



Foreign relations are not sudden things created by books or speeches or banquets. The history of nations is more important than their oratory.

Herbert Clark Hoover

The inescapable price of liberty is an ability to preserve it from destruction.

Douglas MacArthur

"Life is too short to be little."

Benjamin Disraeli

I have lived eighty-six years. I have watched men climb up to success, hundreds of them, and of all the elements that are important for success, the most important is faith. No great thing comes to any man unless he has courage.

Cardinal James Gibbons

From the BULLETIN, a magazine devoted to the world-wide activities of and published quarterly by the Standard Oil of California, we pick up the following quotation as printed on the inside front cover of the July, 1963 issue: "There shall never be absolute freedom for the individual under Communism. He who preaches the idea of peaceful coexistence slides down to the position of anti-Communism."

Nikita Khrushchev

At a closed meeting of Soviet leaders at the Kremlin, March 10, 1963.



On the Cover

Don Herrington, youthful MCD Sales Representative, reviews his sales strategy immediately before calling on one of his customers. The picture was taken to illustrate that a well-rehearsed sales approach is indispensable to SELLING WITH A PLAN.

THE AMCHEM NEWS

Vol. 6, No.

September 1963

AMCHEM PRODUCTS, Inc.

Ambler, Pennsylvania
in the Interest of AMCHEM
Employees and Their Families
William A. Drislane Editor



Message from the Chairman

Time-Use It For Profit

Our employees, practically without exception, like their work and want to do a good job. Occasionally, however, I hear that "time did not allow" something important to get done. In this connection, I think we can all learn and benefit from the philosophy of Arnold Bennett, as expressed in the following quotation from his "How to Live on Twenty-Four Hours a Day"—

all is possible; without it, nothing. The supply of time is truly a daily miracle, an affair genuinely astonishing when one examines it.

"You wake up in the morning, and lo! your purse is magically filled with twenty-four hours of the unmanufactured tissue of the universe of your life! It is yours. It is the most precious of possessions . . . No one can take it from you. It is unstealable. And no one receives either more or less than you receive.

"In the realm of time there is no aristocracy of wealth, and no aristocracy of intellect. Genius is never rewarded by even an extra hour a day. And there is no punishment. Waste your infinitely precious commodity as much as you will, and the supply will never be withheld from you... Moreover, you cannot draw on the future. Impossible to get into debt! You can only waste the passing moment. You cannot waste tomorrow; it is kept for you. You cannot waste the next hour; it is kept for you.

"I have said the affair was a miracle. Is it not?"

You have to live on this twenty-four hours of daily time. Out of it you have to spin health, pleasure, money, content, respect, and the evolution of your immortal soul. Its right use, its most effective use, is a matter of the highest urgency and of the most thrilling actuality. All depends on that. Your happiness—the elusive prize that you are all clutching for, my friends!—depends on that.

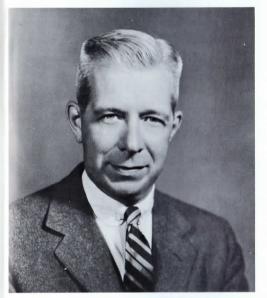
"If one cannot arrange that an income of twenty-four hours a day shall exactly cover all proper items of expenditure, one does muddle one's whole life indefinitely . . .

"We never shall have any more time. We have, and we have always had, all the time there is."

Chairman of the Board



J. O. J. SHELLENBERGER Vice Pres. Dir. of Marketing Home: Doylestown, Pa.



GERALD C. ROMIG President Home: Glenside, Pa.



GEORGE H. WILLIAMSON Amchem Vice Pres. at Niles Home: Los Gatos, Calif.

1963 General

SALES MEETING

September 22-27



AMBLER, PA.
and
TAMIMENT IN-THE-POCONOS
TAMIMENT, PENNSYLVANIA



Sales Organization



F. P. SPRUANCE, JR. V. P. and Sales Mgr.

Home:

Jamison, Pa.



General Sales

JACK M. PRICE Asst. Sales Mgr. Home: Doylestown, Pa.



RICHARD O. BAILEY Staff Asst. Home: Narberth, Pa.



JOHN D. BREEN Dir. of Adv'g



HAROLD N. OLESON Chem. Engineer Home: Farmington, Mich.



THOMAS P. ROGERS Sales Office Mgr.

