Bailey Illa Brustman Marie Busey

Barbara Coughlin John Damiano Joanne C. Freeman

Susan Gross Harry R. Johnson Carl E. Meyers

Anthony Serratore George Wolgen



Wanda Graves accepts five-year Service Award from Fremont Office Frank Risolia



Susan Gross accepts five-year Service Award from Residue Research Hirsh Segal



Harry Johnson (l) accepts five-year Service Award from ACD Sales Frank Sherwood



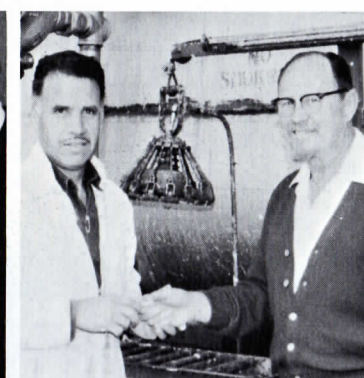
James McComan (l) receives five-year Service Award from Fremont Office Frank Risolia



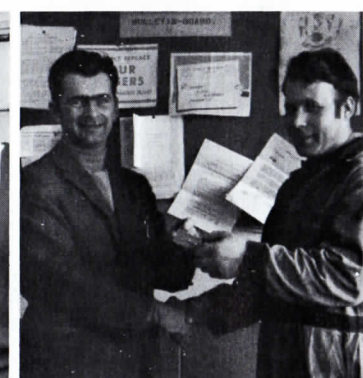
A. Serratore (l) and Carl Meyers (r) five-year recipients: W. Pistilli presenting. Construction



Laura Palmer receives five-year Service Award from Fremont Office Frank Risolia



Mario Trillo (l) accepts five-year Service Award from Fremont Plant Harold Wendorf



George Wolgen (r) receives five-year Service Award from Windsor Plant Mike Murphy



PETE RUSSELL



JACK CAMPBELL

Campbell and Johnson "Sock it to 'em"

New Filter Sock Demonstration Kit Is Sales Clincher

In the spring of 1968, Tom Bueter, MCD Sales Manager, Great Lakes Region, Zone 2, sent us a note attached to a small, rather fuzzy photo of a gadget that looked like one of Olive Oyle's stockings suspended in a metal frame. We were a bit puzzled about the contraption so we wrote for additional information. We learned from a reply, accompanied by an excellent photo taken by a professional photographer, that the gadget was a very unique piece of equipment used to demonstrate a modern, efficient method for filtering sludge (heavy residue) out of metal-working chemical baths. The proper and dignified name of the gadget is "Gravi-T-Pak* Demonstration Kit". It duplicates in miniature the filtering system used by the York, Pennsylvania, Division of American Machine & Foundry Co. AMF developed this system and uses it very successfully in conjunction with Amchem Granodine® pre-paint conversion coating chemical at York.

Several months before the Bueter communication, Pete Russell, MCD Sales, Zone 3, who calls on AMF, observed the Gravi-T-Pak Filter System in operation at AMF and noted its success, he reported his findings to MCD headquarters at Ambler.

Since the elimination of sludge in

chemical baths has been a major problem for years, the availability of the Gravi-T-Pak* system would be welcome news to others in the metal-working industry, thus reasoned the executives at Ambler, who guide the destinies of MCD. They followed up this reasoning with an exclusive sales arrangement with American Machine & Foundry for marketing the Gravi-T-Pak units in the United States and Canada.

To lay the advantages of the Gravi-T-Pak right on the executive desk or conference table, Jack Campbell, who has been appointed coordinator of the Gravi-T-Pak program at Amchem, came up with a miniature rig consisting of a knee length sock clamped at the open end to a bottle-shaped plastic funnel. This sock is made of the same woven polyester material as used in the large socks at AMF. Johnson's contribution is the frame which he designed to house the rig and which was built from scrap metal by a rack welder in the shop of one of his customers. The complete rig is portable, weighs only four pounds and can be set up instantly.

"For five weeks," Bueter said, "Myron carried his portable filter demonstration kit, plus a sludge-laden gallon of Granodine in the trunk of his

car, giving demonstrations of its filtering efficiency at every opportunity. In seven demonstrations there was not one NO!" And since that time, continued customer response has far surpassed expectations.

A piece of sales literature of American Machine & Foundry Company describes the AMF Gravi-T-Pak filtering system as "a completely self-contained, gravity flow unit designed to continuously de-sludge phosphatizing systems and other metal finishing solutions. By eliminating the need for periodic and costly downtime on production lines for sludge clean-out, Gravi-T-Pak enables metalworking firms to realize manifold savings over the cost of conventional de-sludging methods. In addition, because it provides continuous circulation and filtration of the tank solution, Gravi-T-Pak helps to improve the overall quality of the product being phosphatized or otherwise treated."

"Because Gravi-T-Pak completely eliminates the need for periodic shutdowns of collecting tanks for sludge clean-out purposes, production is never interrupted and can continue on a virtually 'round-the-clock' basis, if desired. No downtime means optimum equipment productivity."

