THE AMCHEM NEWS

Vol. 15 No. 2 June 1972

Einfalt Industrial Relations Manager

As announced earlier this year by President E. A. Snyder, Stephen J. Einfalt, Jr. has joined Amchem as Industrial Relations Manager. He reports directly to Mr. Snyder.

Steve comes to Amchem with a solid background of eight years in all phases of personnel work; five with Atlas Chemical Co. in Wilmington, Del. and Joplin, Mo. and three with the Polymers and Petrochemicals Division of Monsanto Chemical Co., in Springfield, Mass.

Steve's assignments at Atlas were unusually diversified and included salary administration, industrial relations, management (at union and non-union plants), covering employment, negotiations, arbitrations, grievances, benefits, pensions, insurance, deferred compensation, salary continuation, safety and security.

At Monsanto's Springfield, Mass. plant, which employs over 2400 people, Steve conceived the idea of and established an Organization Development department. This department's function consisted of in-depth appraisement of personnel capabilities and a realignment and direction of talents into more suitable areas that resulted in a marked increase in employee productivity, efficiency, greater harmony and higher morale.

Steve was born in Northampton, Pa. and graduated in 1953 from the local high school, where he played on the basketball team. From 1954 to '58 he was in the U.S. Air Force. He remained in the USAF in an inactive status until 1962. Upon release from active duty in 1958 he enrolled in Muhlenberg College, Allentown, Pa. where he earned a B.S. in psychology in 1962, followed by post-graduate study towards a Master's degree at Temple University. Steve, his wife Ann and the couple's two children, Eric and Marc, live in Kintnersville, Bucks County, Pa.

In This Issue

On the Cover

Robert Coleman, a twelve-year employee of the Receiving Dept., stores a stack of wooden pallets in an outside area of the Plant yard after he removed them from one of the Company's inside buildings. According to insurance authorities, pallets not in use create a possible fire hazard when stored inside. For the details on this situation see "The Pallet Storage Problem," on the opposite page.

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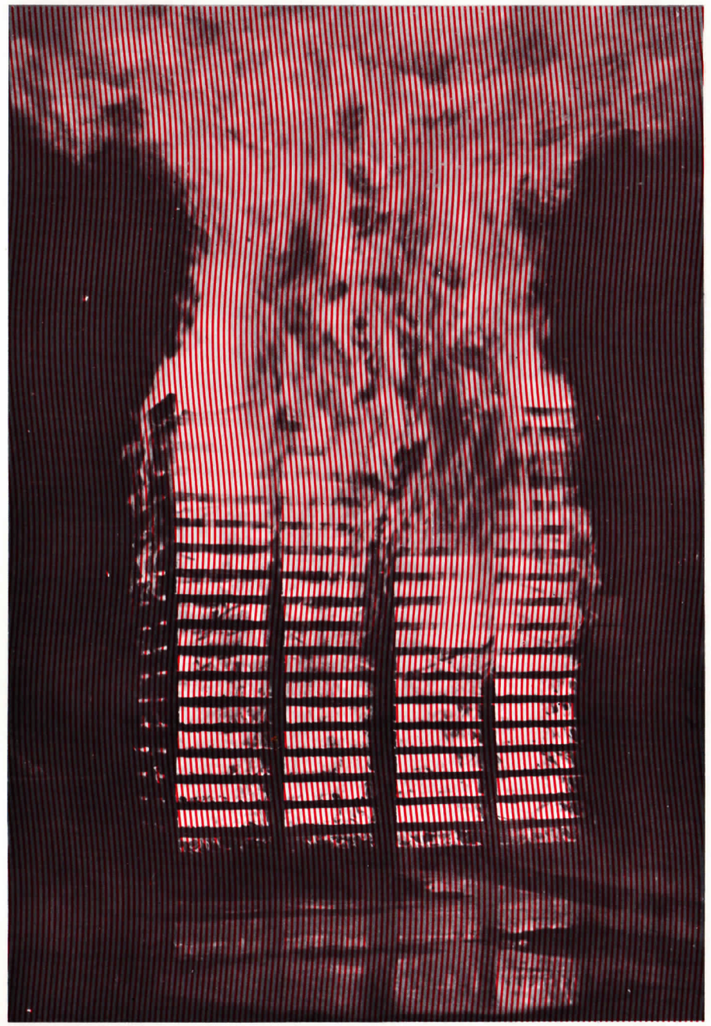
AMCHEM PRODUCTS, Inc.
Ambler, Pennsylvania
in the Interest of AMCHEM Employees and Their Families
William A. Drislane, *Editor-Art Director*

ED RUTH

To help Amchem Fire Chief Ed Ruth carry on his relentless campaign on fire prevention, we take the liberty of giving him an unsolicited assist. The following brief article is written only to create an awareness of where a fire hazard could exist.



The Pallet Storage Problem

Amchem uses a lot of wooden pallets for storage purposes. They permit the most efficient and economical use of storage space, and they're constructed so that they can be easily moved by fork lift trucks. But they present a unique problem in themselves.

Factory Mutual Fire Insurance Company fire protection engineers report that a serious fire hazard can be presented by stacks of wooden pallets stored inside while they are not being used.

These wooden pallets, when stacked, provide ideal fuel for a fire. The closely spaced parallel burning surfaces keep heat loss by radiation at a low level. When stacked, they form natural chimneys that cause drafts and speed up the fire. It is difficult for sprinkler water to reach the flames because of all the layers of boards, and the water has a hard time controlling the flames because the heat is so intense. When there are many pallets stacked high, there is a threat to the structural steel in the building, which can soften and collapse after only a few minutes exposure to temperatures over 1000°.

As a precaution it is better to keep pallets in lower stacks; only as high as the sprinkler protection will allow, or store them outside where the risk is considerably less.

We are glad to report that due to the diligence of Ed Ruth and the cooperation of Herb Hopwood and his crew in Receiving, the indoor pallet storage problem does not exist at Amchem. Any unused pallets are always removed from the inside of buildings and stored outside at the end of the working day. "Herb and the boys are doing a good job on this kind of fire prevention," says Ed.

The Remarkable Versatility of Ethrel®

Plant Regulator

Now Available for Cherries, Tomatoes, Walnuts and Apples

Bob de Wilde tells us that the greatest advancement in horticultural science prior to World War II was in fertilizers. In the immediate post war years and on into the 60s, interest turned to herbicides. In the present decade de Wilde predicts that the greatest progress will be made in the area of plant regulators—from seed germination to plant death.

Bob is Manager of Market Development for ETHREL, Amchem's versatile plant regulator, since January 1, this year. Prior to his present assignment he was R & D project coordinator for ETHREL at Amchem's Research Farm.

The importance that de Wilde attaches to ETHREL's potentialities as a plant regulator can best be judged by the extensive research that has characterized its development. In a paper of over 5000 words covering the behavior of ETHREL in various field applications, de Wilde cited 204 references to research projects involving the biological activity of this compound. These projects were conducted by outstanding scientists from all over the world. He presented this paper at the 67th Annual Meeting of the American Society for Horticulture, held in Miami Beach, Florida, November 3, 1970.

It isn't disclosing any trade secrets to reveal that ETHREL is Amchem's registered name for a synthesized chemical scientifically known as (2-chloroethyl) phosphonic acid compounded of four common chemical elements which students first encounter in junior high school; namely, carbon, oxygen, hydrogen and phosphorus. The generic name for this compound is ethephon. De Wilde gives us a simple definition for ETHREL: "A water soluble liquid formulation containing 2.0 pounds per gallon of the plant regulator ethephon. When applied as a foliar spray, this chemical breaks down in the plant releasing ethylene, a plant hormone and ripening agent that occurs naturally in most plants and fruits."

