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Vol. 17, No. 5

October - November - December, 1974

Wirshing Dead, Manager MCD Sales Western Region

Charles R. (Chuck) Wirshing died in his sleep on the morning of September 4. He had been suffering from cancer for the past year and a half, according to Jack Price, MCD General Sales Manager. Mr. Wirshing was 47 years old and lived in Los Altos, California.

Mr. Wirshing joined Amchem in December 1947 as an



Charles R. Wirshing

MCD Technical Service Representative in the Detroit area. In 1949 he was named a Sales and Service Representative and in 1957 he was appointed Sales Manager, Western Region, headquartered in Fremont, California, the position he held at the time of his death.

Several Amchem personnel attended the funeral Mass on September 6 at St. Nicholas R. C. Church, Los Altos, including MCD Vice President Marketing Greg Gibson.

Mr. Wirshing is survived by his wife, the former Jeanne Rutten, and six children.

A general letter at the time of Mr. Wirshing's death was circulated among Ambler Departments by Price in which I wrote, "His (Mr. Wirshing's) death has saddened all of us and I am sure all of you will feel his loss." Yes, all of us who have had the good fortune to have known Chuck over the years are truly saddened by his early death.

Regional Sales Meetings Held by MCD



Russ Bedford (l) Sales Manager, Canadian Region, discusses sales strategy, informally, with Sales Representative Lionel Monforton at sales meeting in Mt. Tremblant, Quebec.

Three sales meetings for all MCD Regional Sales Personnel were held in September.

Beginning with the joint meeting of the Canadian, Northeast and Mid-Atlantic Regions at Le Chateau, Grey Rocks Inn, St. Jovite, Mt. Tremblant, Quebec, Canada, September 3-6, continuing with the Southern and Great Lakes Regions at the Doral Country Club, Miami, Florida, September 9, and ending with the Midwest, North Central and Western Tri-Regional meeting at the Lakeview Inn and Country Club, Morgantown, W. Va., all three featured full agendas.

Since the site of their meeting was in French Canada, Russ Bedford and Ed Nusbaum, Sales Managers of the Canadian and Mid-Atlantic Regions respectively, took an original approach to their assemblage by naming it "The French Connection," capital-

Continued on Page 9

Harsma Returns to Fremont as Regional Sales Manager

John N. (Jack) Harsma, MCD Midwest Regional Sales Manager since May 1 of this year, has been appointed Western Regional Sales Manager, headquartered in Fremont, as of October 1.

He succeeds the late Charles Wirshing, under whom he worked as a Sales Representative in the San Francisco and Pacific Northwest areas, when he first joined Amchem in June, 1956.

According to an announcement by Jack Price, MCD General Sales Manager, circulated earlier this year, Harsma, holder of an M.B.A.

from the University of Chicago, served successively as Sales Representative in the San Francisco, Pacific Northwest and Los Angeles areas, Sales Specialist and Sales Manager - aluminum industry. In this latter assignment he was located in Ambler until moving to Amchem's Midwest Regional Office in Worthington, Ohio, last May.

Montella MCD Coordinator Latin America

Richard A. Montella has been promoted to Metalworking Technical Marketing Coordinator for Latin America, in Amchem's International Division. Prior to his promotion he had worked as a chemist in the MCD Laboratories, mostly with the Coil Coating Group, since joining Amchem in 1962. He replaces Thomas Kiefer

who was named Manager - Foster International Operations this past June.

According to an announcement by Joseph Hudson, Manager, MCD International, Montella "will be involved in servicing Amchem's Latin American licensees and distributors as well as coordinating technical activities with Amchem's Brazilian subsidiary, Amchem Quimica do Brasil."

A resident of Ambler, Montella and his wife, Angie, a former Amchem employee, are the parents of two boys, ages 8 and 6, and a girl, 3.

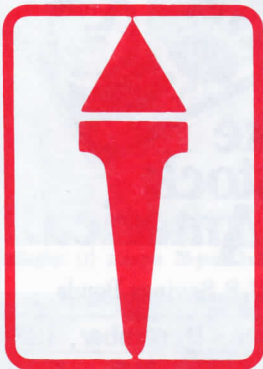
Campbell Manager MCD Engineering Services

John M. (Jack) Campbell has been appointed Manager of MCD Engineering Services as of September 1. He will report to J. W. Harrison, MCD Marketing Manager.

Harrison, who made the announcement states that Campbell will be responsible for coordinating the engineering services for the entire MCD Sales and Marketing Organization.

Campbell joined Amchem in 1946 and had since then filled a number of technical and sales assignments. Most recently he had been Supervisor of MCD Engineering Facilities.

Campbell resides in Penllyn.



Torch Drive Passes Mid Point

By the time this issue of the *Amchem News* reaches your home, the United Fund Torch Drive will be well past the halfway mark.

President Snyder's letter to all employees, which was distributed in late September, explained in one concise paragraph Amchem's participative Fund program headed by Paul Kern and John Kirch.

Many employees, too, saw the film, "Little Boy Lost," featuring movie and TV star David Janssen and a most remarkable little boy actor, when the film was shown on September 23 and 24.