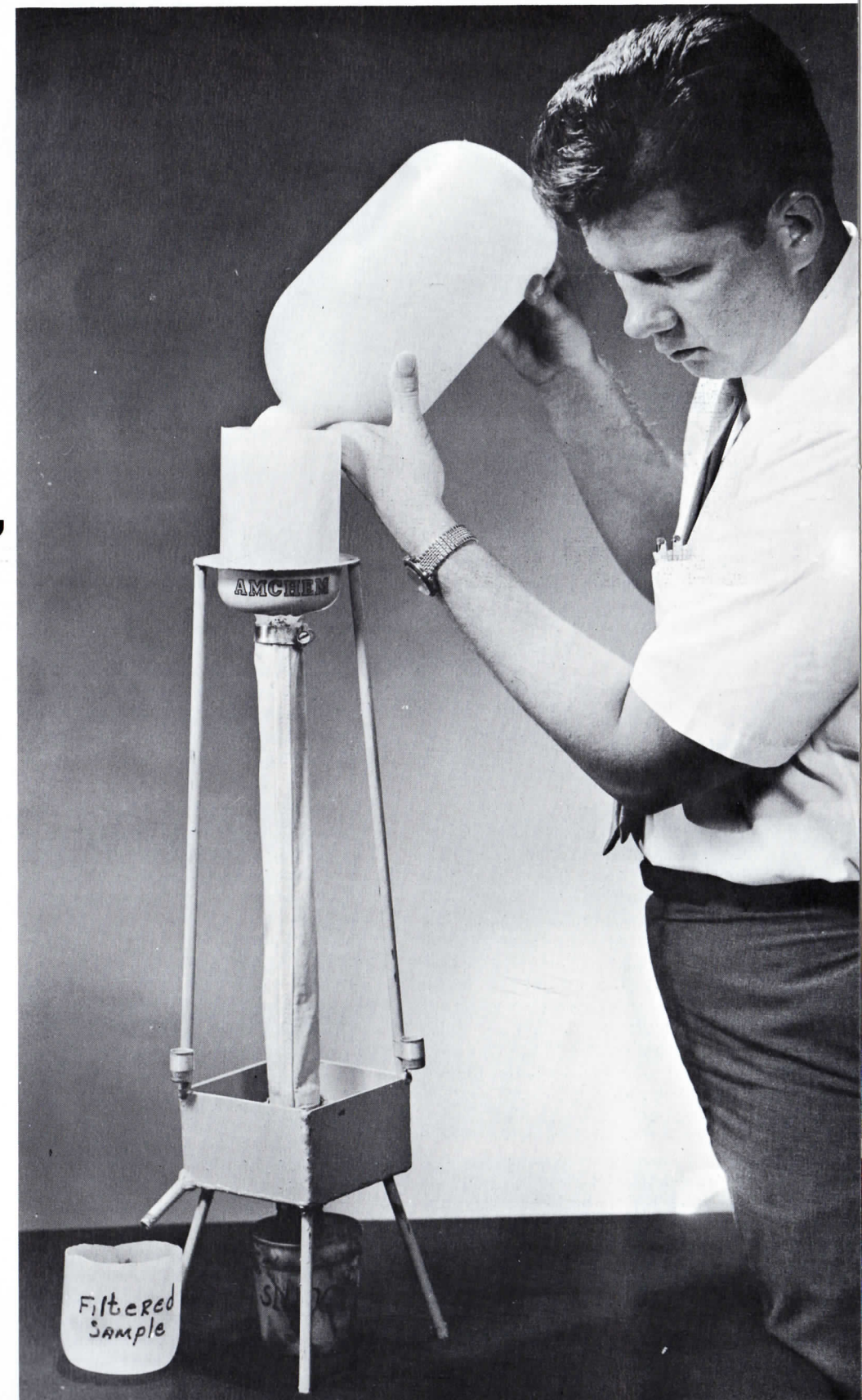
How the AMF Gravi-T-Pak Operates

"The solution with suspended solids is pumped from the phosphatizing tank into a distribution header. From there the solution flows into four g-Mesh socks which are hung vertically from the distribution header. Solids are retained within the socks, while the filtrate flows through the cloth and into an open reservoir. The clear water returns by gravity from the reservoir to the phosphatizing tank. When the g-Mesh socks are from 1/3 to 1/2 filled with solids, the phosphate solution fill-line is shut off, permitting the socks to drain. The bottom closure mechanism is then opened by raising the dump gate handle, and the accumulated solids drop into a drum, hopper or other appropriate container."

Transcending personal ambition and glory—for Myron has lent his Demonstration Kit to a number of other MCD Salesmen—are his dedication to his job, his resourcefulness and inventiveness.

At this writing, Jack Campbell informs us that improvements in the Gravi-T-Pak Demonstration Kit are being made and will be reported in a subsequent issue of the AMCHEM NEWS.

*American Machine & Foundry Co. has applied for patents on the Gravi-T-Pak system.



Myron Johnson shows how Gravi-T-Pak Demonstration Kit is used by MCD Salesman. Sludge-laden Granodine is poured into top of filter sock. Clear Granodine solution seeps through sock and drips into reservoir, then flows into container through spout. Sludge collects at bottom of sock and is released into another container.



RUDOLF STROH
Founder of Avenarius



RICHARD STROH
Senior Director
and Partner



DR. WILHELM STROH
Tech. Director
and Partner



HUGO MONDL
Managing Director
Agro



DR. PAUL JONSCHKE
Mgr. Ag. Dept.
Avenarius

Stroh Family Operates Own Business in Austria for

75
Years

To appreciate how difficult it was for our Austrian manufacturing licensee, R. Avenarius Chemische Fabrik, to survive for over 75 years, it is necessary to consider that Austria had experienced an almost continuous political and governmental upheaval, and that the country had been on the vanquished side of two major wars, during this 75-year period.

When Rudolf Stroh (1867-1950) founded Avenarius in 1894 in Amstetten, a town about 80 miles west of Vienna, the country was part of the Austro-Hungarian empire which comprised, besides Austria and Hungary, several other countries in central and eastern Europe. This empire was dissolved and the republic of Austria was created in 1918 out of the mainly German-speaking provinces of the old Austro-Hungarian monarchy. In 1938 it was incorporated by Germany into the German Reich and in 1945, after its separation from Germany, the second Austrian federal republic was established. The republic, 32,375 square miles in area, consists of nine provinces.

In addition to all the governmental instability, other adverse factors faced the Avenarius firm: Following the end of hostilities in 1945, Austria was divided for purposes of military occupation into four zones of occupation—the British zone, comprising Styria, Carinthia and the eastern Tirol (Lienz district); the United States zone, comprising Salzburg and that part of Upper Austria on the right bank of the Danube; the French zone comprising Vorarlberg and the remaining part of

Tirol; and the Soviet zone, comprising Burgenland, Lower Austria and the remaining part of Upper Austria. Vienna was similarly divided into four sectors of occupation.