Currently, the news of greatest interest to Amchem ACD personnel in particular, and to horticulturists, generally, is that a limited amount of ETHREL will be available commercially under a temporary residue tolerance and shipping permit granted by the Environmental Protection Agency (EPA) for use as a plant regulator for cherries, tomatoes, walnuts and apples for the first time this summer. ETHREL also has been successfully used as a latex stimulant in rubber plantations in Malaysia for the past couple of years.

Promotional material recently prepared outlines the remarkable benefits gained by growers from the application of ETHREL on cherries, tomatoes, walnuts and apples. The following information is excerpted from this material.

Benefits for the Cherry Grower

Cherries treated with ETHREL are easier to remove from the tree whether picked by hand or shaken mechanically. Growers can harvest more trees per hour. Scheduled harvesting is now possible seven to 14 days earlier than formerly, thus providing early fruit delivery to the processor and making more efficient use of both labor and equipment.

Cherry trees harvested mechanically release their fruit quickly when treated with ETHREL because a high percentage of the fruit automatically separates from the stem cleanly, resulting in considerably less bruised or torn fruit. Also, nearly complete fruit removal is possible after a few seconds of shaking by the mechanical harvester, while untreated trees often retain 15% to 20% of their fruit.

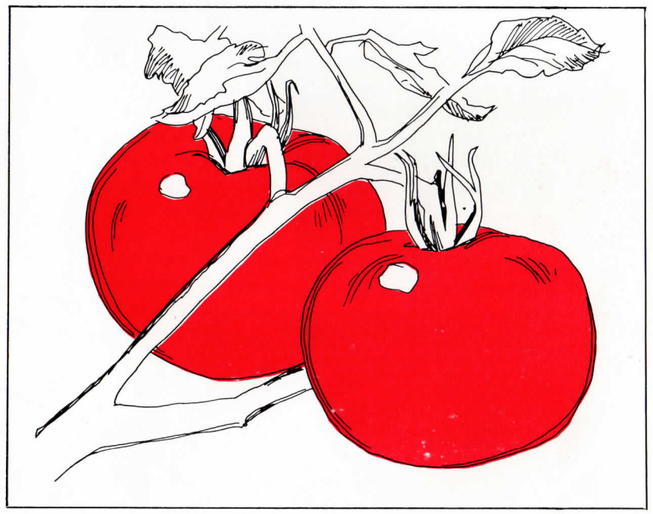
Good News for Tomato Growers

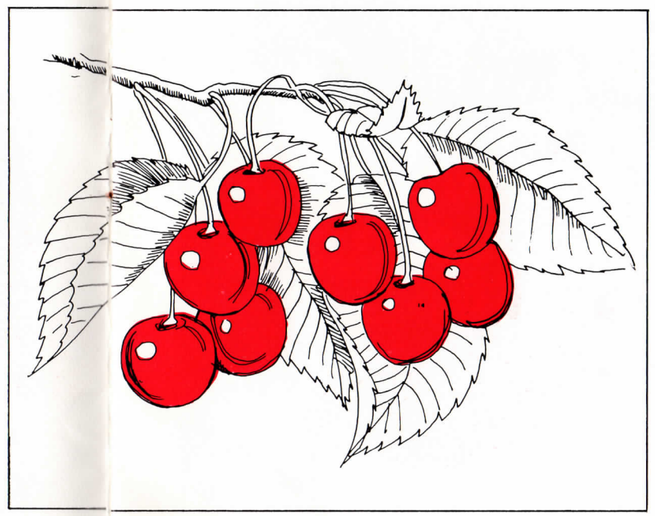
ETHREL accelerates the rate of fruit ripening and the accumulation of ripe tomato fruit in the field. Concentration of ready-to-harvest fruit makes once-over harvesting possible either by hand picking or with mechanical equipment. For mechanical harvesting, uniformly ripe market-ready fruit is essential because machines cut the plant and remove all the fruit regardless of whether it is green or red. Since uniform maturity is induced by treatment with ETHREL, less time and labor are needed for sorting and discarding green fruit.

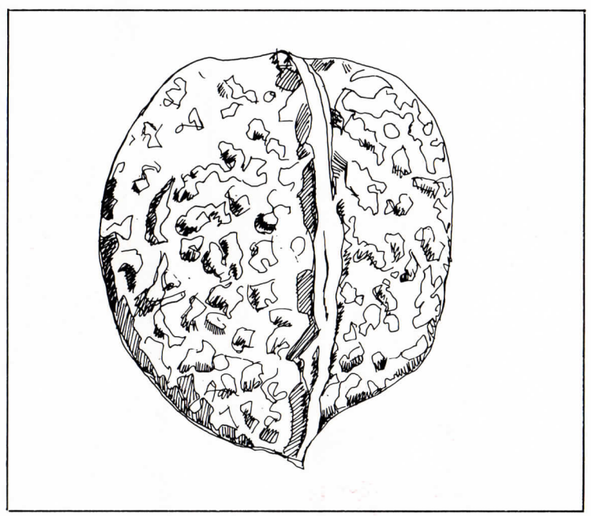
ETHREL plant regulator makes scheduled harvests possible. Programming harvests early with ETHREL, the grower may control the harvest season to his favor, fulfilling early delivery commitments to the processor and making efficient use of labor and equipment. Ripening in cool weather late in the growing season can be accelerated to increase recoverable yields of marketable fruit.

ETHREL is Boon to Walnut Growers

To explain the merits of ETHREL as a plant regulator on walnuts it is first necessary to describe the structure of the walnut itself. As it grows on the tree, the walnut consists of the outside (hull), the in-between (shell) and the inside (kernel). The hulls have to be stripped from the walnuts before they are ready for marketing. A treatment of ETHREL accelerates the splitting of the hull and facilitates the release of the walnut from it. With a uniform and simultaneous splitting of the hull on the walnuts on the same tree, an almost complete drop of hullable walnuts is obtained from a single shake of the mechanical harvester. Marketable kernels can be harvested seven to 14 days earlier than normal. The time lapse between kernel maturity and complete hull loosening can be shortened, making







it possible to harvest the walnut kernel at peak maturity. This shortened period reduces the danger of kernel loss in quality from insects, mold and heat damage.

Other benefits to the walnut grower are similar to those of the cherry and tomato grower: The control over scheduling harvests, programming, earlier delivery of product to the processor, more efficient use of labor and harvesting equipment.

ETHREL Loosens Apples for Harvesting

Apples treated with ETHREL are easier to remove from the tree whether picked by hand or shaken mechanically. Growers can harvest more trees per hour. Apple and stem separate cleanly from the branch with less breakage of fruiting spurs.

During mechanical harvesting ETHREL-treated trees release their fruit quickly. Nearly complete fruit removal is possible after a few seconds shaking while untreated trees often retain 15 to 20% of their fruit. Fruit loosening with ETHREL is particularly useful for mechanically harvesting varieties like *Rome Beauty* where slender branch growth and terminal fruiting habit make machine fruit removal difficult.

Accelerates Ripening, Coloring

Well-colored, marketable red apples can be harvested 7 to 14 days earlier than normal. Growers of apples for the fresh market can determine benefits this brings to them in the early fresh market. Accelerating apple ripening and promoting uniform red coloring with ETHREL makes it possible to increase early yields of market-ready fruit.

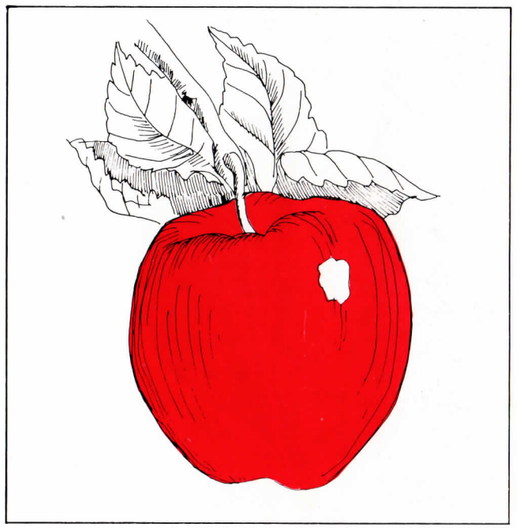
ETHREL plant regulator makes scheduled harvests possible. Programming early harvests with ETHREL, the orchardist may control the harvest season to his favor, providing early fruit delivery to the processor and making efficient use of labor and equipment.

