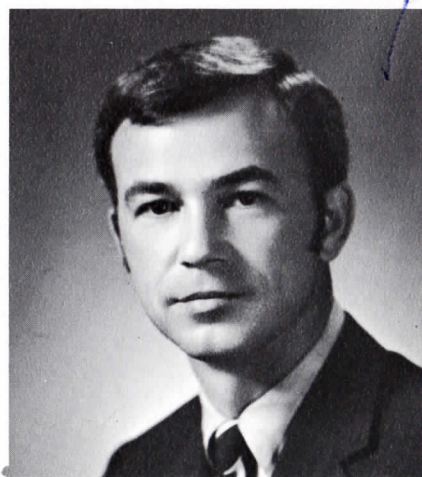


THE
AMCHEM
NEWS

Vol. 13, No. 3 October, 1970



John Davies Appointed ACD Marketing Director

Management announced the appointment of John (Jack) Davies to the newly created position of Director of Marketing, ACD, on July 1. He reports directly to M. B. Turner, Vice President-General Manager, ACD.

Mr. Davies was formerly employed by Squibb Beech-Nut, Inc., New York, N.Y. He joined Squibb's pharmaceutical division as a field salesman following graduation from the University of Iowa with a B.S. in pharmacy, in 1958.

Progressively he had been area sales manager, national sales manager (hospital products) and group product director (human pharmaceuticals) at Squibb. In the latter capacity he was responsible for sales of \$55,000,000 of Squibb's \$300,000,000 ethical pharmaceutical, diagnostic and medical chemical business for the year 1969.

Mr. Davies, a native of Davenport, Iowa and more recently a resident of Westfield, N.J., now lives, with his wife and five children, at 866 Spring Valley Rd., Doylestown, Pa.

On the cover. Helping to confirm Amchem's reputation for worldwide leadership in herbicides is the appearance of a trio of experts from the Roumanian Ministry of Agriculture, who paid a visit to the Research Farm, July 10. The gentlemen are (third, fourth and fifth from left) Messrs. A. Ciorlaus, O. Diaconescu, and A. Ichim. Dr. Anson Cooke (second from left), Amchem, explains herbicidal activity in rice paddy experimental plots. Warren Weston, International Div. is at left.

What is Research Licensing? A good question. Research Licensing could apply to a number of areas involving Amchem's future. For the present it concerns primarily Amchem's implementation of certain agricultural screening agreements and the utilization of agricultural chemical technology offered by other companies and research institutions. This work is carried out in the Research Licensing Department — a new department created to extend Amchem's research activities and provide a negotiating service to all the Company's research and development groups. Willard Snyder, who is responsible for this activity and reports to Dr. Frank Precopio, firmly believes that research licensing is an important adjunct to the research program in an industry that has seen research costs skyrocket and new developments carefully limited by governmental concern.

What is a screening agreement? Many companies engaged in chemical and pharmaceutical research and anxious to evaluate or screen new chemicals execute agreements whereby such proprietary chemicals and related technology are transmitted from one company to the other. Under such a program Amchem, for example, receives newly synthesized compounds with unique molecular structures from pharmaceutical and chemical firms not engaged in the agricultural chemical business with the hope that a new use will be discovered and for which a product will eventually be marketed by Amchem. The agricultural Research and Development group, headed by Dr. Stanford Fertig, is responsible for determining commercial potential prior to acceptance by Amchem's marketing personnel. Various formulations are developed by the Agricultural Chemicals Laboratory, directed by Russell Bishop, to make applications of the chemical practical and economic.

Why does Amchem require additional sources of chemicals? For some time we have been aware that many companies make little use of the chemicals they synthesize after their initial tests indicate the chemical has

little utility in their particular field. The majority of these "inactive" chemicals are stored in closets or on shelves and become "museum pieces" or eventually may be discarded. Obviously they should be evaluated for other purposes. Few companies, if any, engaged in agricultural chemical research are able to supply their total requirements of research chemicals from within. The synthesis of new molecular structures is a difficult, expensive and time-consuming task. Moreover the odds of discovering herbicidal or plant growth regulator activity in the initial or primary screen-

Research Licensing

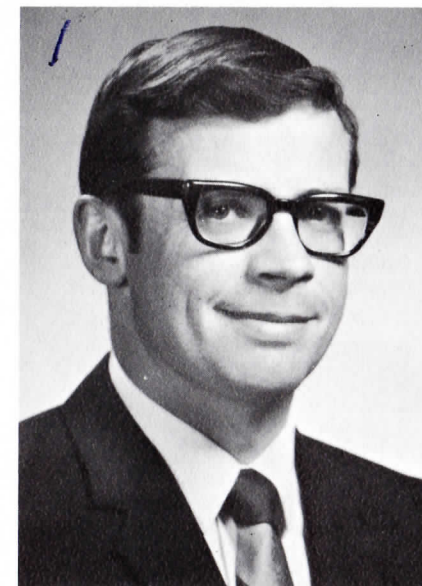
What It Is...What Its Objectives Are



ing are perhaps 1:100. Consequently, thousands of chemical compounds are screened at the Research Farm each year. Additional facilities recently built at the Farm (see pages 16 and 17) not only enhance Amchem's capabilities but also increase Amchem's appetite for more research chemicals.

Where does Research Licensing begin? Snyder is continually in contact

with companies engaged in chemical and pharmaceutical research in the U.S. and abroad. When a company expresses interest in Amchem's cooperative research program, negotiations follow. Once the agreement is consummated, the cooperating company submits lists of its available chemicals. If the listed chemicals were not previously evaluated and there are no reasons to decline based on Am-



WILLARD SNYDER

chem expertise, the chemicals are accepted. These chemicals are placed in the screening program, under the direction of Dr. Anson Cooke, in the same manner as those submitted to the Farm by the company's own synthesis group headed by Dr. Robert Leeper. Periodic progress reports are sent to the Cooperator. Many chemicals fail to make the grade due to insufficient activity, lack of utility, harmful effects or economic disadvantages. Ascertaining these weaknesses in the greenhouse and in the field takes all the specialized knowledge of a well qualified team.

Many formulations are field-tested at the Research Farm and at other test sites operated by Amchem in the U.S. and abroad. Evaluation in varied climatic conditions, soil types, crops and weed species determines commercial

acceptance. Usually five to seven years are expended before a promising candidate herbicide or plant growth regulator is developed and cleared for use by government agencies. With an approved label the product is ready for marketing.

Are there other sources of chemicals? In addition to commercial companies, universities conduct research as part of their graduate programs. Such programs frequently generate new chemicals which conceivably could have as much potential in the agricultural chemical field as those accepted from other sources. Finding these independent researchers and interesting them in the Amchem research program is part of Snyder's job.

Is there any competition in research licensing? Definitely. Many other companies are engaged in research licensing, some of which are strong competitors of Amchem. Additionally, we must compete with several federal agencies that are interested in obtaining new research chemicals for government programs. However, Snyder believes Amchem offers an advantage to interested cooperators. The majority of Amchem's competition comes from firms engaged in broader areas of research, whereas Amchem devotes its entire agricultural research dollar to herbicides and plant growth regulators. Such concentration of effort results in a more intensive screening and development program which is particularly attractive to the individual researcher.

What about the future? Continued growth. Recent surveys suggest that herbicides will continue to surpass sales of insecticides and fungicides. Herbicide sales are predicted to grow to \$900 million by 1975 — an impressive increase from 1968's \$500 million. Current Amchem research and market planning, strongly supported by the intensive efforts of Bill Snyder and his Research Licensing Department, will ensure Amchem's contribution to this growing market.

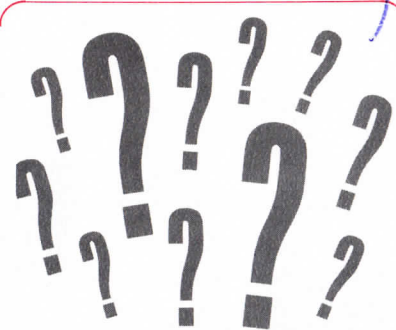
Ordinarily I do not look for an opportunity to make a public speech. I am not a candidate for public office; I am not involved in any campaign or crusade. However, events over the last 18 months, or longer, have reached such proportions that I feel compelled to speak out and I would hope that my remarks make sense when subjected to rational reflections. What has me wrought up is the attack on the pesticide industry in the news media . . . radio, television, and the press.

My company is a part of the pesticide industry. We manufacture and market herbicides. Herbicides are one of the three main classes of pesticides, the other two being insecticides and fungicides.

Most all of today's pesticides have come into being since the end of World War II. None of them would have value were there not a need for them. Need is the very root of their being. They must, by nature, be capable of killing, or controlling, insects, disease and weeds. They must be powerful substances and it stands to reason that they must therefore also be hazardous. During all the years that it has taken to develop today's arsenal of pesticides, the scientists who created them have known these simple truths. To them, there are no mysteries obscuring the perils of these chemicals. There are no mysteries of the economic benefits that accrue from their discovery.

Today's press would have you believe otherwise. Today's press would have you believe that the scientists of independent laboratories, retained by the Government, have made new discoveries, discoveries of horrors that lurk in nearly every member of our arsenal of pesticides, and the only way we can save ourselves from falling victim to these horrors is to banish pesticides from the land. I think it is time that we face up to the facts. We are where we are in our food production capability, in the quality of food available to us, in the maintenance of our communication and power transmission facilities, and in so many more ways better off because of pesticides, not in spite of them. It seems to me we ought to be fighting to protect pesticides, not to rid ourselves of them.

Industry's image, as painted by the press, is not exactly what I would call puritanical in the crusade against pesticides. The charges are that we are motivated by greed, that we are men without conscience, that we are introducing into the environment substances which maim, destroy or cause



Where Will You Be When We Need You?

A talk by M. B. Turner, Vice President and General Manager, Agricultural Chemicals Div., before the 3rd Annual Recognition Banquet, National Assoc. County Agricultural Agents Public Information Awards Program, Corvallis, Ore., August 18.



M. B. TURNER

malignancy in man and the birds and animals which populate the land. It would appear that to guarantee attention in the press, one must make one's presentation sensational.

Thirty years or so ago Orson Welles set the whole nation back on its heels with his radio broadcast of a horror story. Those of you who remember the incident will recall that he was severely censured as were those associated with the broadcast. That was a singular tale of horror told with great talent.

All it did was to scare people out of their wits. I ask you, what is the impact of today's press on pesticides. It is a slow but steady poisoning of the mind of the general public centered around the horrors lurking in pesticides. Apparently when you administer poison in small doses you escape the machinery of censure. There is no call to document the charges of horrors against pesticides. The procedure is to select laboratory animals, then apply a testing technique which you can reasonably predict will produce the effects you want to show. Presuming success, you represent that what you have found is reproducible in man. It makes little difference that this procedure is in a very gray area of science.

The fact that you can produce a horrible in laboratory test animals, using a sinister testing technique, is all that is needed to set the wheels of panic in motion. That's where we are now, caught up in a hysteria over an issue which the general public knows nothing about, but which they are being aroused to do something about for their own protection. And if you think the campaign against pesticides isn't effective, let me tell you what is happening. There are more bills pending in more state legislatures banning or restricting the use of pesticides than at any time in history. Every bill I have read reflects what the press has taught. "Get rid of pesticides. They pollute our environment, they are of questionable economic benefit, they are a hazard now and they are a hazard to future generations." And I invite your inspection of these bills if you think I have overstated the case.

Even the young men and women in our high schools and colleges are taking up the cudgel. I show you the house organ, PSFS NEWS distributed by the Philadelphia Saving Fund Society. This is their June/July issue. Let me read beginning on page 12:

"Write to officials to encourage non-chemical brush control along roads or railroads.

"Protest chemical spraying for pest control. Encourage biological control. (Fish eat mosquito larvae. That's biological control!) Pesticides kill helpful 'control' insects more readily than the 'pests'.

"Chemical pesticides attack all insects. We do not want to control all insects. More insects are directly beneficial to man—as members of the food chain, as water purifiers, as natural controls on 'pests'. All are directly beneficial because of their indispen-

sable roles in the balance of nature.

"Do not use DDT, endrin, aldrin, lindane, or heptachlor. These persistent chemicals become concentrated in the food chain. They continue to kill for years. Check the list of ingredients on brand-name products. Watch out for lawn preparations containing pesticides, herbicides, and plant food. Some pesticides do not contain persistent chemicals. But they are all poisons. They kill non-target organisms. Like insects, all organisms are of crucial value in the balanced environment. Use pellets for roaches and traps for ants inside a house. Don't spray. The life you save may be your own.

"The safest pesticide is a flyswatter.

"Herbicides kill far beyond their target, and are spread by wind and water. When washed into a pond or stream, they kill algae (microscopic plants that release oxygen into the air). Algae have been accused of polluting waters (such as Lake Erie). Not so. Sometimes algae 'bloom' into scum or great mats, but they are harmless. You can touch them, swim in them. Do not kill algae with herbicides. Rake algae out and spread on your garden or lawn to fertilize the soil.

"If algae scums cover the water or mats cover the bottom, this is a result—not a cause—of pollution. It is a symptom of too much fertilizer, for example, or run-off from a septic tank."

I can only feel compassion for these young people. They are so intent on becoming involved in present-day issues. And by rights they should become involved, but no one is standing by to tell them when they are getting into water over their heads and when it is better to leave an issue in the hands of others for judgment.