Immediately after the Russians occupied their Zone, they removed considerable quantities of machinery and equipment, and seized various other properties, including the whole oil industry and a large part of the Danube Shipping Company. Further Soviet seizures in 1946 brought their total acquisitions to about 250, although in this same year, the Western powers decided to transfer the German assets in their zone to the trusteeship of the Austrian Government. In 1949 these Western countries relinquished their claims to this property altogether.

The reason for injecting the two preceding paragraphs is that the information that they contain has influenced the Stroh operations. Not only was Avenarius destroyed by bombs in World War II, but after its post-war re-establishment, the company was one of the unfortunate firms to fall into the hands of the Russians.

Undaunted by this situation, Richard Stroh and Dr. Wilhelm Stroh, both sons of the founder of Avenarius, formed a new company, AGRO Chemische Fabrik, Stroh & Co. in 1947, in Wels, which is outside the zone that the Russians occupied at that time. AGRO is an affiliate of Avenarius. Richard Stroh is senior business director and Dr. Wilhelm Stroh is senior technical director of the firm, which now employs 125 people. When the firm started it consisted of just ten



Plant and offices of Agro
Chemische Fabrik Stroh & Co.
Wels, Austria

people. This is a phenomenal growth achievement in the face of what many people would consider insurmountable obstacles, but fortitude is a Stroh family trait.

AGRO is one of the alert companies on the European Continent that early envisioned the trend towards product diversification. The company manufactures a broad line of protective coatings, including wood preservatives, synthetic resin based paints, seam and joint fillers, additives for concrete, etc. that are used in the construction and home-building industries.

Diversification brought the company into the herbicide field about ten years ago. This venture led to AGRO's association with Amchem and the firm now manufactures over a dozen WEEDONE® products under license. The Managing Director of AGRO is Hugo Mondl. In addition to WEEDONE herbicides, this department also manufactures fungicides, insecticides and other related products.

The parent company, R. Avenarius Chemische Fabrik, has its administration offices in the city of Vienna because it is in a more strategic location for conducting business with both suppliers and clients. The Avenarius plant is still located in Amstetten. This plant manufactures essentially the same products as AGRO and prides itself on being the oldest establishment in Austria devoted to the making of wood preservatives. The company's first product was Avenarius Carbolineum, a chemical compound derived from coal tar treated

with zinc chloride. Another pioneer product was Dendrin, which was used to treat orchards. These two products provided the foundation upon which Avenarius grew to a point where prior to World War I the company was supplying wood preservatives to the entire Austro-Hungarian Empire and as a result had to establish subsidiaries in Hungary and in what is now Czechoslovakia.

Despite all these adverse conditions, founder Rudolf Stroh guided the company well past its 50th Anniversary until he died in 1950 at the ripe age of 83. His sons, Richard and Dr. Wilhelm, entered their father's business early in their careers—Richard in 1919 and Dr. Wilhelm in 1927.

Amchem has had the pleasure of assisting in the training of two third-generation Strohs, Erich and Dieter, sons of Wilhelm Stroh. Erich spent several months at Ambler in 1961 and Dieter was stationed at the Research Farm in Spring House for the better part of 1967. Not only were these young men assiduous in carrying out their training programs but their ingratiating personalities gained them many friends at Amchem.

There is another third-generation Stroh, Ulrich, son of Richard Stroh who is also active in the business. When it comes time for R. Avenarius to celebrate its Golden Anniversary, twenty-five years hence, we feel confident there will be fourth-generation Strohs participating in the event.

Plant and offices of
R. Avenarius
Amstetten, Austria, as
they appear today

Amchem herbicides
manufactured and
packaged by Avenarius
and Agro





North Central District ACD Sales Personnel presented Dist. Mgr. Irv Pintcke (second from right, front row) with gold watch in appreciation of his assistance in helping each man to do better selling job. Back row (l to r): Shelby Hinrichs, Paul Cuppett, C. J. Buehler, Tom Darlington, Dick Miller. Front (l to r): Ed Suttor, Lee Kobussen, Pintcke, John Finch.



MCD Sales Trainees who participated in recent training session at Ambler. Back row (l to r): David E. Haynes, Michael E. Reinhart, Thomas B. Walker. Front row (l to r): Norman Hedrick, Dr. Richard F. Reeves (Instructor at one of sessions), Anthony Cook.



Aluminum Siding Association Highlight. This rather amusing picture was part of the Association's visual presentation at its Semi-Annual Meeting in Nassau, Bahamas, January 20. Amchem is acknowledged by the Association as a major contributor to the phenomenally rapid growth of the Aluminum siding business. John Geyer, Vice President-Assistant Manager MCD, was elected to the board of directors of the Association. He will serve until 1971. In addition to Geyer, members include officers and other executives of Alcoa, Kaiser, Reynolds, Alcan—the giants of the aluminum industry—Pittsburgh Plate Glass, etc.

Dr. Frank Precopio's Productive People

Vice President-Corporate Technical Director Frank Precopio supplies this irrefutable evidence that Amchem's expanded research program is progressing according to expectations: Patents No. 3,399,049 to Wil Evans and Tom Wood, Nos. 3,314,777 and 3,397,049 to Bob Beatty, all three of ACD Research, and No. 3,401,065 to Les Steinbrecher, Dwight Buczkowski and Pat Harrison of MCD.

All have assigned the patents to Amchem.

Beals to Conduct Own Business

Harlo P. Beals, MCD Canadian Regional Sales Manager and head of Amchem's Windsor, Ont., operations, resigned his post, January 31, to conduct his own retail business in his native Cooperstown, N.Y., an idea he had been contemplating for a long time. He took over the 100-year old McEwan Hardware Company upon his release from Amchem.

Harlo joined Amchem on June 1, 1952 as an MCD Supervisor. He was promoted to Sales Manager at Windsor, in March 1963. A year later was named Canadian Regional Sales Manager.