Eastern District



E. A. STOCKBOWER Mgr. New Product Sales
Home:
Springhouse, Pa.

A. L. SINCLAIR Sales Mgr.



EUGENE J. MENDLOW Asst. Sales Mgr.
Home:
Jenkintown, Pa.



EDWIN C. NUSBAUM Sales Supervisor

Home:

North Wales, Pa.



MELVIN S. PATTERSON Sales Supervisor Home: Beaver, Pa.



CARL J. STELLA Sales Supervisor

Home:

Bristol, Conn.



RUSSELL P. BEDFORD RICHARD LEE CAMP JOHN H. COLLINS Home: Depew, New York



Home: Wakefield, Mass.



ARTHUR W. DAHL Home: Philadelphia, Pa.



Home: Pittsburgh, Pa.



JAMES D. FENTON DONALD R. GRIMES D. M. HERRINGTON







Home: Ripley, W. Va.



PAUL R. KERN JAMES J. MUSANTE WILLIAM A. POPE, III HENRY C. SANSOM PERCY A. SATORIS



Home: West Reading, Pa.



LEW E. SCOTT

Home: Ellicott City, Md.



Home: Gibsonia, Pa.



AUSTIN P. SMITH MICHAEL J. STERNICK



JAMES H. ABRAMS, JR.



JAMES F. HENNESSEY DONALD J. McINTYRE HARVEY E. PATTERSON Home: Kirkwood, Mo.



Central District

Home: Florissant, Mo.



Home: Dallas, Texas

JAMES H. SCHELL

Home: Houston, Texas



THOMAS H. VOGL Home: St. Paul, Minn.



Midwest District

Sales Organization



LEO C. DAMSKEY



BERNARD J. COLE Home: Willowick, Ohio



CLIFFORD J. HUNT Home: East Lansing, Mich.





MYRON C. JOHNSON HERBERT F. KORSCHEWITZ ROBERT C. MEECH Home: Mooresville, Ind.



Sales Supervisor





EDWARD R. KRUEGER Sales Supervisor



JOHN J. LINDEN Sales Supervisor Home: Detroit, Mich.



EDWARD E. MAINE Home: Findlay, Ohio



FRED J. MOSER, JR. HOWARD F. NEILSON JOHN E. PIERCE

Home: Pleasant Ridge, Mich.

Home: Maple Heights, Ohio



DANIEL RAKICH Home: South Holland, III.





EDGAR HARRY MEISTER JACK O. MERCER

Home: Mokena, III.



Home: Royal Oak, Mich.

WILLIAM E. SCHNEIDER HOWARD W. SCHROEDER



Home: Cincinnati, Ohio

EDWARD J. SICKEL Home: Elk Grove Village, III.



Home: Birmingham, Mich.

WINFORD P. SITZ Home: Birmingham, Ala.



Home: Milwaukee, Wisc.



RICHARD P. WITTEMANN CHARLES R. WOESSNER Home: Mukwonago, Wisc.





PETER L. CARD Home: San Jose, Calif.



BENNETT C. GAST Home: Whittier, Calif.



JOHN N. HARSMA





Home: La Habra, Calif.

Canadian District

Western District



JOHN J. GRAY HARLO P. BEALS, JR. Home: Pointe Claire, Mont. Sales Mgr. Home: Amherstburg, Ont., Can.



Home: Brantford, Ont., Can.



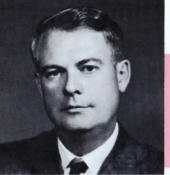
Home: Rexdale, Ont., Can.



Home: Windsor, Ont., Can.







M. B. TURNER V.P. Dir. of ACD Marketing Home: Lafayette Hill, Pa.



DAN W. CHISHOLM Mgr. Farm Chem. Sales
Home:
Ambler, Pa.



RAYMOND E. EVANS Advertising Supervisor

Home:

Norristown, Pa.



JACK C. GOARD Mgr. Lawn and Garden Product Sales Home: Ambler, Pa.



EDWARD B. HORAHAN Rodenticides Home: Roslyn, Pa.



EDWARD LACKO Home: Lansdale, Pa.



GEORGE W. SAWYER Sales Office Mgr. Home: Philadelphia, Pa.



Ambler Head**auarters**

DANIEL SHAW Staff Asst. Home: Lafayette Hill, Pa.



JACK P. TAYLOR Mgr. Industrial Chem. Sales North Wales, Pa.