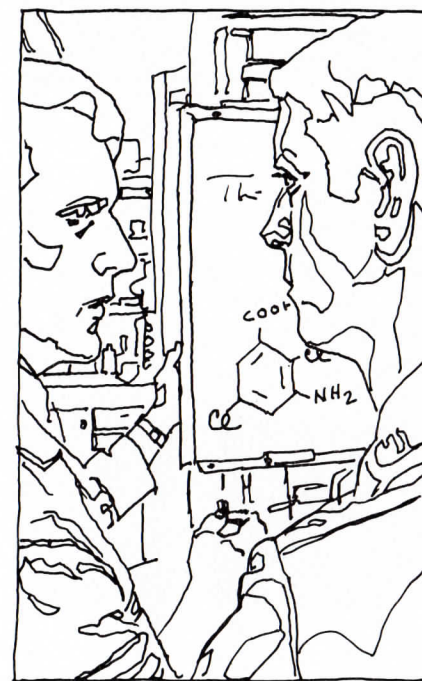
I have no way of conveying to you the weight of public opinion amassed against pesticides. Industry does not have the resources to combat the attack and there are few if any from outside industry who volunteer to defend. Down through history man has responded to attack by running for shelter. When nature unleashes its fury, when man makes war on man, instinctively we run for cover. Is the situation any different in this instance? Could anyone point the finger of blame at us were we to surrender? My concern is do we dare surrender.

Someone is going to have to stand and fight if only for the reason to protect the crusaders against themselves.

They know not the road they are traveling nor the road down which

they are leading the general public. Presume that their campaign is successful. Presume that pesticides are banished, and that we turn the land back to Nature. Presume that our fears of the consequences of this surrender are correct. That food supplies dwindle, food quality disappears, that our forests are ravaged, that disease spreads over the land. Who in these times will lead us out of our troubles?

You who took up the cause against pesticides, all of you, where will you be when we need you. Are you going to come forward and with the stroke of your pen and utterances of great wisdom rescue us from the plight in which we find ourselves? Maybe you think the dangers of overreacting to the pesticide issue in these times are



not real. Let me pass on to you case histories, experiments which have been documented.

Ceylon's Experience with Banning DDT—L. D. McCorkindale, state entomologist, Arizona Commission of Agriculture, emphasized in a recent address before the Western Region Conference of the National Association of State Departments of Agriculture that it is essential that those charged with responsibility for pesticide use apply 'benefit-risk' judgments in deciding when the benefits to be gained from insecticides justify the risks which inevitably accompany their use. He gave a factual example of a benefit-risk equation drawn from the experience of banning DDT in Ceylon.

In 1950 there were two million cases of malaria in Ceylon. Following a mosquito eradication program during the fifties, involving spraying with DDT, the number of cases of malaria dropped to 17 in 1963. In 1964 the use of DDT was stopped and malaria cases rose to 150. By 1968 there were one million cases of malaria. Consequently a new mosquito eradication program, using DDT, was again initiated in 1969. Q.E.D.

Sweden was the first country in the world, to my knowledge, to ban DDT. I cannot recount to you circumstances which led to this act but much attention, all over the world, was given to the decision. In a recent ABC-TV Network program, "The Poisoned Planet," a great issue was made over the courage of the Swedish people in taking the lead to cleanse their environment. I think you should know the real sequence of events. True, Sweden did ban DDT. After two or three years, she found that her greatest natural resource, her forest products industry, was threatened with destruction. It seems that certain insects which had been brought under control with DDT reappeared in great numbers, attacked the trees of her forests and threatened wholesale destruction. Today, Sweden has restored the use of DDT and I think her hope is that she has not sustained irretrievable losses.

Greenwich, Connecticut, is an old community, endowed with lovely shade trees, many of them 20, 30 or 40 years old. Greenwich, Conn., is also one of the so-called bedroom communities of New York City and events would indicate much of today's controversy over pesticides originated among some of the intellectuals who reside there. For years, the community had a shade tree spraying program for insect control. I suppose on the premise that any clean-up campaign is crippled unless we do something on the local level first, the crusaders attacked the spraying program, in Greenwich, and got it banned. Today it has been resumed. Many of the lovely shade trees have been totally lost to insect attack and they can never be replaced except with the passage of time. People of the community have come to their senses, have recognized the mistake they made, and will look at the scars of the experiment for a long time to come.

I think credit is due Vice-President Agnew for first use of the expression "cool the rhetoric." I would plea to all who identify with the crusade against pesticides, particularly the press, the radio and TV, to "cool the rhetoric"

Continued on page 27

Initial Hydro-Fax Pollution Control System in Full Operation

Amchem's first Hydro-Fax waste water purification system is now in full operation at Vulcan Signs and Stampings, Inc., Foley, Alabama. Carter Lee, president of Vulcan, a leading specialist in the manufacture of highway directional and street identification signs, requested the assistance of Amchem in designing a waste water purification system to meet the rigid anti-pollution requirements of the State of Alabama. The result was the installation of a five-stage automatic waste water treatment system, the first such system engineered by Amchem, and called Hydro-Fax. Since its initial operation at Vulcan, other Hydro-Fax systems have gone into operation.

The 3,000 sq. ft. Hydro-Fax system,

located on the outside of the Vulcan plant, consists of one 1500-gallon tank divided into three main compartments, two filter presses, one 500-gallon finishing tank, one 10,000-gallon storage tank and two 25,000-gallon storage tanks, one clarifying filter press, and a variety of pumps, chemical tanks and controls.

In each stage of the Hydro-Fax system, sensors for controlling pH, oxidation reduction potential, overflows and other factors are connected through recorders to a central control and alarm panel. At any point where the pH or other matters go out of predetermined ranges, an alarm sounds and a light on the control panel flashes the position where the trouble is

located. The alarm continues to flash until a Vulcan employee corrects the problem. Photos of the installation and a sequence of the stages with captions accompany this article.

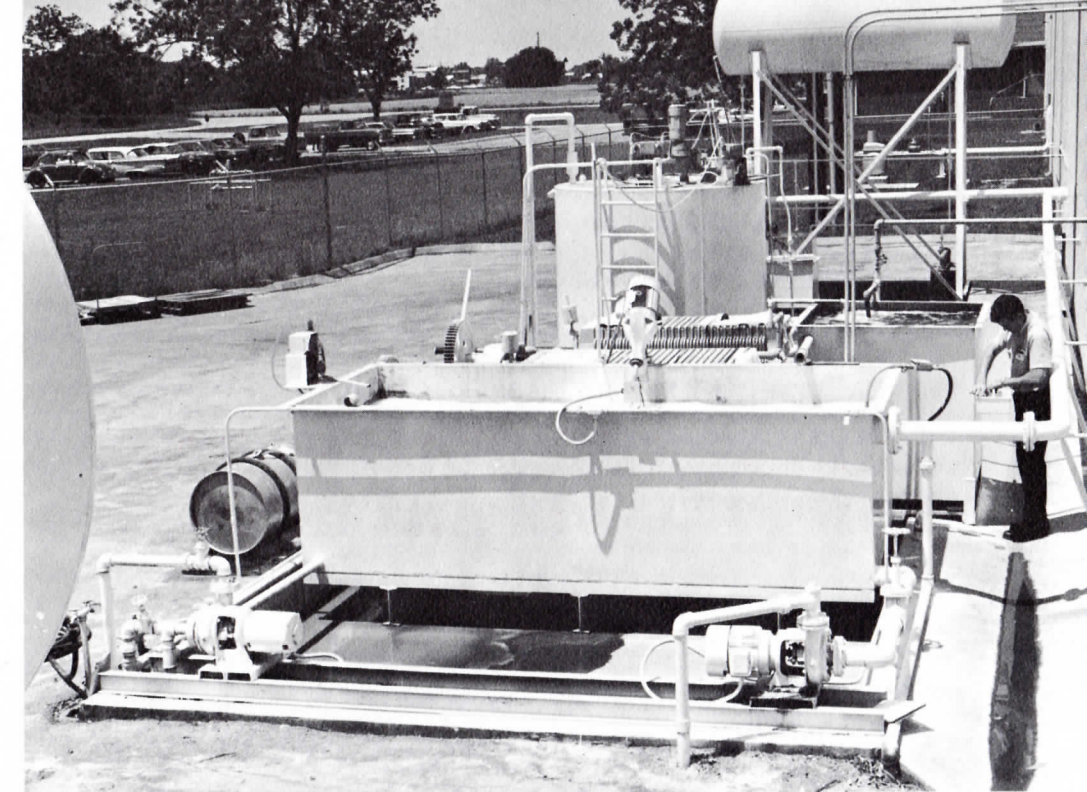
In a plant visitation and interview, Norman Wisler, MCD Advertising Manager, reports Mr. Lee's comments on the installation. "Obviously," Mr. Lee is quoted, "the system has increased our operating costs, but there are some subtle advantages we are presently enjoying. For example, a number of our competitors and other companies are not investing in a waste treatment system such as we have built, and therefore, they have discontinued prepaint treatment in favor of sending work to Vulcan and a few

other organizations with similar capabilities. In addition, we are using only 15% of the water we would be consuming if we didn't have this system which allows us to re-use the purified water.

"Also of importance, and extremely satisfying, is our commitment to a moral obligation: that is, our corporate duty to prevent water pollution. We sincerely want to be good neighbors to the people of Foley, the residents of Alabama and all citizens of this great Nation."

The Hydro-Fax project was a tri-joint endeavor of Mr. Lee, Amchem and McConnell Sales & Engineering Company, Birmingham, Alabama. Amchem's Engineering Department

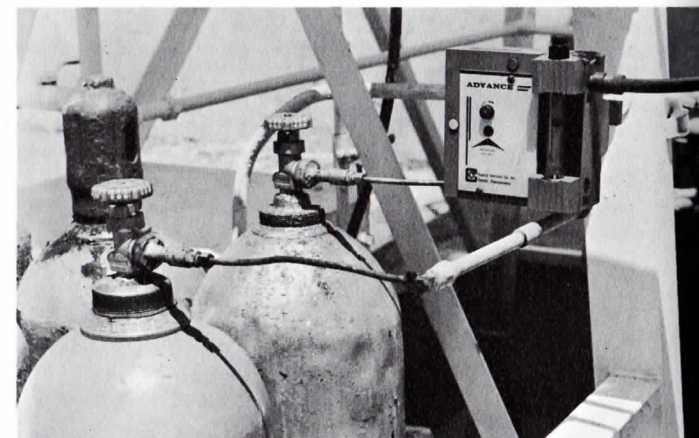
Continued on page 27



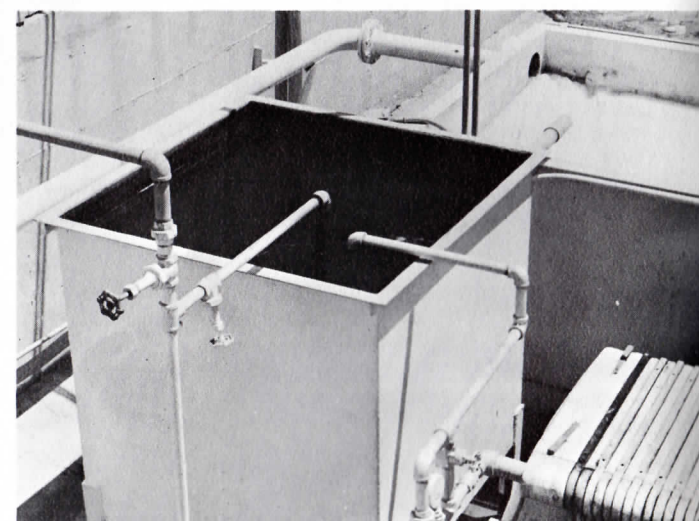
General view of Hydro-Fax waste water purification system which operates on outside of Vulcan's new plant in Foley, Alabama. Crescent shaped corner of storage tank is visible.



Carter Lee, President of Vulcan Signs and Stampings, Inc., inspects Hydro-Fax waste treatment system controls and recorders plant.



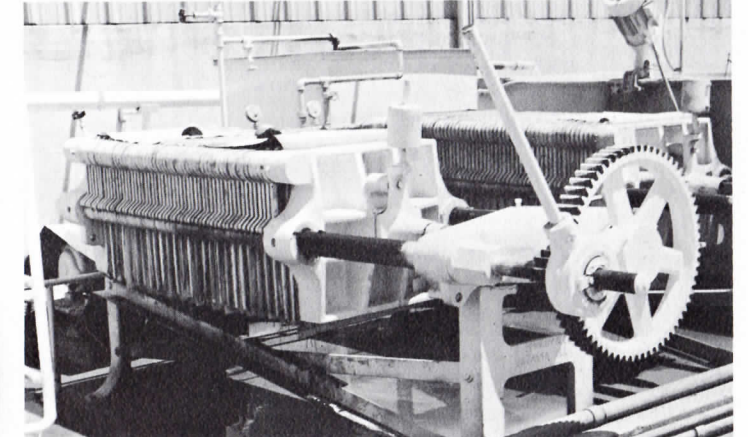
Vacuum Ejector Control feeds sulfur dioxide at rate of 5.6 pounds per hour to the first of five Hydro-Fax waste water treatment stages.