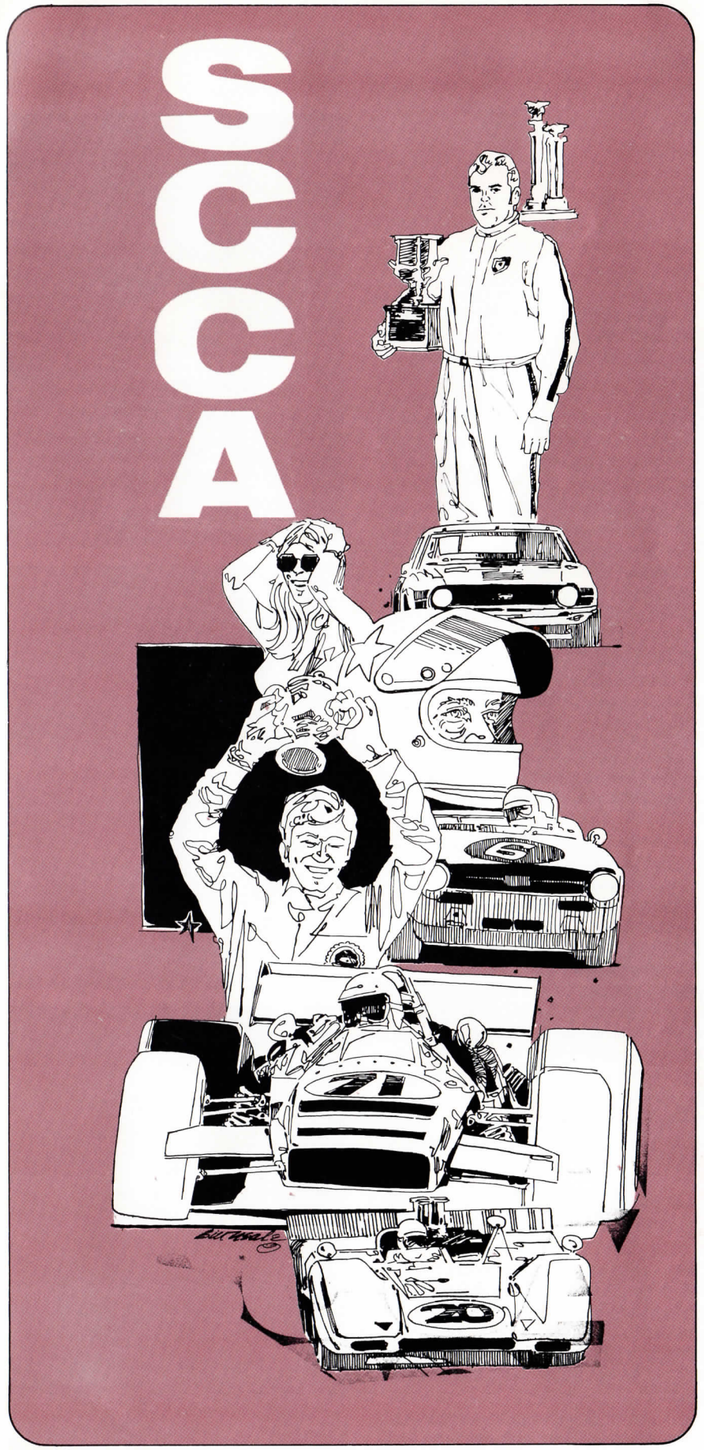
Promotes Flowering in Young Trees

Young, newly planted orchard trees large enough to bear fruit can be encouraged to initiate flower buds. Retarding excessive vegetative growth with ETHREL should promote the start of flowering and fruit production the year after treatment.

The use of ETHREL on all four products—cherries, tomatoes, walnuts, and apples—has been widely tested by federal, state and commercial agencies with favorable results. In the heading of a story that he wrote on ETHREL in *WESTERN FRUIT GROWER* magazine, Editor Don Curlee refers to this compound as the "Ag chemical wonder drug." In the same article he quoted George Martin, Extension Pomologist (a horticulturist specializing in growing fruits) at the University of California, as saying "It has been a pleasure to work on ethephon (ETHREL) because everything we've tried has worked."

Further studies on the uses of ETHREL are continuing, not only at the Research Farm, but also at a number of colleges and universities with a reputation for the excellence of their courses in horticulture. The results of this research should open up new markets for ETHREL and provide additional revenue for the Company.





Paul Cuppet Pushes Porsche to Triumph in SCCA Event

For Paul Cuppett the Labor Day weekend of 1971 will always be memorable. It poured "cats and dogs" on Monday September 6 when he won the Fourth Annual Governor's Solo II Event of the Ohio Valley Region Sports Car Club of America driving his Class A Porsche 911 E in the deluge. Paul, an Amchem ACD Salesman in the North Central-East District, survived a series of eliminations that had begun the previous day with over 100 entrants. By the time his turn came to run the final course he said that he felt like switching from his Porsche to a racing canoe with an outboard motor. "I was another Noah but without the animals," remarked Paul as he alighted from his car at the end of the run. "But every cloud has a *silver* lining and mine was for real,"

continued Paul, "for at the end of the day's contest and the skies had cleared I found myself the possessor of a nice big *silver* trophy."

The Governor's Cup is named for the Governor of Ohio, who either presents the trophy to the winner himself or has one of his representatives make the presentation for him. This year it was Lt. Governor John W. Brown who presented the trophy.

Solo II events are also called autocrosses, slaloms, or gymkhanas because they consist of driving over a course, anywhere from three-tenths of a mile to one and one-half miles, on which a series of pylons are placed at fairly close intervals but far enough apart to make driving safe. The object is to negotiate the course in and around the pylons as fast and as safely as possible without knocking over any of the pylons while staying within the speed limits of whatever States the events are being held in. It is essentially a contest of driving skill, with speed a secondary consideration. A penalty of two seconds is added to a contestant's time for every pylon he knocks down. Both the layout of the course and the number and placement of the pylons are left to the discretion of the event chairman. These two factors are determined by the size of the area available.

The location of the Fourth Annual Governor's Solo II was the parking lot of the Westland Mall Shopping Center in suburban Columbus, Ohio, one of many similar sites throughout the United States where Solo II events are held.

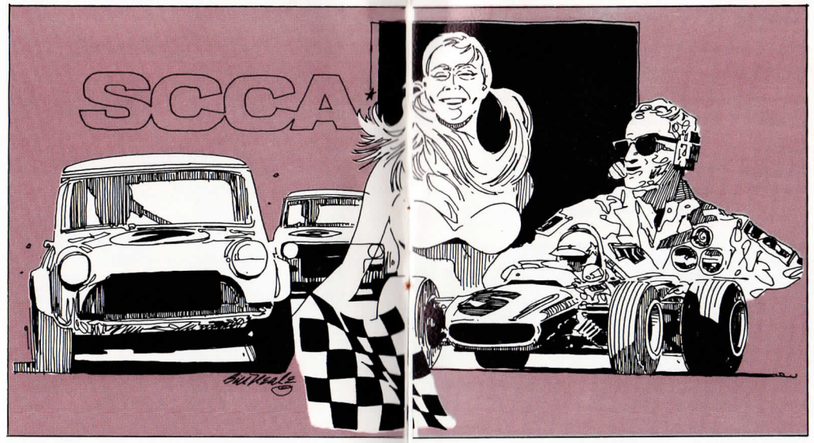
On the Westland Mall site there are two "mirror image" courses (parallel courses that are laid out as though one was a reflection of the other). These courses are shaped like an elongated "U", with the start and finish at the open end of the "U". The distance of each "U" is four-tenths of a mile.

