

THE BROWN

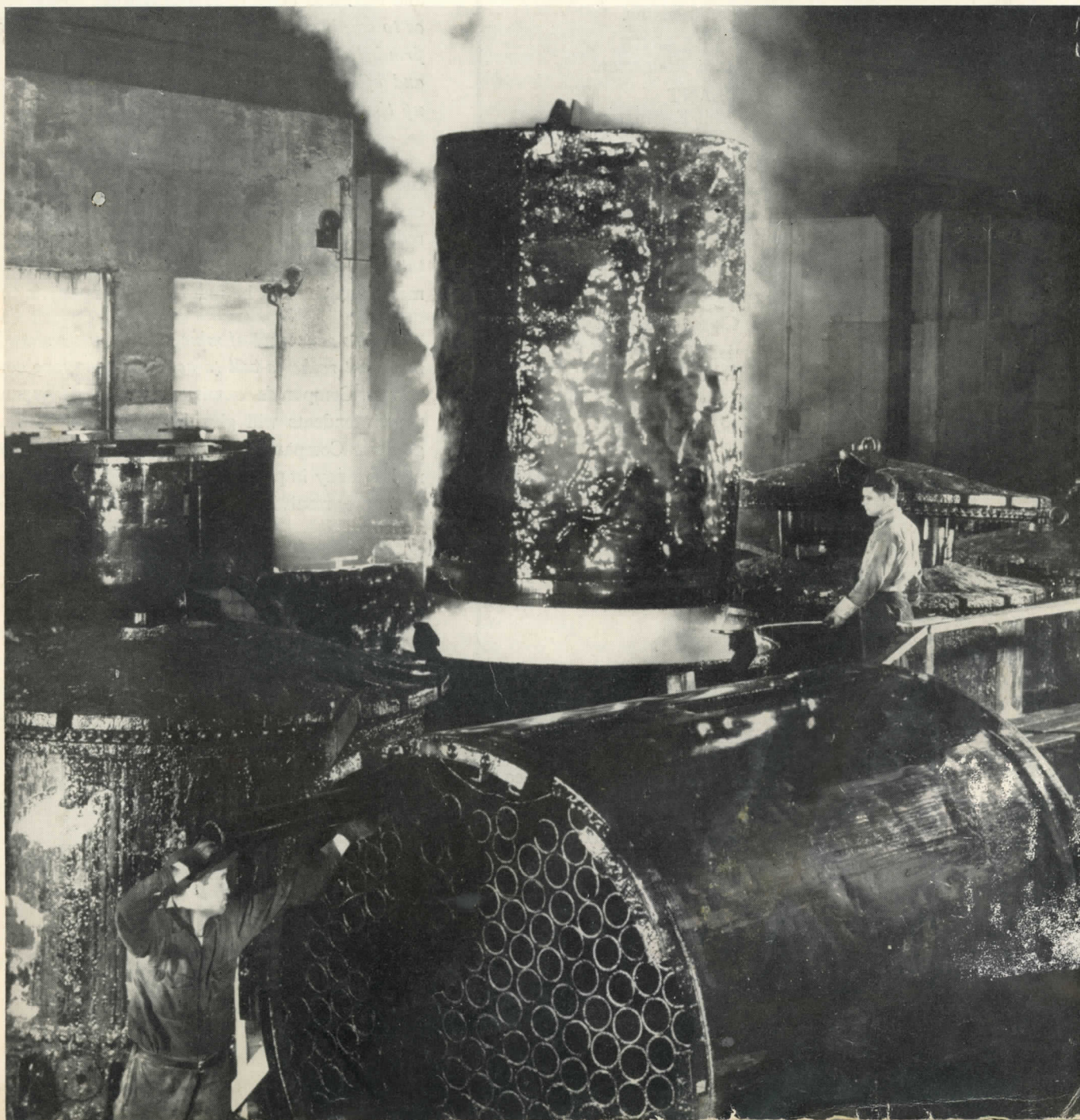


Bulletin

VOLUME 1
NUMBER 3

Published monthly by and for employees of Brown Company
Berlin, New Hampshire

OCTOBER
1952



THE BROWN Bulletin



Published monthly by and for the employees of Brown Company, Berlin, N. H.

Editorial Offices: Public Relations Department.
Telephones: Automatic 208; New England 46, Ext. 9.