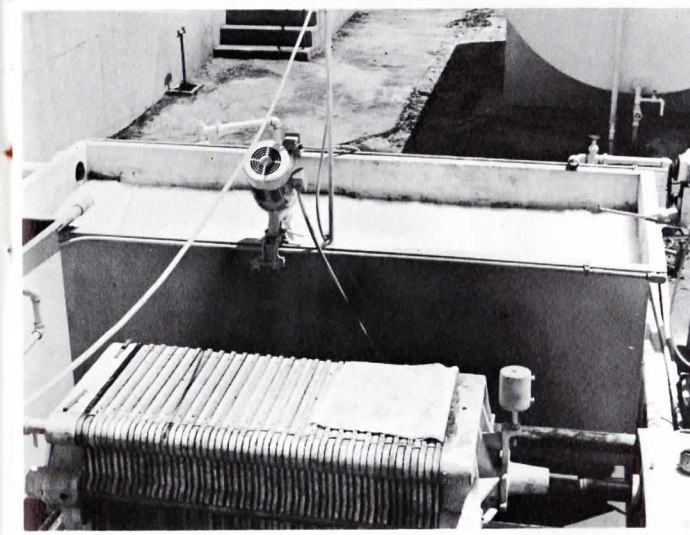
In the fourth stage, reusable treated effluent in holding tank is pumped back to two pre-rinse risers in pre-paint treatment line.



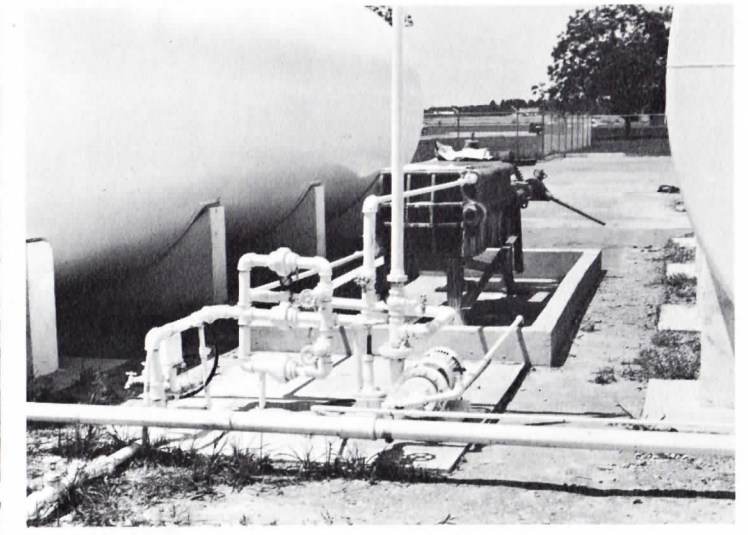
Carter Lee (l) and Dick Reeves, Director of Research, Hydro-Fax Division, watch waste treatment operation taking place in 1500-gallon tank.



Following the third treatment stage, two filter presses alternately remove sludge from solution before it travels to final two stages.



Another 1500-gallon tank in fifth treatment stage where controlled chemical additives reduce fluoride content to acceptable level.



Effluent is processed in clarifying filter press before being pumped to inspection station and from there to public sewage system.

*Fill them correctly
Get them out quickly
Load them securely*

THIS IS THE RULE IN THE SHIPPING DEPARTMENT

Just because they're a little bit isolated, a furlong or so up the tracks, doesn't mean that the tenants of the new Distribution Center are not too active in the Company's operations. On the contrary, with their fork-lift trucks scooting back and forth between Manufacturing and Shipping, or darting in and out of trailers and box cars, you'll find Shipping Department personnel always on the go. They move about with more activity than ants under a rock. They're either storing manufactured merchandise, both ACD and MCD, loading trucks

and freight cars, or checking and re-checking shipping papers to assure accuracy of shipments. For an improperly filled order is not only costly and embarrassing to the Company, but extremely aggravating to the customer.

While there are many functions connected with the shipping of goods, correct order filling is essential for an efficient operation. It is the one phase about which Jim Roberto, head of Shipping and Traffic, is most deeply concerned. When we asked Jim if mistakes ever occur, his honest and

modest reply was "We're only human, but we try very hard to keep our mistakes to a minimum."

Considering what is involved in processing an order it's remarkable how few errors occur in a year. This is due to experience; knowing how mistakes could happen and avoiding the steps that might lead up to making them.

Several years ago, a procedure for handling orders and shipments was established after considerable planning. The system operates smooth-

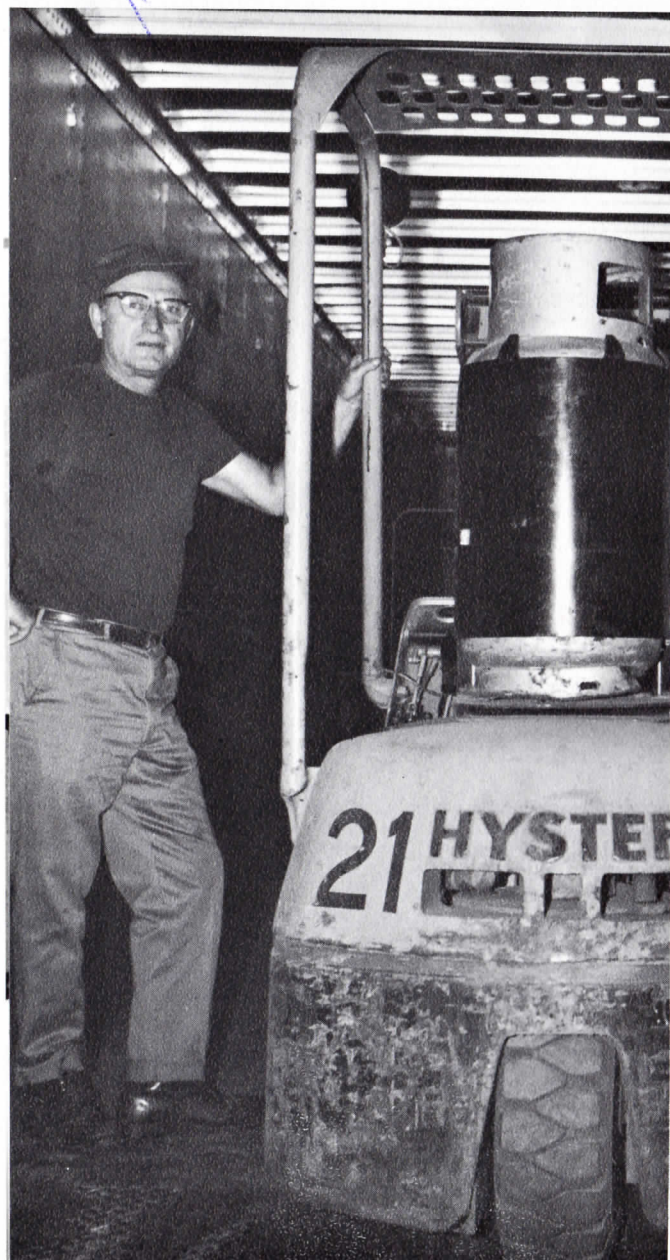
ly, efficiently — now even more so since Shipping moved into the new Distribution Center. This emphasis on efficiency has resulted in one-day shipments, i.e., if an order is received in the Shipping Department in the morning, it will be shipped on the afternoon of the same day, if at all possible. If the order is received in the afternoon, it will be shipped the following day. This is standard practice at Shipping and only when a low inventory is kept on certain types of products and an order calls for a quantity greater than what is ordinarily kept in stock, is an order held up until a new supply is manufactured.

When an order is received in Ambler—either by mail, phone or wire—and the customer's credit rating is approved, a shipping order is prepared, routed through Production Inventory Control and forwarded to the Shipping Department office. Bill Young will prepare the necessary shipping papers, including addressing of the labels that will be placed on the containers. Bill is a one-man office force—he's office manager, typist, clerk, custodian of records, etc.

If the material is not in stock and has to be manufactured, a production number will already have been assigned to the order by the Production Inventory Department and the order will be filed until the material is ready.

When an order is cleared and the material is available, supervisors Gabe Mancini or Bill Snyder will assign the order to an experienced car or truck loader who is familiar with the material and the processing of the order—one who knows every step from the drawing of the right material from stock to its secure placement in the truck or freight car. It is the responsibility of these men to see that the material is properly labeled, that all necessary information pertaining to the shipment of the order, such as shipping weights, order numbers, etc., is properly recorded on the shipping documents and that these are initialed. These documents are returned to the Shipping office where routing will be determined and the bills of lading will be prepared. The latter are filed in compartments allotted to specific carriers, whose trucks make routine daily stops for pick-ups at the Distribution Center, or in a special folder designated for rail shipments.

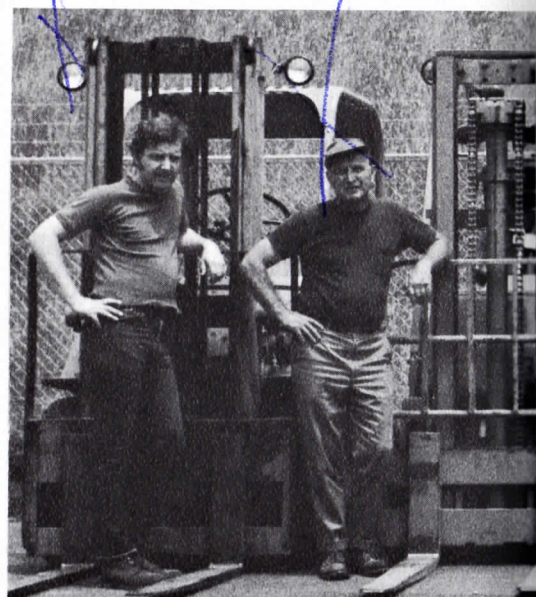
Continued



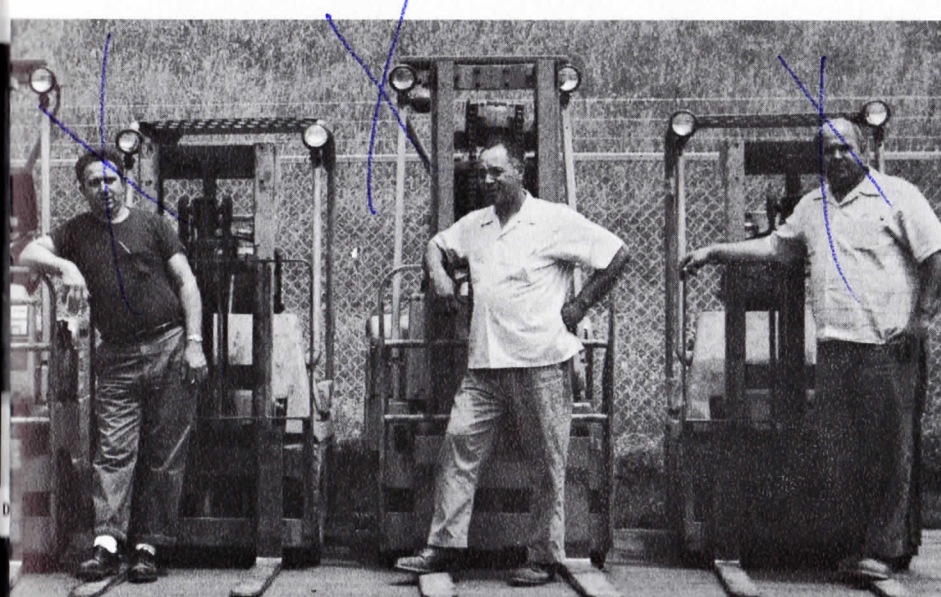
Steve Mistysyn placed shipment inside truck



J. ROBERTO, Shipping, Traffic head



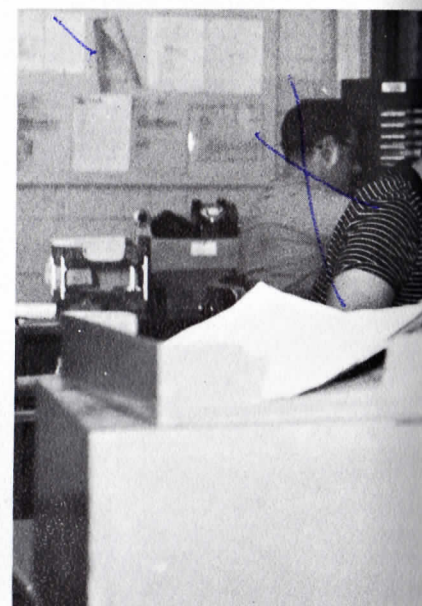
Forklift jockeys (l to r) Ken Coull, Steve Mistysyn, Chap



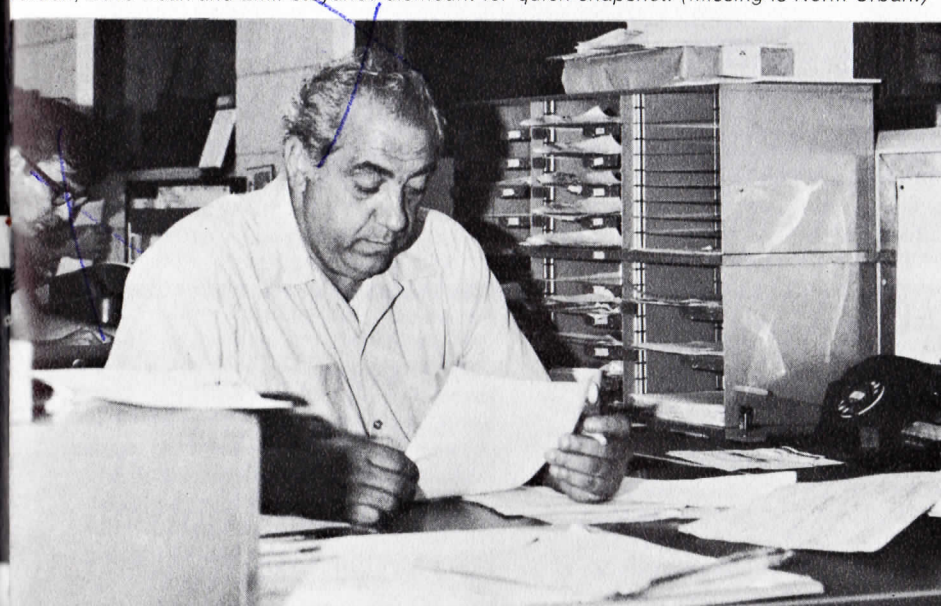
Weldon, Dave Dean and Emil Stoyanov dismount for quick snapshot. (Missing is Norm Urban.)



