

THE
AMCHEM
NEWS

Vol. 9 No. 3

December, 1966



AM-Gems

There are two times in a man's life when he should not speculate: when he can afford it, and when he can't. —Mark Twain

Economy has frequently nothing whatever to do with the amount of money being spent, but with the wisdom used in spending it. —Henry Ford

Perseverance is more prevailing than violence; and many things which cannot be overcome when they are together yield themselves up when taken little by little. —Plutarch

Power exercised with violence has seldom been of long duration, but temper and moderation generally produce permanence in all things. —Seneca

People count up the faults of those who keep them waiting. —French Proverb

There is always hope in a man who actually and earnestly works. In idleness alone is there perpetual despair. —Thomas Carlyle

In Memoriam

It is with deep regret that we announce the death of Mrs. Helen B. Skelton, on October 27.

She was extremely well liked by both Amchem executives and fellow-workers for her fine character and her devotion to her job in the Accounting Dept. where she had worked for the past eight years. Mrs. Skelton lived in Hatboro.

Funeral services were held October 31, at Baron Rowland Funeral Home, Abington. Interment was private.

Mrs. Skelton is survived by her husband, Charles R. and a daughter, Jane C.

On Our Cover:

From "mail" to female—and off to lunch. The husband of Joanne Freeman, the comely chauffeur on our cover, converted this practical means of conveyance from one of those tri-wheeled motor scooters used by the U.S. Post Office for mail delivery. In good weather it provides economical and cool (if not unique) transportation for the 28-mile round trip from Joanne's home in Harleysville to the Research Farm, where she's secretary to Dr. Stan McLane. Her luncheon companions are also secretaries at the Farm. They are Joyce Schrack (l) and Pat Lanzetta (r).

ANSWERS: People on page 17 of our last issue of the NEWS are Joseph Leaper, back row on right in group picture, Russell Bishop is the little boy. Joe and Russ are in ACD Laboratory.

THE AMCHEM NEWS

Vol. 9, No. 3 December, 1966

Published by
AMCHEM PRODUCTS, Inc.
Ambler, Pennsylvania

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

Message from the Chairman



Instead of one of my customary messages I am devoting the space in this issue to the speech delivered by Mr. Aloys J. Barz, Director of Gerhard Collardin, G.m.b.H., at the banquet concluding our International Division's Convention, October 17-21, in Weisbaden, West Germany. Collardin is our manufacturing associate in that country.

The thoughts expressed by Mr. Barz are a projection of the "Amchem family" spirit that exists among our licensees throughout the world. This spirit, or feeling of mutual assistance and friendly cooperation, extends from every level of our own organization to all these fine people, and it is most gratifying to me to observe how well it operates reciprocally in all my wonderful associations abroad.

Gerald Romig
G. C. Romig

MR. BARZ' SPEECH

Ladies and gentlemen!

After the many discussions which we had during the last days about the aspects of our business, you, gentlemen of AMCHEM, have invited us to this very festive banquet. To speak in pictures, I think, we can almost say that under the presidency of the head of the family this is something like a festivity of the AMCHEM family.

However we may call it, I am very pleased to express to you, gentlemen of AMCHEM, the gratitude of all guests, after the Collardin company had the honour to organize this convention together with the other German licensees. We considered this to be a special challenge and we would be pleased if you all would be satisfied with the result of our efforts. I should like to thank also all of our German co-licensees and my friends of Collardin for the work they have done.

If I may now address especially you, Mr. Romig, and you, Mr. Shellenberger: I want to thank you for entrusting us, your German licensees, with arranging this convention. We have considered this task to be more than the arrangement of a business meeting since we have as our guests here in Germany ladies and gentlemen from twenty countries. Despite the different nationalities and the different companies involved, we consider ourselves as members of a community which exists for many years and which has its own profile. We are very happy to be members of this community, not only for commercial reasons but more for the principal reason that this community has positive human relations and that these are considered as a basis for a successful cooperation.

During my participation in AMCHEM conventions in Europe and in America, I have developed the impression—to which I hope you agree—that here a community has been established among people who see in their partner not only the business colleague but also the human being and the friend, and that this community is permanently maturing.

I hope, gentlemen of AMCHEM, that this is for you a little additional statement of gratitude for this convention; the proof, that friendship and human relations are equal with business success.

May I finish in wishing AMCHEM and our community the very best; and I ask all of you to take your glasses in honour of our community and to drink a glass of good German wine.

Thank you.

Executive Appointments Announced

Naylor V.P.-Finance, Grun Treasurer, Geyer MCD Assistant Manager, Precopio Tech. Director, Kirch Marketing Director, ACD Industrial Sales



RAYMOND M. NAYLOR



RUDOLF GRUN



FRANK M. PRECOPIO

SINCE THE LAST issue of the AMCHEM NEWS, Chairman-President Romig has announced the following promotions: At the third quarterly meeting of the Board of Directors, September 6, Raymond M. Naylor was elected Vice President-Finance and Rudolf Grun, Treasurer.

In mid-August, John Geyer was appointed Assistant Manager of the Metalworking Chemicals Division.

Naylor had been Treasurer and a member of the Board of Directors since 1947. He joined Amchem as Comptroller in August, 1942, coming from Goodyear Tire and Rubber Co., where he had been operating manager of their Baltimore-Richmond district.

He was born in Norristown and is a graduate of that city's high school. He attended the University of Pennsylvania Wharton School of Finance and Commerce. He and Mrs. Naylor reside at 727 Buttonwood St., Norristown. The couple has a married daughter and a son, a student at Ursinus College.

Grun has been with Amchem since 1950. He was named Comptroller in January, 1959. Prior to joining Amchem he had been employed by Virginia-Carolina Chemical Corp., Richmond, Va., as a marketing and commercial researcher. He was born in New York City and graduated from New Rochelle High School. He holds a B.A. in chemistry from the University of North Carolina and a Master's degree from Harvard University Graduate School of Business Administration.

He and Mrs. Grun are residents of North Hills. They are the parents of four children: a daughter who is a freshman at Ursinus College, another daughter, a senior at Springfield High School, a son, who attends Enfield Junior High School and another son in Enfield Grammar School.

Geyer, recently appointed MCD Director of Marketing, will continue his activities in this same area as well as in the technical phase of Amchem's operations. In addition, he will now



JOHN GEYER

assume over-all Divisional administrative responsibilities.

He joined Amchem in 1950, as a Metalworking Chemical Technician, one year after his graduation from Lehigh University. He became Manager of MCD Development in 1953. Prior to his association with Amchem he had been a metallurgist with Aluminum Company of America.

He lives in Richboro, with his wife and three children, where he has been Supervisor of Northampton Township for a number of years.

CHAIRMAN-PRESIDENT ROMIG announced that as of August 1, this year, Dr. Frank M. Precopio is the new Amchem Corporate Technical Director.

The announcement, dated July 27, stated that Dr. Precopio would "assume a number of the duties which have been the responsibility of Al Douty, who has directed the technical and patent affairs of Amchem for the past 43 years.

"Fortunately for Amchem," the announcement continued, "Al Douty is not thinking of retirement and will continue his activities as Senior Technical Advisor."

Dr. Precopio comes to Amchem with an impressive background of academic, scientific and administrative achievement.

His entire working career has been with General Electric Company, his last position being Manager of Research, Development and Engineering in the Wire and Cable Division, Bridge-

port, Conn., one of the largest producers of electrical cable in the United States.