All who saw the film were impressed with its pathos, but, unfortunately, it was only able to depict just one of many deserving cases taken care of by the United Fund. A few of these cases appear in this excellent editorial that appeared in the September issue of the *SOHIO NEWS*, publication of The Standard Oil Company (Ohio), and which we quote with SOHIO's permission.

"Let's keep making good news."

"Recent U.S. newspaper headlines trace events of grand scope. Crises in Washington. Redirection of the national mood. Big changes, new developments all the time.

"Now along comes the United Way campaign, and at first glance it looks like last year's story all over. It is, and it isn't.

"Things are pretty much the same for the disabled, the sick, the aged, and the countless persons who depend on others for help: The blind person who needs Braille reading material to enrich his life. The child with impaired motor coordination who requires a protective helmet. The elderly man and woman who need support and friendship available at a senior citizen center. The working mother seeking a reputable day-care center for her children. Hospitals and medical research projects in need of financial support.

"What's new since last year is a long list of stories about people who got the help they needed from United Way—good news that didn't make headlines. People cared, and in the '73 campaign contributions across the U.S. exceeded \$975 million.

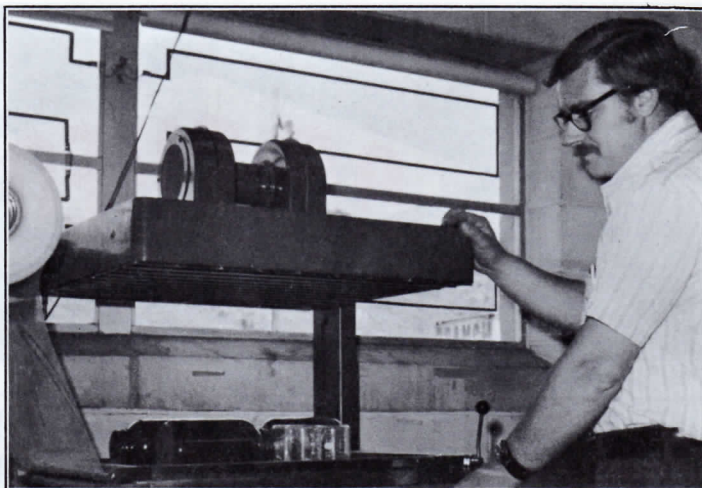
"Just nine cents of that bought a syringe to administer insulin to a diabetic. Less than five dollars provided a speech therapy session for a handicapped child. Twenty-five dollars gave a week of care to a foster child, and a little over \$200 saved a hemophiliac's life by providing the clotting agent needed to stop the bleeding.

"United Way funds went to the Red Cross, USO, and Salvation Army for their programs.

"Sure it takes money to keep this kind of help coming, and money seems in shorter supply these days. That makes the job even more important and challenging. That's where you come in. When the time comes to give your fair share, dig deep. Help United Way keep up the good work in 1975."

Kirch informs us that Amchem's goal is \$15,024. Striving to raise this amount in the various departments are the following captains: Pres. Snyder, George Brumbaugh, Pete Callahan, Patty Cappuccio, Jack Carroll, Phyllis Cates, Martin Coleman, Tom Day, Gary Fuess, John Geyer, Earl Johnston, Tom Kiefer, Bob Kruse, Mark Kuehner, Carol Mandell, George Mark, Linda Petrucci, George Russell, Paul Strohm, Sandy Wallace, Gaye Winters and Robert Wright.

As many of our readers know, the Fund's goal is \$21 million in the whole area.



New Machine Stops Breakage, Protects Glassware

"Say good-bye to bulky cushioning, wadding, shredded paper and molded inserts. No more individually hand wrapped articles planted like tulip bulbs in boxes crammed with excelsior or foam spaghetti..." So says the folder advertising "SHIPMATE", a new, instant packaging concept that utilizes a machine which encapsulates small, fragile products under a tough, plastic "skin" which is heat-sealed to a specially treated side of a corrugated sheet of cardboard. The dimensions of the machine are 31" wide, 29" deep, 36" inches high excluding the height of the stand.

While the copywriter of this introductory blurb may have been a little extravagant in his claims, the new SHIPMATE, which has recently been installed in Amchem's Packaging Mail Room, has eliminated the breakage that formerly occurred in transit to the glass beakers, pipettes, cylinders, flasks and other fragile components of the test sets that Amchem markets to its customers. The sets are used to determine the strength or consistency of the chemicals in the baths used in the pre-paint treatment of metals.

The safe arrival of these sets is necessary to maintain the rigid operational schedules which are established in the customers' plants. Obviously, awaiting replacements could cause production delays.

The SHIPMATE is simple to

operate, as Laverne Heckler and Tom Kapushinski, in Amchem's Packaging Mail Room, will tell you.

The items to be mailed are placed on the treated sheet of cardboard which had been inserted on the patent. A starter button is pressed which generates heat to render the plastic film pliable and stretchable. This film and its frame are then drawn down by vacuum where the film stretches around the items encapsulating each in a tough, transparent skin. By pressing a button, the film is cut off and the frame is raised to its original position, ready to repeat the operation on the next group of items. The time lapse is about 40 seconds.

The film comes in rolls and is located on the left-hand side of the machine. The cut film conforms to the size of the cardboard sheet and costs about \$.10 for each encapsulation.

