



GO WEST, YOUNG MAN! — Everett P. Palmer, 69 Mechanic St., Berlin, a guard at the Grand Trunk Gate (Bermico Mill) since February 1953, retired December 1st and is now planning his long anticipated trip to California. Mr. Palmer came to work for Brown Company in 1917, but his service was broken several times by employment in other places and in the woods. Left to right, Eldred Lorry, Richard Mortenson, Mr. Palmer, Wilfred Provost and Rene Bisson.

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General Sales Meeting Held In New York

More than 90 Brown Company sales, production and staff members attended the first general sales meeting held by the Company in a number of years on Thursday, Friday and Saturday, Dec. 14-16 at Westchester, in New York. Previously divisional sales meetings have been held each year, but never have they all been conducted simultaneously in the same location.

The meeting, or actually a series of meetings, brought together division heads and their sales and production personnel from all over the country, along with executives from both the New York general office and from Berlin.

The Thursday agenda included talks by President Leonard A. Pierce and Executive Vice President Joseph Hill Torres, and by the heads of each division, assisted by their own sales managers or other departmental personnel. This general meeting convened at 8:45 and ended about 5:30 p.m. with an hour-long break for lunch.

Matters of mutual interest were discussed, along with general descriptions of each division's activities, its products, performance during 1961, and plans for the future. Speakers at the Thursday general session, in addition to Mr. Pierce and Mr. Torres, included the following:

Quotes From Meeting...

MR. PIERCE — "1962 is going to be a tough year. We have got to increase our earnings over what we did in 1960 and 1961. Something has got to break. You — the salesmen — are our first line of defense, and defense as well. Anyone who doesn't want to work might as well get out right now..."

H. D. JORDAN — "Even though there is talk of better business in 1962, I have no strong feeling that prices will be firm. We face some increased costs. We will continue to work on cost reductions, but we need increased volume of sales and new product lines..."

JOHN W. JORDAN — "Conspiracies between companies to fix prices and allocate markets can mean heavy fines and even jail sentences. We cannot countenance such activities and the management of Brown Company will not accept responsibility for them..."

MR. PETRICK — "In the last 2 or 3 years, we have made an

intensive effort to improve the quality of our paper and develop new lines, and new grades. We want more production and more sales in 1962..."

MR. TORRAS — "The initiative and ability of our salesmen are terrifically important... The individual salesman can have more effect on the earnings of the Company than any other single person... He is the eyes and ears of the Company in the market place. When he makes price concessions to a customer, he may deprive us of our profit margin. Production costs don't change. The price cut must come out of profit. This is fundamental..."

ANTHONY SANTUCCI — "Our export sales amount to about \$1,500,000 annually and we sell and have commission agents in 25 foreign countries..."

EUGENE O. HANSON — "One customer who bought our gumming paper changed to a southern mill where he could buy it

Cascade Gets Big Tank

A stainless steel tank 65' high, and 34' in diameter, is being erected at the Cascade Mill for the storage of high density bleached kraft pulp.

The tank will hold 200 tons of pulp, and more than doubles the pulp storage facilities of the two title storage tanks already located at Cascade, each of which will hold 70 tons of bleached hardwood or softwood kraft pulp.

The purpose of the new pulp storage tank is to enable the kraft bleaching to operate at a constant rate of production, regardless of whether bleached or natural kraft pulp is currently being used on paper machines. At the same time it should eliminate the necessity for buying bleached kraft pulp for use at Cascade.

The tank is being erected by its manufacturer. It is so large that it was necessary to cut a hole in the roof of the Cascade Mill in order to make room for it.

for \$12 a ton cheaper. He is now back with us, even with our higher price. He found that the cheaper paper was so inferior that it was more profitable for him to buy ours instead..."

WALTER KINSLEY — "Poor quality offset paper costs the customer a lot of money every time he has to stop his printing press to correct for it. This can run as high as \$80 per hour. He needs production to make money. If our paper is the cause of interruptions, he will no longer be our customer..."

HAROLD E. MOLEY — "In modern supermarkets, goods on the shelves must sell themselves. Appearance of the packages is what does this. Our Print*Pak paper for flexible packaging is the best on the market today..."

MALCOLM T. MURRAY — "Altogether, there are some 1500 different sizes, shapes and thicknesses of Bermico pipe and fittings... There used to be 3 producers of fiber pipe with 3 plants, now there are 7 producers and 11 plants in this country. Their annual production would stretch around this world, and there is enough of their pipe underground to go from here to the moon..."

RUSS DOUCET — "You salesmen can help us. Fiber pipe faces intense competition from cast iron and clay. When you hear of local efforts to bar the use of fiber pipe, let us know about it..."