Dr. Precopio obtained his B.S. in Chemistry from Brown University, graduating Summa cum Laude, in 1948, and his Ph.D., from Yale University in 1952. Upon completion of his formal studies he joined GE, where he supplemented his education with courses in General Management at GE's Management and Development Center, Crotonville, N. Y.

Dr. Precopio served in the U.S. Naval Reserve on active duty from 1943 to 1946 and remained in the Reserve in an inactive capacity until 1956 as a Lieutenant (jg.).

He is a member of a number of professional societies, is the inventor or a co-inventor of some nine U.S. patents and pending patents, and has been the author of a number of publications on organic chemistry, insulation systems, high temperature plastics, and other chemical products and substances.

Dr. Precopio is married and is the father of three sons, aged 5, 7 and 8.

He is a native of Providence, R.I., but now resides on Militia Hill, near Ft. Washington.



JOHN KIRCH

John Kirch, Assistant Director ACD Research and Development since October, 1962, was named to succeed Jack Taylor as Marketing Manager, Industrial Chemicals, Agricultural Chemicals Division, Effective September 23, as announced by ACD General Manager M. B. Turner. Taylor was appointed ACD Sales Manager August 1. (See AMCHEM NEWS, July 1966.)

This coming February John will be celebrating his 10th Anniversary with Amchem, having joined the Company in 1957 as a specialist in weed and brush control.

During this time he has cultivated a wide circle of research associates among colleges, universities and Federal and State forestry stations. He has been active in the various Weed Control Conferences throughout the U.S. and with the assistance of Neil Williams, ACD Sales Representative in Canada, has been responsible for organizing the first Canadian Weed Control Conference in July 1965.

John holds a B.S. in forestry (1951) and a Master's (1955) in horticulture, both from Penn State. He served in the U.S.A.F. as a first lieutenant, 1951-53.

He is a native of Western Pennsylvania, but now resides with his wife and three children in nearby Roslyn.



M. B. TURNER



JACK TAYLOR



DAN CHISHOLM



Top row: Shelby Hinrichs, Lee Kobussen, Les Hartwig, Ed Suttor, John Finch, Merrill White, Richard Chattin, Howard Baumann, George Summers, Fred Bordona, Les Tesch, Walt Smith, Joe Paulson, Don Loutzenhiser, Bob Pritchett.

2nd from top: Neil Williams, Paul Dresher, Mark Taylor, Ned Frandeen, Milt Nunn, Jim Dewlen, Cecil Meadors, Watson Whiteside, Harold Collins, Tony Gambino, Harry Johnson, Ed Lacko, Lee Van Deren, Phil Watke, Warren Teel, Jack Breen, Frank Sherwood, Roy Eberz.

3rd from top: Russ Nash, Dwight Shaw, Jack Taylor, Ed Horahan, Dick Barnes, Maurie Turner, Dan Chisholm, John Kirch, Paul Cuppett, Dick Miller, Jim Farrell, Ron Hansón, F. E. Wilson, Dick Lehman, Don Taylor.

Front row: Bob Crump, Jim Lee, Tom Williams, Nelson Porter, Emory McKeithen, Irwin Pintcke, Jim Leshner, Dan Shaw, Ray Evans, Charles Robinson, Howard Steinberg, John Plant, Dick Bailey.

ACD Sales Holds Biggest Meeting Ever

Plant and Other Personnel Present for First Time

DURING the week of October 2-7, Amchem's Agricultural Chemicals Division held its largest Sales Meeting in the history of the Company when 57 salesmen, sales supervisors, sales and product managers assembled at the Sheraton Penn Pike Motor Inn, Ft. Washington, Pa., for an intensive work session.

The meeting was organized and chairmanned by Jack Taylor, ACD Sales Manager.

The meeting opened on Monday morning October 3rd with the address of welcome being given by J. O. J. Shellenberger, Amchem Vice President-Director of Marketing, in the absence of Chairman-President Romig who was in Europe at the time. Shellenberger was followed by M. B. Turner, Vice President-ACD General Manager.

Turner reviewed Company progress during the past 18 years and stated that at every challenge during this period Amchem has been able, not only to meet the challenge but beat it, by repeatedly coming up with new products. He mentioned Amiben as an example, where demand will still exceed supply even in 1967. He also outlined a product distribution plan to facilitate a more uniform market penetration based on the current market pattern

and on a projection into 1968. He predicted that in that year the supply of Amiben would catch up with demand.

AT THE CONCLUSION of Turner's talk, Taylor introduced Amchem's executive personnel and the others in the Company whose duties are concerned with the functioning of ACD. The latter included, for the first time, representatives from the various departments in the Plant. These departments are, in Taylor's words, "a very definite part of the over-all ACD operation, for 'On this Team Everybody Helps Each Other,' and this also applies to Research in particular, where an active communications program between Sales and Research is absolutely necessary if Amchem is to stay ahead in this business."

At the Monday afternoon session, Taylor stressed the importance of strong field management and to this end ten areas were established covering the continental United States and Eastern Canada. Responsibility for Amchem's business in these areas was assigned to 10 men. As a result of this set-up better rapport can be established between the field and the home office. A letter explaining this new structure was mailed to all ACD jobbers. Also new was the establishing of sales quotas to serve as the objective for the following year.

TUESDAY'S SESSIONS were conducted at the Research Farm, beginning with a helicopter demonstration by John Waldrum of Mechanical R & D and Harold Brown of Aerial Services Corp., Roanoke, Va. Demonstrations on other mobile spraying equipment were made by Ralph Kauffman and James Espósito, both of ACD Research.

Tuesday afternoon opened with an explanation by Dr. Anson Cooke of the continuous screening programs that are carried out at the Research Farm, as well as at research sites in Mississippi, California, Iowa, Ontario and Puerto Rico. A question-and-answer session followed which proved to be one of the highlights of the entire week's program. The session was moderated with stop-watch precision by Dr. Stan Fertig, ACD Director R&D, who kept participants from digressing from the specific subject under immediate discussion.

R & D personnel who took part were Dr. Stan McLane, John Kirch, Dick Otten, John Gallagher, Dr. Anson Cooke, Russ Bishop, Dick Fosse, Jim McKinley, Ken Dunster, Roy Johnson, Dale Bush, and Cliff Mitchell.

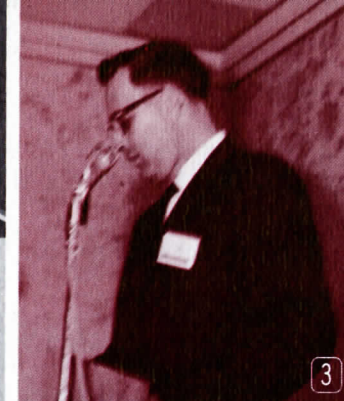
WEDNESDAY was devoted primarily to the farm chemical market, with a presentation of statistics on crops and the resultant sales potential for farm chemicals. Given by Dan Chisholm, Marketing Manager, Farm Chemicals, this was an exhaustive marketing study that showed the necessary crop yield per acre to return a profit for the farmer.

Chisholm pointed out the success of the Amiben Clinics, stating that total attendance since their inception three years ago is over 250,000. He also said that he is convinced that the success of Amiben has been due to contacting the farmer directly and educating him on the benefits of farm chemicals.

Continued on page 6.

On The Rostrum

(1) J. O. J. Shellenberger, (2) Dick Barnes, (3) Russ Bishop, (4) Paul Cuppett, (5) Anson Cooke (6) Stan Fertig, (7) Paul Dresher, (8) John Gallagher, (9) Tony Gambino, (10) Ed Horahan, (11) John Kirch (12) Stan McLane, (13) Dick Otten (14) F. E. Wilson, (15) Dr. R. P. Cranton, Guest Speaker at Banquet.



