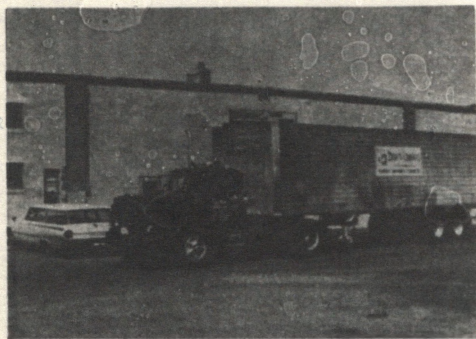


Two Way Payload For Resi-Chem Trucks



TRAVELLING BILLBOARD—Advertising Brown Company on highways and through cities of the eastern United States, this Resi-Chem truck has been washed and serviced at Brown Company Service Garage, is now ready to load up with Nibroc paper which will be in New York City, at some customer's plant, 10 hours later.

The Resi-Chem Division of Brown Company is more than just a chemical company which supplies wet strength resin to paper manufacturers, adhesives to plywood concerns, and molding compound to the automobile industry. It is also a trucking company.

Resi-Chem trucks may be seen from Texas to Minnesota, and from New Hampshire to Georgia. Wherever they go, they carry the name and insignia of Brown Company.

Getting Resi-Chem into the trucking business as a sideline was, to H. A. Raymond, Jr., Vice President and General Manager of the division, nothing more than common sense.

Resi-Chem had to carry chemicals from New Jersey to Gorham, or to Swanton, Ohio. Stainless steel tank trucks were used for this purpose, and also to deliver wet strength resins between the Resi-Chem plants and those of their customers (including Brown Company).

It was the empty trip back from Ohio or New Hampshire to New Jersey which bothered Mr. Raymond, because trucks don't

make money when they are traveling empty.

But tank trucks can't carry solid articles, like Nibroc paper or Bermico pipe.

Mr. Raymond's solution? Carry liquid chemicals in a conventional semi-trailer or "box". Put them in a huge bag, which could be emptied and rolled up when it was not in use. Then the truck could carry Brown Company products on the back-haul, instead of going hundreds of miles without a load.

The rubber bags which Resi-Chem uses in its trucks are made from rubber. They are 7' wide, and 33' long, and they weigh about 850 lbs. when empty. When filled, they look like giant sausages and hold 3,000 gallons of liquid chemicals.

When a Resi-Chem van leaves Berlin, the empty rubber bag is rolled or folded up, and put out of the way behind a bulkhead in the front part of the semi-trailer. The truck is usually loaded with Nibroc paper, to be delivered the next day to a customer in the New York area. Then the truck starts back towards Berlin. This time it is loaded with liquid



MILLION MILES, NO ACCIDENTS—Between them, these three Resi-Chem truck drivers have travelled over 1,000,000 miles without a serious highway accident during the past 3 years. Each logs in the vicinity of 100,000 miles per year, driving Resi-Chem trucks in practically every state in the central and eastern United States. Left to right, Clayton Hicks of Jefferson, N. H., Richard Andrews of Randolph, N. H. and Edward Stevens of Jefferson.



GIANT SAUSAGE—This huge rubber bag, 7' wide and 33' long, carries 16 tons (about 3,000 gallons) of liquid concentrated chemicals from the supplier in New Jersey to Resi-Chem's Gorham plant. Bag is then pumped empty, rolled up, and Resi-Chem van is then used to carry Brown Company paper products from Berlin to customers in

The BROWN COMPANY *Bulletin*

BERLIN, GORHAM, NORTH STRATFORD, N. H.
CORVALLIS, OREGON

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Resi-Chem Product In 1961 Fords

If you own a 1961 Ford, it is very likely that you are driving around with a product of Brown Company under the dashboard.

Look beneath the dash at the black molded heater housing, which extends from the right (passenger) side over to the center of the fire wall. It conducts warm air to the front seat, and distributes it there.

Rap it. It sounds like plastic. It is. It is polyester resin molding compound, made by the Resi-Chem Division at its Swanton, Ohio plant. Actual formation of the housing is done by the Ford Motor Company, which looks to Resi-Chem as one of the principal suppliers of this product.

Lighter and cheaper than steel, and capable of being formed into almost any shape desired, Resi-Chem's molding compound is an important product of this Division of Brown Company.

chemicals in the big rubber bag, the basic raw material used by Resi-Chem in its plant at Gorham.

The route is not always the same, naturally. Resi-Chem trucks also travel to Ohio, and to North Carolina, and to any of the other states between the Canadian border and the Gulf of Mexico from the Mississippi River east to the Atlantic Ocean. Wherever they go, on the turnpikes and highways of the eastern United States, and through cities and towns, the name of Brown Company is carried with them, and is displayed to the eyes of millions of people.

Pension Plan 10 Years Old

Ten years ago, on November 1, 1951, Brown Company's retirement plan for hourly-paid and salaried employees became effective.