JOS. H. TORCHIANA Sr. Consultant Lawn and Garden Products



STANFORD A. GROSS HAROLD M. COLLINS, JR. Home: Philadelphia, Pa. Home: Medford Lakes, N.J



ROBERT L. CRUMP Home: Charlotte, N.C.



PAUL A. CUPPETT Home: Columbus, Ohio



JAMES J. FARRELL Home: Marshfield, Mass.



IRWIN E. PINTCKE Sales Supervisor St. Joseph, Mich.



LEE KOBUSSEN Home: Rockford, III.



CHAS. D. MacWILLIAMS Home: Cincinnatio, Ohio



JACK ROTRAMEL Home: Decatur, III.

Mid-



DONALD E. RUDD Home: West Bend, Wisc.



DONALD A. TAYLOR Home: Franklin, Ind.



FRANK SHERWOOD Dist. Sales Mgr. Home:



RUSSEL L. NASH



DWIGHT W. SHAW Home: Des Moines, Iowa



District



WALTER L. SMITH Home: Columbia, Mo.



ARNOLD W. WALZ



PHILIP A. WATKE Home: Spokane, Wash.



GEORGE WHORNHAM Home: Idaho Falls, Idaho



PAUL F. DRESHER Dist. Sales Mgr. Home: Niles, Calif.

Sales Supervisor
Home:
Ft. Worth, Texas



THOS, JOS. PAULSON LESTER H. HARTWIG



Home: Union Springs, Ala.





JAMES A. LEE

Home: Humble, Texas







RONALD H. HANSON

EMORY McKEITHEN

Home: Jackson, Miss.

Home: Billings, Mont.

Southern District

Western

District

CECIL H. MEADORS Home: Dickens, Texas



J. MILTON NUNN Home: Dallas, Texas



GEORGE A. SUMMERS Home: Oklahoma City, Okla.



The THEME

The **AGENDA**

SUNDAY, SEPTEMBER 22, 1963

Arrival Philadelphia International Airport for transportation to Fiesta Motor Inn, Willow Grove, Pa.

6:00 P.M. Dinner—your option—no scheduled arrangements

9:00 P.M. Reception (Pancho Villa Room, Fiesta Motor Inn)

MONDAY, SEPTEMBER 23, 1963

7:30 A.M. Breakfast (Fisher's adjacent to Fiesta Motor Inn)

8:30 A.M. Check-out and load buses

9:00 A.M. Charter bus departures for Ambler

9:30 A.M. Official Welcome (Conference Room) G. C. Romig

9:45 A.M. Address-Leon Cherksey

10:00 A.M. Address-J. O. J. Shellenberger

10:30 A.M. Coffee Break

11:00 A.M. Introduction of Sales Staffs F. P. Spruance, Jr. and M. B. Turner

11:15 A.M. Program Review-J. M. Price

11:30 A.M. "What it Takes to be a Real Salesman"-J. M. Price

12 Noon Buffet Luncheon

1:00 P.M. Research Farm Tour-A. R. Cooke Ambler Plant Tour-H. Gehman and W. G. Smith

2:00 P.M. Research Farm Tour Ambler Plant Tour

3:00 P.M. Load Charter buses for departure to Tamiment

5:00 P.M. Registration at Tamiment Administration Building

6:00 P.M. Reception (Clubhouse Lounge or Clubhouse Terrace)

7:30 P.M. Dinner (Main Dining Room)

9:00 P.M. General Sales Meeting (Lecture Hall) J. M. Price

10:00 P.M. Hospitality Room (Game Room)



THE AMCHEM NEWS

Agenda (Continued)