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PRESIDENT'S Corner



As this issue of the BROWN BULLETIN goes to press, I have before me the labor contract just entered into between Brown Company and its employees. The fact that we have been able to *work out a contract in a friendly manner* is a matter of great satisfaction to the management group and I hope it is also of great satisfaction to the employee group, who will be the recipients of the increased wages and benefits of the new contract.

Frankly, Brown Company has agreed to wage increases and increased benefits at a time when *its financial condition as to earnings did not justify such action. It was done in the firm belief that it will be possible to increase the productivity and efficiency of the employees and the machines to make up the difference.*

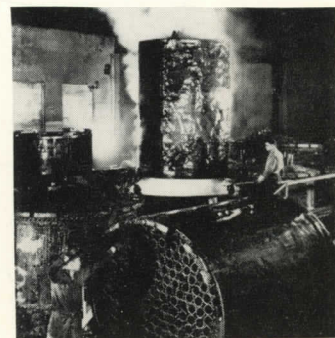
As a matter of fact, during the last few months, not only the demand for most of our products but the prices which can be obtained in the competitive market, have seriously reduced our opportunity to earn enough money to rehabilitate the plants and meet the debt and sinking fund payments, which must be met if the Company is to continue.

This statement of mine is in no sense one of discouragement but rather a call to action to everyone connected with Brown Company's earning capacity. If management and superintendents will give their best, if the employees will give the Company the good day's work it deserves, I have no hesitancy in predicting a successful future here at Berlin. Any other result is not to be considered or given any thought.

General MacArthur said that in war there is no substitute for victory. I will say to you in all sincerity that *in the manufacturing business here at Berlin, there is no substitute for the success which can come to Brown Company along with good working conditions and fair wages.*

THIS MONTH'S COVER

Employees of the Bermico treating department perform an important part of the manufacture of Bermico conduit, sewer pipe, etc. Tubes are being impregnated with coal tar pitch under vacuum in huge tanks and then cooled in water tanks.



VOICE OF AMERICA

Speaks about You and **BROWN COMPANY**



As a result of their visit, an interesting on-the-spot story (in French) of Brown Company and its people is scheduled to be heard by nearly five million people of France as soon as the interviews and actual sounds, which were tape recorded, are condensed into a fifteen minute radio program and broadcast over the facilities of the *Voice of America* from New York City via short wave trans-Atlantic radio to France.

The radio program, produced by Raymond Hauger, special events officer; Rene Erville, reporter; and John Benson, field engineer, all from the State Department's *Voice of America*, is one of a series about the French population of New England, what they do and where they work. This all-inclusive series of programs about New England industry and its French population is designed to "bring America to life for the French listeners of Europe."

Over one hour of on-the-job interviews were recorded at three locations within Brown Company. The wood yard was chosen by the VOA representatives as the first location. Here, Wentworth Brown, Vice-President and Assistant to the President, was interviewed in French as was Edmond Babin, recording secretary of the local Union. While they described the operations which were going on at this location, another microphone was picking up the various sounds of machinery and wood throughout the area. Next, the crew, including Mr. Brown who served as narrator for the entire program, moved into the wood room where the sounds of the conveyors and the chippers were recorded. Marcellin Gosselin was interviewed at this location, again in French, and added to Mr. Brown's description of the operation. The Cascade plant served as the final location for the program.

Three conscientious men have been touring the country for the past three or four months on what is considered to be a most important mission — a mission that is bound to be beneficial to America, to its people and to our American way of life. They are working for the French section of the State Department's *Voice of America* and their important mission is to promote the better understanding of the United States among the peoples of France and to strengthen international relations between the two countries.

Berlin, N. H., its French-speaking people and Brown Company were included in their tour through New England.

Marcellin Gosselin talks to the Voice of America representatives and describes part of our wood handling system.

At the Cascade plant, Mrs. Ralph Peloquin is interviewed by two of the representatives from the Voice of America.





(Above) Broadcasting group describes towel converting at Cascade. (Upper right) Announcer follows log to chipper.