Tom Kapushinski handling parcel post



Office Force (l to r): Laverne Heckler



(Parcel Post), Bill Young and Gabe Mancini deeply involved in paperwork. (Missing, Bill Snyder.)



(Top left): Jim Wise (foreground) labeling shipment, Bob Coleman (c), Receiving Dept., and Steve Mistysyn (l) man the forklift trucks. (Top right): Bryon Nagle, Frank Rosenberry and Chap Nordon (left to right) loading box car. (Above): Trailer truck loading up at one of the ten docks at the Distribution Center. When necessary, loading areas are completely protected against the elements.

There are about 30 trucks that make regular daily stops at various times during the day. They have been selected on the basis of providing a flexible shipping schedule so that there are no hold-ups of shipments. Also an average of four freight cars a week are loaded and sent on their way.

While the filling and shipping of an order seems like a routine job, it is only routine in the sense that a methodical, step-by-step system has to be followed for efficiency and expediency. To understand this, one would have to work in Shipping. When Roberto explained this to us, we asked him what are some of the basic qualifications for a good shipper, he replied: "The application of intelligence

to his work. This includes care, skill, concentration, interest in and respect for his job, honesty and a sense of responsibility, but not necessarily in this order. These qualifications, plus experience, make a good shipper.

"The fellows who load the cars—Emil Stoyanov, David Dean and Steve Mistysyn and Norman Urban, who is a truck loader—have a total of 67 years' experience in Shipping. While Gabe (Mancini) has 22 and Bill Snyder has almost 25. Bill Young will soon be with us five years. Laverne Heckler in Parcel Post has seven years' service and Mickey Marincola is with us almost five years.

"The others in shipping — Bryon Nagle, Carmine Nordon, Frank Rosen-

berry, Ed Finneran, Ken Coull, Tom Kapushinski and James Wise—all are comparatively new in the department with one to three years' service."

"And what about you, Jim, how long have you been around Amchem," we asked. "Sh, sh, sh," replied Jim, "I'll be giving my age away, but I guess I've been here long enough to know that the department has built up a reputation for those one-day shipments, a reputation that extends back to long before World War II.

"But I couldn't maintain this reputation without the assistance of our two supervisors, Gabe (Mancini) and Bill (Snyder), who are responsible for keeping things moving and seeing that the men are carrying out their assignments."

Updated Sales Planning Gets Results at ATLAS PRESERVATIVE COMPANY Ltd.

Foster Division Licensee in England Has Had Remarkably Rapid Growth in Recent Years

In past issues of THE NEWS we cited several instances where the Atlas Preservative Company Limited, Erith, England, extolled Foster Division products in its promotional and other types of printed material. Atlas is an Amchem manufacturing licensee.

To learn a little bit about the Atlas operation and its history, we corresponded with Nicholas E. Kilsby, Atlas Publicity Manager, who gave us an extremely enlightening report on the business activities of his company.

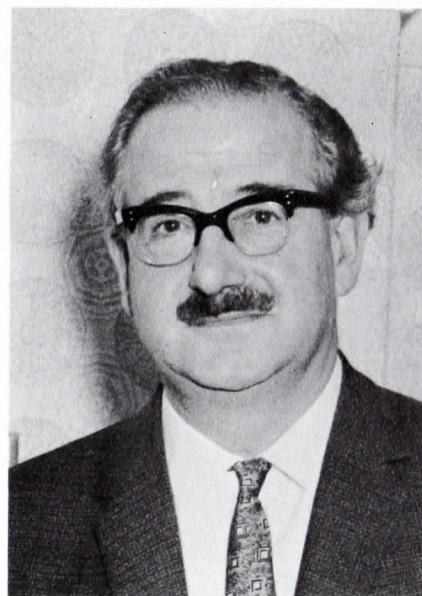
Atlas, Mr. Kilsby informs us, is a

division of Burmah Oil Trading Limited. The Burmah Oil Company includes among its world wide interests extensive European and Asian oil holdings.

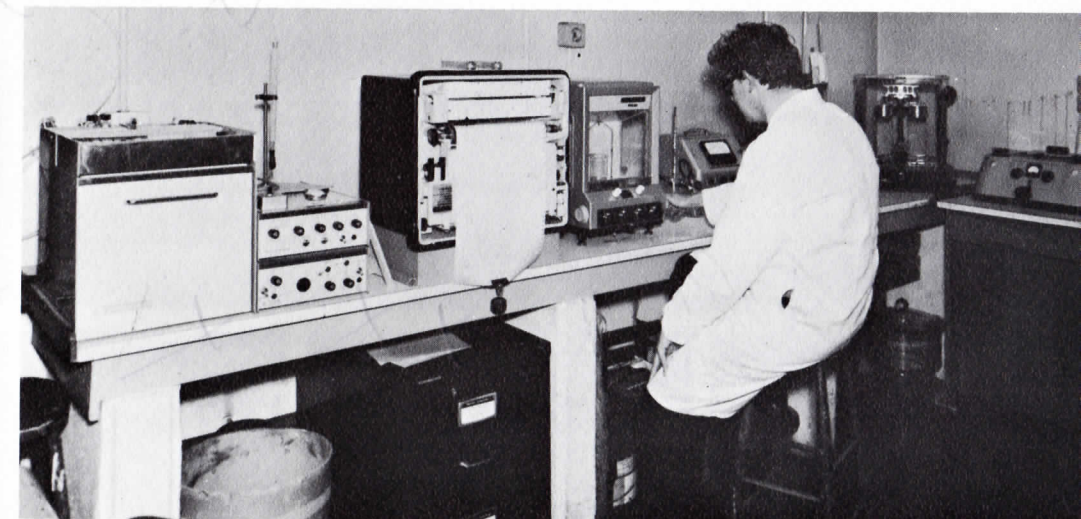
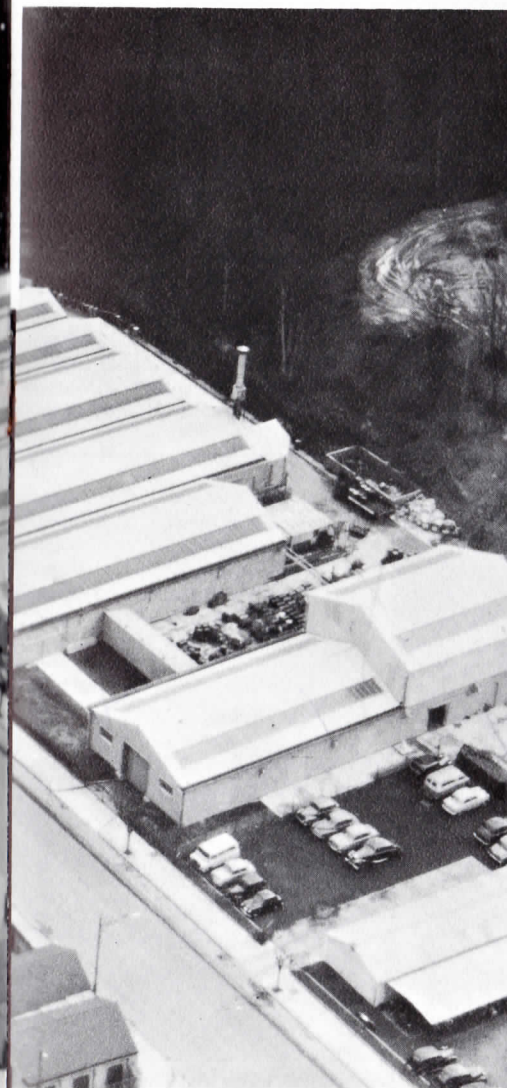
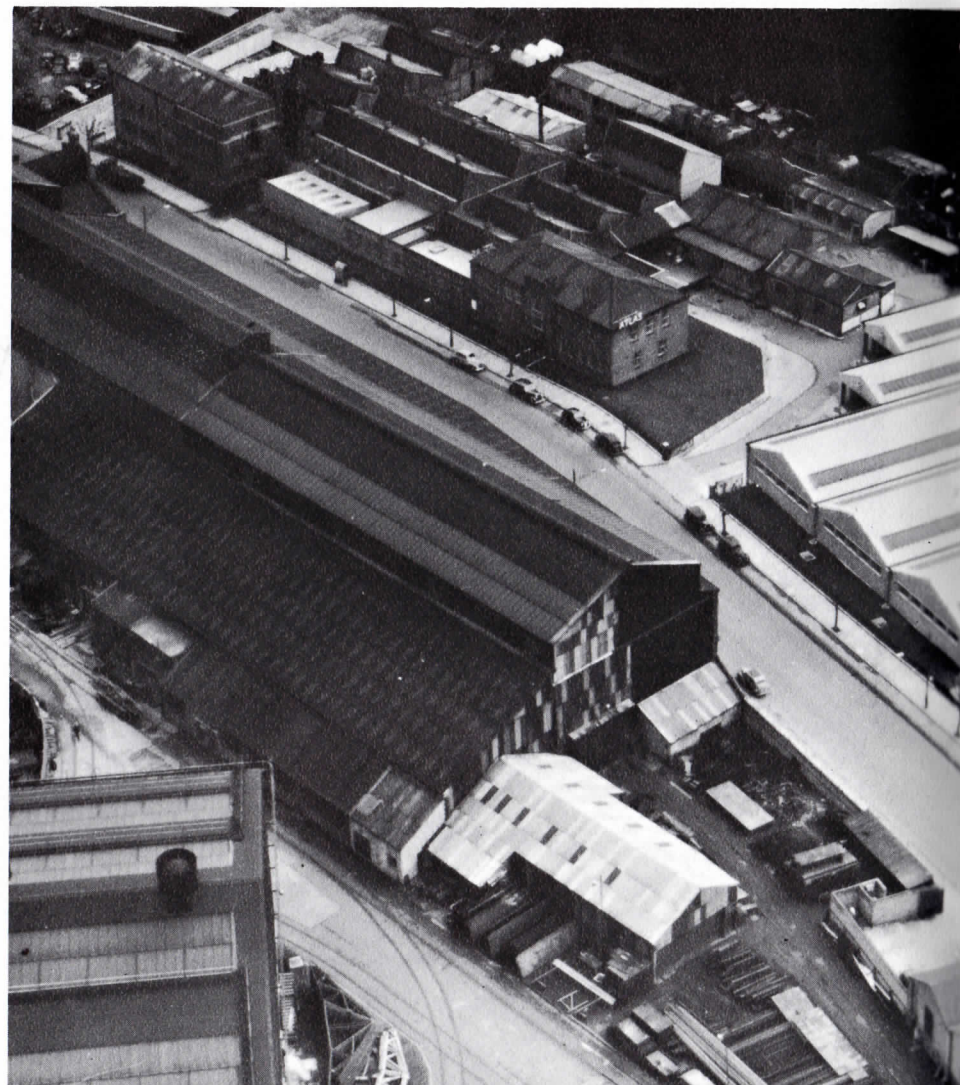
While the Atlas Preservative Company Ltd. was founded in 1898 by the first Managing Director, Mr. Tom Thatcher, whose grandson Denis was Managing Director after the last war and recently appointed to the Burmah-Castrol Board, it was not until 1960 that its Thermal Insulation Protection Division (T.I.P.) was formed as a result

Continued

Atlas Plant and Offices, Erith, Kent, England. In photo, they occupy entire area on right hand side of roadway.



LEN DAVIES, Managing Director



Quality Control laboratory features newest electronic instrumentation.



Research and Development laboratory devoted exclusively to Foster products.

of a licensing agreement made between Atlas and Amchem's International Division, in 1959, for the manufacture and marketing of Foster products in the United Kingdom, Ireland, and Scandinavia. Recently, the Middle East has been added. Responsible for this astute business manoeuvre were Mr. D. Thatcher and Mr. L. B. R. Davies, Atlas' current Managing Director.

Has 400 Employees

At the time of its founding, the Atlas plant was a modest 500 square feet in area and, like Amchem in the beginning, had less than ten employees. Today, Atlas employs 400 people engaged as follows: Plant, 150; Sales, 60 (ten of whom specialise in Foster products); Administration, 60; Operational and Chemical Cleaning, 100. Approximately 100,000 square feet of the four-acre Erith site is occupied by

plant, warehousing and office facilities.

Atlas was founded to manufacture wood preservatives and animal hide and skin preservatives. Later, total herbicides and paints were added to its product line. These products served industry, including railways, agriculture and shipping, and were sold directly to the user — a sales policy the company still pursues.