TUESDAY, SEPTEMBER 24, 1963		6:00 P.M.	Reception (Clubhouse Lounge or Clubhouse Terrace)
7:00 A.M.	Breakfast (Main Dining Room)	7:30 P.M.	Dinner (Main Dining Room)
8:30 A.M.	Corporate Public Relations	9:00 P.M.	General Sales Meeting (Lecture Hall)
9:30 A.M.	J. D. Breen Metalworking Sales Conference (Lecture Hall)—J. D. Breen and	0.001.111.	Speaker—Mr. Frank Cornwell, Vice President, Monsanto Chemical Co.
	J. M. Price Agricultural Sales Conference (Library)—D. W. Chisholm and M. B. Turner	10:00 P.M.	Hospitality Room (Game Room)
10:30 A.M.	Coffee Break (Lecture Hall Terrace)		EPTEMBER 26, 1963
11:00 A.M.	Metalworking Sales Conference		Breakfast (Main Dining Room)
11.00 A.M.	(Lecture Hall)—J. D. Breen and J. M. Price Agricultural Sales Conference (Library)—D. W. Chisholm and M. B. Turner	8:30 A.M.	Metalworking Sales Conference (Lecture Hall) District Sales Meetings Agricultural Sales Conference (Library)—J. P. Taylor and M. B. Turner
12:45 P.M.	Group Portrait	10:30 A.M.	Coffee Break (Lecture Hall Terrace)
1:00 P.M.	Luncheon (Main Dining Room)	11:00 A.M.	Metalworking Sales Conference
2:00 P.M.	Recreation		(Lecture Hall)—J. H. Geyer, G. L. Gibson, J. M. Price and E. A. Stockbower Agricultural Sales Conference (Library)—J. P. Taylor and
6:00 P.M.	Reception (Clubhouse Lounge or Clubhouse Terrace)		
7:30 P.M.	Dinner (Main Dining Room)		
9:00 P.M.	General Sales Meeting (Lecture Hall) MCD Presentation—E. A. Stockbower ACD Presentation—M. B. Turner	7 00 P.M	M. B. Turner
		1:00 P.M.	Luncheon (Main Dining Room)
10:00 P.M.	Hospitality Room (Game Room)	2:00 P.M.	Recreation
10.001.111.	Hospitanty Room (Game Room)	6:00 P.M.	Reception (Clubhouse Lounge or Clubhouse Terrace)
WEDNESDAY,	SEPTEMBER 25, 1963	7:30 P.M.	Banquet (Main Dining Room)
	Breakfast (Main Dining Room)	10:00 P.M.	Hospitality Room (Game Room)
8:30 A.M.	Metalworking Sales Conference (Lecture Hall)—R. G. Entrikin and E. A. Stockbower Agricultural Sales Conference (Library)—D. W. Chisholm and M. B. Turner	FRIDAY, SEPTEMBER 27, 1963	
		7:00 A.M.	Breakfast (Main Dining Room)
			Metalworking Sales Conference (Lecture Hall)—J. H. Geyer,
	Wildrick & Miller Adv. Agency		J. M. Price and F. P. Spruance, Jr. Agricultural Sales Conference
10:30 A.M.	Coffee Break (Lecture Hall Terrace)		(Library)—J. C. Goard and
11:00 A.M.	Metalworking Sales Conference (Lecture Hall)—R. G. Entrikin, G. L. Gibson, J. M. Price and E. A. Stockbower Agricultural Sales Conference (Library)—D. W. Chisholm and		M. B. Turner
		10:30 A.M.	Coffee Break (Lecture Hall Terrace)
		11:00 A.M.	General Sales Meeting (Lecture Hall) F. P. Spruance, Jr., M. B. Turner and J. M. Price
	M. B. Turner Wildrick & Miller Adv. Agency	12 Noon	Luncheon (Main Dining Room)
1:00 P.M.	Luncheon (Mai n Dining Room)	1:00 P.M.	Charter bus departure for Philadelphia International Airport
2:00 P.M.	Recreation		(also, Ambler)



Gene Snyder, Director of Purchases, in typical pose-working at desk.

The Amchem PURCHASING DEPARTMENT

The contributor of this article prefers to remain anonymous. Without going too deeply into specifics it outlines the duties of Amchem's Purchasing Department. We print it as submitted to us in order that our readers may learn that purchasing is a more involved activity than just ordering lead pencils or light bulbs (Ed. note).

MAJOR REASON for the respected position Amchem holds in the field of metal-treating chemicals and chemicals for agriculture is that Amchem pioneered and originated the basic chemicals and/or processes on which these phases of industrial chemistry are built.

Amchem is essentially a specialty chemicals manufacturer and developer of processes. Its strength and position largely reside in its research, development,

administrative and marketing skills. The company does not have a basic position in actual production of the chemical raw materials which it requires in such large volume, but rather must purchase them from the basic chemical manufacturers of these commodities.

An oversimplified measure of Amchem's success in business is the difference between the dollars it derives from the sale of finished products and the dollars it pays for goods, services, and chemical raw materials. It follows, therefore, that an essential to the company's business success or profitability is effective purchasing—this may be termed *first profit*. This responsibility is charged to Amchem's Director of Purchases, Gene Snyder, and his entire staff in the Purchasing Department.