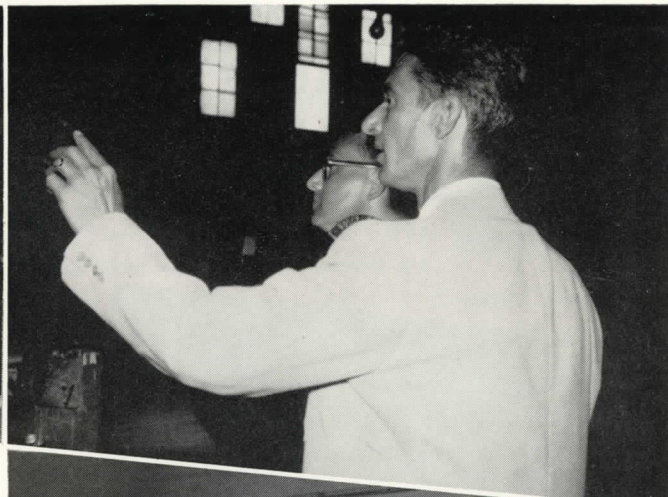
Here, William St. Pierre and Mrs. Ralph Peloquin were interviewed to complete the description of the paper making process at Brown Company.

Thus the *Voice of America* completed another interesting documentary program about another American industry and its French speaking employees.

We have reason to feel proud that Brown Company and its employees were selected to help show what life is in America. We are far from our nation's Capitol and even farther from the center of our country, but we stand as a shining example of how well true Americanism thrives even in the remote corners of our great nation.

Our American way of life and the freedom that goes with it are cherished things in this country. Let us hope that this message is woven into the story which will be heard by five million people of France when the *Voice of America* speaks . . . about you and Brown Company.

Voice of America engineer John Benson was charged with the responsibility of recording sounds and voices.



Wentworth Brown, company narrator for the radio program, discusses the paper making process and towel converting operation with a Voice of America announcer.

Wentworth Brown and Edmond Babin add to the discussion at on-the-job location in the company's wood yard.