Appreciative Recipient of Amchem Diary

"Gentlemen:

This is to express my appreciation for the 1969 Amchem Year Book which I recently received. With the advent of a new year, this is indeed a most timely and useful gift.

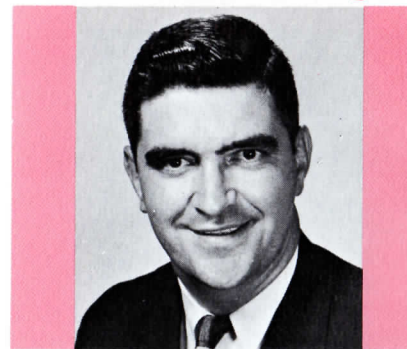
Please accept my best wishes for a very prosperous New Year.

Very truly yours,

(Signature)

Boysie E. Day
Associate Director
University of California
Ag. Experiment Station"

Paul Kern Named MCD Zone 3 Sales Manager



Paul Kern, with 14 years of Amchem service behind him, was promoted to MCD Zone 3 Sales Manager, as of January 1, a spot which had been vacant for one year and which was handled on a pro tem basis by Jack Price, MCD General Sales Manager. Zone 3 consists of the sales territories of Virginia, Maryland, Delaware, New Jersey, eastern Pennsylvania, New York and all six New England states. The appointment was announced by Price last December 3.

Paul has been a Regional Sales Manager in Zone 3 since the reorganization of MCD's Sales Department in January 1968 (AMCHEM NEWS, April 1968). He will continue to function in this capacity in addition to assuming his new responsibilities.

Paul joined Amchem in the Spring of 1955 and was assigned to ACD Sales. He transferred to the MCD Technical Staff toward the end of that year. From 1960 to 1966 he was an MCD Salesman, and in the latter year he was elevated to a District Sales Manager and subsequently Regional Sales Manager, Zone 3.

Paul was reared on the Main Line where he was a star basketball player at Lower Merion high school. His exploits on the wooden way attracted the eyes of University of Kentucky scouts who lured him to the U. of K. campus where he played a considerable amount of "round ball" for the "Wildcats," who are perennial contenders for national collegiate basketball honors.

Paul modestly makes light of his own court career, but is most enthusiastic and outspoken about the abilities of Paul, Jr. who at 15, Paul, Sr. says, is a far better performer than he himself was at the same age.

In addition to Paul, Jr., Papa Paul and his wife Barbara have four other children: Deborah Ann and Donna Lee, 14-year-old twins; Jeffery T., 9; and Kelly Ann, 3.

The Kern household is in Bryn Mawr, Pa.

Arthur Repsold, Loyal International Division Business Associate, Retires

Don Page, MCD Territorial Manager for Latin America, was the recipient of a friendly missive from Mr. Arthur Repsold, Manager of the Rio de Janeiro branch of Companhia Imperial Industrias Quimicas do Brazil, in which communication Mr. Repsold announced his retirement since he had reached the venerable "three score and ten", last July, and had been working continuously for over 55 years, excluding army service.

Companhia Imperial de Industrias Quimicas do Brazil, with headquarters in Sao Paulo, has been an Amchem manufacturing associate in Brazil for 32 years. (See AMCHEM NEWS, July 1966).

Mr. Repsold has always enjoyed his relationship with Amchem and holds the Company in high esteem, as you will note by the following excerpts from his letter to Page: "As regards Amchem, it has been a special pleasure to me to see the progress made in the volume of business in our area. I think that to-day we are taking well over 60% of the business of the Rio territory, and if we are able to capture the business of which I feel may happen sooner than expected, this percentage will increase substantially."

Also in the letter, Mr. Repsold lists these principles to which he attributes the success of Companhia Imperial de Industrias Quimicas do Brazil in

the Rio area: "(a) Be sure and personally convinced that our products are good, and better than those of our competitors, so as to be able to pass this feeling over to the consumer. (b) Work hard like blazes; have an unending stock of (business) patience; this is a must in countries where industry in general is not so highly developed in technical knowledge as at your end. (c) Render continuously the highest quality of technical assistance; our technical representative has been called up at his private address over Saturdays and Sundays, and has never failed to help consumers out of their difficulties. (d) Be stubborn in character like a mule to fight that 'sinking' feeling, when you get some two or three bad beatings from the competition, especially when they come in succession."

He concluded the letter by extending an invitation to Don to visit him, in these words: "It would give me a lot of pleasure to see you at my home, in one of your coming visits to Brazil, to swap hunting yarns, and enjoy hunting pictures."

Amchem Management—and the International Division in particular—deems it a real privilege to have included among its business associates such a fine and loyal gentleman as Mr. Repsold. Amchem wishes him a long and happy retirement.

Foster's Steltz Lauded

Benjamin Foster, President of Amchem's Benjamin Foster Division, has forwarded a letter to us that pays a fine compliment to Irv Steltz, Technical Director of Foster. We quote the letter in its entirety.

"Mr. Benjamin Foster, President BENJAMIN FOSTER CO.
P.O. Box 59
Ambler, Penna. 19002

Dear Mr. Foster:

This is merely a short note to express the thanks of approximately 100 persons representing about 75 companies that attended a committee meeting in Atlanta, Georgia sponsored by the society of Plastics Industry to which Irving Steltz, of your company, gave a talk on the subject of moisture vapor barrier for foam plastics.

It was, indeed, one of the most informative as well as one of the nicest presentations I have had the pleasure of hearing while within the

plastics industry. Many of my cohorts expressed similar comment.

I felt notifying you of such a performance was necessary, but then I think you would have been able to detect a greater penetration by your company into the foam contracting market, eventually, yourself. Mr. Steltz's talk should do much to accelerate your company's progress.

For background, the meeting in Atlanta was held by the Cellular Plastics Division of The Society of Plastics Industry. The meeting at which Mr. Steltz spoke was a joint session of the Applicator/Industrial Insulation Committees. Material suppliers, equipment suppliers and contractors attended. The list of attendees is to be forwarded to Mr. Steltz for his reference and use.