In the manufacture of metal-treating chemicals, Amchem is one of the largest purchasers of phosphoric $Continued\ on\ page\ 11$



Purchasing Department Office Staff (above l. to r.) Helen Heath, Jean Wilkinson, Helen Dobson. The latter is newest member of Office Staff.

(At right) Ed Feather, Assistant Director of Purchases, stands beside a versatile assortment of sample packaging material and containers.



ACD Research Holds 6th Annual Weed Control Field Day

HE 6th Annual Weed Control Field Day was written into Amchem history, Friday, July 12, when approximately 85 guests from various colleges, universities, Federal and State agencies, and industry reviewed the results of Amchem's 1963 field tests at the Farm.

The various segments of the program were organized and carried out by the individual members of ACD Research under the supervision of Anson Cook, Director of Biological Research.

The registration listed people from 12 different States and two overseas countries. Representatives of the latter were Herr Gunther Loeffler, Germany, and M. Jean Louis Motard and M. Jean Pierre Gaillard, France. Messrs. Motard and Gaillard are members of the faculty of the University of Versailles.

As an indication of the co-operation between Amchem and the U. S. Government we need only mention that the following agencies were represented: Department of Agriculture, Fish and Wild Life Service, Extension Service, Redevelopment and Housing Authority.

After registration, a light breakfast, and a short welcoming address by Anson Cook, the four-and-a-half hour tour got under way. All 16 research areas were visited and a total of 1100 plots inspected. The tour was interrupted by a lunch break after which the functions of the new invert sprayer were explained by Ray Robinson, Machine Shop, in the absence of its inventor-designer, Tex Waldrum.

At the luncheon Bob Beatty, ACD Research Director, and John Kirch, Assistant Director of ACD Research, introduced Amchem executives and ACD Research personnel. Bob also extended a few personal greetings to the assembled guests, and then introduced Herr Loeffler, who is associated with Badische Anilin- & Soda-Fabrik AG, Ludwigshafen AM Rhein, Germany. Herr Loeffler informed the gathering that in chemical weed control the United States is much further advanced than Germany.

Later in the afternoon a group interested in the study of residues in crops met for a discussion in the ground floor conference room in Building 18, at which Hirsh Segal, Mel Sutherland and Bill Gannon presided.

Non-scheduled visits were made by several of the guests to the greenhouses where Nancy Achuff, Wilbur Evans and Dave Fritz were present to answer questions on primary and secondary screening.

Other interesting highlights were the demonstrations by Dick Otten and Ray Robinson of granular and spray applicators which were specially designed by Tex Waldrum for home lawns.

ACD Research Project Leaders on Logarithmic Plots were Dick Hart, Secondary Screening, Agriculture and Horticulture Crops; Dick Otten, Product Labeling and Secondary Screening—Turf; Roy Johnson, Midwestern Field Development; Miguel Dufau, International Weed Problems. The tour lecturers also included Turf and Aquatic Specialist John Gallagher and Assistant Director of Biological Research Stan McLane.

No amount of verbiage can supplant the logarithmic plot for demonstrating the effectiveness of a herbicide. That's why every year Amchem invites such large numbers of people to view the results of its weed and brush killers in comparison with the products of its competitors.

Before closing: A word of thanks is due to Charley Jack and his Farm crew—Dick Carson, Gordy Collom, Bill Metz and Fred Schiefer—for the excellent condition and orderliness of the Farm, implements and buildings. Comment was made by several veteran visitors that they had never seen the premises or equipment in better shape. Also included in the visitors' remarks were a few compliments regarding the excellence of the refreshments procured by Mrs. Emerson and served so capably by Mrs. Washington and Mrs. Tucker. A "thank you" is also in order for Mary Lou Carney and Barbara Egner for their gracious reception of visitors at the registration table.



Ray Robinson (l. foreground), directs unidentified visitor on how to use new mobile lawn sprayer designed by Amchem's Jack Waldrum.



At discussion on residues: George Yip (l.), U.S. Food and Drug Administration, and Bob Friedrichs, ACD Research.



Dick Shellington (r.), Inventory, receives 20-year Award from Dick Rockstroh (l.).



Ed Ruth (l.) accepts 15-year Service Award from H. Bailey (r.). Maintenance.