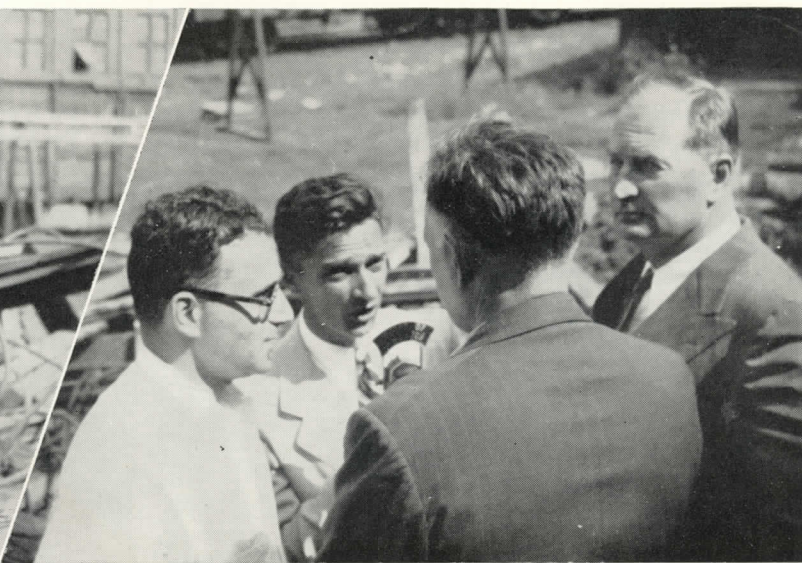
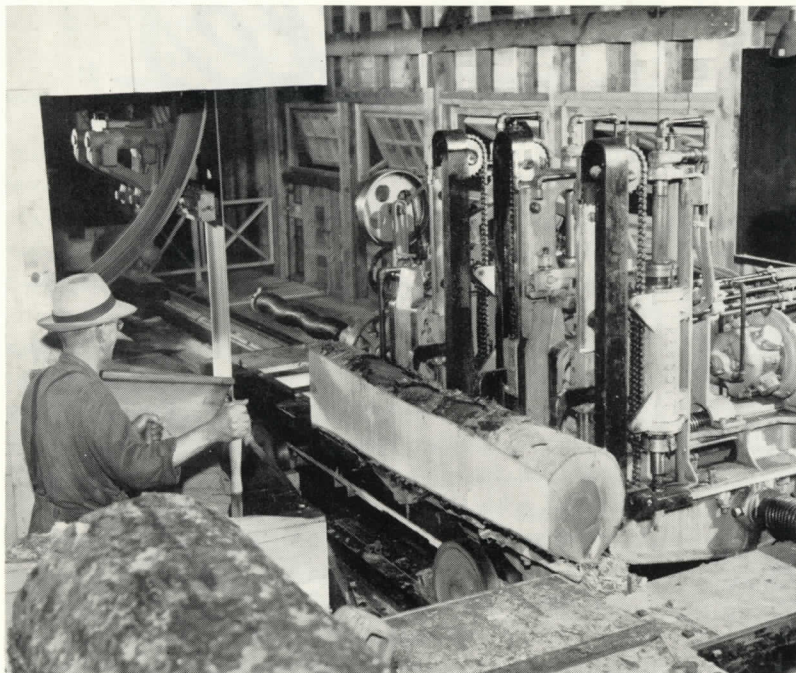
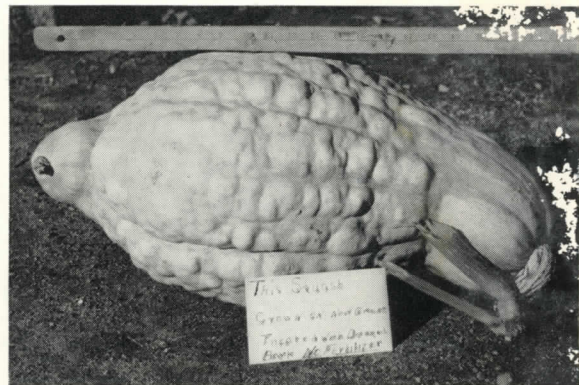
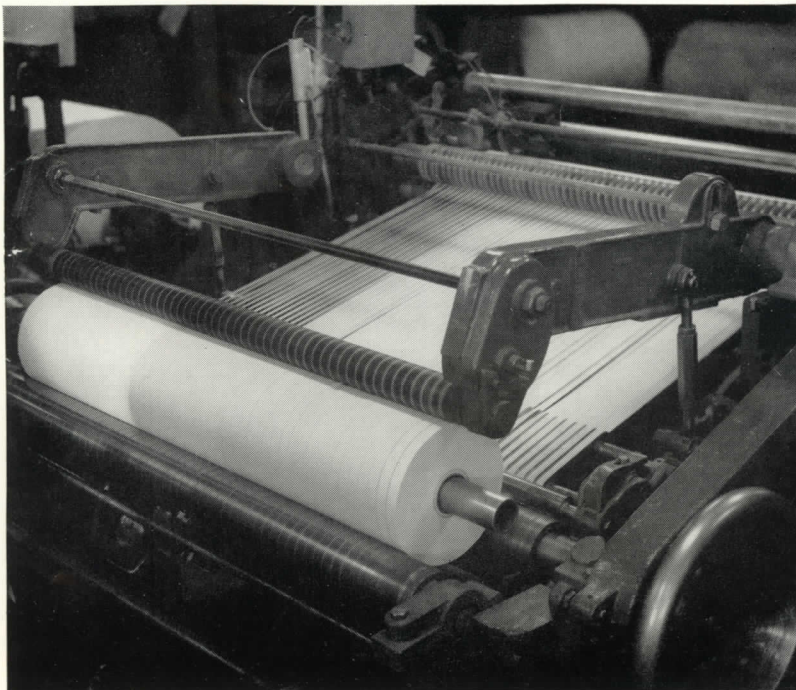


Photo NEWS NOTES



(Above) One of the first logs to enter the plant is shown here as production starts up in the new sawmill. (Below) Here is some communications tape in the process of manufacture at Brown Company's Cascade plant.



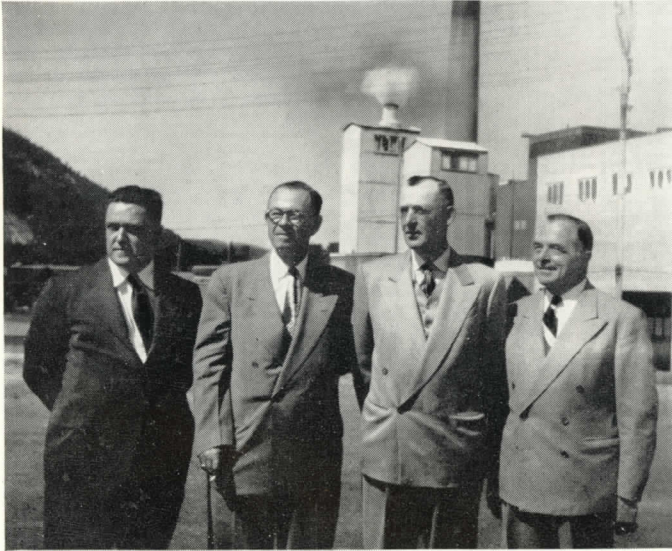
John Ordway's pride and joy! Grown on new land with two inches of bark.