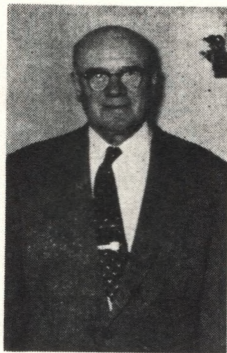
H. A. RAYMOND, JR. — "Resi-Chem has 3 principal products. They are wet strength resins which we sell to the paper industry, adhesives for plywood and furniture manufactur-

URBAN DACIER — "Onco is used in 65,000,000 pairs of shoes made each year..."

BOB CROSS — "Underground wiring for the Nike-Zeus installations in the Far East is all laid with Bermico conduit..."

J. J. McDONALD — "Brown Company's hardwood sulphite pulps were the first in the nation, and are still the best..."

Blanchette Retires



EDDIE BLANCHETTE

Retirement for Eddie Blanchette, formerly Assistant Foreman in the Sulphite Bleachery, means a number of things but idleness is not one of them.

"One thing I want to do," said Mr. Blanchette when we called on him a few days ago, "is travel all around the country. I want to start from Berlin, go down the east coast to Florida, then along the Gulf of Mexico through Louisiana to Texas, across to California, up the west coast to Alaska, and then back home across the great plains."

"But it will be at least a year before I can start on that trip. I've got a lot of things to get settled here first."

Mr. Blanchette comes from a Brown Company family. His father, Joseph Blanchette, who lives on Church Street and is now 90 years old, worked 45 years in the sulphite blowpits and before that, for 12 years cutting lath at the Brown Company sawmill. He finally retired at the age of 72, back in 1943.

Mr. Blanchette's son, Albert is Superintendent of Finishing and Shipping at the Burgess Mill. Another son, Leo, is a former Brown Company Woods Department employee, and the third son, Ronald, also works for the Company.

It was 1914 when Eddie Blanchette came to work for Brown Company, first at the Company Store for 2 years, then for 8 more years at the Burgess Digester House. He left for 3 years to help his father and brothers in the family business, returning to The Company in 1927 as a maintenance piper. Since 1931 he has been employed at the Bleachery.

ers, and polyester resins for molding compounds. One and possibly two out of every three new Fords on the road have our product under the dash..."

CONRAD T. WALDIE, JR. — "We produce enough towels every year to make a path one towel wide and a million and a half miles long..."

BOB CROSS — "Underground wiring for the Nike-Zeus installations in the Far East is all laid with Bermico conduit..."

J. J. McDONALD — "Brown Company's hardwood sulphite pulps were the first in the nation, and are still the best..."

Blue Cross Notice

Remember your 19-year-old children!

When they reach this age, they remain eligible for benefits on their parents' Blue Cross-Blue Shield family membership only through December 31st of this year.

Then they must have a new membership in their own names, and the parent must apply for it.

THE SAFETY SCOREBOARD

PLANT	NOV. 30	OCT. 31	DAYS SINCE LAST ACCIDENT*
Miscellaneous Depts.	1	1	23
Berlin Mills Ry.	2	3	358
Power & Steam	3	2	19
Kraft Mill	4	4	156
Cascade Maintenance	5	5	88
Bermico Operating	6	7	72
Cascade Operating	7	6	7
Onco Plant	8	9	361
Bermico Maintenance	9	11	284
Burgess Operating	10	8	19
Burgess Maintenance	11	12	27
Chemical Operating	12	13	9
Riverside Mill	13	14	16
Upper Plants Maint.	14	10	9
Construction Dept.	15	15	1
Wood Handling	16	16	33

* As of Nov. 30, 1961. Standing is determined by frequency rate of accidents (number of accidents per million man hours worked.)

Chemical Eng. Hired

Harry W. Prendergast, formerly a research engineer at the Linde Company, a division of Union Carbide at Tonawanda, New York, has joined Brown Company as a member of the Chemical Products Division.

Mr. Prendergast is a graduate of Stevens High School in Claremont, N. H. and the University of New Hampshire where he obtained a degree in Chemical Engineering.

Between 1944 and 1949, Prendergast was a pilot in the United States Navy, stationed at Panama for part of this period and assigned to anti-submarine patrol work.

After graduating from the University of New Hampshire in 1953, he became engineer-in-charge of the Vanderbilt Chemical Corporation's plant at South Norwalk, Connecticut. In 1954 he joined the Esso Research and Engineering Company (a division of Standard Oil Company of New Jersey) as process engineer, and in 1956 left Esso to go with the Linde Company.