The encapsulated items are now ready to be placed in cartons, packed with styrofoam particles, sealed and mailed out by Laverne and Tom. Since all the items are mounted on one sheet, there is no danger of any being overlooked by the customer and tossed out in the discarded foam packing. This is especially true of small items.

The savings in labor, time and breakage cost can easily amortize the original price of the SHIPMATE in a comparatively short time.

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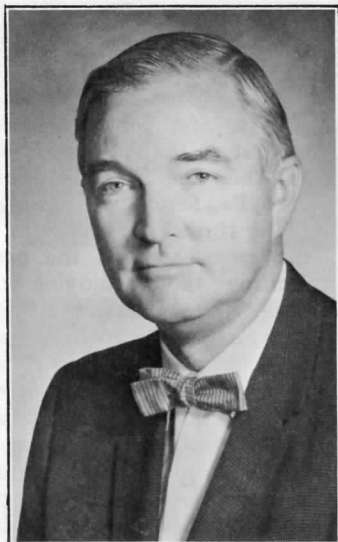
in the Interest of AMCHEM
Employees and Their Families

William A. Drislane, Editor

Foster's Ellis Director of ASTM

Wayne P. Ellis, Director of R & D, Amchem Foster Division, was elected a Director of the American Society for Testing and Materials for a three-year term, as announced by William T. Cavanaugh, managing director of ASTM.

The announcement was made at the 77th ASTM Annual Meeting held at the



Shoreham-Americana and the Sheraton Park Hotels, June 23-28. Over 4000 members of ASTM attended.

ASTM is the world's largest source of voluntary consensus standards for materials, products, systems, and services. It is headquartered in Philadelphia, Pa., and has 22,000 members throughout the world.

A native of Des Moines, Iowa, Ellis received his B.S. degree in chemistry from the University of Maryland in 1937.

He has been a member of the Foster Division since 1939, having started in that year as a chemist. Successively, he became chief chemist, technical director, director of research and director of research and development, his present position, in 1970.

He joined ASTM as a student member in 1937 and became a full member in 1938.

Ellis is also a member of the American Chemical Society, the International Institute of Refrigeration, and an associate member of the American Society of Heating, Refrigerating and Airconditioning Engineers.

He has authored several articles on properties and uses of coatings, adhesives and sealants with thermal insulation material. Ellis holds three patents in the field of specialized coatings.

Mr. Ellis and his wife Eunice live in Radnor, Pa. They are the parents of two grown sons.



12th Street Meetinghouse as it is now reconstructed on the George School campus, Newtown, Pa.

Spruance Meetinghouse Project Completed

The dismantling and removal of the 12th Street Meetinghouse from South 12th Street below Market, Philadelphia, and its rebuilding on the campus of George School, in Newtown, Pa., was completed in time for the dedication on Sunday, September 29.

Amchem retiree Lloyd Shepherd and Mrs. Shepherd, together with Vice President - Manufacturing W. Graham Smith and Mrs. Smith, attended the dedication and, afterwards, a viewing of a film that showed every step of the operation.

The project, started in early 1972, was financed through a \$500,000 gift from the Spruance family — the late F. Palin Spruance, Sr. and Mrs. Spruance; their son and his wife, Mr. and Mrs. F. Palin Spruance, Jr.; and their daughter and her husband, Mr. and Mrs. Francis C. Alden. Formerly, both Mr. Spruance, Sr. and Mr. Spruance, Jr. were Vice Presidents of Amchem's MCD.

The Meeting House, at 20 South 12th Street, Philadelphia, was built in 1812 from timber and other materials salvaged from the Greater Meeting House, constructed 56 years earlier, on the southwest corner of 2nd and Market Streets.

Mr. Shepherd was thoughtful enough to furnish us with a copy of the *DOYLESTOWN DAILY INTELLIGENCER*, published earlier this year, in which a lengthy interview was given by Mrs. Spruance, Sr. to the associate editor of the

newspaper.

In the interview, Mrs. Spruance explained how the 12th Street building was dismantled and each brick numbered in order that the edifice at George School would be reconstructed exactly like the original.

The interview also revealed the scope of Mrs. Spruance's interest in promoting the early history of Bucks County. To quote the associate editor of the *INTELLIGENCER*: "An index of her affiliations, though incomplete, provides insight into her talents and affections. She is beginning a third term on the board of directors in an 11-year Bucks County Historical Society membership. She is a trustee of Historic Fallsington, Inc.; a member of the acquisitions' committee for the Washington Crossing Foundation; a member of the National Trust for Historic Preservation; member of the Old York Road Historical Society and the Village Improvement Association of Doylestown; a charter member and secretary for 20 years of the Jenkintown Women's Exchange.

"Helen's (Mrs. Spruance's) belief in history's voice was probably inherited from her father, John P. J. Sensenderfer, a Philadelphia county commissioner. The Sensenderfers lived in Ivyland from 1892 to 1920, spending winters in the city.

"Helen's brother, Robert Emery Pattison Sensenderfer, was associated with the Philadelphia Evening Bulletin for 50

years, first as sports editor, according to Helen, and then as drama critic.

"I've always been fond of old places," she said. "I think because my father took me to see many of them. I remember one trip, about 1900, to see the old Hart farm off Jacksonville Road at Ivyland. The house bore the date, 1750, and I was amazed that anything could be 150 years old."