Atlas, with its present line of over 100 products, not only caters to agriculture and shipping, but increasingly to utilities and those engaged in mechanical and construction engineering as well as hydrocarbon processing. Among these products, in addition to Foster items, are descaling, degreasing and acid inhibiting chemicals and the Atlas family of high quality industrial paints. Amchem is proud to report that its Rodine® is the inhibitor that Atlas markets.

Manufactures 30 Foster Products

Of the approximately 100 products in the complete Foster line, Atlas manufactures 30 in its special Foster Division plant, which is managed by E. C. Cooper.

A market breakdown shows that in the territories served by Atlas — the United Kingdom, Ireland, Scandinavia and the Middle East, Foster products obtain 60% of the petrochemical market, 40% of the air-conditioning and ventilating market, 30% of the marine trade and 10% of the cold storage market. Considering that this business has been developed in the short span of ten years, it shows what perspicacious sales planning and guided objectives can accomplish under capable sales management. In this regard credit must be given to Mr. S. C. Hurst, Divisional Sales Manager, and Mr.

A. B. Wells, Field Sales Manager. Add to this Atlas-Foster Products duo the name H. R. Hamburg. Dr. Hamburg, as Technical Director of the Atlas laboratory including the Foster section, has been responsible for maintaining the consistently high quality of Foster products.

Recent examples of the excellent results obtained by the Foster products sales staff are related in Mr. Kilsby's communication in which he states that 11,000 gallons of Foster products were supplied to Kellogg Iran, Inc. for application to thermal insulation erected at the new Shahpur Chemical Company's plant in Banhar Shahpur, Iran. He tells us that Atlas and Foster products were also used for protecting gas liquification units at the Iranian Oil Refinery. Foster products, he reports, were used in the heating, ventilating and air

conditioning systems on the Cunard Line's new "Queen Elizabeth II" and on Her Majesty's Aircraft Carrier "Ark Royal".

Used on Europe's Tallest Chimney

Mr. Kilsby also informs us that 30,000 gallons of Foster Stackfas® Mastic will protect the interior linings of Europe's tallest chimney — 850 feet — at the Drax Electric Power Station, Yorkshire, England. The same product, he wrote, is on trial application in power station chimneys in the Middle East. Other areas where Foster products are being employed are on new housing developments in Shahjah, Persian Gulf; on diplomatic compounds in Pakistan; on the Tunis Hilton Hotel, North Africa; on the Welsh Regional Hospital, Cardiff, Wales; on the process plant, pipework and storage tanks for Esso in Stenung-

sund, Sweden; Caltex, Cape Town, South Africa; Iranian Oil Co., Abadan, Iran; Gulf Oil, Milford Haven, Wales; and on the Burmah Refinery extension, Ellesmere Port, Cheshire, England.

Kilsby Tells of Success

When asked to what does Atlas attribute its success and what were its future objectives, Mr. Kilsby replied: "By offering a range of sophisticated products to a market which is becoming rapidly aware of the need for planned plant protection. Atlas hopes to expand its Foster Product range and capture such markets as O.E.M. (original equipment manufacturers), as well as pushing up our existing percentage shares of those we currently occupy."

We conclude that there is nothing complacent about Mr. Kilsby's thinking or about the entire Atlas operation.

George Antonacio (c) accepts 25-year service award gold watch from Chairman Romig. Jim Roberto, head of Shipping and Traffic is at right. George retired upon completion of 25 years in Amchem's Shipping Department.



Congratulations!

These are the men and women of Amchem who have received Service Award Emblems between April 20 and Sept. 1, 1970.

25 YEARS

William Dalton
Leo Damskey

Rudolph Grun
Jack Price

20 YEARS

Paul Kern
William Kime

Harvey P. Raman
James Rapone

10 YEARS

Alice Brown
Paul Caruso
Bernard Cole
John Collins

Lee Crouthamel
Stanley Demoski
Kenneth W. Dunster
Edwin H. Feather

C. David Fritz
Donald J. McIntyre
William J. Neill
Okie Stecki

5 YEARS

Philip J. Anderson
Gerald D. Ames
Leslie Anderton
Ray Castillo
Anthony F. Gambino
Al Herrera
Shelby F. Hinrichs

Andrew J. Kepich
Richard R. Lehmen II
Helen K. Levey
Isabelle C. Martin
James R. McKinley
Paul Moneglia

Dolores E. Pacher
Pat Parkins
Carlene Patterson
Katherine N. Pfaff
E. Nelson Porter
Glen Reed
George White



Tony Bruno (second from right) receives 25-year service award gold watch from Chairman Romig in presence of Vice President-Director of Manufacturing Graham Smith (l) and ACD Manufacturing Supervisor Frank Boland (second from left).

MCD Manufacturing



William Dalton (l) receives 20-year service award from R. F. Neilson. Ferndale Plant



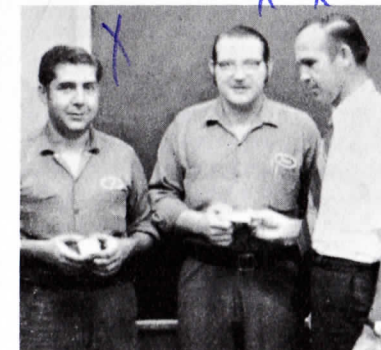
Rudy Grun (c) accepts 20-year service award from Vice Pres.-Finance R. Naylor. Chairman Romig at left.



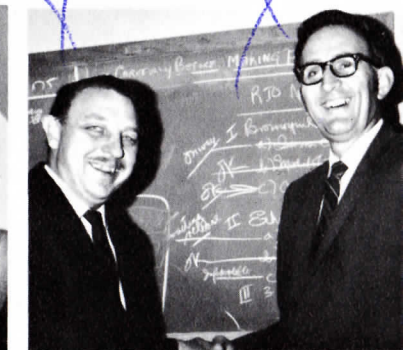
Jack Price (l) accepts 20-year service award from F. P. Spruance, Jr., Vice Pres.-Gen. Manager MCD, MCD Sales



Paul Kern (r) receives 15-year service award from Jack Price.



James Rapone (l), William Kime (c) receive 15-year service awards from Don Chew.



Harvey Raman (l) receives 15-year service award from Russ Bishop. ACD Research



Alice Brown accepts 10-year service award from Vice Pres. Hydro-Fax John Geyer. MCD



Paul Caruso (r) accepts 10-year service award from Russ Bishop.



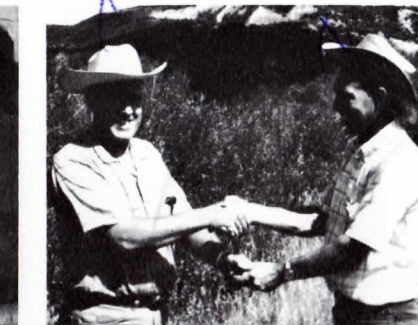
Bernie Cole (r) receives 10-year service award from Leo Damskey.



Bob Coleman (r) accepts 10-year service award from Mark Swisher.



Lee Crouthamel (r) accepts 10-year service award from Harry Bailey.



Ken Dunster (r) accepts 10-year service award from Dick Fosse.



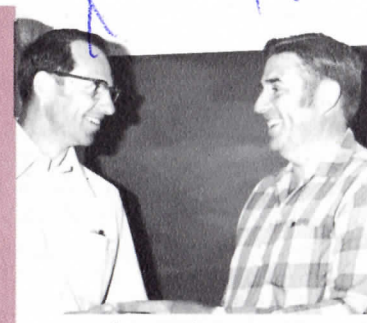
Dave Fritz (l) receives 10-year service award from Anson Cooke.



Okie Stecki receives 10-year service award from R. Neilson. Windsor



Gerry Ames (l) accepts five-year service award from Anson Cooke.



Les Anderton (l) accepts five-year service award from M. Murphy.



Phil Anderson (r) accepts five-year service award from R. E. Cavanaugh.



Al Herrera (l), Ray Castillo (c) accept five-year service awards from Bill Gault.



Carlene Patterson accepts five-year service award from V. E. Barlow.



Tony Gambino (r) accepts five-year service award from Hal Collins.



Andy Kepich (c) receives five-year service award from George Brumbaugh.



N. Giorgio (l) receives five-year service award from Tom Bueter.



Dick Lehmen (r) accepts five-year service award from Hal Collins.



Helen Levey (l) receives five-year service award from Illa Brustman.



Jim McKinley (l) receives five-year service award from Dick Fosse.



Paul Moneglia (r) accepts five-year service award from Mark Swisher.



Dolores Pacher accepts five-year service award from Tom Rogers (l).



Pat Parkins (l) receives five-year service award from Hirsh Segal.



Nelson Porter (r) receives five-year service award from Bob Crump.



Glenn Reed (l) accepts five-year service award from Tom Bueter.

In the early part of 1969 George Russell and his engineering staff turned over a set of blue prints to Frank Piacitelli, head of Amchem's Construction Department. The prints were the plans for the new greenhouse at the Research Farm. Interpreting this set of blue prints in terms of materials, man-hours and costs was the immediate task confronting Frank. Being an old hand at calculations of this sort, it was no time at all until Frank had this phase of the project squared away and had earth-moving equipment digging foundations adjacent to the two existing greenhouses at the Farm.

Some of the statistics connected with the operation are interesting and prove how wrong a layman could be if he tried to estimate what goes into a 32 x 103 sq. ft. aluminum and masonry greenhouse and its 52 x 102 sq. ft. headhouse. John Piacitelli, who is Frank's assistant and, incidentally, his cousin, compiled a list of major items used in the structure. The first item listed is 15,000 eight-inch concrete blocks, followed by 14 tons of glass, 10 aluminum roof trusses, 80 intermediate aluminum roof rafters, 20 steel side posts (installed in an equal number of concrete piers), 500 lineal feet of 48-inch wide asbestos tables (for the experimental "flats"), one and one-half miles of caulking compound, 1400 lbs. of outside masonry block paint, 5400 square feet of decking material (for headhouse roof), 7000 nuts and bolts, and 20 tons of crushed stone (for sewage pit).

Excavation required the removal of 1500 cu. yds. of earth, including the bed for the 6000 gal. fuel tank which is buried underground.

Lord & Burnham Structural Components

The aluminum structural components of the glassed-in portion of the greenhouse proper are all stock items and were furnished by Lord & Burnham Co., specialists in greenhouse designing and manufacturing. After the foundation was dug and the 5-ft. high walls were constructed, these components were assembled and erected. The glass panes ("lites") were then inserted. With the installation of wall radiators and hot water piping under the tables, plus six air conditioning units for summer temperature control, the new greenhouse was ready for use when the 1970 seeding season had arrived.

All structural work was performed by Amchem's Construction Department, with plumbing, heating and electrical work being done by the Maintenance Department. The finished product is a fine tribute to the skill and versatility of the personnel of these two departments.

Has total of 7600 square feet of Greenhouse Area

Amchem now has a total of 7600 square feet of greenhouse area. All three greenhouses are stocked with experimental "flats", each catalogued for a development history of the compounds being screened.

Presently, experiments are being conducted in 1000 "flats" in the new greenhouse. When these are added to the 1500 "flats" in the other two greenhouses, they make a total of 2500 "flats" in use in the 1970 screening program.

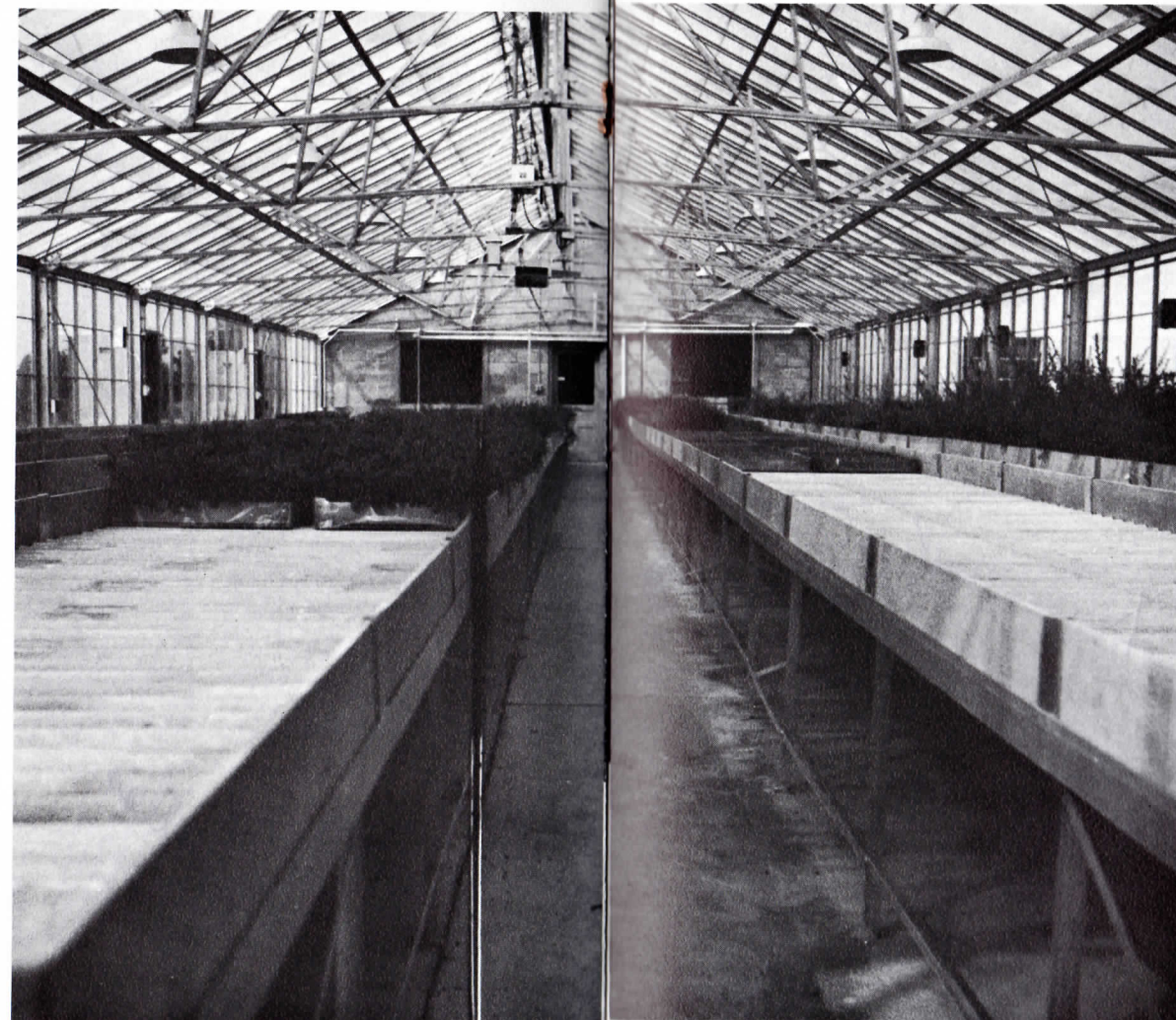
(While on the subject of experimental work, it is worth mentioning that in the outdoor screening program at the Farm, there are well over five thousand 6 x 10 ft. to 6 x 20 ft. plots under cultivation. Acreage is also devoted to brush and aquatic weed control and to the continuing study of fruit and vegetable growth regulators.)