In an autocross or slalom, competitors race one at a time against the clock, but in the Ohio Valley Region Governor's Cup contest they race against each other on the parallel courses. Sixteen class winners, determined by the single fastest run, qualify for the run-offs. Driver pairings are then determined by drawings from a hat. Continuing the competition, winners advance to further runs, while losers are eliminated. This procedure is followed until there is a sole survivor, who is declared the winner. There are no handicaps for car classifications in the final event. Each car makes at least two runs on each of the parallel courses and each car is timed separately. Paul's winning times were 53.875 seconds and 55.788 seconds respectively for the dual course.

The Governor's Cup Solo II is said to be the most outstanding event of its kind in the Mid-west. The event attracts the finest amateur sports car drivers in that part of the country. One of its basic rules is that car and driver encounter no hazards greater than those normally met during the safe operation of a motor vehicle on a public highway. Seat belts and safety helmets are mandatory and roll bars are recommended. Prior to even a practice run there is a comprehensive technical inspection to check cars from every safety standpoint—including tires, brakes, fuel lines, water hoses, etc.

Paul informs us that several factors are involved in car classification, including engine displacement. "For example," Paul states, "Class H engine size is up to 850 ccs. (cubic centimeters). Class A displacement is up to 7439 ccs. However, engine displacement is evaluated with other factors such as wheel base and gross vehicle weight.

"In SCCA gymkhanas these past few years, we have run eight production



classes, two sedan classes, and two modified classes, and a ladies' class. A modified class is generally composed of outright racing cars or production vehicles that have had extensive modification, either as to engine, tire size or type, suspension, or body. After all of these things are taken into consideration, the general driving characteristics of each vehicle are then weighed against each other as the final determining factor in classification. For instance, on any given course, a foreign, rear-engine, four-cylinder sports car of 90-inch wheel base or less may be every bit as fast and responsive as an American-made car with a large V-8 engine and a wheel base of over 90 inches.

"One of the secrets of a good competitive event is that all cars, regardless of size and displacement, negotiate the course within five seconds of each other from the slowest to the fastest," concluded Paul.

The Sports Car Club of America, Inc., has a participating membership of 18,500 amateur and professional drivers. The Ohio Valley Region of SCCA, to which Paul belongs, has over 300 members. It is one of many such regional clubs throughout the country which operate under the broad policies and regulations of the parent body. Each region has its own officers, by-laws and administrative structure. Each conducts its own local activities. Paul is a former treasurer of the Ohio Valley Region and presently is serving a one-year term on its board of directors.

In addition to local events, such as Solo I, Solo II, and Rallying, SCCA has a professional racing program which is administered by the National Office of SCCA. Events sanctioned by this national body are the CAN-AM, TRANS-AM and the L & M CONTINENTAL 5000 Championship series in which the greatest drivers in the world participate. (The Mid-Ohio CAN-AM was won by famed Jackie Stewart.)

Rallying is an interesting and competitive game of navigational skill which tests the driver's ability to find his way over an unknown open route at a prescribed average speed, while in Solo I a competitor may be required to climb a hill or cover a road racing course against the clock. SCCA also conducts regional driving schools. Solo II competition has already been explained.

Paul and his wife Nancy are prominent in all the SCCA events in the Columbus area. And when not competing in events, in which he consistently wins or places, Paul serves in various other capacities. These activities include the 1971 chairmanship of the Ohio Valley Region's Drivers School and assistant race chairman for the 1971 Mid-Ohio CAN-AM cup race. He is, in addition, a member of Lake Erie Communications, which is an informed group of sports car enthusiasts who maintain communications during road races or practice runs. He also serves as a course marshal, towing vehicles off the track that have become disabled during a race.

Paul is a native of Johnstown, Pa. He received his B.S. in business administration from Penn State in 1959, after which he joined Amchem. At this period of his life he lived in Fort Washington and worked out of ACD headquarters in Ambler before being transferred to Columbus in 1962.

Commenting on Paul's hobby, wife Nancy says: "For perfect relaxation without the pressure of that electric eye that determines the winner, Paul spends many enjoyable hours on his Honda 125 trail bike or romping with our children, Leslie Gay 4 and Darren Joel 1, who are already becoming enthusiastic sports car buffs." The only thing we can add to this is: Paul, when are you going to "change that *all* (oil) and get with Vitalis" on a TV commercial?

Congratulations!

These are the men and women of AMCHEM who have received Service Award Emblems between January 1, 1972 and May 1. 1972.

25 YEARS

Walter G. MacLaughlin — Charles R. Woessner — George A. Russell

20 YEARS

Joseph V. Alba — Donato Calvano — Dan W. Chisholm — Joseph S. Landon — Angeline Palermo — James W. Parker — Frances Reiff

15 YEARS

Roy B. Cox — James F. Drakeley — Lawrence R. Johns — John H. Kirch — Carl H. Lee — Fred Moser, Jr. — Richard J. Otten

10 YEARS

Gertrude Amenth — Victor E. Barlow — Frank T. Hernandez — Raymond Hernandez — Patrick Hopkins — Helen Mullin — Helen Schnur — William Weidenbenner

5 YEARS

Eugene Barger — Paul W. Bishop — Robert M. Dryden — Armin H. Furrer — Alfred Gorton — Yoshiharu Jingo — Agnes Johnston — Charles J. Kordick
Robert I. Kriebel — Steve R. Miller — James Neison — Franklin Proud — Domenic Pulitano — Robert Reiner — Robert Replogle — Maria C. Rey
Leon Scott — Baudewijn Van Dyck — Louis Whittindale — Norman E. Wisler — Robert Zornig

Walt MacLaughlin (c) receives 25-year Service Award watch from Rudy Grun (r). Pres. Snyder (l). Credit

George Russell (r) receives 25-year Service Award watch from Pres. Snyder. Engineering

Charles Woessner (2nd from l) receives 25-year Service Award watch from Pres. Snyder. Jack Price (2nd from r). Greg Gibson (r). MCD Sales

Joe Alba (r) receives 20-year Service Award from Joe Mallozzi. ACD Mfg.

Donato Calvano (r) accepts 20-year Service Award from John Heckler. Packaging

Dan Chisholm (c) receives 20-year Service Award from Vice Pres. M. B. Turner (l). Jack Davies (r). ACD Sales

John Landon (l) accepts 15-year Service Award from Herb Hopwood. Receiving

James Parker (l) receives 20-year Service Award from Adolf Karcher. MCD Mfg.

Fran Reiff accepts 20-year Service Award from Clyde Roberts (l). Ed Feather (r). Purchasing

John Kirch (l) receives 15-year Service Award from Jack Davies. ACD Sales

Dick Otten (r) accepts 15-year Service Award from Vice Pres.-Gen. Mgr. M. B. Turner. ACD Sales

Howard Schroeder (c) accepts 15-year Service Award from Ed Krueger (l). Paul Kern (r). MCD Sales

Gertrude Amenth accepts 10-year Service Award from John Heckler. Packaging

Helen Mullin accepts 10-year Service Award from Walt MacLaughlin (r). Al Saddel (l). Credit

Driving along many of the thoroughfares that comprise the highway system of our Northeastern States, especially in rural areas, motorists are likely to see the word AGWAY frequently on stores, other buildings and on numerous vehicles.

Agway is the name of a cooperative farm supply and food marketing business owned by 110,000 farmers in the states of Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island and Vermont. It is one of Amchem's best customers for agricultural chemicals, with headquarters in Syracuse, New York.