At the time of his death on June 14, 1972, Mr. Spruance, Sr. was a retired Vice President and Honorary Board Chairman of Amchem. The year before he died he had celebrated 50 years with the Company. He was the first employee to have had this distinction.

Duff Succeeds Stehlik at Rorer-Amchem

Stewart M. Duff, Rorer-Amchem general counsel, has been elected secretary of the Corporation succeeding Joseph F. Stehlik, secretary since the merger of Rorer and Amchem in 1968. Mr. Stehlik, a veteran employee of Rorer, has retired.

As reported in the August-September issue of *THE AMCHEM NEWS*, Mr. Duff, a graduate of Haverford College and the University of Pennsylvania Law School, joined Rorer-Amchem in May of this year as general counsel, a post he still retains in addition to his new assignment.

He, his wife and two children live in Swarthmore, Pa.



Plant Picnic

Over 500 people attended the picnic for Plant personnel and their families at West Point Park, Pa., Saturday, August 17, filling three large pavilions in the grove area of the park. Among those enjoying the outing were several retirees who renewed acquaintances with former co-workers. Early morning showers and threatening skies kept the attendance below the expected 600 mark.

The day's festivities, beginning at 12 noon, featured an all-you-want-to-eat, all-day supply of grilled hot dogs and hamburgers (garnished with an assortment of succulent relishes), and cold, on-tap beverages and hot coffee.

Between rides on the various amusements, the grill and beverage counter were popular stopping-off places for the younger element all afternoon. These same refilling spots were not neglected by the adults, either. At four o'clock, sweet golden ears of corn, smothered in butter, were proffered, followed by generous chunks of the sweetest and juiciest watermelon you ever tasted.

Altogether, 75 dozen hot dogs, 180 pounds of hamburger, 1800 rolls, 800 ears of corn, 15 large watermelons, 300 Dixie cups, seven half barrels of beer, and four half barrels of birch beer were consumed. And, believe it or not, after this gastronomical adventure there wasn't a single call for Maalox.®

The program ended with the drawing for prizes, with the following results: The DiGrande family is now enjoying the TV set won by Sal; Joe Feckno and an anonymous winner are tuning in these days to their favorite programs on their transistor radios; Dolly Brown is turning out a variety of hot menus on her Corningware; Tom Kee has put his Thermos and cooler set to good use while dining outdoors; and that lounge chair has provided many a relaxing



Is Family Day

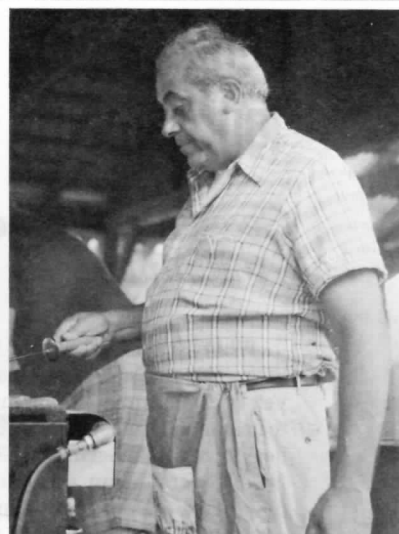
hour for Fannie Cram.

The idea of a family picnic originated with Steve Einfalt, Director of Industrial Relations, last year when this event was held at the Amchem Farm. This year, however, after Einfalt appointed a committee, consisting of Tony Serratore, Sterling Johnson and Helen Davies, it was decided to hold the picnic at a location where facilities were specifically planned and built for such events. Hence the West Point Park site. The change was a wise one, for attendance more than doubled that of last year, despite the weather.

"What impressed me most," remarked Serratore at the end of the day, "was the excellent cooperation we got from the various people who helped out. Glen Palmer and Dave Woodward and their girl friends were out at the Park at 8 o'clock in the morning setting things up, that's four hours before picnic time. And don't forget to mention in the *AMCHEM NEWS* the names of all those who cooked food and served the drinks: Joe Mallozzi, John Piacitelli, Ed Wood, Gabe Mancini, Bill Metz, Bob Applegate and his wife, Herb Hopwood, Helen Davies, Dolly Brown, and Maria Rey. Speaking for myself and the other two members of the committee Helen (Davies) and Sterling (Johnson)—I'd like to thank everyone of these volunteers for a job well done, as well as Steve and Mrs. Einfalt and Phyllis Collmer for spending the afternoon filling and handing out those 288 balloons to the youngsters.

"So, on behalf of all Plant employees and their families, the committee would like to thank Amchem Management, and Steve (Einfalt) in particular, for a great day of fun and food."

(Ed's note: We'd like to pay a little compliment to Tony Serratore on his organizational ability and his business acumen and moxie in negotiating for top quality food at discount prices.)



Rain Curtails Golf League Tournament

Season's Winners Announced

What otherwise would have been the largest participation yet in the annual Amchem golf tournament, was ruined by a heavy rainfall, Saturday, Sept. 28. This condition prevented a play-off between the winners of each of the four flights comprising the eligible section of the Amchem Golf League. (There is also a fifth flight consisting of first-year players whose ability is not known to the golf committee and, therefore, these players could not be assigned handicaps.)