Again, our appreciation of a job well done.

Respectfully submitted,

(Signature)

Kenneth D. Holton, Chairman"

Meet Ernie Szoke Amchem Patent Counsel



ERNEST SZOKE

Ernie first peered at Amchem personnel from the pages of the NEWS when he was caught in a candid pose with Frank Manson at Amchem night at the Phillies game last August. The accompanying photo is a little more formal and in keeping with his status as Amchem Corporate Counsel. Ernie is the first person to hold such a position officially with the company. He will also perform other legal duties as required by Amchem management.

Ernest G. Szoke came to Amchem from the pharmaceutical firm of Hoffman LaRoche, Inc., Nutley, N.J. where he headed a group of patent attorneys and office administrators.

Prior to this he had been a patent examiner in the U.S. Patent Office, Washington, D.C., for four years following his acquisition of a law degree from Georgetown University Law School in 1963.

He also received an A.B. degree in pre-engineering from Columbia University, New York City, in 1956, and a B.S. degree in chemical engineering from the same university in 1957.

Ernie is registered to practice before the U.S. Patent Office and is admitted to the U.S. Court of Customs and Patent Appeals.

He is a member of the Virginia State Bar Association, the U.S. Patent Laws Association, the New Jersey Patent Laws Association, and the American Patent Law Association.

He was a member of an underwater demolition team in the U.S. Navy, in which he served as a Lieutenant from 1957 to 1960.

A native of Palmerton, Pa., Mr. Szoke is married and now resides in Doylestown, Pa., with his wife, Clea.

From reading the above you must now realize that Ernie is quite a capable fellow.

Alertness of Hopwood's Grandson Saves Couple in Fire

The alertness of seven year old Donald Dukert, grandson of Herb Hopwood, Supervisor, Receiving Department, saved a couple from possibly more serious injuries than smoke inhalation and minor burns when smoke and flames engulfed the couple's home in Ambler.

Donald was riding past the house with his grandparents—Herb and Mrs. Hopwood—on the evening of January 11 when he spotted smoke coming from the house. He told his grandfather and persuaded him to go back and make sure. When Herb saw the smoke he went to the house next door to the burning home and together with the owner broke down the front door of the burning house.

Herb entered and rescued the lady occupant while an unidentified passerby also ran into the house and directed the lady's husband to safety.

The Wissahickon Fire Co. arrived and administered oxygen and first aid to the victims and extinguished the fire. Today, months later, Herb is still proud of his grandson's sharp observation but has always minimized his own bravery on the occasion.

A "Thank-You" to Oleson

This letter indicates the cordial relations that exist between Amchem and one of its better customers.

"Mr. H. N. Oleson
AMCHEM PRODUCTS, INC.
2300 Gainesboro
Ferndale, Michigan 48220

Dear Mr. Oleson:

Thank you so much for sending us copies of the December issue of The Amchem News containing the article on our company.

The article was very interesting and we appreciate being included in the news section.

Sincerely,

(Signature)

William L. Carolla
President"

Van Duren Aircraft Supplies
2801 E. 78th Street
Minneapolis, Minn.

Paul Dresher Retires Given Farewell Dinner



PAUL DRESHER

A brief account of Paul Dresher's retirement is contained in the following eye-witness report from M. B. (Maurie) Turner, Vice President—General Manager of ACD:

"Wednesday evening, January 29, 1969, some thirty Amchem employees and friends of Paul and Ruth Dresher assembled at the Sunol Valley Country Club, Sunol, California, near Fremont, for a farewell dinner marking Paul's retirement.

"Paul joined Amchem in October 1950, and served as the ACD sales representative in California, Arizona, Nevada and New Mexico for a number of years before being appointed Sales Manager, Western District. Paul continued in this capacity beyond age 65, then elected partial retirement and the assignment of management consultant in ACD, which position he held until his final retirement on December 31, 1968. He celebrated his 75th birthday on November 29, 1968.

"Jack Taylor, Maurie Turner, and Bob DeWilde attended the farewell dinner from Ambler. Among the others present were Mr. and Mrs. George Williamson, Mr. and Mrs. Charles R. Wirshing, Mr. and Mrs. Frank A. Risolia, and Mr. and Mrs. James Dewlen.

"Fellow employees joined in the purchase of several gifts to commemorate the occasion. Paul and Ruth have just recently moved to an 'adult village' near their former residence in San Jose and both are looking forward to years of happiness in retirement."

Caterisano, Detwiler Receive Appointments

Rudolf Grun, Treasurer, has announced that with the assumption of added duties and responsibilities by Sam Caterisano and Robert Detwiler, each has been given the title of Assistant-to-the-Treasurer as of February 14.

Caterisano, Accounting Office Manager, joined Amchem in February 1946. He is a native of Ambler where he still resides with his wife. Detwiler, has been a member of the Accounting Staff at Amchem since February 1957. Bob lives with his wife and young son in nearby Worcester Township.

Price to Speak at Sales Conference

Jack Price, MCD Sales Manager, has been invited to speak at the 1969 Sales Management Conference, at the Century Plaza Hotel, Los Angeles, Calif., May 7 and 8. Price's subject will be "Missionary vs. Maintenance Selling" which will be given at the session designated as "Selling Approaches and their Implications for Management." The theme of the meeting will be "Better Profits through Better Selling."

Roberts Appointed Accounting Manager

A general letter dated November 15, 1968 from Rudolf Grun, Comptroller, announced the appointment of Clyde Roberts to the newly created position of Accounting Manager. The letter stated that Clyde is a certified public accountant who had been associated with Amchem's auditors, Lybrand, Ross Bros. & Montgomery, for the past six years; first as a staff accountant and later as a supervisor.