Agway

A Tribute to Farmers' Initiative Ingenuity Industry

Though formed in 1964 by the merger of two regional farmer cooperatives; namely, Cooperative GLF (Grange League Federation) Exchange, founded in 1920, and Eastern States Farmers Exchange, established in 1918, and expanded by still another merger in 1965 with the Pennsylvania Farm Bureau Cooperative Association, which was formed in 1934, all three organizations had been individual customers of Amchem for many years prior to these mergers.

Agway is a business corporation, founded and operated on cooperative principles, with total assets of $273,258,000 as of June 30, 1971. It is subject to and pays the same Federal income taxes as any other company. But only farmers may own its common stock and be members of the cooperative.

M. B. TURNER | BOB BEATTY | JIM FARRELL | DAN SHAW

CHARLEY JACK | GARY FUESS

Agway Headquarters Building, Syracuse, N.Y. Other offices are located at Buffalo and New Hartford N.Y., Harrisburg, Pa., and West Springfield, Mass.

Agway was created to meet and serve the needs of agriculture. Its primary objective is to help farmers farm more efficiently and more profitably.

To do this, Agway produces and distributes farm production supplies, and markets some of the products raised by its members.

These functions involve nearly 1,000 distribution outlets (stores, dealers, petroleum bulk plants); 90 production plants, mostly in the Northeast, but ranging as far west as a seed processing plant in Oregon; and 30 processing and storage facilities for marketing farm products.

Has Own Research Facilities

Agway also carries out a broad-scale research and development program to find new and better ways to farm and to market food. Built around Agway's own research facilities and personnel, the program utilizes several sources of research information. Among them: farm tests in cooperation with members, joint projects with industry and government agencies, and grants-in-aid to agricultural colleges for research expected to be of value to Agway members.

Although membership is limited to farmers, non-farm customers are welcome at Agway stores. Most stores and dealers sell home and garden products as well as farm supplies. The Agway petroleum service delivers heating fuels to thousands of suburban and city homes as well as to farm homes.

What Agway Does

Agway manufactures, processes, and purchases farm production supplies—almost everything for modern farming except heavy field machinery. Facilities include 21 feed manufacturing plants, a nitrogen manufacturing complex, 14 fertilizer manufacturing plants, 32 fertilizer blending plants, 3 farm chemical plants, and 10 seed processing plants.

Agway Distribution and Marketing

Agway sells farm production supplies, petroleum products, and home and garden commodities—some 16,000 items in all—through 421 Agway-owned or -managed farm and feed stores, 365 certified dealers called representatives, and 160 petroleum bulk plants and dealers. The system also includes 14 supply centers, 3 lumber companies, 3 TBA centers, 12 petroleum terminals, a distribution center, and 5 warehouses and 7 automotive and manufacturing centers.

Agway markets, processes or packs, and sells many products grown by farmers. Formulates and distributes specialty feeds such as pet foods and laboratory animal rations. Facilities include a potato processing plant and 6 grading plants, 10 egg processing centers, 2 pet food plants, 4 fruit packing plants, a pastry flour mill, 2 bean packing plants, 2 bird food plants, and 7 tobacco warehouses.

Agway's Principal Commodities

These include dairy, poultry, and livestock feeds and feed ingredients, field and vegetable seeds, fertilizers, lime, farm chemicals, and pesticides, animal health products, gasoline, heating oils, lp-gas, and lubricants, tires, batteries, anti-freeze, and automotive accessories, silos and farm mechanization equipment, home and garden supplies, paint, roofing, and hardware items.

Agway's Principal Services

Agway offers this wide assortment of services: mill-to-farm feed and fertilizer delivery, local grain grinding and feed mixing, fertilizer application and lime spreading, pesticides spraying, seed treating, oil burner service, farm buildings construction, equipment and appliance installation and service, life, health, property, and cas-

ualty insurance, and financing and leasing plans. Agway also offers its Farm Enterprise Service, an all-inclusive system of practice information and management services designed to help farmers realize maximum returns from their farming operations.

Agway is first and foremost a farmers' organization. Its policies are determined by an 18-farmer board of directors nominated and elected by members.

Guided by 390 Committees

At the local or regional level, Agway is guided by 390 committees made up of 2,988 farmers who are elected by their fellow members. These committees set local operating policies and evaluate service to patrons, working closely with store managers and representatives.

A member may own but one $25 share of Agway common stock, and stockholder matters are conducted on a "one member-one vote" basis. However, members may and do invest substantially in other Agway securities—almost $93 million in total.

In addition to owning stock as a qualification for membership, a farmer must also be a user of Agway products or services.

The cooperative's chief management officers are its executive vice president, who also is general manager, and the senior vice president, who serves as chief administrative officer. Both executives are hired by the Board of Directors and are responsible to it for their various areas of operation.

Employs 9,900 Full Time

Agway employs about 9,000 full-time employees at facilities ranging from three-man local stores to the cooperative's headquarters building in Syracuse, N. Y., where 900 administrative and clerical personnel work.

In creating Agway, farmers of the Northeast have built a business organization specifically designed to serve their needs. Their use of its goods and services generates an annual sales volume of more than $525 million, to rank the cooperative 194th among Fortune magazine's list of the nation's top 500 industrial businesses.

Since Amchem's association with the three cooperatives antedates their merger into Agway, we have to rely on the memories of Bob Beatty and Dan Shaw to brief us on the events that led to the establishment of this long and happy relationship, a relationship founded on mutual faith and respect.

Dan tells us that Amchem began to do business with Eastern States Cooperative in January, 1950 through the efforts of Jim Farrell. Jim, an ACD Salesman, had been covering the Mid-West District from the time he had joined Amchem in November, 1947 but had been transferred East in the Fall of 1949, at which time he persuaded Charles Hovey, Entomologist, William Prigmore, Buyer, and A. T. Williams to visit Amchem's Ambler facilities and meet ACD's management.

Amchem Acquires a Customer

The visit was a profitable event for Amchem, as M. B. Turner, ACD Sales Manager at the time but now Vice President-General Manager of ACD, succeeded in acquiring Eastern States as an Amchem customer at the expense of an entrenched competitor.

Bob Beatty, Director of ACD Research and Development, through this meeting with Hovey effected a meeting with John Van Geluwe of Grange League Federation, at Rutgers University, New Brunswick, N. J. relative to research on plant hormones. Following this meeting, Van Geluwe also visited Amchem's ACD research facilities and was so impressed that a cooperative research program was established between GLF and Amchem to develop new products. One of the better known products to emerge from this duel venture is Amchem's Amidthin®.

At this early period of Amchem's Agricultural Chemical Development, Ed Phillips, who had been director of contract purchasing at Agway until his retirement in 1970, was a pioneer customer for ACD products at GLF. He was originally introduced to the Amchem line by M. B. Turner in 1949.

The third pre-merger cooperative, Pennsylvania Farm Bureau Cooperative Association, had been an Amchem customer since first contacted by Ed Lacko in the early 1950s. Ed is currently assigned to ACD's Railroad Sales and is now a resident of Florida.

Agway a Farrell Account

Ever since the formation of Agway, Inc. this account has been the responsibility of Jim Farrell, ACD Northeast District Sales.

"In all the years since I have been calling on Agway and its predecessor cooperative, Eastern States, I have been accepted practically as a member of the organization itself, not just as another sales rep in quest of a sale," Jim recently stated. "Take it from me," he added, "they're a great bunch of people. If all customers were as pleasant to deal with as Agway, a salesman's life would be a perpetual ray of sunshine." To prove the sincerity and truth of Jim's endorsement of Agway hospitality we have only to refer to the note Charles L. Hovey, the present manager of Agway's Chemical Division, wrote to Dan Shaw when Dan retired last December, and the laudatory message that accompanied the engraved bronze plaque that Agway presented to Dan for "outstanding personalized service." (See AMCHEM NEWS, Feb. 1972.)