However, about half of the 60 league members played in fun-foursomes. After completion of this outdoor activity, everyone repaired to the combination dining-and game-room, where a well stocked smorgasbord, a pool table and a couple of decks of cards compensated for nature's outdoor deficiencies.

The trophies which were to be awarded the flight and individual winners failed to arrive from the manufacturer. These will be given out later.

The season's winners in the four flight are—Round 1, Dwight Buczkowski and Tony Serratore. Round 2, Mickey Marincola and Nate Giorgio. Round 3, Sal Minio and Elwood Grant. Round 4, Barry Robinson and Marion Eggleton.

A low gross of 37 for the season was scored by Serratore on the 8th round on June 24. Steve Einfalt was just one stroke behind, with a 38, made in the 12th round on July 22. Low grosses of 45 were shared by Bob Dryden, John Zollo, Sal Minio and George Starke.

The following officers have been elected for the 1975 season: President, George Brumbaugh; Treasurer, Shirley North; Secretary, Steve Zartarian; Recorder, Merve Hubbard.



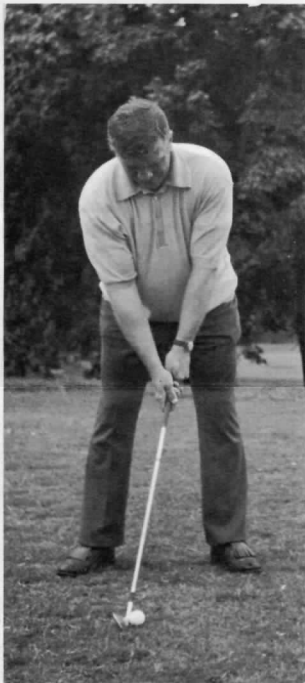
Jack Breen



John Checchia



George Brumbaugh



Steve Einfalt



Merv Hubbard



Tom Day



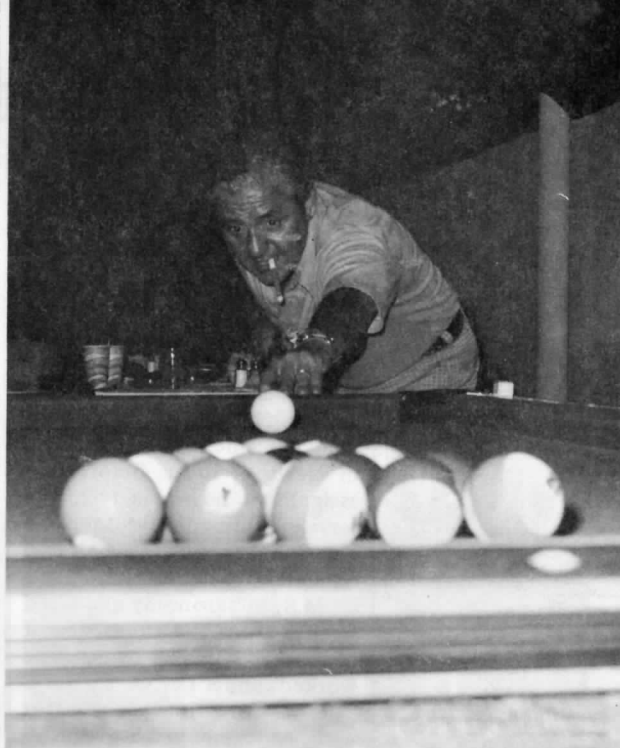
Below left to right: Bill D'Orazio, Stan Mayew, Shirley North, Jack Campbell