(Above) Jack and the beanstalk! It stands 20 feet high. (Below) Abbott Brook Camps are modern and portable.



Contest Towel Sales!



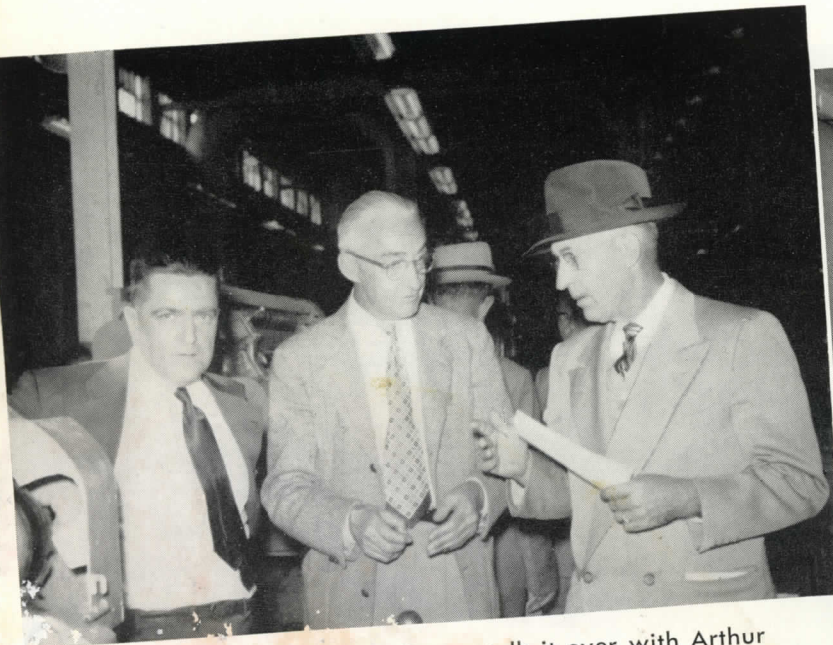
Pictured touring the mills at Brown Company are, l. to r., A. E. "Fred" Sullivan, Plattsburg, N. Y.; Loren Cook, Omaha, Neb.; Lloyd Skinner, Topeka, Kan.; Matt Roll, Cincinnati, Ohio — all contest winners.

Hundreds of salesmen throughout the United States recently went "all-out" to help boost the sale of Brown Company's famous Nibroc Towels. The contestants included Brown Company salesmen as well as representatives from the many distributors throughout the country who handle Brown Company's Nibroc Towels.

A final tabulation of contest results indicated that there were 102 Nibroc Towel Distributors participating, involving 611 salesmen. The contest among the distributor salesmen was set up in two categories and a separate series of prizes was awarded for each category. Prizes were awarded to contestants with the highest number of *cases* sold to new customers and also to contestants who contacted and sold towels to the greatest number of *new customers*.

Nearly 4,500 new Nibroc Towel customers were added to Brown Company's sales records and over 19,000 cases of Nibroc Towels were sold to these new customers during the contest.

Fifty-nine prizes were awarded for total number of cases of Nibroc Towels sold by the contestants and 33 prizes were awarded for new accounts opened.



Fred Sullivan and Lloyd Skinner talk it over with Arthur Sullivan while touring the company's Cascade plant.



The four top winners in the sales contest gather around to watch one of the tests performed regularly at Cascade.

After contest tabulations were completed the two winning distributor salesmen from each category were invited to visit and tour our plants here in Berlin. Later, an informal testimonial dinner was held at the Ravine House to honor the four prize winning contestants. Several Brown Company men were present to welcome and congratulate the star salesmen.

First prize for total number of cases sold to new accounts was awarded to Matt J. Roll, Chatfield Paper Corporation, Cincinnati, Ohio. He lives in Dayton, Ohio. As a young man he was a star left-halfback with the Xavier football team and won the Legion of Honor in the athletic field. Matt was a Marine in World War I and fought in the famous battle of Chateau Thierry.