ACD MEETING—continued from page 5.

Brief reviews of the Industrial and Rodenticide marketing picture were given by John Kirch, newly appointed Product Manager, Industrial Chemical Sales and Ed Horahan, Product Manager, Rodenticides.

Advertising and promotional plans involving printed media and radio were presented by Wildrick and Miller Advertising Agency and Jack Breen and Ray Evans, Director of Advertising and ACD Advertising Supervisor respectively.

At the Thursday A.M. Session, Chisholm outlined the market for Weedone® LV 4 in pasture lands, giving several examples of this chemical's success.

The marketing plans for Lawn and Garden Chemicals were revealed by Richard Barnes, Product Manager of that division. Barnes stated that Amchem's new "Meter-Miser" sprayer, which would be given free to dealers with every future order for 50 cases of Amchem Lawn Products placed before Dec. 31st 1966, should prove to be an excellent sales stimulant since it would bring in additional revenue to the

dealer through rentals of the sprayer to his customers.

Also on Thursday, F. E. Wilson, Director of Personnel, reviewed the Amchem employee program which features exceptionally good fringe benefits.

The day was climaxed with a cocktail hour and banquet at which Dr. R. Cranston, a well-known psychologist, lecturer and consultant on personnel, particularly on sales personnel, gave a very graphic account of the requirements in the sales field. He also held an open question-and-answer session at the end of his talk.

The meeting was concluded on Friday morning with a series of individual conferences between Ambler personnel and the field representatives.

The five-day Meeting was exclusively business, with no time-outs for golf, softball or other such diversions. Everyone seemed to enjoy it. Avid interest and enthusiasm prevailed at every session. Such expressions as "Now I feel like going out and doing something," or "Boy, I can't wait to get going," or "Now we're getting somewhere," were quite common as the men departed.



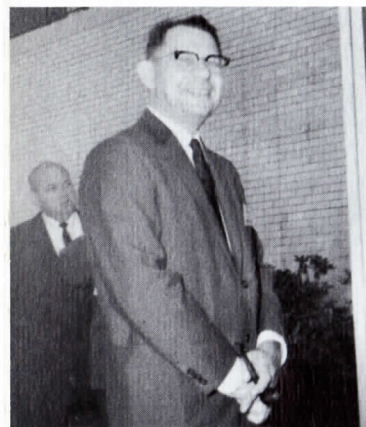
Russ Nash (lower left) shows Ron Hanson (lower right), Merrill White, Les Tesch and Watson Whiteside (left to right) the fastest and cheapest way to make "alesmen" out of salesmen.



Helicopter, with newly designed rig for spraying brush with Envert, completes run over test area. Spray pattern of Enverts is visible on paper.



John (Tex) Waldrum designer of new sprayer explains function of entirely new type of nozzles on the spray boom.



Andy Ducsik (Plant)



Barbara Emerson (Research) and Jim Farrell (Sales)



Ed Horahan, Ed Suttro, Les Hartwig (l to r) (Sales)



Milt Nunn (l), Dick Fosse (Research)



Demonstration by R. Kauffman (Research)



Ed Horahan shows he belongs

Informal discussion between Research and Sales during one of the many five-day working sessions.



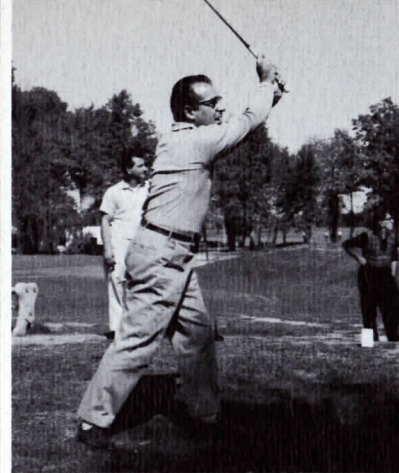
Banquet on Thursday evening was one of the week's highlights. "Take it away," says Gene Snyder (Purchasing). "I can't even look at another bit of food," when desert was served.



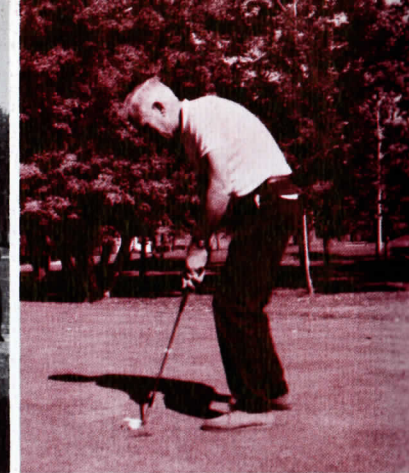
Tony Della Donna



Tom Kurtz



Wally Dragani



George Stewart



Jim Thirsk (l.), George Brumbaugh



Merv. Hubbard (l.) Tom Kurtz



Mrs. Ralph Lelii (l.), Jim and Mrs. Thirsk



Earl Seiz



Joe Rocco



Joe Mancini



Jim Roberto



Doug Blosser (l.), Walt Kroh



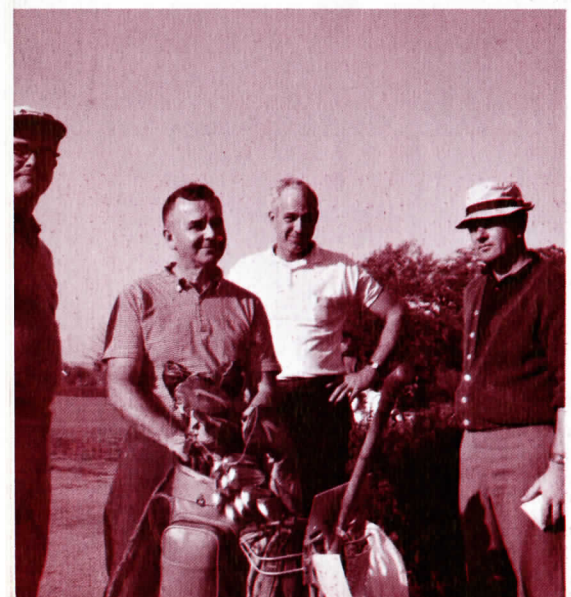
Ralph Lelii



(Top l. to r.) Dick Harker, Jake Landis, Paul Tomlinson. (Front Row) Dominic Marincola, Joe Dudek, Dick Otten

AMIBEN TEAM Captures Golf League Title

*Season Closes with
Banquet and Tournament*



L. to R. Dwight Buczkowski, Max Zebich, George Stewart, Tom Kurtz

THE AMIBEN TEAM, first half winner in the Amchem Golf League, won out in a playoff for season's honors over the Alodine team, second half winner. The final standing shows that Amiben compiled 68½ points to 67 for Alodine for the season. In the play-off, Amiben scored 4½ points to 3½ for Alodine. The match was featured by the excellent play of Dwight Buczkowski who shot a 39 for the par 35 nine holes. He had fours on eight of the nine holes but an unlucky seven on the fourth hole prevented him from attaining an even better score. Dwight was paired with Dick Otten who also played well and had a 40. Competition was so intensely keen and deadly serious that the foursome of Landis vs. Kurtz and Otten vs. Buczkowski almost ran out of daylight, according to Jim Thirsk.

Members of the winning Amiben team are Jake Landis (Capt.), Dick Otten, Joe Rocco and Dom Marincola. On the Alodine team were Tom Kurtz, Dwight Buczkowski, Jack Campbell and Jim Roberto.