Below: Nate Giorgio





Sal Minio



Ralph Lelii



Steve Zartarian



Dwight Buczkowski



Friendly indoor pastime



Ralph Lelii



Wally Dragani



Clyde Roberts

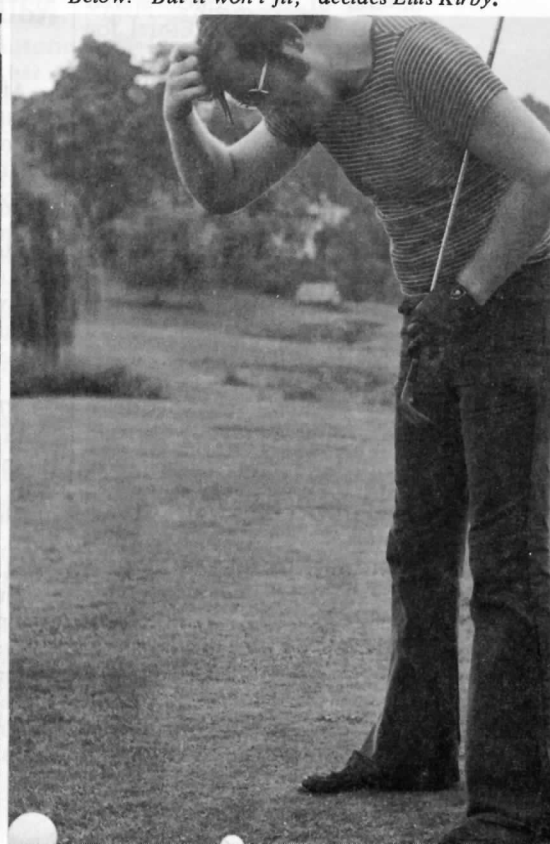
Below: John Rawling

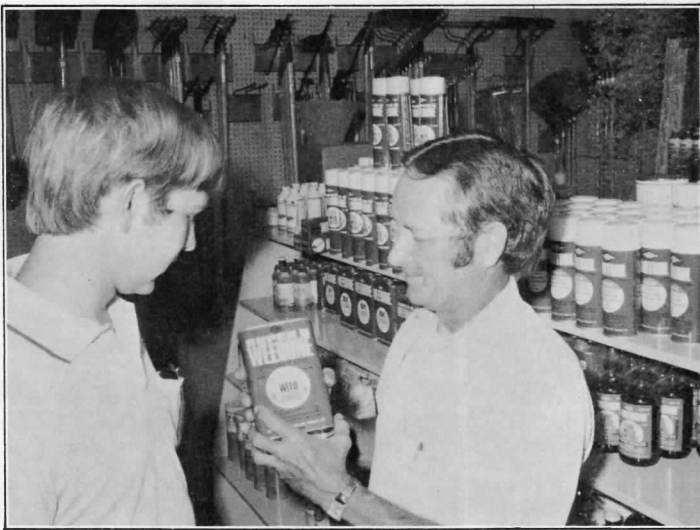
Below: "But it won't fit," decides Ellis Kirby.



Above: One of the greens

Below: "So that's where it landed," says Joe Rocco.





It's a Six-Day Work Week for ACD Sales Rep. Williams

Tom Williams, ACD Sales Representative, South Central District, doesn't spend his Saturday mornings in slumberland. As the accompanying picture shows, Tom is putting in one of his many Saturday appearances at garden centers in his sales territory.

Picture shows Tom at display of Amchem merchandise

at the Dan West Garden Center, Memphis, Tenn., the city where Tom lives, pointing out to Garden Center Manager Fred Heckle that SUPER D WEEDONE® kills over 100 different kinds of weeds.

An ad in the Memphis newspaper publicized the appearance of Tom.

Brazilian Ag Group Visits Amchem Farm

Eight prominent Brazilian farmers and two directors of Herbitecnica (pesticide dealers) were guests of Amchem's International Division the weekend of June 29.

Highlight of the visit was a day spent at the Amchem Farm, where the three films on the application of Ethrel®—on tomatoes, apples, cherries—and the Portuguese version of the Amiben™ film were shown during the morning of July 1. Several of the farmers stated that they had tried Ethrel for faster ripening of coffee beans and were very pleased with the results.

The days activities also included a tour of the experimental plots and an inspection of Amchem's specially de-

signed spraying equipment, under the guidance of ACD research chemist Bob Dryden.

Arrangements for the visit were made by Guido Sarin, Amchem's agronomist in Brazil.

Roberts Runner-up in U.S. Army National Competition

After being selected as the outstanding drill sergeant among 640 competitors in the 100th Division (TNG), Kentucky, SFC David Roberts, U.S. Army Reserve Leadership Academy, went on to become the runner-up to SFC David Lindwall, Browns Mills, N.J., in the annual National U.S. Army Reserve Drill Sergeant competition at Ft. Monroe, Va., July 23-27.

In civilian life SFC Roberts is an MCD Sales Representative, Midwest District. He lives in Shepherdsville, Ky. and has been with Amchem since May, 1971.

In the national event he competed against 12 other drill sergeants from the other major Reserve Units in the United States, all of whom survived preliminary eliminations in the same manner as Roberts.

ACD Research Adds Five to Staff

Barbara Emerson, ACD Technical Editor and Information Specialist, reports that ACD has added five new members to its R&D staff, in various capacities, during the past few months.

Ronald F. Spotanski joined the Company, April 10, as Area Research Representative and Technical Supervisor at Amchem's new Research Farm in Newton, Iowa. Before this assignment he was a technical service representative for Nor-Am in the Midwest and two Canadian Provinces. He holds an M.S. in agronomy and weed science from the University of Nebraska, Omaha, where he worked under Dr. O. C. Burnside, a long-time cooperator with Amchem in the application of the Company's agricultural products. Ron's hobbies include woodworking, gardening and fishing. He and his wife Kathryn are the parents of four children.

Richard L. Berkey was appointed Manager of Amchem's Newton Research Farm, May 1, where he and his wife Linda live. He attended Drake University. He lists golf, tennis, archery and hunting as hobbies.

L. Douglas West joined Anson Cooke's screening group at the Research Farm, Spring House, Sept. 1, as Associate Research Agronomist. He completed his studies and earned his M.S. at Washington State University, Pullman. Doug, who has lived most of his life on a farm, is single. He enjoys fishing, skiing, backpacking and golf.

Marilyn Dornberg was named Associate Chemical Librarian at the Amchem Research Farm, Spring House, Sept. 9, where she is involved primarily in naming and searching compounds submitted for possible biological activity. She formerly worked with the Cancer Research Institute, Fox Chase, Philadelphia, as a research assistant in X-ray crystallography. She holds a B.S. degree in chemistry from Brooklyn (N.Y.) College. A resident of Center Square, Pa., she and her husband are the parents of three children. Tennis and bowling are her re-

creational activities.