Congratulations

These are the men and women of AMCHEM who have received Service Award Emblems between July 1 and September 1, 1963

Richard Shellington

★— **15 YEARS** — **★**John Baranowski Edward Ruth
Warren Weston

★----- 10 YEARS -----

Edna Gauss

 Toky Paranouski (I) accounts 15 years

John Baranowski (l.) accepts 15-year Award from H. Bailey (r.). Maintenance.



Warren Weston (r.), is recipient of 15year award from J. O. J. Shellenberger.

Along the Party Line

Look, Ma, No Blisters! Thanks to Amchem Poison Ivy Killer, 500 Girl Scout campers enjoyed a summer free of ivy poison at Camp Kiwanis, Obelisk, Montgomery County, according to a post card received from Camp Director Teresa Wegener.

'ten-shun! Ed Feather, Assistant Director of Purchasing, spent August 17 to 31 observing the real-life Bilkos in operation at Camp Pickett, Va., where, as First Lieutenant Edward Feather, U. S. Army Reserve, he was commander of the 298th Ordnance Company in charge of inspection, repair and maintenance of all wheeled vehicles (including the Colonel's twoyear old son's three-wheeler, we presume).

Classroom Jockey. Harry Leister, 1963 Penn State grad, Amchem Summertime employee for the past two years, and Marie Mascola Leister's (Acct'g) very nice husband, has accepted a teaching fellowship at Drexel Tech where he will also study for his Ph.D.

Recruit. Joining that world-wide fraternity of shortwave "Hams", which includes such diverse personalities as General Curtis LeMay, Herbert Hoover, Jr., Arthur Godfrey, Senator Barry Goldwater, and our own David McInnes (Amchem News, July 1963), is EARL REINHOLD who has just received his license and call letters K3RQW. Earl is a Metal Working Chemist and also like Dave McInnes, he is an excellent camera man.

Neat Recovery! We're all glad to see Warren Snyder back after the recuperative period following his heart attack. On the Mend: Sally O'Connor still nursing her damaged wing is fully appreciating the convenience of automatic transmissions.

Showers: Carol Traub, Benjamin Foster Div. at Ambler, took a tabulation after wedding shower, August 29 at co-worker Helen Russell's home and reports a very heavy inventory of the things all brides-to-be use in housekeeping. She'll be Mrs. James Carrado after October 12.

Adieus with Regrets: Sam Besse, ACD Sales Supervisor, Lawn and Garden chemicals. Fran Orcutt, Secretary to Jack Price.

"A Mid-Summer Night's Dream." Ever since the Benjamin Foster Co. became a subsidiary of Amchem in 1956, telephone conversations have been taking place between the girls in Foster's Philadelphia Office and the Foster and Amchem girls in Ambler without either group ever having met the other in person.

MILDRED PIERSON, secretary to Mr. Cherksey, and JEAN WILKINSON, Purchasing, decided it would be a grand idea for both groups to get together. The result: A delightful evening starting with a dinner at Blue Bell Inn followed by an evening of conversation at Jean Wilkinson's home. Representing Foster, Philadelphia: MARIE SWEENEY, MARIE KELLER, KAY FRAZER, ELEANOR GREENWAY, CLARITA KIFF and MADELEINE DE LORENZO. Foster, Ambler: HELEN SPRINGER, HELEN RUSSELL and THELMA FOY. Amchem: MILDRED PIERSON, HELEN HEATH and JEAN WILKINSON.

PURCHASING Continued from page 9

acid in the world. Many tank cars are consumed at all plant locations throughout the year. Suppliers are the giants in the chemical industry, including Monsanto, Victor and F.M.C. Amchem also uses tankwagons of the major mineral acids including hydrocholoric, sulfuric, nitric and hydrofluoric acids—carloads of zinc oxide, copper sulfate, chromic acid, and sodium nitrite are required.

In the manufacture of selective herbicides, Amchem purchases and consumes probably the lion's share of the 2,4-D acid produced in the United States. Many carloads of 2,4-D and 2,4,5-T are shipped to Amchem's Ambler, Niles and St. Joseph producing plants on a consistent basis throughout the year. Equally large quantities of accessory chemicals are required to formulate these basic chemicals into useful, ready-to-use compositions. These include tankwagon purchases of various emulsifiers, alcohols, ether alcohols, and solvents.