Rodine finished third, Weedone fourth, Rootone fifth, Granodine sixth, Ridoline seventh.

The two-half season, consisting of a total of 14 Monday evening nine-hole matches, opened May 2nd and ended August 22. A total of 48 golfers took part. Scene of all activity was the Montgomeryville Country Club, Montgomeryville, Pa.

Handicap Tournament

In the Annual Handicap Tournament, October 8, the Mancini brothers for the second straight year dominated play. Joe took first place with a low gross of 81 which, with an 11-stroke handicap, gave him a net score of 70 for the 18 holes. Brother Gabe came through with a gross of 83. His nine stroke handicap brought his net to 74. Andy Kepich had the low net of 69 (99-30 handicap). George Stewart (95-22 = 73), and Tom Kurtz (96-23 = 73) tied for third low net. The Mancinis once more copped closest to pin: Joe on the fifth hole and Gabe on the eleventh. Other finishers in the Tournament and their net scores were: Dwight Buczkowski, 74; Joe Rocco, 75; Wally Dragani, 75; Jim Roberto, 75; Earl Seiz, 77; Merv. Hubbard, 78; Max Zebich, 80; George Brumbaugh, 80; Jim Thirsk, 84; Dom Marincola, 88; and Tony Della Donna, 102.

Banquet September 24

Prizes for season's play were distributed at the banquet held at Sandy Run Country Club, on the evening of September 24. Members of the winning Amiben team and the runner-up Alodine team were presented with individual trophies. These included in addition to the names above, Dick Harker, Paul Tomlinson and Joe Dudek for Amiben, and Bill Snyder and Andy Kepich for Alodine. Earl Seiz

(Weedone) took the trophy for low net for 9 holes with a commendable 29.5 (42 minus a 12.5 handicap.)

Jim Thirsk MCed the affair and to the enjoyment of those present, he facetiously pointed out Amchem's counterparts to the big-time pro circuit players. Arrangements for the banquet were made by Ralph Lelii, who also procured the trophies and very astutely managed financial matters. The drawing and other prizes were handled by Merv. Hubbard and Tom Kurtz, both of whom surpassed an IBM in keeping complete up-to-date scores throughout the season.

As a "closer," Jim Thirsk, who is always ready to pass out the accolades to others, deserves one himself for, as all the golfers will tell you, Jim's a prime mover behind this healthy, good-fellowship Amchem endeavor. Speaking for all members in the League, Jim offers his sincere thanks to management, and in particular to Chairman-President Romig and Personnel Director Wilson for their keen interest and support.

Asides from the 19th Hole by Jim Thirsk: If a six is a double bogey, then Jack Campbell's 12 on the third hole in the play-off, when he couldn't get past a tree, should be called a tree-trouble bogey. Also, how about Andy Kepich breaking a hundred in his first year as a golfer! And what happened to the tournament scores of Ed Rodzewich, Doug Blosser and Walt Krogh?



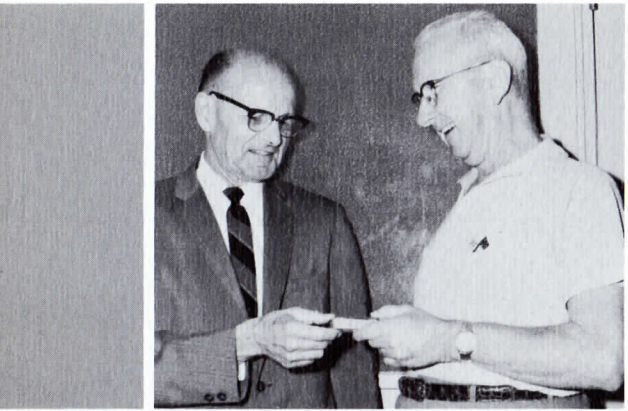
Earl Seiz



Andy Kepich, Tom Kurtz, Jack Campbell



Joe Mancini, Ralph Lelii, Gabe Mancini



Francis Super (r) accepts 20-year Service Award from Lloyd Shepherd.



Stephen Gura (r) receives 25-year Service Award from R. F. Neilson.



Eugene Snyder (l) accepts 25-year Service Award from Chairman-President Romig. Purchasing



Anthony Varsaci (c) accepts 25-year Service Award from Chairman President Romig (r) Accounting and R. Naylor (l).



Blanche Van Buren accepts 20-year Service Award from R. Neilson. Ferndale Office



John Chimenti (r) receives 15-year Service Award from H. Hopwood.



Kay Gramm accepts 15-year Service Award from M. Krisan.



Silas Stewart (l) receives 15-year Service Award from R. Neilson.



Eli Sumner (r) receives 15-year Service Award from W. Dalton.



John Waldrum (r) receives 15-year Service Award from W. Graham Smith. Mechanical Development



Robert Wright (r) accepts 15-year Service Award from W. Pistilli. Construction



Carl Jordan (c) and Herman Mangum (r) accept 10-, 15-year Service Awards respectively from R. Neilson (l). Ferndale Plant



Ben Gast (l) accepts 10-year Service Award from C. Wirshing. MCD Sales-Fremont



Richard Hart (r) receives 10-year Service Award from Russ Bishop. ACD Research



Frank Manson (r) accepts 10-year Service Award from Richard Reeves. MCD Research



Otilia Modryzinski accepts 10-year Service Award from R. Neilson. Ferndale Office



Richard Rockstroh (r) accepts 10-year Service Award from W. G. Smith. Plant Management



Howard Schroeder (l) receives 10-year Service Award from Leo Damsky. MCD Sales



Willard Snyder (l) accepts 10-year Service Award from J. W. Delanty. International



Karl Weigand (l) receives 10-year Service Award from Richard Rockstroh. Plant



Theodore Billis (r) accepts five-year Award from W. Dalton. Ferndale Plant



Ron Hanson (r) receives five-year Award from M. White. ACD Sales



Roberta Long accepts five-year Award from Ken Bridge. International



W. Metz (l) accepts five-year Award from C. Jack. Research Farm

Congratulations!

These are the men and women of AMCHEM who have received Service Award Emblems between July 1 and November 1, 1966.

★	Stephen Gura	★
★	Charles Ball	★
★	John Chimenti	★
★	Ann Nolan	★
★	Eli Sumner	★
★	Bennett Gast	★
★	Richard Hart	★
★	Otilia Modryzinski	★
★	Willard Snyder	★
★	Nancy Bell	★
★	James Lee	★
★	George Sawyer	★

25 YEARS

Eugene Snyder

20 YEARS

Francis Super

15 YEARS

Kay Gramm

John Pistilli

John Waldrum

10 YEARS

Albert Grahme

Herman Mangum

Richard Rockstroh

John Sterry

5 YEARS

Theodore Billis

Roberta Long

Anita Scott

Anthony Varsaci

Blanche Van Buren

Carl Jordan

Silas Stewart

Robert Wright

Eric Grayston

Frank Manson

Howard Schroeder

Karl Weigand

Ron Hanson

William Metz

George Summers, Jr.



G. Sawyer receives five-year Award from M. B. Turner (l). ACD Sales



Anita Scott accepts five-year Award from S. Caterisano. Mail Room



Jim Lee (c) and George Summers (r) accept five-year Awards from J. Paulson. ACD Sales

LOVES PROBLEMS!