Clyde was born in Wilkes-Barre, Pa. He received his high school diploma from Girard College, Phila., in June 1959. He graduated from Wilkes College, Wilkes-Barre, with a B.S. degree in commerce and finance, in June 1962. At Wilkes he majored in accounting.

From August 1962 to February 1963, he served in the U.S. Army.

Clyde and his wife, Linda, reside with their children, James 4 and Brian 1 in Beverly, N.J.

Fosse Bags 60 Bucks

Dick Fosse, Manager ACD Research, Midwest, set something of a record when he bagged 60 "bucks" in Cabbage Patch, the gunning country frequented by hunters from Hayward, Calif., where Dick lives.

Here is the full account of the event as reported by George Hooper of the HAYWARD RECORD:

"CABBAGE PATCH — Bucks with horns were not plentiful in Calaveras County's Bear Trap Basin country, but two resourceful hunters who set up a hot dog stand in a wilderness meadow there found lots of hunters with the green, folding type of bucks.

"In fact, Dick Fosse and his uncle, Richard, of Snowshoe Springs, not only sold out their supply of hot dogs and hamburgers, but ended up selling the stove they cooked them on.

"The sales, including the stove, totaled \$60—all of which is being donated to the Trinity Lutheran Church of Murphys.

"It all started when Fosse and his uncle, who have hunted the Bear Trap Basin country for years, realized with some chagrin that deer hunters were becoming more numerous than deer.

"They used food donated by Eb-betts Pass area merchants to stock their hot-dog stand located in a meadow on a rough dirt road some five miles from the highway.

"After setting up for business, the two men sat back in chairs, rifles in hand, to await any buck that hunters might chase across the meadow.

"No bucks appeared, but hunters did.

"Business was brisk, and at the end of the day as supplies dwindled, along came a hunter who not only wanted something to eat, he wanted the stove they were cooking on.

"Negotiations ended with sale of the stove for \$25 and the Fosses were out of business."

Continued from page 11

selection of wines and cheese was served to guests, who were lavish in their praise of these products.

Finally, there was the traditional cocktail party and banquet on the last evening of the formal Convention program. One hundred and fifty delegates and guests sat down to dinner in the roof-top restaurant of the Tokyo Prince Hotel—representatives of 18 nations, drawn together by their common interest in building still stronger markets for Amchem's chemicals in industry and agriculture around the world.

Small Request from Ryuji Ohta

Mr. Ryuji Ohta asked us if we would be kind enough to publish the following letter which he wrote to and which was published in the MILWAUKEE (Wis.) JOURNAL, November 2, 1968. We are only too happy to oblige. Here is Ryuji's letter.

"MacArthur and Japan

To The Journal: I am a Japanese, a Fulbright student in the law school, University of Wisconsin. Your Oct. 23 editorial pointed out that Japan is riding an unscheduled superbloom. And your Oct. 24 editorial congratulated our third Nobel prize recipient (first in literature), Yasunair Kawabata.

We Japanese are facing some major contradictory issues, including the controversial new constitution, which renounces the country's right to maintain armed forces, and the present love-hate reactions from our neighbors. In addition to the economic and political aspects, the event of winning the Nobel prize in literature encourages us a great deal.

I would like to take this opportunity to express our appreciation to the American people. They enabled us to achieve the economic recovery. Without Gen. MacArthur, who endured criticism from this country and who loved our nation, we would still be in political turmoil. Without the mutual security treaty with America, we must fight international communism by ourselves. Without trade with America, we must be far behind in economic recovery.

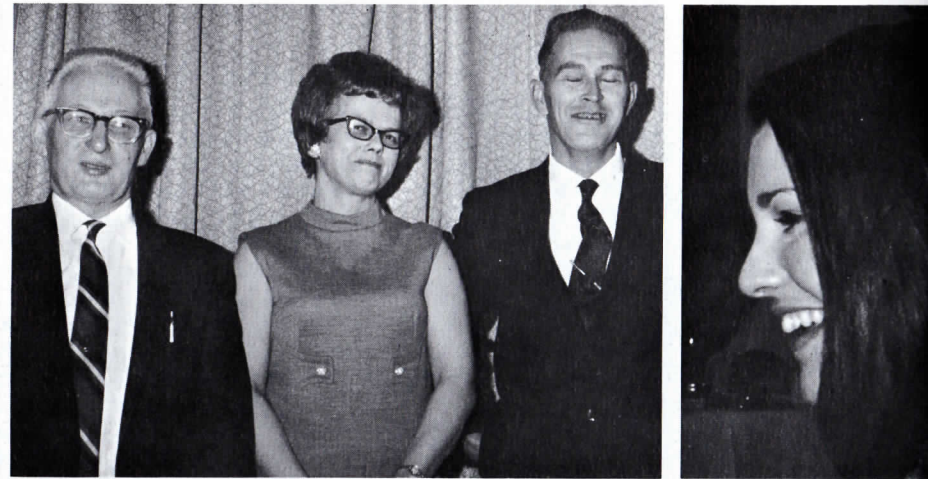
Although I am not a blind follower of America, your editorial (which deliberately or undeliberately did not mention the great help America gave us) caused me to refer to this point. We will try harder. Thank you Americans! We can never forget the kindness of General MacArthur."

RYUJI OHTA

Young Mr. Ohta is on the Personnel Staff of Nippon Paint Co., Osaka, Japan, an Amchem manufacturing associate, and at present he is on a leave of absence studying for his Master's degree in business law at the University of Wisconsin, Madison. He is a personal friend of Ray Montecino and a few others in Amchem's International Division.