The winner of second prize for total number of cases was Lloyd Skinner, who works for the Carpenter Paper Company in Topeka, Kansas. Lloyd is an ardent civic worker, particularly in Boy Scout work and spent this year's vacation in New Mexico at a camp for advanced scouting.

The first prize winner in the total number of new accounts classification was Loren Cook, who works for Carpenter Paper Company in Omaha, Nebraska. Loren has established a fine reputation with Carpenter for his successful activity in the Hastings area, since he has no great industrial activity and his volume must come from the smaller type account. He has been with Carpenter for 35 years.

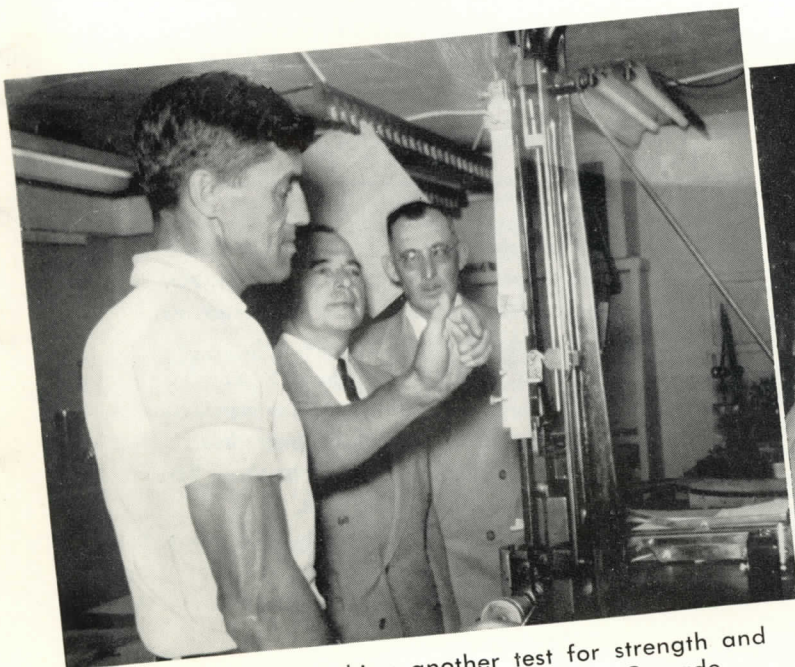
Second prize new account winner was A. E. "Fred" Sullivan, who represents L. H. Buck Company in Plattsburg, New York. Fred's territory is the resort area of upper New York and he does some selling in the City of Plattsburg. He attended Gorham, (N. H.) High School and shortly after graduating, worked at Cascade mill under Arthur Brosius.



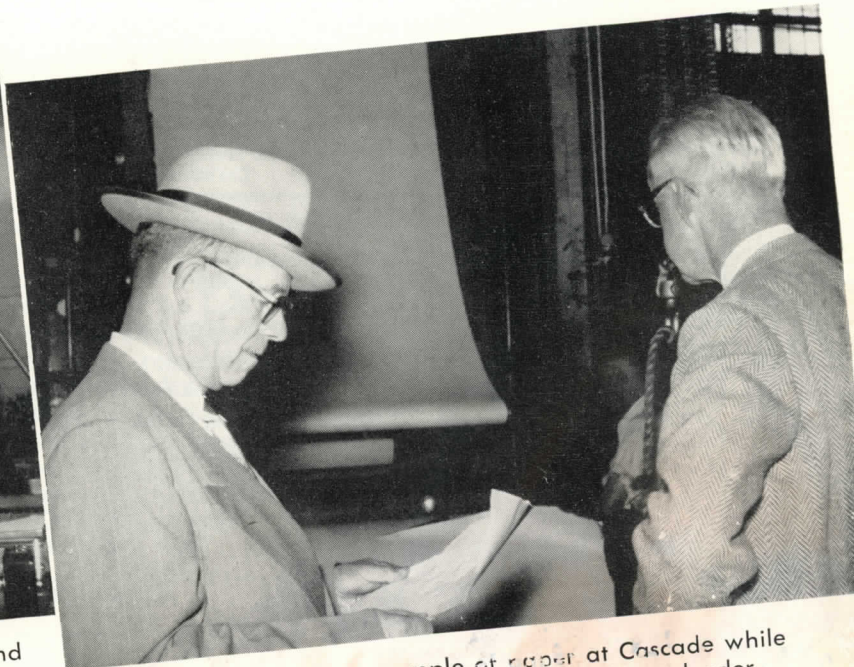
Pictured with two of the salesmen is "Bill" LaRose, Towel Sales Manager, watching operation of towel machines.