Prendergast is married, has 3 children, and is living on Main Street in Gorham.

Hodges Back In Bermico

Ben Hodges, who was Production Superintendent at Brown Company's Bermico Mill in Berlin prior to his resignation in June 1959, has returned to the Company. He will be engaged in the design and construction of the new Bermico plant at New Jersey and will become plant manager when the mill goes into production.

Hodges, who is a mechanical engineer and graduate of the University of Maine, spent 4 years in the Army between 1943 and 1946 after graduating from Reading High School in Massachusetts. After his discharge from the service, he attended the University of Maine and in 1951, joined Brown Company in the Central Engineering Department.

In 1953 Hodges became plant engineer at Bermico, and in 1954, became its production superintendent.

Since 1959, Hodges has been employed by Stowe-Woodward, Inc., at Newton, Massachusetts as plant engineer. He is married and has 3 children.

Merry Christmas and A Happy New Year

Guards Get New Togs



Seated, left to right: Oscar Bouchard, William Morneau, Chief of Plant Protection Gustav A. Korn, Henry Bileau, Woodrow Bissett, Sylvanie Riendeau. Standing: Amidee Alonzi, Rene Bisson, Donald Ryerson, Richard Mortenson, Paul Labrecque, Laurier Pouliot, Alex Fontaine, Emil Fillion.



Seated, left to right: Eldred Lorry, Rocco Nicoletti, Forrest Felstead, Maurice Champoux, Henry Riendeau and Omer Valliere. Standing: Edward Devold, Jack Eads, William Hansen, Robert Sherry, Joseph Dubie, Herbert Sheridan.

The 30 members of Brown Company's Plant Protection Department are now in uniform for quick identification, and in keeping with their responsibility as special police officers charged with protection of Company mills and equipment.

Armed with the power of arrest, these men have all been sworn in as special police by Police Chief Herman Olsson, who heads Berlin's 30-man Police Department.

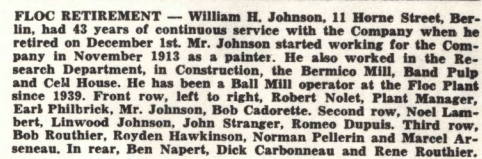
The Brown Company guards are headed by Gustav A. Korn,

formerly a career police officer at Dover, New Hampshire, who came to the Company in May, 1956.

They are responsible for guarding all Brown Company mills and other property owned by the Company in Berlin and Gorham, N. H., and are on duty 24 hours each day, and 7 days each week. Some are stationed at the gates which control access to mills, others patrol buildings, and some are assigned to the Company patrol cars which

cover the mill yard and outlying properties.

In addition, the Plant Protection Department keeps a record of all business or other visitors to various mills, admitting only authorized persons after they have been properly identified and registered, both when entering and leaving the mills. They are also responsible for checking mills, offices and other buildings against the danger of fire or theft, and for patrolling Company parking lots.



One Year Accident Free For Onco And Railroad

Twelve months without a lost time accident—this is the record which has been established by the Berlin Mills Railway and also by the Onco Plant.

No other plant or department at the Company approaches this, although the Bermico Maintenance Group with 284 days without a lost time accident, comes close. In another two months, it too will have gone 12 months without a flaw on its record.

Another contender for a 12-month accident free record is the Kraft Mill, which went 22 full months without a lost time accident, but fell by the wayside last February.

Railroading is traditionally considered a hazardous occupation which makes the Berlin Mills Railway's achievement during the last 12 months even more

remarkable. But as Superintendent Albert Lafleur says — "We are working on safety all the time!"

And it certainly looks as though he means just that.

Onco, which has gone 3 more days than the Railway with its safety record, deserves equal credit, although perhaps the work at the Onco Plant cannot be considered as hazardous.

Cleanliness and safety go hand in hand. When safety record is being looked at, it is always a good idea to look at the cleanliness record at the same time. It is practically impossible to find one at the top, without the other being there also.

Let's watch Onco, the Berlin Mills Railway, and the Kraft Mill to see how far they will go with their present records.



BURGESS RETIREMENT — Albert Vallee, 634 First Avenue, Filler House operator at Burgess, retired December 1st with 44 years of continuous service. Mr. Vallee started with Brown Company on April 6, 1917, has worked in the Burgess Storehouse, Band Pulp, on the Burgess Dryers and also on the screens. During 1961 he was assigned to the Filler House. Front row, left to right, C. A. Cordwell, Mr. Vallee, Fred Hayes, Jr. and Ernest Sanschagrin. Back row, Frank Sheridan, Eugene Washburn, Ted Brown, Nazaire Bergeron and Al Blanchette.