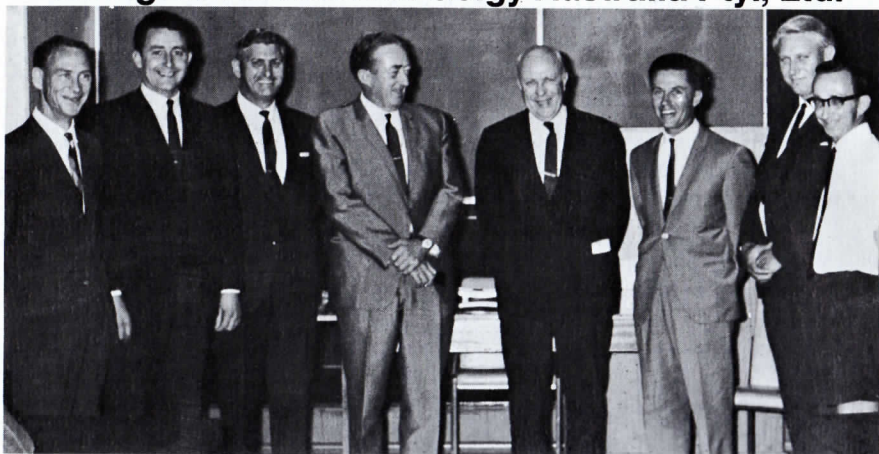
The Christmas Party

Was a Night to Remember



Service Awards to Amchem Overseas Associates

At Agserv Division of Geigy Australia Pty., Ltd.



Left to right: Tom Burke—Sales Administration Officer; John Treloggen—Sales Supervisor, Tasmania; Ron Day—Commercial Manager; D. G. Michelmore—Geigy Managing Director; J. O. J. Shellenberger—Amchem; Gordon Barnett-Smith—Executive Officer, Contracts Dept.; Hugh Haddon—Field Supervisor, Nthn. N.S.W.; Bruce McDonald—Stock Records Clerk

Recipients at Paolo Granata & Co., S.A.



ANGELO BRASCA

VITTORIO CAPELLINI

Recipients at

Companhia Imperial de Industrias Quimicas do Brasil, Sao Paulo



M. Kantor (r) Branch Manager, recipient; A. M. C. Lazera, Amchem Technician presenting. Rio Branch



I. R. Dubugras (r) Branch Sales Mgr., recipient; M. Kantor presenting. Rio Branch



O. R. A. Souza e Silva (r) Branch Sales Mgr., recipient; A. M. C. Lazera presenting. Rio Branch



M. P. Pacheco (l) Branch Sales Service Head, recipient; M. Kantor presenting. Rio Branch



Ruy Barbosa II (r) Electroplating Section Controls, recipient; C. W. Milbourne, General Manager presenting. Sao Paulo



Waldevino S. de Oliveira (r) Mixing Foreman of Amchem Products, recipient; C. W. Milbourne presenting. Sao Paulo



Mario A. Mascarenhas (r) Factory Manager, recipient; C. W. Milbourne presenting. Sao Paulo



Marcos A. C. N. da Gama (r) Salesman for Amchem Products, recipient; C. W. Milbourne presenting. Sao Paulo



Margaret Williams, wife of ACD Salesman Tom Williams, who sang the lead in a performance of "The Sound of Music" in Memphis, Tenn., hometown of the Williams. With her are the male lead and the youngsters who portrayed the Trapp children in the musical.

Andy Is Not the Only Williams Who Warbles

The state of Tennessee has a reputation for its addiction to music. It has contributed more than its share of composers and performers—both vocal and instrumental—to the entertainment world. Therefore, it came as no surprise to us to learn that Margaret Williams, the attractive wife of Tom Williams, ACD Salesman, sang the leading role in "The Sound of Music," in her native city of Memphis last fall.

Margaret portrayed Maria, the postulant governess, the part made famous by Julie Andrews in the moving picture version of this delightful Rodgers and Hammerstein musical based on the life of the world-renowned Trapp Family Singers.

The Memphis press was lavish in its praise of the performance given in the Sheffield High School auditorium in Memphis. The production played to capacity audiences of over 1600 on each of the two nights that it ran.

Here is a quote from one of the press clippings: "This superbly done



J. TOM WILLIAMS

J. Tom Williams, husband of Margaret Williams, the subject of this article, is an ACD Salesman, South Central District. Tom, a native of Covington, Tenn., is a graduate of University of Tennessee and formerly worked for Agrico Chemical Co., Knoxville, Tenn.

musical featured amateur performers from the Parkway Village area, but there was nothing amateurish about their performances. The crowd of ap-

proximately 1600 enthusiastically applauded the individual performances. Margaret Williams, as Maria, held the audience spellbound with the magnetic quality of her singing and acting. Her captivating charm and effervescence added the particular qualities which carried the audience throughout the evening."

Margaret is a soprano soloist who is constantly in demand by churches, choral groups, and other musical organizations in Memphis.

The adoption of a six-weeks old baby girl, Mary Lynne Williams, by Tom and Margaret, on October 10 last year, will probably confine Margaret's vocal efforts to lullabies for the next couple of years, but Tom believes there's no better exercise for the vocal cords than flooding the nursery in the Williams' home at 5113 Fairbrook Ave. in the Parkway Village area of Memphis, with these musical infant pacifiers.

Introducing New Members of the Amchem Stork Club

Born before March 1, 1969 and whose names were not previously published in the NEWS.

JULIE HERNANDEZ January 3, 1969
Father: Raymond P. Hernandez
(Production Dept.)

HEATHER LYN HIRST
November 30, 1968
Father: Louis B. Hirst, Jr.
(MCD Research)

JOHN KARL NUSS
December 11, 1968
Father: Donald J. Nuss
(Systems Engineering)

MICHAEL REPLOGLE
January 31, 1969
Father: Robert Replogle
(International Div.)

JEFFREY PAUL TIETJENS
December 7, 1968
Father: Ronald C. Tietjens
(Eastern MCD Sales)

STEPHANIE TOMLINSON
June 2, 1968
Father: Paul V. Tomlinson
(Eastern MCD Sales)

KAROL ROBIN WEIGAND
November 27, 1968
Father: Karl R. Wiegand
(MCD Plant Chemist)

First-time Grandpops

George Brumbaugh, MCD Technical Services, reports that he and his missus as well as Jim Thirsk (of the same department) and his missus became grandparents. Both couples were presented with granddaughters — the Thirsk on February 17 and the Brumbaugh on February 18.