Previous to 1951, the Company employees had no funded retirement plan. When they retired, they received a yearly separation allowance, voted by the Board of Directors and paid by the Company. Some people are still receiving separation allowances, both in Berlin and at La-Tuque, where the Brown Corporation mill was located.

Because so many Brown Company employees had long years of service with the Company, and were already at or close to retirement age, the pension plan established in 1951 was a most expensive one. Insurance consultants have said it was one of the most costly, in terms of financing past service benefits for employees, that they knew of.

To finance past service benefits, so that retiring employees could receive adequate pensions

in recognition of the long years of service, Brown Company obligated itself to pay \$6,400,000. This was in addition to current charges necessary to finance current service benefits each year.

Now that the pension plan is approaching its 10th anniversary, it is in order to review what has taken place.

The following table shows how many employees have retired under the terms of the pension plan:

Year	1952-54	182 (hourly paid only)
1955	65	(hourly-salaried)
1956	52	" "
1957	61	" "
1958	63	" "
1959	60	" "
1960	83	" "

In the years since the pension plan was started, the Company has contributed, along with employees, towards the fund out of which pensions must be paid.

Part of the Company's contribution has been towards past service benefits, a much larger

part is for current service benefits.

The cost of pension plans is high, as the following figures illustrate:

Year	Company Contribution	Employee Contribution
1958	\$646,967	\$233,170
1959	696,555	232,796
1960	701,237	235,667

More than half a million dollars of the Brown Company contribution for 1960 was to pay for current service benefits. The balance was applied to build up the fund covering past service benefits, which are entirely financed by the Company and which, as previously stated, are estimated to cost well over \$6,000,000.

As more and more employees retire and start to draw pensions, the annual payments from the fund have increased. The past three years show:

Year	Pensions or Benefits Paid
1958	\$245,676
1959	278,207
1960	358,202

This is money which is spent principally in the Berlin-Gorham area. It is an important addition to the primary source of retirement income, Social Security benefits (paid 50% by the Company which by law must contribute one-half of total Social Security taxes imposed), and personal savings of employees.

At the present time, 463 retired employees are receiving pensions under the Brown Company retirement plan. Others have retired in the past ten years, but some have passed away and their benefits, if any remained, have been paid to their heirs.

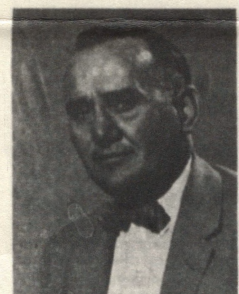
Eaton Retires; Raymond And Philbrick Promoted

The retirement of Henry A. Eaton of Berlin, N. H., manager of Brown Company's Chemical and Solka-Floc plants, was announced today by Leonard A. Pierce, president. The retirement becomes effective October 1st pursuant to the Company's mandatory retirement plan, according to Mr. Pierce.

Mr. Eaton, a graduate of Colby College, Maine, where he received a B.S. degree in chemistry, has worked continuously for Brown Company since 1917, with a leave of absence for military duty during World War I. His service includes 16 years at the Burgess Sulphite Pulp Mill, after which in 1933 he became assistant superintendent of the Chemical and Floc plants. He was named manager of both plants in 1943, and has been responsible for those operations ever since.

Replacing Mr. Eaton on September 1st, as manager of Chemical Plant operations will be William B. Raymond, assistant plant manager since April 1954. Mr. Raymond is a graduate of Bates College in Maine, and has been employed by Brown Company since 1924. He became plant superintendent of the Chemical Plant in 1947, and assistant manager in 1954.

Earl D. Philbrick, operating superintendent of Solka-Floc plants, is named to replace Mr. Eaton as manager of this operation effective September 1st. Mr. Philbrick is a graduate of the University of New Hampshire. He has worked for Brown Company regularly since 1928, and was a summer employee for some 10 years prior to that. He has been associated with the Engineering Department, and also with the Onco Division prior to becoming operating superintendent of Solka-Floc plants in December 1950.

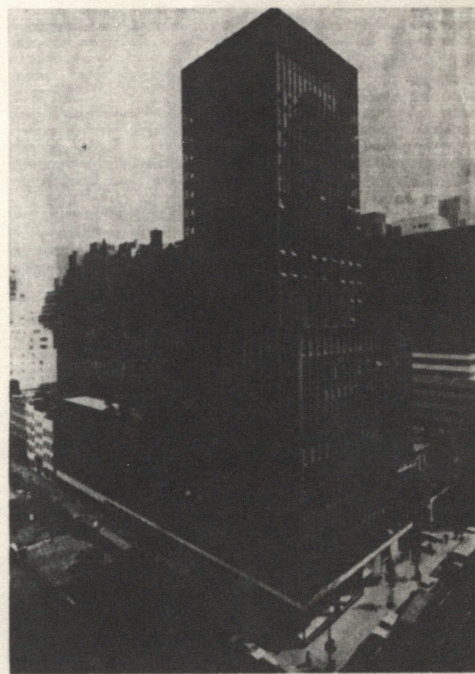


ROBERT A. LARSON

Robert A. Larson, formerly Development Manager for Allied Paper Company, joined Brown Company in July as Technical Assistant to Vice President Edward H. Petrick.