The Analytical Research Group in Its New Lab Loves to Find the Answers

IT IS NOT so much for the sake of combating patent infringement that Amchem has made a considerable investment in the newest type of analytical instrumentation, but to protect the public from the remote possibility of toxicity by detecting chemical residues that might be present in crops. The presence of these residues, supposedly, would be attributable to the application of pesticides—including weed killers. To assure Amchem customers that its metalworking chemicals perform up to

expectations, the new analytical equipment can accurately and quickly detect the cause of product malfunction.

Examples of what we are talking about are set forth by Hirsh Segal in this appraisal of the new equipment in the following article.

Wheat contains at least a thousand different chemical compounds. Several of these compounds are very similar to Brominil, a good weed killer.

Problem: To satisfy FDA requirements, determine if there is as much as one millionth of one percent of Brominil in the wheat.

Complication: Several of the many compounds normally occurring in wheat look and act almost exactly like Brominil and tend to confuse the analysis.

Granodine® works well on steel from one rolling mill and poorly on "identical" steel from another mill.

Problem: Determine if tiny traces of lead on the surface of the "bad" steel causes the trouble.

Complication: Even high purity laboratory chemicals, needed to perform the analysis, contain much more lead than the chemist will be looking for on the steel. Repurify the highest grade chemicals to remove all traces of lead before attacking the problem.

These are typical of the challenging problems which find their way to the ANALYTICAL RESEARCH LABORATORY. Headed by Hirsh S. Segal, this group reports directly to Dr. Frank M. Precopio, Amchem's new Corporate Technical Director, and serves primarily the Agricultural Research and Metalworking Research Departments. This group also provides analytical aid to the International Division, Benjamin Foster Co. and collegiate researchers working on problems of interest to Amchem.

The Analytical Research Lab's main job is to devise new methods of analysis or adapt and modify existing methods in order to solve current research problems. Hirsh is most ably assisted in this work by M.D. ("Pat") Parkins, a transplanted Californian. Susan Gross and Shirley North provide the all-important technician backup. They frequently carry samples through a thirty-step scheme of analysis which may take two days of painstaking work before it reaches the final evaluation steps in one of the many instruments.

As the problems get more complex and the tiny traces of chemicals being hunted shrink to ever smaller amounts, the instruments needed have been growing bigger, more elaborate and more expensive. Some have to detect less than 1/28,000,000,000th of an ounce of one chemical in the presence of many other similar compounds without being confused! Many of the

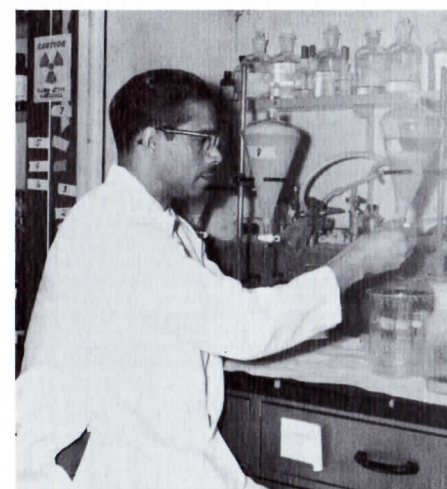
instruments are partially or fully automated. For example, the Liquid Scintillation Counter, costing \$15,200, can analyze 150 samples at one loading, calculate the amount of radioactivity in each sample by employing a self contained electronic computer, and print the results on an electric typewriter. Pat can load this instrument with samples in the afternoon and let it work all night. The waiting results can provide the basis for further research when he arrives in the laboratory the next morning.

The Microtek Gas Chromatograph (cost \$11,250) is capable of using three different kinds of detectors, each of which may add its own unique information about a complex sample. Its automatic temperature programmer can automatically follow a complex series of operating instructions, leaving the analyst free for as much as an hour while it keeps the sample moving under strict control.

These and other analytical instruments are now located in new quarters in the center of Building 1. This area, which was formerly used as the stationery storeroom, was cleared and completely renovated in late 1965 to provide well lighted, clean quarters in which the instruments could be used by the Analytical Research Lab staff as well as other qualified personnel from all departments of Amchem.

The queries coming through the door in the future will pose increasingly complicated problems, but, the real questions will always be the same: What is it? How much of it is there? How can you be sure?

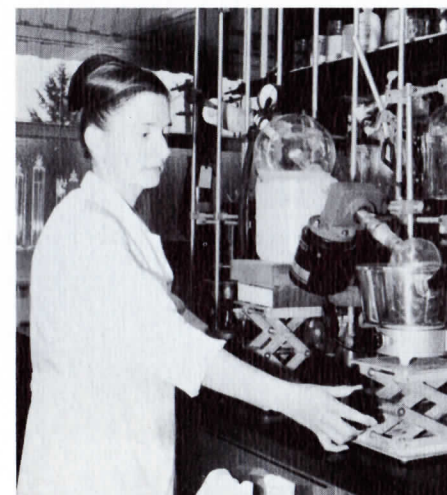
Hirsh Segal
Oct. 1966



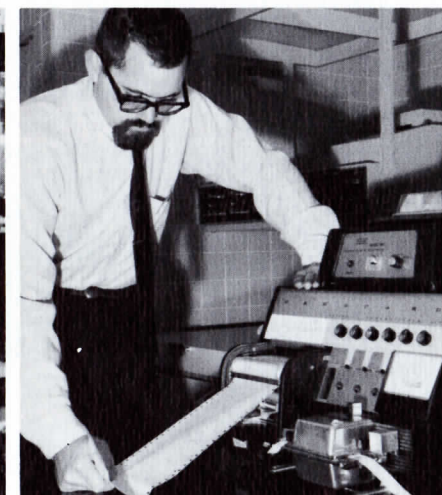
Shirley North is using solvent partition techniques to extract a new herbicide from treated rice samples.



Colored solutions Hirsh Segal examines with the Recording Spectrophotometer spell out Amiben® concentrations.



Susie Gross is using the Rotating Flash Evaporator to concentrate apple extracts for final gas chromatographic analysis.



Radiochromatogram Scanner helps Pat Parkins interpret paper chromatograms of radioactive plant, soil samples.



Radioactive herbicides help trace own pathways through plants. Liquid Scintillation Counter measures, records amount of radioactivity in 150 samples.



The Flame Photometer identifies and measures metalworking research samples by burning them in a flame and observing the flame's color and brightness.

Gas Chromatography provides the key to the analysis of many complex mixtures. This research Gas Chromatography unit provides wide versatility and high sensitivity.



Delegates' wives assemble at hotel entrance before leaving on sightseeing trip.



R. Beatty, J. O. J. Shellenberg, G. C. Romig, Stig Sasse, J. W. Delanty, A. Douty, R. Naylor.



At speakers' table: (l to r) E. Stockbower, R. Montecino, A. Douty, W. Machu.



Delegates at another MCD Working Session studiously ponder discourse on "Engineering Trends in the Automotive Industry" given by Amchem's E. Stockbower on opening day.

INTERNATIONAL EUROPEAN CONVENTION ATTENDED BY 190

DELEGATES from 39 Amchem International Associates, located in 19 different countries, gathered in the Hotel Schwarzer Bock, Wiesbaden, Germany, October 17 to 21, for the 10th post-World War II International Division Convention. Including Amchem personnel and delegates' wives, there were 190 in attendance.

The organization of the five-day program was patterned after similar programs that had been successful in the past, with separate sessions devoted to Agricultural, Metalworking, and Foster products.