The new headhouse contains three 80 ft. long work benches (asbestos tables) for seeding the flats before their removal to the greenhouses. It also contains a specially equipped room for aquatic weed screening, a spray room, a freeze chamber—where the effects of frigid air conditions on plants are studied—a section for toxicity studies on fish, a storage room, furnace room, and the Farm Manager's office.

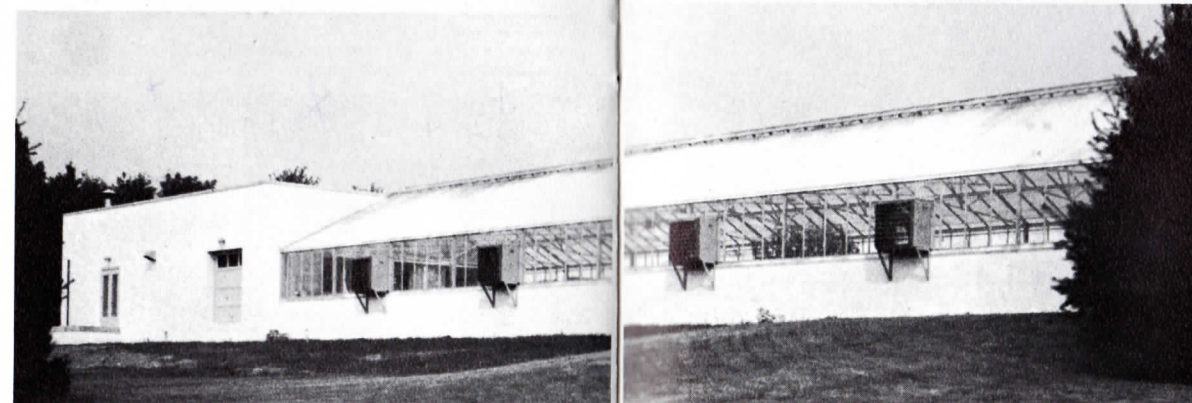
Nine Researchers and Five Farm Workers

Dr. Anson (Ans) Cooke, Amchem's director of biological research,

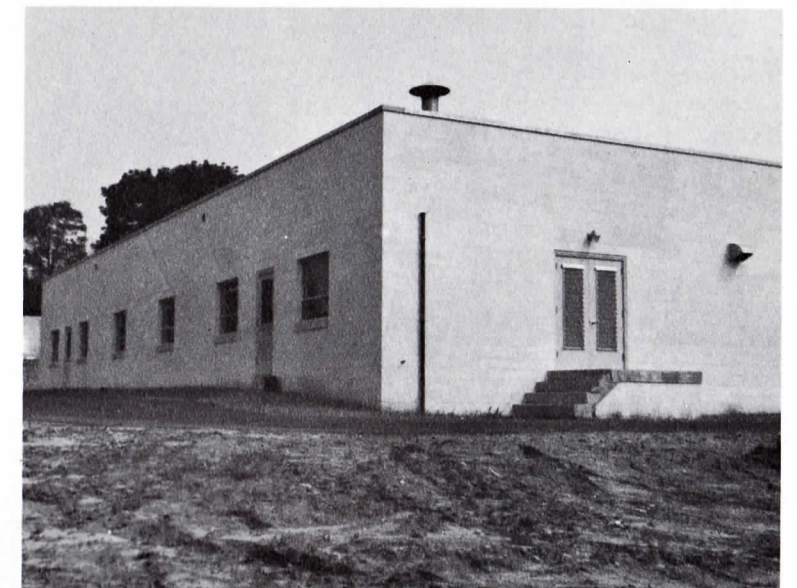
New Greenhouse Completes First Season of Use



(Above): Interior of new 32 x 103 sq. ft. Greenhouse with its 500 lineal feet of 48-in. wide asbestos tables.
(Below): North side exterior view shows new Greenhouse and one end of new headhouse.



tells us that the thousands of outdoor screening projects, plus the thousands of projects represented by the 2500 flats in the greenhouses, are conducted by just nine full time researchers, assisted by five farm workers. The paper work alone is a monumental task, as it involves the maintenance of records on each of the experiments, from seeding to harvesting. So dedicated are these men, Ans informs us, that in Spring and early Summer they frequently arrive at the Farm as early as 6:00 A.M. and come in on Saturdays and Sundays to check the progress of their experiments. (What was that wise crack about the Farm being a country club?). Encouraged by the success of Amiben, the excellent potentiality shown by Ethrel, Amchem's newest compound that stimulates fruit maturity, and the progress being made by the company's new research licensing program (see pages 2 and 3) Dr. Cooke feels confident that equally important additional discoveries will be made, necessitating further expansion at the Farm in the not too distant future.



(Above): Exterior view of headhouse which is accessible to greenhouses.
(Below): Interior of headhouse where experimental flats are seeded.



Bowling League Completes Fifth Season

Electric Shop Team Winner...Skip Lane Top Bowler...Joanne Mascola has High Average for Women

Maybe because his last name is the same as the locale of America's greatest participating winter sport, Newman F. (Skip) Lane took up the pastime originally. But whatever the reason, he's Amchem's top bowler. Skip led all participants in the Amchem Bowling League for the 1969-1970 season with an average of 173. Paul Goetter was not far behind with a 168 average. Other creditable performances were turned in by George Brumbaugh, 166; Frank O'Brien and Lou Torro, each with 163; Andy Kepich, Ed Metzler and Earl Seiz, all with 162; and Paul Burger, 160.

Women's high average honors went to Joanne Mascola with 139. Joanne was followed by Donna Wack who had a 132 average.

The Men's high series trophy was won by Bob Dryden, who bowled 595.

Bob barely beat Lou Torro who had a series high of 593. (Top score in this category was made by Lane, who rolled a 613 series, but he was not eligible to receive this trophy since he had already chose to receive the high average trophy.)

In the women's high series Sue Davis was the winner with a 474. Pat Wilson was second with 470.

In the men's high singles Peppi Rocco rolled 242 for a first. Ed Metzler with a 233 was runner-up. (Lane posted a 256 but was not eligible for a trophy.)

The women's high singles title was won by Marie Balestrieri with a 189. Connie Bruno posted a 175 for second.

The team trophy was captured by the Electric shop squad of Joe Feckno (Capt.), Wally Dragani, Peppi Rocco,

John Rawlings and Angie Pilgermayer. Electric ousted Lineguard, the winners for the past two years.

Dragani was presented a trophy as the most improved man-bowler. Lois Miller received similar honors among the women bowlers.

Officers for the 1970-1971 season are Bob Dryden, president; Paul Burger, vice president; Lois Miller, recording secretary; Tom Day, tabulating secretary. They succeed Paul Goetter, Tom Day, Sue Davis and Donna Wack in the respective offices, with Marie Balestrieri succeeding herself as treasurer.

The season was climaxed by an awards dinner and dance at the Wagon Wheel Restaurant, Plymouth Meeting, May 15, where the pictures on these pages were taken.



Paul and Mrs. Goetter

Pierce First in Detroit League

John E. Pierce, MCD Sales-Ferndale, was a double winner in the Detroit Paint Club Bowling League with a high single game of 241 and a high series of 596. Ray Neilson, Ferndale, Plant Manager, completed 25 years as a competitor in the same league. The DPCBL president's cup was won by Ferndale Buyer, Rick Cooper, who had the league's second highest game—238. This league has been in existence since 1925 — probably the oldest in Detroit.



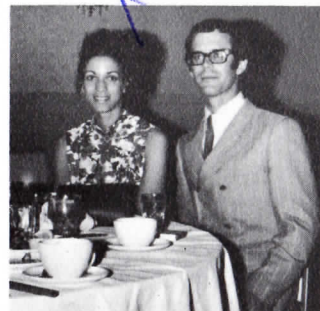
John Pierce, double winner in Detroit



Rick Cooper, president's cup winner



Ray Neilson, 25-year league competitor



Leo and Mrs. McHugh



Mel and Mrs. Nagle



Trophy winners at banquet proudly display their acquisitions. (l to r): Joanne Mascola, Skip Lane, Sue Davis, Joe Rocco, Bob Dryden, Marie Balestrieri.



Joanne Mascola and Betty Speece



Dancing Couples (l to r): Joe and Mrs. Feckno, George and Mrs. Siglin, Chap and Mrs. Nordon.



At head table (l to r): Marie Balestrieri, Donna Wack, Roy and Mrs. Eberz, Paul and Mrs. Goetter, Tom and Mrs. Day, Bill Neil. (Hidden from view, Sue Davis.)



P. H. Krishna Rao, Agromore Chairman.



J. O. J. Shellenberger accepts M. A. Sreedhar Award from M. A. Partha Sarathy.

Awards Day at Agromore, India

February 26 was Awards Day at Agromore Limited, Amchem's manufacturing licensee in Bangalore, India. The event was scheduled to coincide with Vice President-Director of Marketing J. O. J. Shellenberger's visit to Agromore, who made the Service award presentations to personnel.

A picture album recording this special occasion was given to Mr. Shellenberger. Many of the pictures are reproduced on these two pages.

In addition to Service awards, there were prizes distributed to winners in an athletic field day staged by Agromore. Mr. P. H. Krishna Rao made these presentations. Also, two special commemorative plates honoring the memory of the late Mr. M. A. Sreedhar were presented to Mr. Suryanarayana Rao, General Manager of Agromore, and to Mr. Shellenberger, who is a member of Agromore's board of directors.



K. A. Janardhana Rao receives Athletic Award.



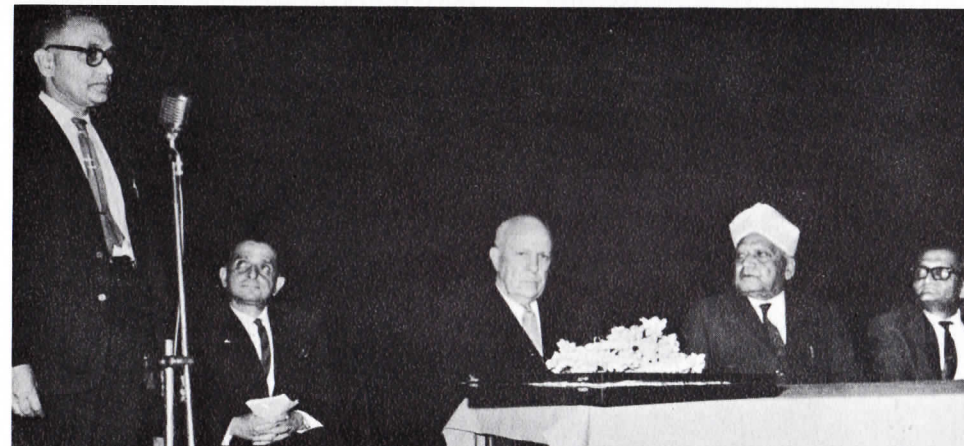
M. Kantharaj receives Athletic Award.



S. K. Narayana receives Athletic Award.



N. P. Chandriah receives Athletic Award.



R. Suryanarayana Rao (l), Agromore General Manager, spoke on the occasion.



M. A. Partha Sarathy, Managing Director, welcomed the guests.



K. Anantha Murthy (l), Asst. Acc't., receives Amchem Service Award.



V. Viswanath (l), Store Keeper, receives Service Award.



R. Suryanarayana Rao (l), general manager receives Amchem Service Award.



E. V. Raghavendra Rao (l), Assistant Secretary, receives Amchem Service Award.



Vishnu Khatakar (l), Sr. employee, receives Amchem Service Award.