David A. Austin became Technical Supervisor of Amchem's Greenville, Miss. Research Farm, and Area Research Representative for Arkansas, Sept. 15. After obtaining an M.S. in weed science at the University of Tennessee, Knoxville, he was employed by CIBA-GEIGY for six years. He, his wife Ellen and three children live in Greenville. Dave says he likes to garden and do a little "hobby" farming.

Quay Elected Rorer Secretary, Director

Thomas E. Quay, assistant secretary of William H. Rorer, Inc. since 1971, was elected secretary and a director of the firm, according to a Rorer news release of September 6. He joined Rorer's legal department as assistant counsel in 1965 and was named counsel in 1969.

A graduate of Princeton University and the University of Pennsylvania Law School, Mr. Young lives with his wife and three daughters in Bala Cynwyd, Pa.

He is succeeded as assistant secretary by Richard B. Young, who has been assistant counsel at Rorer since 1969. Like his predecessor, Mr. Young also resides in Bala Cynwyd with his wife and four daughters.

In Memoriam

Jay M. Biery, former Director of Amchem's Engineering Department from July 1928 until his retirement in June 1959, died September 24 in Abington Memorial Hospital. He was 80 and lived in the Cedarbrook Hill Apts., Wyncote, Pa.

Surviving are his wife, the former Ada Evans; two daughters, Mrs. Ruth Roland and Mrs. Eloise Ward, and three grandchildren.

To Mrs. Biery and the other members of his family we offer sincere sympathy.

Mrs. Mary Ann Hall, wife of James A. Hall, of Amchem's Packaging Department, died on August 24. She was 35 years of age.

In addition to her husband she is survived by a son and daughter; her parents, Mr. and Mrs. Michael Haycor; a brother and three sisters. To all of these survivors we extend sincere sympathy.

Briefs

Judith Marie Dempsey, a 1974 graduate of Wissahickon High School and a new employee of Amchem's Accounts Payable Department received the Alpha Nu Sorority Award for achieving the highest scholastic average in business subjects at her school.

Waters Group Leader in MCD Pilot Plant

A belated announcement from John A. (Jack) Carroll, Manager, Technical Services, states that Joseph E. Waters, former Aluminum Group chemist, was promoted this past June to Group Leader, MCD Pilot Plant. He joined Amchem in June, 1970.

He holds a B.S. in chemistry from Widener College, Chester, Pa., and prior to his Amchem affiliation, he worked for DuPont. He resides in Lansdale.



The versatile application of Amchem's MCD Products is well represented in this exhibit of Amfos, S.A., Bilbao Spain, at the International Industrial Fair in Barcelona. Amfos is an Amchem licensee. The gentlemen in the picture are (second from left and continuing left to right) Juan M. Elejoste, Amfos; Jose I. Careaga, Managing Director, Amfos; Prof. Dr. Willibald Machu, Amchem; Ray Montecino, Amchem; Richard Galjaard, Mavom, Alphen a/d Rijn, Holland. (The gentleman at the extreme left is unidentified.)

Rorer-Amchem Sales, Earnings Up for Half

Rorer-Amchem reported first half earnings rose 15.2% to a record \$14,700,739, or \$1.05 per share as sales increased 15.9% to \$129,487,744, also a new high. For the corresponding period in 1973, earnings were \$.91 per share.

Second quarter sales of \$62,352,258 and net income of \$7,004,018, or \$.50 per share against \$.36 a year ago,

set records for the quarter, reflecting increases of 20.7% and 38.2% respectively.

President Eckman said that first half gains came from strength in both the health care and specialty chemical operations of the company. In the second quarter, he noted, particularly good gains were made by Maalox and in the surgical products and international health care segments of the business.

He also added that sales of Ethrel® were strong in the quarter.

MCD Meeting

Continued from Page 1

izing on the popularity of the film by that name.

The various phases of marketing—including profits, sales costs, advertising, incentive bonuses, projections, review of past sales performances, product development, etc.—were covered in depth.

Discussing these subjects were MCD Vice-President Greg Gibson, General Sales Manager Jack Price, Field Sales Manager Paul Kern, Marketing Manager Pat Harrison and the following Regional Sales Managers: Russ

Appreciative Note from Nippon Paint

The following letter to J. W. Delanty, Vice President—International Division, from Mr. Toshi Maeda, Nippon Paint Co., Ltd., Tokyo, pays a nice compliment to THE AMCHEM NEWS. The letter:

10th July, 1974

Mr. J. W. Delanty
Vice President
Amchem Products, Inc.
Ambler, Pa., 19002

Dear Mr. J. W. Delanty,

Re: The Amchem News

We appreciate you very much for the Amchem News which was forwarded to the attention of Mr. Shigeru Tada from Amchem. Mr. Tada was so glad to have received it, and passed me it with requesting me to mention his appreciation to you. It was such a splendid article from which we could learn the internal situation in our dearest Amchem. We wish to thank you herewith for your kindness and being interested in us from the bottom of our hearts.

With my best regards,

Yours sincerely,
NIPPON PAINT CO., LTD.

(sig.)

Toshi Maeda

Bedford, Ed Nusbaum, Myron Johnson, Harvey Patterson, Jack Harsma, Ed Krueger. Also District Managers David Haynes, Henry Sansom and Glenn Reed; Industry Managers Pete Callahan, Bob Entriken, and Gus Oleson (Resale). Steve Zartarian presented the Advertising program, while Bob Detwiler, Accounting, spoke on expense accounts—the procedures, payments and problems.