Altogether, there are over 600 different raw materials, packaging items and accessory materials purchased for Amchem manufacturing activities. Gene and his staff are also responsible for purchasing more than 250 raw materials for the Benjamin Foster Division to be used in the manufacture of industrial adhesives and mastics.

The Purchasing Department is responsible for the purchase of many millions of pounds and many millions of dollars worth of raw materials for all of Amchem's chemical manufactur-

Continued on page 12

Introducing New Members of the Amchem Stork Club

DIANE C. HARKER

... June 12, 1963 The Proud Amchem Parent: Richard A. Harker (Engineering Dept.)

NANCY LEE REINHOLD

... March 16, 1963
The Proud Amchem Parent: Earl R.
Reinhold (MCD Development Lab)

ANTHONY ZOLLO

... July 15, 1963 The Proud Amchem Parent: John Zollo (Construction)

Benjamin Foster Div. Gets Safety Citation

The Benjamin Foster Company has just been awarded the Commonwealth of Pennsylvania, Department of Labor and Industry Certificate of Honor in recognition of a perfect Safety Record for the year 1962. Foster has received similar awards several times in the past, according to Benjamin Foster, President. Foster personnel participating in the Safety Program have our heartiest congratulations.



Marcene M. McKenzie, 1963 graduate of Upper Dublin High School, who has enrolled in the Franklin School of Science and Arts, Philadelphia, where she is studying to become a medical and X-Ray technician. Marcene is the daughter of Harold and Virginia McKenzie, Willow Ave., Ambler. She has a younger brother and sister. Her father is employed in Amchem's Maintenance Shop as a welder.

Welcome to Our New Employees

NAME

ANDREW WELLS DENDLER
HELEN LOUISE DOBSON
JOSEPH C. HUDSON, JR.
AGNES CHRISTENA HUFFAKER
WILLIAM HARRY MOONEY, JR.
DORIS NICKELS
JOHN E. SPENCE
DONNA JUNE TEEL

HOME TOWN
Berwick, Pa.
Ft. Washington, Pa.
Glenside, Pa.
Ambler, Pa.
Philadelphia, Pa.
Windsor, Ont.
Philadelphia, Pa.
St. Joseph, Mo.

ASSIGNED TO
MCD Chemist
Purchasing
MCD Research
MCD Sales
MCD Research
Office, Windsor
ACD Chemical Tech.
Office, St. Joseph



If any of the Home Office personnel have been wondering what their counterparts in Amchem's Windsor Office look like, this photo should satisfy their curiosity. (l. to r.) Doris Nickels, Ann Chrcek and Okie Stecki. Harlo Beals, manager, assures us they're just as nice in person as they appear in the picture.

PURCHASING Continued from page 11

ing divisions.

The Department maintains continual statistical data on purchasing and manufacturing activities at all plant locations. This enables the Purchasing Department to plan and schedule its purchasing policy and activities most effectively. The staff checks on and approves all invoices, checks on receiving records, costs, quality reports and, in short, guarantees that Amchem is getting full value.

It is almost impossible to estimate the variety of items bought by the Purchasing Department in addition to the basic raw materials already referred to. This is understandable when we stop to think that the company has its own construction department, its own machine, electrical, carpentry and plumbing shops as part of a complete Maintenance Department; all these in addition to its extensive research laboratories with their complete scientific equipment, instruments and supplements; its extensive ACD research farm, and its modern accounting offices.

Amchem's Director of Purchases combines a background of formal, technical research, and business and administrative experience for his job. Gene Snyder is an honor graduate of the University of Pennsylvania with a

B.S. degree in chemical engineering. Gene's career with Amchem began in July of 1940 in the metal-treating research laboratories, where he worked for many years both on research projects and in technical sales service.

He was assistant to President Romig before being assigned to the Purchasing Department. He was appointed Director of Purchases in 1955. Gene is also responsible for the operation of the wool scouring-textile chemicals and bottle washing chemical phases of Amchem's business. He is chairman of the Company's pricing committee and performs special jobs and assignments for Mr. Romig.

Ed Feather succeeded the late Wayne Wilson as Assistant to the Director of Purchases. Ed holds a degree in Chemistry from Lafayette College with industrial technical laboratory experience.

The office and clerical staff of the Department is very capably supervised by Jean Wilkinson and Helen Heath. A recent addition is Helen Dobson.

Condolence-

Sincere sympathy to Les Steinbrecher and the other members of his family on the death of his father.