L. S. Mirle (l), Works Manager, receives Service Award.



J. O. J. Shellenberger is garlanded.



B. Viswanatha Rao (l), receives Amchem Service Award.



R. Raghavendra Rao (l), Chief Accountant, receives Amchem Service Award.



S. Narayana Iyer, Inspector, (l) receives Amchem Service Award.



M. N. Hari, Tech. Officer (l) receives Amchem Service Award.



P. C. N. Naidu (l), Maintenance Engineer, receives Service Award.





Skill and ingenuity displayed in creating new ACD offices. John Piacitelli and Tony Serratore plumb studding.



Tony and John trim galvanized corrugated base covering steel joists before concrete is poured for floor.



Yogi Baranowski



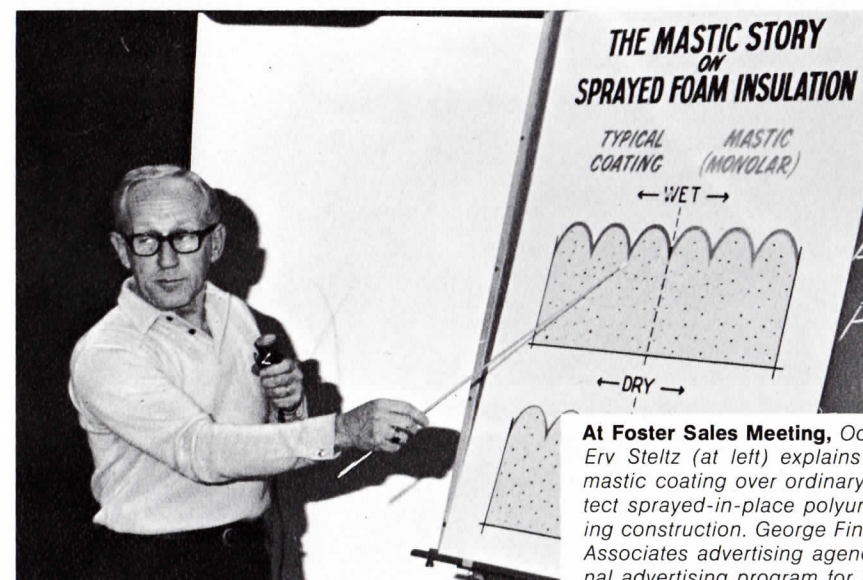
Yogi Baranowski and Dean Cooper measure hot water boiler before applying insulation.



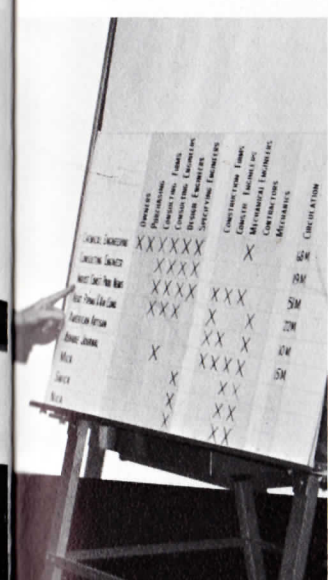
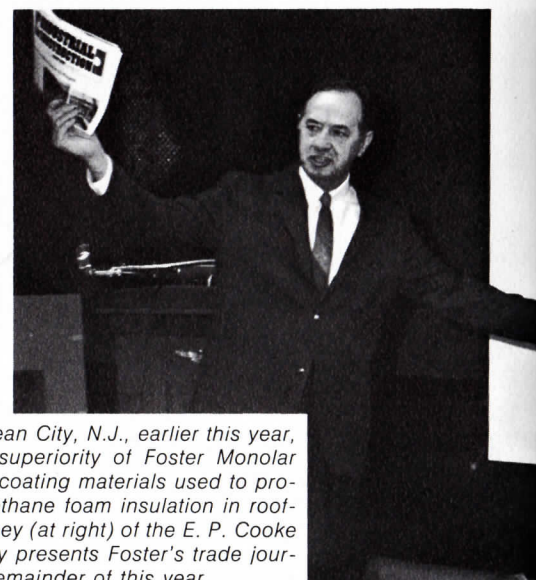
Tony and Ed Wood assure doors and molding strips fit perfectly between panels.



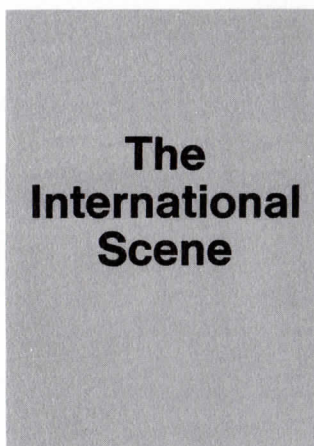
Outer office, now furnished and in operation. Doors to private offices are visible in picture.



At Foster Sales Meeting, Ocean City, N.J., earlier this year, Erv Steltz (at left) explains superiority of Foster Monolar mastic coating over ordinary coating materials used to protect sprayed-in-place polyurethane foam insulation in roofing construction. George Finney (at right) of the E. P. Cooke Associates advertising agency presents Foster's trade journal advertising program for remainder of this year.



Round Table Interview. Pete Connor (l), Inland Steel, gives his views on trends in coil coating industry at interview conducted at Amchem by John Moore (back row, c), AMERICAN METAL MARKET magazine. (Seated, l to r): James Brewster, U.S. Steel; Bob Braswell, Rollcoater, Inc.; A. A. Chalmers, Alcan Corp.; Connor. (Standing, l to r): Jack Price, Amchem; Moore; John Geyer, Amchem.



Visits Australian Licensee. John Lampitt (5th from l), Amchem, visited Geigy (Australia) Pty., Ltd., Sydney, last Spring and is photographed with Geigy executive personnel who are (l to r): Messrs. John King, Brian Winter, Nelson Johnston, Gordon Coles, Lampitt, Chris Creal, Frank Fletcher, Dale Weedman, Peter Weatherstone, Fred Carter.



Presentation. Pictorial book of Philadelphia is presented to Masamichi Nagatani, Nippon Paint, Japan, upon completion of training program at Amchem. (l to r): W. J. Delanty, J. O. J. Shellenberger, Nagatani, John Lampitt, Ray Montecino, Walt Dudlik.



Visitor to International. Pedro Diaz (c), Manager of Finishes Department, DuPont de Venezuela, paid business call at Amchem's International Division. Miguel Zubillaga is at left; John Lauffer at right. Latter two are from the International Division.

Many Repeaters in 1969-70 Safety Contest

Consistency paid off for five of the six winners in the 1969-70 Safety Contest. Mechanical R & D, Research Farm, Plant Manager's Office, Packaging, and ACD Research Lab were repeaters. ACD Manufacturing was the newcomer, replacing Maintenance. Safety Program Director John Horn distributed prizes to each member of the winning depart-

ments at an assembly in mid-August. Horn congratulated the winners on their fine records and stated that he felt that every department could be a winner by each member being safety conscious and avoiding risks at all times. Vice President-Manufacturing Graham Smith was an interested observer at the distribution ceremonies. ◆



Mechanical R & D



ACD Research Farm



Plant Manager's Office



ACD Manufacturing



Packaging



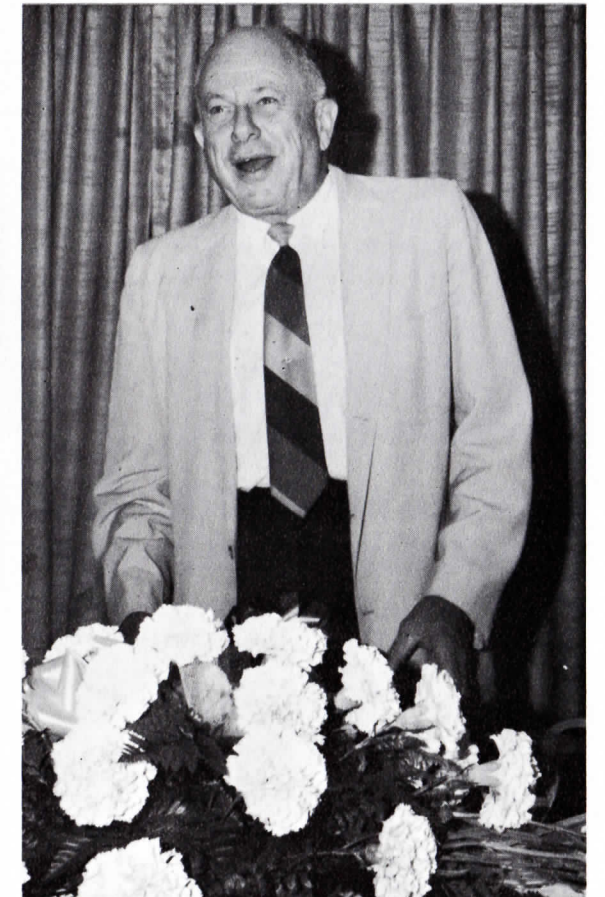
ACD Research Lab



Al is seated at left of Chairman Romig at head table. Jack Price, foreground (r).



Old friends. Vice President-Finance Raymond Naylor chats with Mrs. Sinclair. Al reminisces about his many pleasant experiences during at farewell dinner for her husband. The Naylor and Sinclairs are old friends. his twenty-five years in MCD at Amchem.



MCD's Al Sinclair Chooses Early Retirement

Al Sinclair, Assistant General Sales Manager, MCD, retired from Amchem, September 1. He had completed 25 years with the Company last January 19.

Al and Mrs. Sinclair were honored at a going-away dinner given by his MCD co-workers and his other friends at Amchem. The affair was held at historic Wm. Penn Inn, Gwynedd, June 16. Al was given a short wave radio, capable of world-wide reception, which he will put to good use in his St. Croix, Virgin Island, winter home.

He was also presented with a framed testimonial.

Several of his MCD associates, as well as Chairman Romig and Vice President-Finance Raymond Naylor, paid tributes to Al for his long, faithful and valuable contributions to Amchem.

Al is a native of Norristown, Pa., where he worked for ten years at the Adam Scheit Brewing Co., after graduating as a chemical engineer from Lehigh University in 1932. Prior to

joining Amchem, he worked for over two years at Foote Mineral Co., Philadelphia.

Al and Mrs. Sinclair live in a large modern ranch home atop a high hill commanding a beautiful view of the Perkiomen Valley, Montgomery County, Pa. Al designed the home and also put a lot of his do-it-yourself talents into its construction.

All of us who have had the good fortune of knowing Al at Amchem will keenly feel his absence. ◆

Marincola Wins Golf Tournament

The Amchem Golf League held its annual tournament at the Montgomeryville Golf and Country Club, Sunday, September 20, with 31 participants, the greatest number in the history of the league.

Mickey Marincola was the win-

ner based on the Buckley scoring system. Tony Serratore, Steve Wiedmar tied for second. Jack Campbell, Joe Rocco, Jim Roberto, Howard Ketzoff, John Koerwer all tied for third. Four players tied for fourth. They were Ralph Lelii, George

Brumbaugh, Tom Day, and Andrew Kepich.

A complete rundown on the season's league play, together with shots of the tournament and banquet will be published in the next issue of the NEWS.

Changes in MCD Research

A general letter dated July 31 from Dr. Frank M. Precopio, Corporate Technical Director, announced the appointment of Richard (Dick) Reeves as Director of Research and Development of Amchem's Hydro-Fax Division. The same communication stated that Lester Steinbrecher, Group Leader, Steel Group, had been named Reeves' successor. He will continue with the Steel Group as Acting Group Leader in addition to functioning in his new assignment. Les has been with Amchem since November, 1958. He holds both a B.A. (Temple 1950) and an M.S. (Drexel 1957) in Chemistry. Presently, he is working on his thesis for a Ph.D. Prior to joining Amchem he had been employed by Socony-Mobil Oil Co., Paulsboro, N.J., for seven years.

Les, his wife, Stephanie, and their three children live at 306 Hogeland Rd., Southampton, Pa.

Dr. Reeves, whose name has frequently appeared in THE NEWS, came to Amchem in April 1956 from American Cyanamid, where he had been director of chemical services. He was named MCD Technical Director in October of the same year. With the emphasis nationally on anti-pollution programs and with the optimistically strong outlook for the rapid development of the Hydro-Fax Division, Amchem can well utilize the versatile talents and wide experience of Dr. Reeves. Born and educated in New York City, where he earned his degrees at N.Y.U., Dr. Reeves has lived in the Ambler area ever since joining the company.

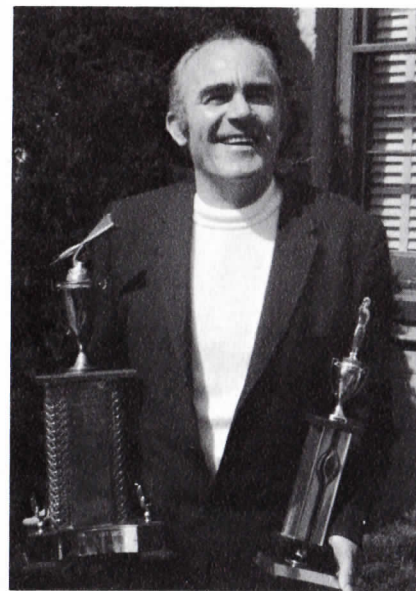
Nagle's Son in Vietnam

U.S. Air Force Captain Bruce M. Nagle, son of Mr. and Mrs. Melvin Nagle, 519 W. 8th St., Lansdale, is on duty at Phu Cat AB, Vietnam. Mr. Nagle is employed in ACD Manufacturing.

Captain Nagle, a weather officer, is serving with a unit of the Air Weather Service which provides weather information for military flight operations.