Men pictured above are following cases of towels from the towel room via conveyors into boxcars for shipping.



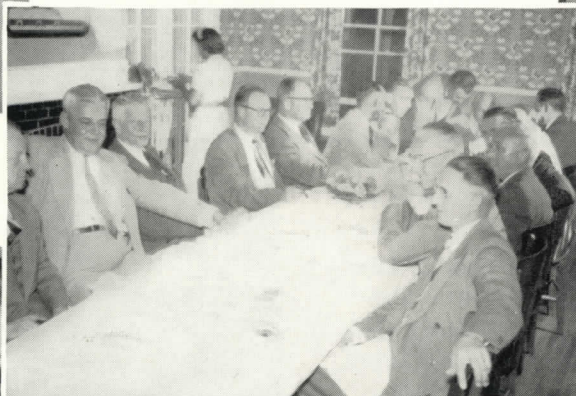
These men are watching another test for strength and quality of paper towels manufactured at Cascade.



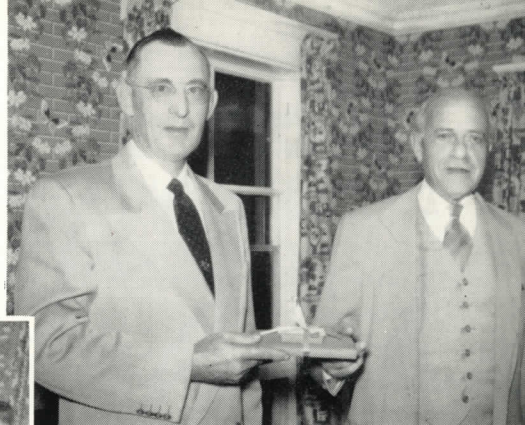
Loren Cook examines sample of paper at Cascade while Arthur Sullivan watches operation at super-calender.



Fred Sullivan
Second prize — new accounts



Four corner photos show Ernest Maling, Vice-President of Brown Co. presenting the contest winners tokens of appreciation from the company for hard work in selling more than their share of towels. (Above) Dinner at Ravine House.



Lloyd Skinner
Second prize — case winner



Matt Roll
First prize — case winner



Loren Cook
First prize — new accounts



Judging from the number of new customers contacted and the quantity of cases sold during this contest, it is quite evident that Brown Company has many star salesmen handling our products throughout the country. And that's something that we shouldn't just pass off lightly. Good salesmen are essential to the successful operation of Brown Company. One of the most important things we can do to help these Brown Company representatives is to back them up as much

as possible by performing our own jobs at top efficiency.

Without good salesmen, we in Berlin would have no work to do, no orders to fill, no jobs to hold. We can continue to produce only if they continue to sell our products. They are among the most important people in our lives whether they're selling our towels, our paper, our pulp, or any of the other quality products manufactured at Brown Company.

Distributor Salesmen

New Customers (Top Ten)

1. Loren Cook, Carpenter Paper Co., Omaha, Neb.
2. A. E. Sullivan, L. H. Buck Co., Plattsburg, N. Y.
3. Robert Wilson, C. F. Hubbs & Co., Mineola, Long Island, N. Y.
4. Bill Coffey, Burkett Paper Co., Amarillo, Texas
5. Irving Iserson, Trade Supply Co., Alexandria, Va.
6. William Hammond, Union Paper & Twine Co., Cleveland, Ohio
7. Brice Applas, Union Paper & Twine Co., Cleveland, Ohio
8. E. J. Fusi, Union Paper & Twine Co., Buffalo, N. Y.
9. John K. Frank, Stecker & Co., Mt. Carmel, Pa.
10. King W. Smith, Trade Supply Co., Alexandria, Va.

Case Winners (Top Ten)

1. Matt J. Roll, Chatfield Paper Corp., Cincinnati, Ohio
2. Lloyd Skinner, Carpenter Paper Co., Kansas City, Mo.
3. Frank Brown, Garrett-Buchanan Co., Philadelphia, Pa.
4. Loren Cook, Carpenter Paper Co. Omaha, Neb.
5. A. E. Sullivan, L. H. Buck Co., Plattsburg, N. Y.
6. Brice Applas, Union Paper & Twine Co., Cleveland, Ohio
7. E. L. Peregrine, Carpenter Paper Co., Billings, Mon.
8. Wilbur Welsh, Monmouth Paper Supply, Highland Park, N. J.
9. T. Krull, Schwarz Paper Co., Chicago, Ill.
10. E. E. Rothstein, Superior Sanitary Supply, Wilmington, Del.