Chairman Romig gave the welcoming message and introduced Amchem officials. Opening comments were also made by J. O. J. Shellenberger, Vice President-Marketing, R. M. Naylor, Vice President-Finance, J. W. Delanty, Director of Amchem International Operations, and S. F. Sasse, Manager, Amchem European Operations. Following this brief period on Tuesday morning, October 18, the business sessions got under way promptly.

Agricultural Sessions

IN THE AGRICULTURAL SECTION, R. H. Beatty, ACD Technical Assistant to Chairman Romig, got the program off to a good start by reviewing the developments of the newer herbicides in the United States—specifically: Ioxynil, Bromoxynil, Sindone™, Amiben, Dinoben and the Emulsavert® products.

Beatty was followed by Dr. W. van der Zweep, Director, Institute for Biological Technical Research in Agriculture, The Netherlands, whose remarks concluded the morning session.

John Sterry, ACD Technical Represen-

tative in Europe, conducted an open session on the progress of Ioxynil, Bromoxynil, ACP® 66-70 and ACP 66-71 in Europe, with a further discussion by selected delegates, on Oxylnils and their combinations in Europe and Australia.

SUBSEQUENT PROGRAMS during the week involved the worldwide coverage of these products, as well as Amino-triazole and ATA. Participating were Beatty, Ken Bridge and Sterry.

Thursday was devoted to a very enlightening field trip to Landespflanzen-schutzamt, a local experiment station in Mainz, where the delegates witnessed a mixing and application demonstration of Emulsavert materials, showing addition of other herbicides to the water phase. Also shown were usage of slightly modified versions of conventional spray rigs.

Methods for the marketing of agricultural chemicals in the U.S. and Europe were covered by Shellenberger and several of the delegates. A continuously expanding market for herbicides was predicted for 1967 and '68 based on the favorable results of the 1966 market. Also, Mr. Shellenberger reported that in view of the expiration of patents on 2,4-D, greater emphasis would have to be put on the marketing of the new products where a profitable return could be expected.

The final day's ACD program was highlighted by talks by Dr. H. Orth, Director, Federal Biological Institute for Agriculture and Forestry, and Institute for Vegetable Diseases and Weed Research, West Germany, and by Dr. rer. pol. R. Rettig, University of Cologne.

Dr. Orth stated that Germany started to turn to chemical weed control about 15 years ago due to farm labor shortage

and the increased preference for mechanical methods of cultivating and harvesting. In cereals, he reported that the treated areas in Germany on wheat were 65-75%, on rye 25-39%, on oats 55-63%, on barley 50-80%. Today's leading herbicides used on these cereals are 2,4-D and MCPA, but these are gradually being replaced, according to Dr. Orth. "There exists (today) a list of 125 approved and registered herbicides for cereals only," he said.

DR. ORTH covered the entire crop situation in Germany—from sugar beets to potatoes—giving percentages of treated areas, the herbicides used and the results of the applications. In short, it was an excellent comprehensive picture of the current status of herbicides in Germany.

Dr. R. Rettig of the University of Cologne made an analysis of the present European economic structure and forecast a favorable market for both industry and agriculture. Dr. Rettig gave the same talk at the MCD and Foster Sessions.

MCD Sessions

METALWORKING CHEMICALS SESSIONS were held contemporaneously with the Agricultural conferences but in separate meeting rooms.

Amchem's three representatives at these sessions were A. Douty, R. J. Montecino and E. Stockbower.

Douty and Montecino opened the program with papers on the new Granodines® and the Auxiliary Chemical products. Other talks on the first day's program were "Engineering Trends in the Automotive Industry (including plant design, new processing methods for water effluent conservation, and dip and spray systems)" by Stockbower. Also covered were electrophoretic painting and pre-treatment, Granodraws® and Cuprodine® by Douty and Montecino.

Other subjects during the week were: Lineguard® automation, strip lines; Alodine® and deoxidizers for aircraft; Ridolines® and Alodines for aluminum food containers; and painted extrusions.

An interesting technical seminar on Sno-Flake products in the automotive and appliance industries was conducted by R. E. Cavanaugh, Technical Director of this Amchem Division. This was the first time that Sno-Flake had representation at a European Convention.

The field trip to the Opel Automotive plant in Russelsheim was eagerly awaited. This plant, we've been informed, is the world's largest, with a total plant area of 593 acres, floor space of 13,988,000 square feet and a total of 59 miles of conveyors and assembly lines. This is only one of three Opel plants in West Germany, the others being at Bochum (area 407 acres,

floor space 6,701,263 square feet) and Kaiserslautern (floor space 799,898 square feet). At Opel's 640-acre proving grounds at Dudenhofen every type of road condition is represented on its 20 miles of test track.

Opel's production totaled 631,137 cars and trucks in 1965, of which 307,226, or 48.7%, were exported. Opel was incorporated into General Motors in 1929.

It was most satisfying to the Amchem delegation to see a Granodine installation at Opel and to note a Lineguard system presently being installed and soon to be put into operation.

A new improved Granodine process, called Granodraw 43Z, and developed by our Austrian manufacturing associate, A. Plaut, Vienna, was revealed at one of the panel discussions by Plaut's Technical Director, Dr. P. Gerassimoff.

An important talk on "Chemical Process and Reaction Mechanism Involved in the Production of Oxalate Coatings on Highly Alloyed Steel," was given by Prof. W. Machu of Amchem.

Benjamin Foster Products

THE FIRST SESSION of the two-day Foster program was held Thursday morning. Opening messages were delivered by Messrs. Romig and Shellenberger.

The current status of new weathercoatings, adhesives and sealants for thermal insulation and the latest developments in Stakfas®, Foster's exclusive protective coating for the interior of smokestacks, were explained by I. J. Steltz, of Foster.

In the afternoon and on the following day, technical forums were held as well as a review of overseas markets for Foster products.

The Convention was climaxed by the informal banquet on Friday evening, at which Mr. Aloys J. Barz, Director of Gerhard Collardin, Cologne, gave the principal speech and the toast.

On the social side, Gerhard Collardin GmbH, Th. Goldschmidt AG, Norddeutsche Affinerie, and C. F. Spiess & Sohn treated all attendees to a most delightful "German Evening" at another local hotel. In addition to a delicious menu, a very enjoyable program of entertainment was provided.

Friday evening's banquet had all the semblance of a convivial family reunion and closed with that intimate and friendly feeling of "Wouldn't it be wonderful if we could do this more often."

The management of Amchem takes this opportunity to thank all the delegates and their wives for their attendance, and in particular it wishes to congratulate the Gerhard Collardin Company and the other German licensees for their excellence in organizing the Conference.



Chairman Romig at mike. Bill Trends in the Automotive Industry" given by Amchem's E. Stockbower on opening day.

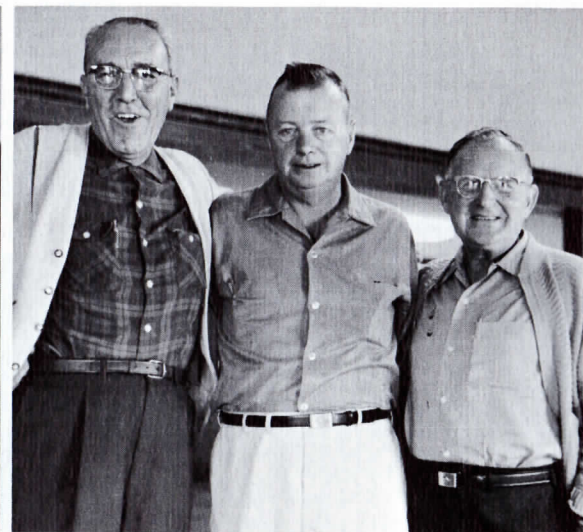


Delegates listening to welcoming speech and introduction of Amchem officials.