Mr. Larson, who will live in Berlin, will be responsible for Grade Development, Process and Quality Control, and Technical Service to the Paper Division. He has 15 years of experience in paper manufacturing with St. Regis, National Gypsum and Allied Paper Company.

New Home For General Sales Office



NEW YORK OFFICE—Late in September the Executive and General Sales Offices, presently at 150 Causeway Street in Boston, will be moved into this newly-completed office building in New York City, on Third Avenue at 46th Street. Company offices will occupy largest part of 16th floor, facing west on Third Avenue, north on 46th Street, and south towards lower Manhattan. Building is called Diamond National Building after its principal tenant.

THE SAFETY SCOREBOARD

PLANT	POSITION AS OF JULY 31	POSITION AS OF JUNE 30	DAYS SINCE LAST ACCIDENT*
Misc. Depts.	1	1	64
Power & Steam	2	2	2
Berlin Mills Ry.	3	4	236
Cascade Maintenance	4	3	16
Cascade Operating	5	6	34
Chemical Maintenance	6	7	189
Kraft Mill	7	8	34
Bermico Operating	8	9	56
Riverside Mill	9	11	33
Burgess Maintenance	10	10	20
Burgess Operating	11	12	124
Onco Plant	12	5	10
Chemical Operating	13	13	11
Bermico Maintenance	14	14	11
Wood Handling	15	15	3
Construction Dept.	16	16	12

Credit Union Has Life And Loan Ins.



SAVINGS AND LOAN INSURANCE—Real Cloutier, Treasurer of United Brotherhood Credit Union, holds two checks from insurance company. One doubles savings accounts of member who died, the other cancels loan owned by member who became totally and permanently disabled.

A few days ago, Treasurer Real Cloutier of the United Brotherhood Credit Union received two checks in the mail.

It was not the first time such checks had been received, and it will not be the last time.

These were particular kinds of checks. They came from Credit Mutual Insurance Society, an insurance company established by credit unions across the country, and solely to service their needs.

The first check was for \$460. It was made payable to the United Brotherhood Credit Union, for the benefit of Mr. R—.

Mr. R— had borrowed some money from the Credit Union. He still owed \$460 on the loan. Then a serious illness afflicted him, making it impossible for him to continue working. His earning power gone, his debt to the Credit Union would ordinarily have been impossible to pay.

But Mr. R— doesn't owe

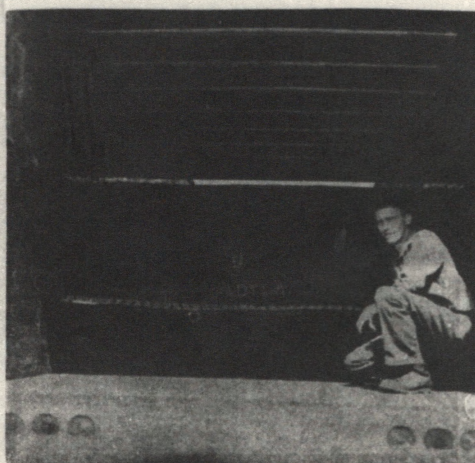
the Credit Union a single red cent now. Disability insurance, carried by the Credit Union for the benefit of its members, covered the entire unpaid balance of Mr. R—'s loan, which has now been cancelled, marked "paid in full".

The other check was for \$396.85. It was payable to Mrs. C—, whose husband was a member of the Credit Union and who had recently passed away. He had only a small savings account with the Credit Union. It has now been doubled in size, because the Credit Union carries Life Savings Insurance on the deposits of all its members, up to \$2,000.

It costs 25c to join the United Brotherhood Credit Union. For the price of a package of cigarettes, any member of Local 75, or any salaried or hourly-paid employee of Brown Company, can become a member. Why not join?

Mister Clean Ratings

PLANT	POSITION		SCORE
	IN JULY	IN JUNE	
Onco	1	1	84.5
Berlin Mills Ry.	2	4	84.0
Research	2	2	84.0
Power & Steam	3	6	83.6
Bermico	4	3	83.0
Chemical	5	8	82.0
Riverside	6	7	81.8
Cascade	7	10	81.4
Wood Handling	8	5	81.4
Kraft	9	10	80.9
Sulphite	10	9	77.0
(Maintenance Groups)			
Bermico	1		83.0
Chemical	2		82.0
Riverside	3		81.9
Burgess	4		81.0
Cascade	5		80.0



New York area. Empty bag weighs 850 lbs. Quentin Reich, of Gorham plant, inspects hold-down straps and gauge. Use of bag instead of tank truck makes it possible to carry liquids in one direction, solid articles in the other, and keeps truck loaded whichever way it is travelling.