Neat Recoveries!

A few of our fellow-workers were the unfortunate victims of major illnesses or were the subjects for surgery. Among the latter were Frank O'Brien of the Benjamin Foster Company; Judy Brown, Louena Crosby and Laraine Renner of ACD Sales. Bob Crump, ACD South East District Manager and Frank Manson MCD Research were afflicted with heart attacks.

We are happy to report as of press time that all are manning their posts with the exception of Miss Scheetz, who is expected back before we appear in print.

Welcome to Our New Employees

Hired since the last issue of the AMCHEM NEWS and prior to March 1, 1969

NAME	HOMETOWN	ASSIGNED TO
DONALD D. ABBOTT	Harrisburg, South Dakota	ACD Sales
STEVE J. ABOAF	Horsham, Pa.	International
JOE B. AIKEN	Orlando, Florida	ACD Sales
ELIZABETH M. BLACK	Ambler, Pa.	MCD Sales
KATHLEEN CATTIE	Blue Bell, Pa.	Accounting
ROY W. CRAMER	Ambler, Pa.	Maintenance
GARY L. CULP	Lubbock, Texas	ACD Sales
SUSAN DALTON	Windsor, Ontario	Windsor Office
OLIVER DAVIS	Philadelphia, Pa.	PMO
FRED M. DOSCH	Merriam, Kansas	ACD Sales
WENDY L. DUPUIS	Windsor, Ontario	Windsor Office
BARBARA F. DWYER	Blue Bell, Pa.	ACD Sales
CHRISTEL EMERSON	Gwynedd Valley, Pa.	Patent Dept.
EDWARD J. GRABUSIC	Philadelphia, Pa.	MCD Production
BILLYE C. GRAUER	Penllyn, Pa.	Accounting
ERIC C. GRIFFITHS	Ambler, Pa.	ACD Lab
PEGGY H. GUNNING	Ambler, Pa.	Mailroom—Accounting
RALPH D. HEATH, JR.	Madison, Miss.	ACD Sales
SALVATORE IACONO	Norristown, Pa.	Ambler Plant
LOIS JOHANSON	Ambler, Pa.	ACD Sales
MARY H. KEENER	Ambler, Pa.	MCD Sales
DAVID J. KENNEDY	Albany, Illinois	Clinton Plant
CARL C. KOZLOWSKI	Norristown, Pa.	MCD Research
JOSEPHINE LASZLO	North Wales, Pa.	Advertising
BRUCE V. LEONETTI	Oreland, Pa.	MCD Research
ERNEST C. MARK	Ambler, Pa.	MCD Production
JOHN T. MARUSCHAK	Levittown, Pa.	Engineering
MICHAEL J. MASORLI	Philadelphia, Pa.	Shipping
ROLFE E. McMILLIN	Comanche, Iowa	Clinton Plant
PHILLIP L. MIDDLETON	Newark, Calif.	Fremont Plant
GEORGE W. MILLER	Telford, Pa.	MCD Pilot Plant
HOWARD H. MUNCK	Clinton, Iowa	Clinton Plant
JEANNE C. NATHAN	Ft. Washington, Pa.	Purchasing
EMERSON NEELEY	Oreland, Pa.	ACD Production
TIMOTHY J. NEUMAN	Baltimore, Md.	MCD Sales
DANNY R. NICHOLS	St. Joseph, Mo.	Production
GILBERT F. NICHOLS	St. Joseph, Mo.	Production
RICKY T. NICHOLS	St. Joseph, Mo.	Production
HOWARD E. NOBLE	North Wales, Pa.	International
RAYMOND F. PERROTT	Oreland, Pa.	Maintenance
LARRY V. PETERSON	Clinton, Iowa	Clinton Plant
DANIEL RAKICH	Calumet City, Ill.	MCD Sales
HARRY W. RISINGER	Clinton, Iowa	Clinton Plant
CLYDE J. ROBERTS	Beverly, N.J.	Accounting
McHENRY RUSH	Philadelphia, Pa.	PMO
ALBERT E. SCHILLING	Glenside, Pa.	IBM—Accounting
JAMES D. SEETON	Norristown, Pa.	IBM
WILLIAM H. SELL	Hatfield, Pa.	Mechanical Dev.
HOWARD T. SENTMAN	Clinton, Iowa	Clinton Plant
ROBERT E. SMITH	St. Joseph, Mo.	Production
LINDA D. SYKES	Glenside, Pa.	Advertising
STANLEY P. TARUTIS	Edwardsville, Pa.	MCD Sales
JAMES O. TOWNSEND	Orlando, Florida	MCD Sales
ROBERT H. UHLER	West Chester, Pa.	ACD Sales
GORDON F. WESTFORD	Spokane, Washington	ACD Sales
PATRICIA A. WILSON	Spring House, Pa.	International
JOANNE F. WOLSTENHOLME	Warminster, Pa.	ACD Research

Condolences

It is with deep regret that we announce the death of George Weikel, on January 20, in Akron, Ohio, who at the time of his retirement in March 1958 was an MCD Sales Supervisor, Midwest District.

George was a pioneer employee of Amchem, having joined the Company in January 1926 as an MCD Salesman in the Detroit District. In 1929 he made his headquarters in Chicago, where he concentrated on the steel mills in that area. His car-load sales of Rodine® at that time contributed a sizable share to Amchem's business. In today's MCD Sales set-up this position would be classified as an

Industry Sales Specialist.

At the time of his death he was living with a married daughter in Akron.

To Mr. Weikel's survivors we offer our sincere sympathy.

Sincere sympathy is also extended to Paul Bishop, Mechanical R & D on the death of his wife; to Linwood Chadbourne, MCD Research, on the death of his father; to Jane Leidy, ACD Sales Office, on the death of her husband; to Joseph Mallozzi, Packaging, on the death of his father; and to James Roberto, Shipping, on the death of his brother.