Picture Potpourri



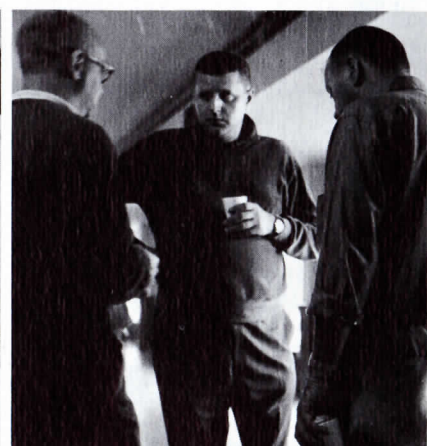
The WALLACES' FARMER magazine readership award was presented in duplicate to Amchem and its advertising Agency. Left to right: M. B. Turner, Dan Chisholm, Don Wildrick (Advertising Agency), Vern Anderson, Gray, John Pierce, Jack Thomes.



At MCD Midwest Meeting (l. to r.) Bernard Cole, Jack Price, Fred Moser.



At MCD Meeting (l. to r.) Jack Carroll, Gale Bachmann, Fred Moser.



At MCD Midwest Meeting (l. to r.) Bob Meech, Dan Rakich, John Pierce.



Takashi Nakajima, Nippon Paint Co. Ltd., Japan, holds one of three cakes baked and presented to him by the girls in the International Division to celebrate completion of one year as trainee at Amchem.



Touring agricultural representatives from Venezuela were guests of Amchem on Weed Field Day, July 14th. Personnel from ACD Research and the International Division are easily recognizable. They are (top row): Bill Delanty (l.), Don Page (3rd from l.), Miguel Zubillaga (4th from l.). (Front row): John Gallagher (l.), Stan McLane (3rd from l.), Ken Bridge (r.).

Safety Contest Winners



ACD PRODUCTION: Back row (left to right): Frank Markley, Bob Applegate, Harry Morris, Steward Snyder, Mel Nagle, Tom Ryan. Front row (left to right): Joe Alba, Frank Boland, Andy Mayersky, Tony Bruno.



RECEIVING: Top (l. to r.): Bob Leahy, Matt Sienko, Paul Moneglia, Mark Swisher, Joe Myers. Middle (l. to r.): Wayne Helman, Carol Brown, Herb Hopwood, John Chimenti, Max Zebich. Front (l. to r.): Ernest Milner, Matt Delconti, Bob Coleman, Jack Naudasher.



RESEARCH FARM: Back (l. to r.): Ted Blichasz, Fred Schiefer. Front (l. to r.): Dick Carson, Charles Jack, Gordan Collom.



ACD RESEARCH LABORATORY: (l. to r.): Gene Fox, Al Tendall, Jake Landis, Joe Angelichio.



PLANT MANAGER'S OFFICE: Back (l. to r.): Earl Wilson, Walt Kroh. Front (l. to r.): Francis Super, Lloyd Shepherd, John Nelson.



MAINTENANCE: Back row — standing (l. to r.): Harry Bailey, Lou Fox, Art Carter, George Blattner, Stan Blichasz, Al Cassel, Joe Feckno, Leroy Smith, John Rawling, Phil Baum, Bob Godorecci, Wolfgang Burlein, Stan Clayton, Ed Ruth, Bob Murray, Ray Robinson, Jim Tindall. Middle row — seated (l. to r.): Wally Dragani, John Gaines, John Baranowski, Ted Sosnowski, Al Lear, Joe Rocco, John Heckler. Front Row (l. to r.): Don Nuss, Abe Scheingold, Charles Jones, Hal McKenzie, Jim Williamson, Lee Crouthamel.



He Took to the Air on a Dare

*Ray Montecino Now Does
His Calisthenics 3000 Feet in the Air*

SKY DIVING, like surfing, is not for the fainthearted. Although it does have participants as old as 70.

Ray Montecino, Amchem International Division, who is a few years less than half the venerable three score and ten, tells us a sky diver, regardless of how old he is, has to be in top physical shape. Legs especially have to be sturdy and limber to withstand the impact sustained when the diver meets the ground. The body has to be flexible, because when the diver lands he is frequently dragged into an abrupt somersault or other unconventional position by his parachute. The diver also has to be aware of the flexibility demanded in aerial acrobatics, if he is to enjoy this thrilling sport to its fullest.

How does the sky diver keep from plummeting to earth before opening his 'chute? By maneuvering his arms and legs in a way that uses the resistance of the wind to sustain his weight as he descends. He can accelerate or retard his speed, doing anything a small plane can do except gain or maintain altitude.

Continued on next page



Ray places thumbs in rings to which hooks on emergency parachute are attached. Emergency chutes are mandatory by FAA.



Ray's thoroughbred shepherds always accompany him to the air port and run to meet him where he lands after a dive.

MONTECINO—Continued from page 18

ACCOMPLISHED divers perform many daring feats, such as "threading the needle" (gliding through a hoop held by another diver), rendezvousing in mid-air, passing the baton, etc. It takes intensive preliminary training and practice before attempting these aerial tricks and every precaution is taken to make them succeed, for safety is the prime consideration in sky diving and all aspects of the sport are policed by the FAA (Federal Aeronautic Association).

Although he had had an interest in, and a limited knowledge of, sky diving, a challenge was the catalyst that got Ray off the ground. It all took place over the lunch table one day last April when Ray and some of his co-workers in the International Division were discussing the sport with Alvaro Uribe, an Amchem manufacturing associate from Colombia, S.A. Ray and Alvaro each dared the other to take up this thrilling pastime.

Alvaro, being married and a father of four, decided his obligations to his family were infinitely more important than trying to defy gravity by cavorting in the air. Ray, on the other hand, with no such responsibilities, since he is a bachelor, started to take sky diving lessons in May. After a total of five hours instruction and six "static line"

jumps, he made his first "clear-and-pull" jump on July 17, at the New Hanover Air Port, New Hanover, Pa. Since that date he has made eight of the latter jumps.

THE EQUIPMENT, while a little cumbersome, is very compact. It consists of three parachutes. A small, spring-activated 'chute (the pilot 'chute) and the main 'chute which are in the pack on the diver's back; the third is a reserve 'chute which is strapped to his chest. The latter 'chute is only used in an emergency.

In static line jumps, a line from the parachute is attached to a hook inside the plane. As the jumper sits on the floor by the open door of the plane, behind the pilot, the jump master gives the command "Ready!" and the diver swings around. On the next command, "Get out!" the diver steps outside the plane, puts one foot on a bar that extends beyond the side of the plane. He swings the other foot freely in the air and holds the wing strut of the plane with both hands. When the jump master orders "Go!" the diver pushes off against the strut bar and drops into space. As the diver abruptly descends, the line cord, which is attached to the rip cord on the parachute, opens the back-pack, releasing the small pilot

'chute which in turn pulls the main 'chute from the back-pack, and with the main 'chute now open, the diver floats softly to earth. All this action starts at 3200 feet. By the time the 'chute opens the diver has descended about 800 feet.

In clear-and-pull jumps there is no static cord and as the jumper drops he pulls the rip cord himself. The FAA minimum height at which he must pull the cord is 2200 feet. Below this there is risk of injury or even a fatality.

EXTREME CARE must be taken in packing the parachutes properly. Equipment—packs, straps, etc.—has to be thoroughly checked before leaving the ground. This equipment costs from \$50 for U.S. Government surplus to \$300 for the ultra Para-Command sport 'chute.