Agway Alumni at Amchem

Amchem is proud to include in its employ two Agway alumni: Charley Jack, Manager of ACD's Research Farm, and Gary Fuess, ACD Staff Assistant. Charley, a former "GLF'er", has been with Amchem since 1952; Gary since 1967. If both are examples of the type of dedicated personnel at Agway, we can readily understand what prompted retiring Board Chairman Harold G. Soper to write in Agway's annual report: "Agway is in a strong position at the end of its first seven years. Our seventh year was Agway's best in service to members, in volume, and in earnings. I am confident that Agway will continue to operate from a position of strength in serving members, building volume, and creating sufficient earnings to meet a major share of the ever increasing need for money with which to do the things our members want Agway to do." ◆

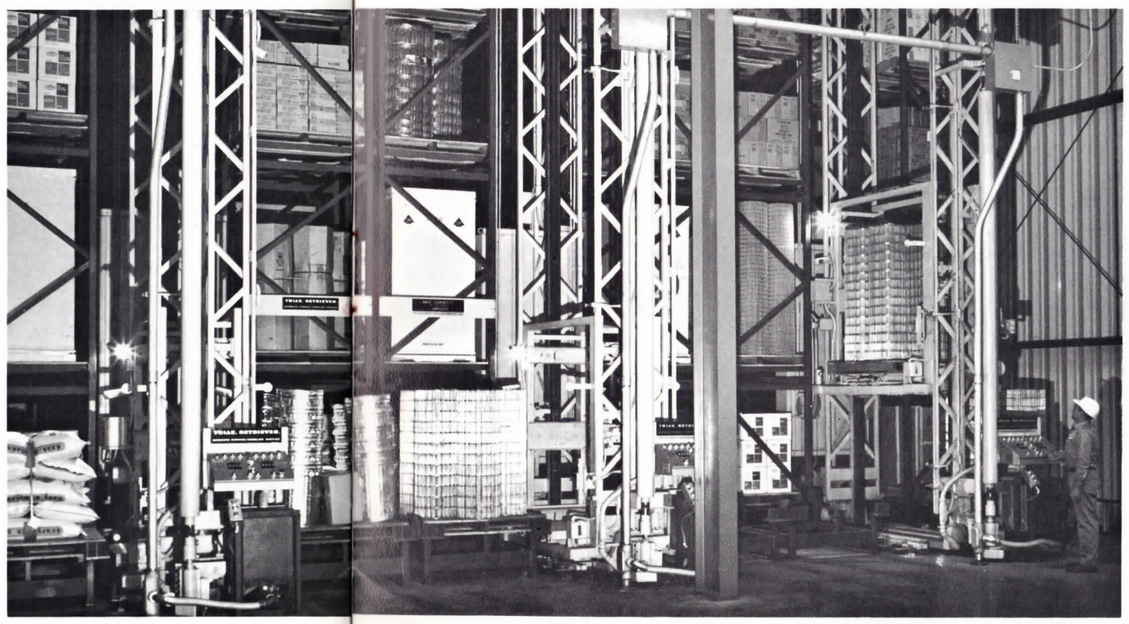


Photo by Howard Photographics, Cleveland, Ohio

(At left) Agway Distribution Center in Geneva, N.Y. features the newest sophisticated equipment: This stacker crane can travel 320 feet between stacks, rise 50 feet and return with a one-ton palet of merchandise in less than two minutes.

(At far left) Agway Home and Garden Store at State College, Pa., one of 421 stores owned or managed by Agway in the Northeast States.

MCD Products Used on $25,000 Duesenberg Replicar

The specifications for finishing the custom crafted $25,000 Duesenberg Replicar recently featured in a full-color, lavishly illustrated article in *PRODUCT FINISHING* magazine called for four Amchem pre-finish products as marketed by Ditzler Automotive Finishes Division of PPG.

Alumiprep® No. 33, Alodine No. 1201, Metalprep® No. 79 and Granodine® No. 50 were mentioned in the detailed, five-page article as the pretreatment metal preparation chemicals used in the finishing of this magnificent classic reproduction of the SSJ Roadster, only two of which were built by the original Duesenberg Corporation in 1931, and which *ROAD & TRACK* magazine called "the most outstanding car ever built in America, if not in the world."

It is a fine tribute to the excellence of the four Amchem products to have them included in the finishing process of the Duesenberg Replicar.

Bondseal™ New Name for Foster OEM Line

Amchem's Foster Division has adopted the name BONDSEAL to designate its extensive and versatile line of adhesives, coatings, and sealants which are used for joining and bonding various components of products turned out by OEM (original equipment manufacturer).

BONDSEAL products are applicable for trucks, trailers, railcars, containers, modular buildings. There are 12 areas alone on an aluminum trailer where 17 different Foster sealants, adhesives, and coating can be used—including roof, sides, doors, floors, structural members, reflector and lamp attachments.

A very informative manual has been compiled for the transportation industry on the extensive application of these products.

Among the many other markets served by the BONDSEAL line are the refrigeration, air conditioning, aviation and construction industries.

Bruce Foster is Sales Manager for the OEM market. (See AMCHEM NEWS, March 1971.)

Geyer Talks in Sweden on Pollution Control

"Water pollution is not, as many believe, a present day problem resulting from rapid technological advancement," stated John Geyer, Vice President-Hydrofax and General Manager of Foster Division, at the two-day North Sea Metalworking Conference at Malmo, Sweden, April 23, 24.

Continuing, Geyer reminded his audience, "the man-made canals that emptied into the Tigris and Euphrates rivers in Ancient Persia collapsed due to silt pollution, and history records that pollution existed in numerous places in Ancient Greece and Rome. Therefore, since pollution is nothing new there is no reason to panic now," advised Geyer, "but it is necessary for industry," he warned, "to develop plans to meet the more rigid requirements for the purification of effluents."

Geyer continued by saying, "Since each industry has its own particular pollution problem, and no areas exist where conditions are alike, it is almost impossible to assemble a universal 'packaged' solution applicable to all these diverse pollution situations."

He concluded his talk by presenting the seven logical steps necessary for successful solutions to industrial waste problems. In brief, these sequential steps are 1) influent, effluent study; 2) presentation of chemical flow chart; 3) local, state and/or federal controlling authority approval; 4) preparation of engineering prints and bill of materials; 5) preparation of economic and cost study; 6) purchasing of equipment and installation; 7) startup and training of operating personnel.

Wisler Elected EIA Assistant Treasurer

Norman Wisler, Amchem Advertising Manager, was recently elected Assistant Treasurer of the 320-member Eastern Industrial Advertisers for the one year 1972-73 term beginning July 1. He is presently serving on EIA's board of directors.

Norm has been active in various EIA affairs ever since his graduation from the Charles Morris Price School of Advertising and Journalism in 1964, when he won the Alumni Award as top student in his class.

Thanks Amchem for Educational Assistance

The following letter was received by F. E. Wilson, Corporate Personnel Director, from David E. Purdy a recipient of an Amchem scholarship:

"Dear Mr. Wilson:

"As one of the recipients of the 1967 Amchem chemistry scholarships, I would like once again to express my appreciation for your support.

"I have now graduated from college and am a graduate student in the biochemistry department of the University of Pennsylvania.

"The continuing support of Amchem was a great help in meeting my educational costs, especially since the cost of tuition and room and board rose at the start of each school year. I feel that your scholarship program is an excellent encouragement to those contemplating a career in chemistry and I hope you will see fit to continue your awards to high school seniors.

"Yours very truly,
David E. Purdy

Ambler, Pa.

McCallister Executive V.P. at William H. Rorer

The election of Charles M. McCallister as executive vice president of William H. Rorer, Inc. was announced on May 25 by John W. Eckman, president of Rorer and Rorer-Amchem, Inc.