Amchem ACD Sales Representatives at WLW Radio Station, Agri-Day, Cincinnati, Ohio, July 18, were Tom Arnold (third from left) and Ron Straight (next to helicopter pilot in "bubble"). Tom and Ron were members of a group whose companies market products used in agriculture in the states of Ohio, Kentucky and Indiana. Agri-Day is an all-day seminar

sponsored by the Avco Broadcasting Corporation, operators of WLW, which has been involved in promoting agricultural growth in that tri-state area since 1922.

At the conclusion of the business sessions, those attending were treated to rides in the WLW traffic helicopter and to a Cincinnati Reds game.



John Gallagher (r) accepts 20-year Service Award from Stan Fertig. ACD Research



Ken Bridge (r) receives 15-year Service Award from Bill Delanty. International



Ed Nusbaum (c) receives 15-year Service Award from Jack Price (l). Paul Kern (r). MCD Sales



Edith Szabo receives 15-year Service Award from Stan Fertig. ACD Research



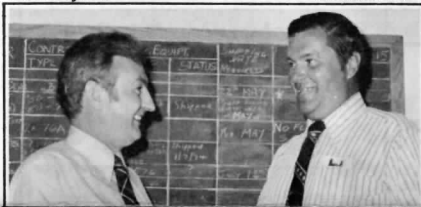
Tom Tedesco (l) accepts 15-year Service Award from John Heckler. Packaging



Tom Vogl (r) receives 15-year Service Award from Pat Harrison (l). Gene Mendlow (c). MCD Sales



Bill Delanty (r) receives 10-year Service Award from Pres. Snyder. International



Cliff Redfield (r) accepts 10-year Service Award from Sandy Wallace. Systems Engineering

Congratulations

These are the men and women of AMCHEM who have received Service Award Emblems between August 1, 1974 and September 30, 1974.

★ ————— 15 YEARS ————— ★		
Kenneth Bridge		Edith Szabo
Edwin C. Nusbaum		Thomas Tedesco
★ ————— 10 YEARS ————— ★		
John W. Delanty	Patricia Delp	Harley Halderman
Marion D. O'Neill		Stuart Reed
★ ————— 5 YEARS ————— ★		
Thomas L. Arnold	Kenneth W. Coull	Russell G. Davis
Warren A. Davis	Gary W. Green	Karen D. Halstead
Leo P. Hunt	Sidney Krebs	David Marchildon
Larry Neidiffer	Paul E. Niewoehner	Lewis R. Raszewski
Charles Sager	Harold M. Smith, Jr.	Dale W. Whitley
McDonald Whitlock		William Wiles



Pat Delp accepts 10-year Service Award from Ken Bridge. International



Stu Reed (r) accepts 10-year Service Award from Mark Kuehner. MCD Research



Tom Arnold
5 Years



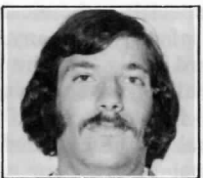
Ken Coull
5 Years



Harold Comstock
5 Years



Russ Davis
5 Years



Warren Davis
5 Years



Gary Green
5 Years



Leo Hunt
5 Years



Sidney Krebs
5 Years



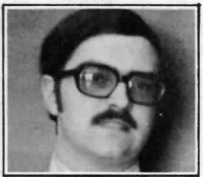
David Marchildon
5 Years



Larry Neidiffer
5 Years



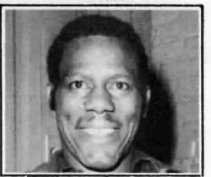
Paul Niewoehner
5 Years



Lewis Raszewski
5 Years



David Shaffer
5 Years



Harold Smith
5 Years



Billy Watkins
5 Years



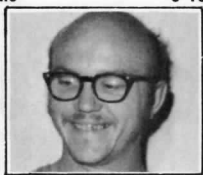
Dale Whitley
5 Years



Don Whitlock
5 Years



John Wick
5 Years



William Wiles
5 Years



Robert Wilson
5 Years

New Members of the Amchem Stork Club
whose names were not previously published in the NEWS.

THOMAS RICHARD ANTROBUS, JR.
Father: Thomas R. Antrobus, Sr.

WALTER BRUCE FOSTER, JR.
Father: W. Bruce Foster

DREW ALAN KIRBY
Father: Ellis R. Kirby, Jr.

JUSTIN CURTIS SMITH
Father: Charles N. Smith, Jr.

JOHN KENT BONNEY
Father: Fredric K. Bonney

ROBERTA COURTNEY FRIEND
Father: William D. Friend

MEGAN F. OWENS
Father: Francis J. Owens

TIMOTHY ROBERT SMITH
Father: Timothy J. C. Smith

JILLANE MARIE DEKKER
Father: Douglas A. Dekker

CORY ELIZABETH GASKELL
Father: William C. Gaskell

PAMELA DAWN PLANTE
Father: Stuart E. Plante

CORNELIUS GEORGE WOLGEN
Father: George Wolgen

JONATHAN MICHAEL GRAFFLIN
Father: David M. Grafflin

NATHAN C. SMITH