Sky diving, now a national sport with approximately 30,000 divers, who made over a million and a half jumps last year, will be added as an event in the next Olympic Games.

Now that Ray, who incidentally is also addicted to scuba diving and skiing, has his card of certification as a sky diver, he hopes to try the sport in the various over-seas countries that he visits as a technical representative of Amchem's International Division.

Service Awards Presented to Employees of Paolo Granata & Co., Amchem Overseas Manufacturing Associate, Lodi, Italy.



DOMENICO STRACCHI
Chief Accountant
38 Years Service



LUIGI MAGGIONI
Salesmanager
11 Years Service



PIERANGELA POZZOLI
Executive Secretary
13 Years Service



AMBROGINA PADOVANI
Assistant Accountant
5 Years Service



VITTORIO ANTONIOLI
Manager, Metalworking
6 Years Service



Service Awards Presented to Employees of N. V. Mavom, Amchem Overseas Manufacturing Associate, Leiden, Holland. Mr. Adolf Thomassen, Sr., founder of Mavom, and Mrs. Thomassen are in the center. Between them in back row is Mr. W. Verhoef, Plant Manager, who has been with Mavom for 25 years. At far left is Mr. Adolf Thomassen, Jr., who succeeded his father, in April, 1963, as head of the Company.

Introducing New Members of the Amchem Stork Club

DANA DAVITA DEAN, August 24, 1966
Father: David Dean (Shipping)

WILLIAM SCOTT HALDEMAN
... August 11, 1966
Father: Harry Haldeman (Receiving)

SUSAN LYNN HECKLER, May 10, 1966
Father: Laverne Heckler (Shipping)

AMY JO LOUTZENHISER
... September 13, 1966
Father: Don Loutzenhiser (ACD Sales)

KURT ALLEN MCKINLEY
... September 21, 1966
Father: James McKinley (ACD Research)

HOWARD LAWRENCE SCHIFFMAN
... August 28, 1966
Father: Dr. Louis Schiffman (MCD Research)

LINDA MARIE WEIGAND, August 4, 1966
Father: Karl Weigand (MCD Plant, Chemist)

Burrell and Nelson Retire

Two of Amchem's best liked figures have retired since the last issue of the NEWS: Harvey Burrell and John Nelson. Harvey's marks of identification were a trowel in one hand, a cement block in the other and a cigarette in his mouth. Johnny's were a mail pouch suspended from his neck and a pipe clenched between his teeth.

Harvey, always a hard and conscientious worker, was transferred to Packaging in December, 1965, when illness demanded a lighter work schedule. He had been with Amchem for the past 14 years.

Johnny joined Amchem in 1928 as a chemical worker. But in the period of economic uncertainty in the thirties, he and Mrs. Nelson went into domestic service. He returned to Amchem in 1948.

Both Harvey and John are area men. Harvey lives at 707 S. Main Street, Ambler; John on Trewellyn Avenue, Penllyn.

We wish both of them a happy retirement.

Welcome to Our New Employees

(Not previously listed in The NEWS)

NAME	HOMETOWN	ASSIGNED TO
CHRISTIAN ANDERSEN	Doylestown, Pa.	Accounting
JOHN C. APLIN	Camanche, Iowa	Clinton Plant
JUDY A. BAER	Lansdale, Pa.	International
MARIE A. BALESTRIERI	Ambler, Pa.	Accounts Payable
ERIC BINNS	Southampton, Pa.	MCD Research
CAROL A. BLOOM	Lansdale, Pa.	MCD Sales
HELEN BRADACS	Windsor, Ontario	Windsor Office
MARIAN CALAMARO	Ambler, Pa.	MCD Sales Office
SUSAN CATALDO	Warminster, Pa.	MCD Sales Office
LINWOOD A. CHADBOURNE	Warrington, Pa.	MCD Research
JOSEPH W. CULLEN	Hatfield, Pa.	Mail Room
DAVID E. DIERCKS	Clinton, Iowa	Clinton, Production
SUZANNA FARRELL	Horsham, Pa.	Personnel
SAMUEL FIRMAN	Ambler, Pa.	Production
MARIE GALARUS	Ambler, Pa.	Accounting
EDWARD A. GIBBONS	Wyndmoor, Pa.	MCD Development
HARRISON GIFT, III	Glenside, Pa.	Engineering
DAVID C. GILES	Pittsburgh, Pa.	MCD Sales
KAREN HAWKINS	Hayward, Calif.	Accounting
GEORGE K. HONER	Doylestown, Pa.	Mechanical Development
ALBERT M. V. JACQUES	Norristown, Pa.	ACD Research Lab
DAVID J. JANSEN	Clinton, Iowa	Clinton Plant
JOHN A. JETTER	Clinton, Iowa	Production
JAMES JOHNSON	North Wales	Mechanical Development
MELVIN K. KRATZ	Lansdale, Pa.	ACD Packaging
JAMES W. KREUCHER	Clinton, Iowa	Clinton, Production
CHARLES J. LAKY	Philadelphia, Pa.	MCD Research
JOHN L. LAMPITT	Warwick, England	International
ROBERT W. LEEPER	Horsham, Pa.	ACD Research
JOHN LINDE	Jarrettsville, Pa.	Shipping
ERNEST L. MCGEE	Jeanerette, La.	ACD Sales
CAROL A. MALONE	Glenside, Pa.	Accounting
ERNEST A. MILNER	Norristown, Pa.	Receiving
RONALD C. MITCHELL	Clinton, Iowa	Production
CONSTANCE MURPHY	Ferndale, Mich.	Ferndale Office
ROBERT W. MURRAY	Ambler, Pa.	Maintenance
MARGARET O'CONNELL	Souderton, Pa.	Accounting
PHILIP O'KONSKI	St. Joseph, Mo.	St. Joseph, Production
LARRY PATRICK	Philadelphia, Pa.	Plant Manager's Office
DOLORES M. PFIZENMAIER	Hatboro, Pa.	Mechanical Development
JOHN B. PLANT	Salt Lake City, Utah	ACD Sales
FRANK M. PRECOPIO	Fort Washington, Pa.	Tech. Director
NORMAN PRINCE	Ambler, Pa.	Mechanical Development
JOHN RAWLING	Telford, Pa.	Maintenance
DAVID RUTLEDGE	Ambler, Pa.	ACD Packaging
TERELL SMITH	Ambler, Pa.	MCD Production
GEORGE R. STARKE	Moorestown, N. J.	ACD Research Farm
HOWARD B. STEINBERG	Cherry Hill, N. J.	Personnel
ROBERT TAYLOR	Westminster, Md.	Maintenance
LOUIS WHITENDALE	Morro Bay, Calif.	ACD Research
JANET WINNING	Philadelphia, Pa.	International
EDWARD F. WITCHEY	Ambler, Pa.	Receiving
EDWARD L. WOOD	Hatfield, Pa.	Construction
DAVID A. YEDINAK	New Britain, Pa.	ACD Research

Benjamin Foster Company Expands Houston Facilities

Proof that Foster made good its intention of getting business in the Southwest is evidenced by a new 17,000 square foot addition now being made to its Houston plant. The new structure will conform in design to the original building. It will be used for both manufacturing and warehousing.

Foster has another plant in Chicago. In addition to its Houston and Chicago branches, Foster also manufactures at its main facilities in Philadelphia and in Amchem's Fremont, Calif., and Windsor, Ont., plants.