In his new position, Mr. McCallister will have direct operating responsibility and authority for all of Rorer's U.S. pharmaceutical business.

Mr. McCallister joined Rorer as a vice president in June, 1969 and was elected group vice president in March, 1970. He had been vice president of Richardson-Merrell Inc. in New York and previously served as president of The National Drug Company and of Jensen-Salsbery Laboratories, both operating divisions of Richardson-Merrell.

Bob Steen Promoted

Robert T. (Bob) Steen has been promoted to Sales Manager-Steel Industry, MCD. He was formerly regional sales specialist in the Mid-Atlantic Region of MCD and has been with Amchem for the past six years.

Bob resides with his wife and two children at 27 Sturbridge Drive, Dartmouth Woods, Wilmington, Del.

OIC Award Presented to Amchem

Dr. Thomas E. Parker, (1), director of the Opportunities Industrialization Center, presents OIC award to Amchem Products, Inc., for outstanding cooperation in OIC programs. Accepting the award are President E. A. Snyder and Frank Wilson, director of personnel. Amchem has made substantial financial contributions to OIC, while Company officials have served OIC in an advisory capacity.

Shelby and Paul on the ACD Promotional Job

Shelby Hinrichs (2nd from left) and Paul Cuppett (right) at this year's Amchem display booth of the Landmark, Inc. "Buyers' Carnival" merchandise show, which is held annually in Columbus, Ohio. Dave Ballinger (left) and Dick Wagoner (2nd from right) are executives of Landmark, which is Amchem's major distributor of all ACD products in the North Central, East, District. This company covers all consumer outlets—Farm, Industrial, Lawn and Garden. Landmark is a chain store operation, specializing in agricultural products, with headquarters in Columbus.

Shelby is the NCE District Manager and Paul is salesman in that district.

New Alkaline Cleaner Announced by MCD

A news release to the metal-working press from the pen of Norm Wisler, Advertising Manager, informs the automotive industry that MCD has a new, strongly alkaline cleaner, RIDOLINE® 1007, which is a titanium-activated, silicated powder. Unlike conventional titanated cleaners, RIDOLINE 1007 will retain its grain-refining capability throughout bath life. It contains organic surfactants classified as biodegradable and is recommended for use in either immersion or power-spray processing equipment for heavy duty cleaning of ferrous metals.

This new RIDOLINE is in use in a number of plants on high production body lines as well as on high volume wheel lines.

Dick Shaw Mayor of Windsor, England

Richard E. (Dick) Shaw, Manager-Metal Pre-treatment products, ICI, Slough, Bucks, England, and a frequent visitor to Amchem over the years, was recently elected Mayor of the Royal Borough of New Windsor, Berkshire, England, after completing a year as Deputy Mayor. He was elected a councillor of the Borough in 1965. During his tenure in the latter office and while visiting Amchem in May 1967, he accompanied John Geyer to a meeting of officials of Northampton Township, of which Geyer had been supervisor. The above picture was taken at the time of Mr. Shaw's visit.

Michele Zebich Elected to Phi Beta Kappa

Michele Zebich, twenty-one-year-old daughter of Max Zebich, custodian of supplies, and Mrs. Zebich, has had the distinction of being elected to membership in Phi Beta Kappa national honor society. This achievement climaxes four years of outstanding scholastic work and participation in cultural activities at Elmira, N.Y. College, from which she has just graduated.

In her junior year, Michele was the recipient of an Elmira scholarship to spend her junior year abroad at the University of Paris, France.

She was president of the French Club at Elmira and member of the International Relations Club.

Michele also spent a summer studying at the University of Salamanca, Spain, and received a diploma in intermediate Spanish. Michele has been accepted as a pre-law student at Georgetown University, Washington, D.C. She is one of 16 Elmira students selected for the 1971-'72 edition of "Who's Who in American Colleges and Universities."

Briefs

Irv. Steltz, Manager-Product Development, Foster Division, received his 25-year membership pin from the Philadelphia Society for Paint Technology.

☆ ☆ ☆

Richard W. (Dick) Mitchell, formerly an MCD sales specialist, Canadian Region, has been transferred to the Hydro-Fax Division as Field Sales Engineer on a nationwide basis. He reports directly to John Geyer, Vice President.

☆ ☆ ☆

Tom Henley, Hydro-Fax Division chemist, was a judge of environmental exhibits at the Franklin Institute Science Fair on April 13. He has been a demonstrator at F.I. during the past few years while studying for his M.S. at Drexel University.

☆ ☆ ☆

Fremont retiree Harold Wendorf informs us that his daughter, Marian Wendorf Baldy, was among the eight graduates of James Lick High School, San Jose, Calif. to be inducted into the Thomas B. Ryan Hall of Fame of her school. This honor is reserved for those graduates who have achieved notable success in many fields of endeavor. Candidates only become eligible for induction ten years or more from the date of graduation. Mrs. Baldy, a 1961 graduate of James Lick, holds a PhD in microbial genetics from the University of California and was a Post Doctoral Fellow at the National Cancer Institute, Portland, Ore. She is presently teaching genetics at Chico State College, Chico, Calif., where her husband, Dr. Richard Baldy, is professor of horticulture.

Award to Ed Nusbaum from Aluminum Council

Ed Nusbaum, Northeast Regional Sales Manager, MCD, received a "testimonial in recognition of his leadership and service to the aluminum extrusion industry through his participation in Council committees and program." Ed has been chairman of the Associates Member Committee of the Council for the past three years and has served on the Council board of directors as the representative of the supplier company associate members. Award was made March 13 in Miami, Fla., at annual meeting of the Council, an industry association representing independent aluminum extruders, the prime aluminum companies in the extrusion industry and associated suppliers.

Ed is a 13-year veteran of MCD Sales.

Letter of Thanks from the Family of the Late Janet Winning

The family of the late Janet Winning wrote the following letter to President Snyder in appreciation of the many acts of kindness extended by Miss Winning's co-workers in Amchem's International Division at the time of her death. The letter reads:

"Dear Mr. Snyder:

"We wish to extend our appreciation to you and the Amchem personnel for the many kindnesses, expressions of sympathy and generous memorials offered during the illness and death of Janet.

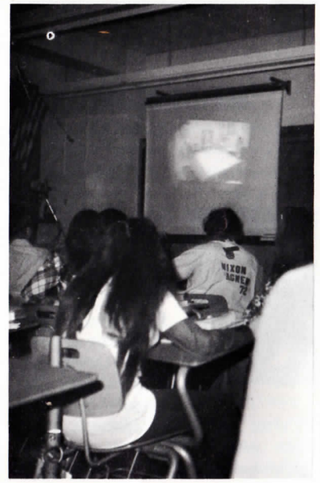
"The shock of her death has saddened all of us but it is comforting to know how well she was remembered by her many friends at Amchem, who meant so much to her.

"The thoughtfulness afforded her by you and the Amchem family has been completely overwhelming and deeply gratifying.

"Our heartfelt thanks to all of you.

"Sincerely,

The Winning Family"



Teen Photo-Journalists

The above pictures record the visit to Amchem's MCD Labs and Plant by two students from Springfield (Mont. Co.) High School, Charles Briggs (l) and Gil Todd (r) on March 9, and the subsequent showing of slides and moving pictures of what they saw to their fellow-students in photo at left.

The visit was in response to a letter from Miss Virginia L. Yonan, Chemistry Teacher, who stated, "In an attempt to make chemistry more interesting to a class of students whose primary interest in life is not chemistry, I thought I would let them use their photographic skills in a chemical plant, and thus find out about industrial applications of chemistry. Also, they can relate to the class their experiences and show us pictures of their tour."