A 1962 graduate of Hatboro Horsham High School, he received a B.S. degree in mathematics from Westminster College, New Wilmington, Pa. in 1966 (See AMCHEM NEWS July 1966) and a B.S. degree in meteorology from the University of Utah in 1968. He is a member of Sigma Phi Epsilon.

The captain was commissioned in 1967 upon completion of Officer Training School at Lackland AFB, Tex.



BILL DALTON

Dalton the Dartist

Bill Dalton, Ferndale MCD Plant Supervisor, led his team to the Detroit Open Dart League championship for the third straight year. The league consists of 32 six-man teams, which multiplies out to 192 players.

Hole-in-one for H. Neilson

Howard Neilson, MCD Automotive Industry, Ferndale, scored a hole-in-one on the 15th hole of the Detroit Golf Club, on July 11, the first in his 37 years of golfing.

The shot was made while he was playing in a foursome, consisting of himself, Fred Henning, MCD Salesman, Great Lakes Region, and two of the latter's best customers, Roger and Gregg Smith, executives of Wolverine-Pentronix Corp., Lincoln Park, Michigan.

(We are indebted to Fred Henning for this bit of interesting information.)

Kordick, Harrison Lauded

Compliments were paid to Chuck Kordick, MCD Sales, and Pat Harrison, Industry Manager-Strip Lines, by R. J. Kieckhefer, president, Litho-Strip Corp., Chicago, in a letter to John Geyer, in which Mr. Kieckhefer wrote: "I ran into Chuck Kordick and Pat Harrison here the other evening and had a chance to talk to them briefly about the progress of your trials here. I must say that I am impressed with their intelligence and, more important, with their willingness to put enormous amounts of time, effort, and thought, at any and all hours into giving us the best possible job. Needless to say, this kind of effort and interest by a potential supplier is the single most effective way of selling a product. I gather that our manufacturing people are impressed and am sure that their final decision will take this kind of service into consideration. You're lucky to have such good men."

Weddings

Nora LaRuffa, accounting, married to Michael Bottorf, August 22. Wedding solemnized in St. Anthony's R.C. Church, Ambler.

Karen Grun, daughter of Amchem's Treasurer, Rudy Grun, became the bride of Stanley Washburn, 3rd, Scarborough, N.Y., May 16. Mrs. Washburn was a summer employee at Amchem a few years ago while on vacation from school.

The Bishops still marrying 'em off. The Russ Bishop household at 2407 Fairview Ave., Hatfield, is minus its second member within the last couple of years. Young Tom married the former Trinda Helene Hirsche of Harrisville, N.Y. on June 22, and then moved with his bride to Colorado where he is an accountant at the University of Colorado Medical Center in Denver.

Nancy Washington, ACD Research, is now Mrs. Leo McHugh.

Briefs

Nancy Achuff, ACD Research, Farm, now joins John Gallagher, Sandy Wallace, Hal Collins and Ray Montecino (see AMCHEM NEWS, April, 1967) as a qualified scuba diver.

Mark Keuhner, MCD Research, was among recipients of B.S. degrees in chemistry at Drexel University, June 13. Al Jacques, ACD Research, re-

ceived a B.A. in chemistry from Temple, May 22.

Bob Cavanaugh, Ferndale Laboratory Manager, has recovered from an emergency appendectomy which he had in late spring. This unfortunate incident caused him to miss his son's wedding, May 1 and the Ferndale bowling banquet the following evening.

Goetter League's MVP

Paul Goetter, assistant to the manager of Purchasing, playing third base and pitching for the Lansdale Tigers in the Perkiomen Valley Twilight League, won the league's most valuable player award.

He was presented with the trophy, which accompanies the honor, at the league's annual banquet on the evening of August 26th.

Paul batted .304 and had a 9 won-3 lost pitching record while leading the Tigers to second place this past season.

In his high school days, he pitched and played the infield for Lansdale Catholic. He repeated these chores for LaSalle College, Philadelphia, from which he graduated in 1964.

WHERE WILL YOU BE—

Continued from page 5

before you have passed the point of no return. I realize that today pesticides are, in the vernacular, an "in" thing, but I recommend that we charge the scientists of government and industry with the responsibility of determining the fate of pesticides and abide by their judgment. This is not a matter on which the politician, nor the man in the street, can render decision. This is not an issue that can fairly be judged by emotion. And please don't change your address if you continue your campaign because we must know "Where will you be when we need you?"

HYDRO-FAX—Continued from page 7

drew the plans and prepared the specifications. From these creative preliminaries the McConnell Company procured the necessary materials for Vulcan to construct the system.

Those from Amchem who were actively involved in the engineering and research phases of the project were Fred Unger, Lou Hurst, Dr. Richard (Dick) Reeves and Nels Newhard. MCD sales and executive personnel who were indirectly involved were John Geyer, Jack Price, Greg Gibson and Ed Patterson of MCD and George Russell, Engineering.

Vulcan is an account of "Wink" Sitz MCD Sales representative. Wink was initial liaison between Vulcan and Amchem when the former wanted to incorporate pollution control plans in the initial plant design. When this problem was first presented to Wink, he suggested "let's see what we (Amchem) can come up with." Amchem did "come up with something" to the complete satisfaction of Vulcan.

Manson Passes U.S. Pat. Office Exam.

Frank Manson, Research Chemist for Hydro-Fax Division, was one of the 14 successful applicants from the state of Pennsylvania who passed the examination for registration to practice before the U.S. Patent Office. The exam took place on March 31, Frank's name, as well as the names of the other successful candidates, appear on page 3 of the Official Gazette, of the U.S. Patent Office, published September 1.

Amchem Controls Its Pollution

Vice President-Director of Manufacturing Graham Smith informs us that when contaminants were first detected in waste water discharged from one of MCD's manufacturing operations over 30 years ago, the Engineering Department designed a disposal system which safely impounded this effluent in lagoons for subsequent purification treatment before discharging it into public waste systems.

At this same period, equipment was installed employing activated charcoal and an electronic precipitator to purify air emissions from the Company's facilities.

Currently, all air discharged from Amchem's manufacturing operation is treated to eliminate contaminants. Some of this air, depending on its source before emission, is passed through dust collectors and precipitators; other air, before it is discharged into the atmosphere is "scrubbed" in an aqueous solution, rendering it harmless.

Amchem has now extended its pollution solving abilities beyond its own boundaries. With the establishment of the Hydro-Fax Division (see pages 6 and 7), the Company is now providing a pollution control service to the metalworking industry and to certain segments of the textile industry with marked success.

Two-Way Security

By putting part of your savings away to work for America, you can provide some of the economic strength it takes to run this great country of ours. And, of course, you'll be helping yourself at the same time. Because Bonds bring interest and security . . . and a little old-fashioned American pride.



ACD's Taylor Announces Promotions, Additions

Promotions in and additions to ACD's Sales Department have been announced by Jack Taylor, Sales Manager in that division.

Effective October 1, Harold Collins, Middle-Atlantic District Sales Manager, was promoted to Assistant Sales Manager of the Agricultural Chemicals Division.

Richard Lehman, ACD Sales representative in Virginia and W. Virginia, succeeds Collins as Middle-Atlantic District Sales Manager.

Shelby Hinrichs, ACD Sales Supervisor in Ohio, has been appointed Assistant District Manager, North Central District.

Tom Arnold, Area 2 ACD Sales, Ohio, has been named Sales Supervisor, Farm Chemicals, Ohio.

Wayne C. Barnett, Seymour, Indiana, and Larry L. Craft, Columbus, Ohio, are the new additions to the ACD Sales staff. Wayne will cover Area 3, Indiana, in the North Central District. Larry has been assigned Area 2, Ohio, North Central District.

Collins, a graduate of Rutgers University, New Brunswick, N.J. joined ACD as a salesman in December 1959. He was promoted to Middle-Atlantic District Sales Manager in 1967.

Harold is a native of New Jersey, where he still makes his home in Medford Lakes with his wife and four children.

Lehman, a resident of Roanoke, Va. has been employed as an ACD salesman since June 1965. Hinrichs is also a five-year ACD man, having joined the Company in July 1965. Shelby, a resident of Marysville, Ohio, is married and the father of two children.

Arnold, who is married and lives in Lima, Ohio, has been with Amchem since September, 1969.

Introducing New Members of the Amchem Stork Club

*whose names were not previously
published in the NEWS.*

JEFEREY ERIC BINNS

July 21, 1970
Father: Eric Binns
MCD Research

TRACIE LYNN DALRYMPLE

June 25, 1970
Father: Robert Dalrymple
Pilot Plant

CYNTHIA LYNN KINGSLEY

May 1, 1970
Father: Clifford E. Kingsley
Accounting

JOHN DEREK LAUFFER

February 28, 1970
Father: John Lauffer
International Div.

DONNA MARIE MILLER

June 13, 1970
Father: George Miller
Pilot Plant

SHARON KAY NAUDASHER

June 8, 1970
Father: John Naudasher
Receiving

TROY EDWIN NOBLE

May 9, 1970
Father: Howard Noble
Research Farm

JILL MELISSA PRICE

March 21, 1970
Father: Jack Price
MCD Sales

TARA TARUTIS

June 1, 1970
Father: Stanley Tarutis
MCD Sales

KARL ZIMMERMAN

June 8, 1970
Father: Brian Zimmerman
ACD Production

Condolences

We wish to express our sincere sympathy to John Pistilli, Construction, and his brother Bill, Amchem retiree, on the death of their sister, Mrs. Mary Rotelli.

Also, our sympathy is extended to Walter Hicks, Windsor Plant, on the death of his father, a Chrysler Corp. of Canada retiree.

Welcome to our New Employees

*Hired since the last issue of the AMCHEM NEWS and prior to
September 1, 1970*

Edward Amerla, Chicago Plant; Arnold Anderson, Foster Sales; Wayne Barnett, ACD Sales; Bonnie Beaver, Mailroom; Frank Bolea, Chicago Plant; Edward Bruno, Maintenance; Norma Burke, MCD Sales; Leopold Cimini, Receiving; Michael Clark, MCD Sales; Irene Coffey, Houston Office; Billy Connell, Houston Plant.

ALSO: Patricia Counts, Ferndale Office; John Davies, ACD Sales; Donald Dierksen, Clinton Plant; Wayne Dougherty, Chicago Plant; John Dover, Chicago Plant; Althea Ernst, ACD Research Farm; Juan Esquivel, Dallas Plant; Miriam Ewing, Houston Plant; Wanda Feazel, Foster Lab; James Fishel, MCD Production; Markham Fraser, Windsor Plant; Ronald Freeman, MCD Dev.; William Frisk, Receiving.

ALSO: Eugene Garrett, Dallas Plant; Gay Gray, ACD Farm; Charles Grindle, Mechanical R & D; Robert Hefta, ACD Sales; Donald Hester, Houston Plant; James Howard, Maintenance; Cynthia Hubbard, ACD Sales; Robert James, Phila. Plant; Zoe Jorgensen, ACD Lab;

Kenneth Kraklio, ACD Sales; Claire Ledvina, ACD Sales; Larry Livingston, ACD Sales; Gerald Marshall, Fremont Plant; Ronald Maljian, Maintenance, Phila. Plant.

ALSO: Constance Meier, International; George Mitchell, Phila. Plant; Gail Pistilli, MCD Sales; Stuart Plante, MCD Sales; Elizabeth Provost, ACD Research Farm; Anthony Ranelli, Phila. Plant; Terrell Reed, Foster Sales; Charles Salmons, Houston Plant; Valerie Sarluis, Windsor Office; Thomas Schneider, MCD Research; Mary Lou Schultz, Product Performance; Judith Sherlock, MCD Sales; Stephen Sigler, ACD Sales; Harry Sommer, International.

ALSO: Craig Stark, ACD Research; Stanley Stec, Chicago Plant; Dennis Storey, Houston Plant; Michael Trammel, Houston Plant; John Tucker, ACD Sales; Emily Wallace, Accounts Payable; Joseph Waters, MCD Research; Marie Widdis, International; Stanley M. Wilhelm, Foster Research; Larry Young, Engineering.

Buczkowski Manager Aluminum Industry... Wallace Group Leader

Dwight E. Buczkowski, head of Amchem's Systems Engineering Dept. and developer of the Company LINEGUARD® engineering program since its inception over 10 years ago, has been named Aluminum Industry Manager, MCD Marketing. He will assume his new duties November 1, according to an announcement by Gregory Gibson, MCD Director of Marketing, on Sept. 9.

Dwight joined Amchem in March, 1958. It was under his guidance that the first LINEGUARD fully automated Alodine® chemical bath for coating aluminum was installed at Crown Aluminum Co., in Roxboro, N.C. on May 12, 1961. Today, hundreds of LINEGUARD systems are operating at peak efficiency in metal fabricating plants throughout the country.

Dwight, a native of Ambler, is a graduate of the engineering school of the University of Pennsylvania. He is

married and resides in Oreland, Pa., with his wife and two children.

Alexander G. T. (Sandy) Wallace has been promoted to Systems Engineering Group Leader, reporting to J. A. (Jack) Carroll, Manager, MCD Chemical Technical Services. Promotion is effective November 1.

Sandy, born in Scotland, attended several technical colleges in Scotland and England before joining Amchem's Systems Engineering Department in March, 1966. Sandy, Mrs. Wallace and their two children live in Ambler.

THE AMCHEM NEWS

Vol. 13, No. 3

October, 1970

Published by
AMCHEM PRODUCTS, Inc.

Ambler, Pennsylvania

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