Welcome to Our New Employees

hired since the last issue of the AMCHEM NEWS and prior to May 1, 1972

Charles A. Ausen, ACD Sales; Gerald J. Baptista, Fremont Plant; Becky Beers, Billing; Orian J. Brown, Phila. Plant; Eduardo Castillo, Dallas Plant; John M. Checchia, Accounting; Mark M. Cole, ACD Sales; Robert Corbett, Phila. Plant; Tina Culp, Accounting; Patti A. D'Abbene, ACD Sales; James W. Davis, MCD Research; James A. Dean, Analytical Research; Douglas A. Dekker, ACD Sales; Ellen J. Detweiler, ACD Sales; Grover C. Dinwiddie, Phila. Plant.

Also Mary Anne Doyle, Mailroom; Winona L. DuBuque, Ferndale Plant; Robert E. Duxbury, MCD Research; Stephen J. Einfalt, Personnel; Herman Fields, Phila. Plant; Steven M. Fine, MCD Sales; DeLancey W. Frasier, Foster Sales; Frederick B. Frink, St. Joseph Plant; Vince L. Garcia, St. Joseph Plant; Louise R. Giampa, Accounting; William W. Gibbs, Houston Plant; Lynn W. Gonthier, Houston Plant; Judy F. Graham, Dallas Office; Robert A. Heath, Clinton Plant.

Also Inche Chan Yan Hiong, International (Malaysia); Donald J. Hyerdall, Foster Sales; Linda L. Jacobsen, ACD Sales; Philip A. Jarinko, International; Ronald E. Jenkins, Clinton Plant; Linda L. Johnson, ACD Sales; David G. Kanuck, MCD Sales; Nancy N. King, Billing; Charles M. Kneib, St. Joseph Plant; Gus G. Kondrath, MCD Research; Jerry D. Lavoy, ACD Research; Edward A. Long, Phila. Plant; Joseph P. McManus, Analytical Research; Edward Mistysyn, Ambler Plant; Ronald C. Moss, Receiving; Kathleen Mary Murphy, Windsor Office; Frank E. Oberg, ACD Sales.

Also Daniel G. Ottens, Clinton Plant; Larry M. Palmore, ACD Sales; George J. Pasceri, Ambler Plant; Dennis Peak, Phila. Plant; Robert A. Popow, Ag. Lab; Brian Ribaudo, Credit & Collections; Donna S. Rice, Fremont Office; Charles Rightmire, Foster Sales; Robert M. Robinson, Phila. Plant.

Also Anthony F. Rocco, Ambler Plant; Kent Romney, ACD Research; George R. Ruhlman, Ambler Plant; Troy Joe Russell, Houston Plant; Janice W. Sawyer, Ferndale Office; James A. Shaw, Accounting; Linda E. Smith, MCD Sales; Thomas S. Smith, ACD Research; Raymond M. Speer, Technical & Patent; Joseph F. Stanton, Engineering; Dennis W. Story, Houston Plant; Ronald A. Straight, ACD Sales; Nathaniel F. Thornton, Chicago Plant; David M. Urbanski, MCD Research.

Also Beverly Ann Van Horn, Accounting; Brenda S. Vestal, Patent; Patricia A. Vincent, Plant Manager's Office; Gerald A. Williams, Phila. Plant; John D. Williams, Ferndale Plant; David C. Woodward, Ambler Plant; Robert A. Wright, Ambler Plant; Alyce M. Yingst, Accounting.

Introducing New Members of the Amchem Stork Club

whose names were not previously published in the NEWS.

BARBARA CHARNETSKI
December 29, 1971
Father: Robert Charnetski
Maintenance

AUDRA RENNEE CRAFT
January 20, 1972
Father: Larry L. Craft
ACD Sales

JOHN THOMAS HARRINGTON
December 29, 1971
Father: Joseph B. Harrington
Foster Plant

AMY CHRISTINE HINRICHS
January 13, 1971
Father: Shelby F. Hinrichs
ACD Sales

PATRICK AUGUSTINE HUNT
November 2, 1971
Father: Leo H. Hunt
ACD Sales

MICHELLE LIVINGSTON
January 14, 1972
Father: Larry J. Livingston
ACD Sales

CHAD CHRISTOPHER McCOY
January 14, 1972
Father: Roger A. McCoy
St. Joseph Plant

CHRISTOPHER SCOTT REINER
December 16, 1971
Father: Robert J. Reiner
MCD Development

MATTHEW GREGORY SHUE
September 24, 1971
Father: James E. Shue
ACD Sales

ERIC CARL SIGLIN
January 23, 1972
Father: George R. Siglin
Maintenance

In Memoriam

John J. Linden

Amchem employees who knew John J. (Johnny) Linden, especially his co-workers in the Ferndale office, where he was Manager of the Order Department, mourn his passing away on April 4.


JOHN J. LINDEN

According to Jack Price's general letter of April 5, Mr. Linden was rushed to the hospital on March 18 after suffering a diabetic coma from which he never regained consciousness. He was 61 years old and lived in Garden City, Michigan.

Mr. Linden began his Amchem career September 1, 1942 when he was assigned as a salesman to MCD's Midwest District, whose headquarters at that time were located at 10225 W. McNichols Road, Detroit. He covered the Pittsburgh area for the next two years and was then transferred to the Midwest office, where he remained until his death. He had previously worked as a metallurgist for the Jones & Laughlin Steel Co., Aliquippa, Pa.

Mr. Linden was born in Motherwell, Lanarkshire, Scotland, and came to the United States in 1927, settling in Pittsburgh, Pa. He was a graduate of Motherwell High School and studied metallurgy in technical institutes in the Pittsburgh area.

"Johnny" was well known to, and equally popular with, all Ambler MCD personnel due to his trips to the Ambler Office when he would occasionally substitute for Tom Rogers. A quiet, efficient, cooperative worker he will be sadly missed by Management and all his other Amchem friends.

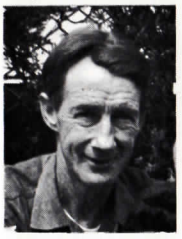
Mr. Linden is survived by his wife, Gertrude; four children; Mrs. Lois Lurins; John, Jr.; Rita; Edward; a sister, Mrs. Margaret Boane; and seven grandchildren.

A Requiem Mass was celebrated for Mr. Linden in St. Mary's Church, Belmont, N. Y., on April 8, with burial in St. Mary's Cemetery.

To all of Mr. Linden's survivors we offer our sincere sympathy.

Harold D. McKenzie

It is with deep regret that we announce the death, on February 26, of Harold D. (Mack) McKenzie, welder in the Maintenance Department for 27 years. He was 59 and lived on Willow Ave., Ambler.


HAROLD McKENZIE

He is survived by his wife, the former Virginia Antonucci; two daughters; Mrs. Marcene M. Cantwell, Mrs. Marlene D. Capinski, and a son, George. Also surviving are a brother and four sisters.

Following a Requiem Mass in St. Anthony's Church, Ambler, on March 2, Mr. McKenzie was buried in Holy Sepulchre Cemetery.

William J. Jones

It is with sorrow that we announce the death of William J. Jones, Ferndale Shipping-Receiving. Mr. Jones died suddenly of heart failure while at work, on April 4, at the age of 47. He is survived by his wife, Minnie, two sons, two daughters and six grandchildren, to whom we offer sincere sympathy.

Robert R. Rust

We also regret to announce the sudden and unexpected death of Robert R. Rust, MCD Sales, on March 27.

Condolence

We wish to offer deep sympathy to Theodore Sosnowski and family on the death of his mother; and to Charles Woessner on the death of his father.

We offer our sincere sympathy to Mark Brown, MCD Sales, Canada, and to his brother and sister on the death of their father, George, earlier this year in Montreal. Mr. Brown, 59, was a native of Winnipeg but had been a resident of Montreal since the 1930s, at which time he was a member of the Montreal Canadiens in the National Hockey League.

Sincere sympathy is extended to Robert Coleman and the other members of his family on the death of his mother.