Company Salesmen

Case Winners

- 1st Prize—John B. O'Rourke
2nd Prize—John E. Mullaney, Jr.
3rd Prize—John L. Demgen

New Customers

- 1st Prize—George C. Macdonald
2nd Prize—Sanford E. Head
3rd Prize—William A. Koch, Jr.

BROWNCO NEWS REVIEW

VOLUME I

NEWS OF THE MONTH

NUMBER 3

Brown Company Toured By N. E. Council Group

Some of Brown Company's Berlin operations were included in the recent sixth annual Research Tour sponsored by the New England Council to visit some of New England's industries which were selected because of their competitive positions and noticeable improvement through farsighted industrial research.

Nearly 75 management executives and technical people were escorted through the company's Research and Development department and our Cascade mill to witness some of Brown Company's new developments and operations.

* * *

Band Officers Elected

Officers of the Brown Company Band were recently elected at a meeting held at the Upper Plants Time Office.

James Baldassara was elected President and Sherman Twitchell elected Vice President. Chosen to serve as Secretary-Treasurer was Clinton Bixby while Joseph Basile was elected Librarian.

Felix Pisani was chosen to continue as Bandleader with his assistants being G. G. Micucci and Gene Anderson.

Lucien Langlois and J. Arthur Sullivan will act as Business Managers.

* * *

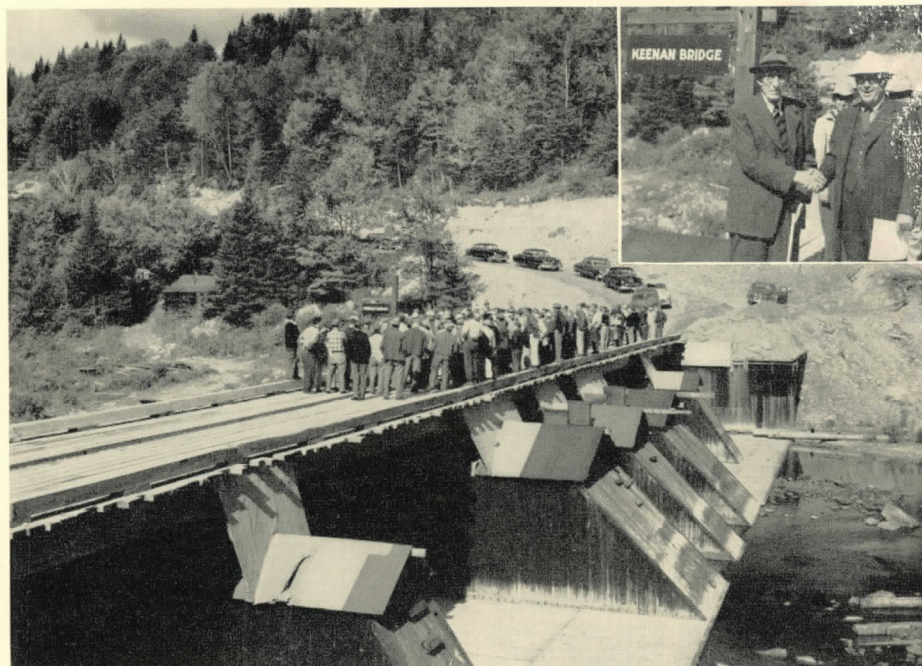
Free Exams Continue

According to a recent announcement by the Medical department, beginning shortly after October 20, all physical examinations which have not been completed will be resumed, but at a reduced rate.

Employees who have not as yet benefited from the company's voluntary health program, available to all employees free-of-charge, will be scheduled, if they wish, by their plant personnel man. According to the records, about 90 employees requested examinations after the Medical department completed its rounds in all mills.

Examinations after October 20 will be held in the Company's Medical department.

Over 1000 employees have already been examined during the 2½ months that the program has been in full swing.



Dedication at the new bridge spanning 170 feet across the Big Magalloway River. The bridge was dedicated to James P. Keenan, formerly Woods Superintendent, (see photo insert). Construction of the bridge and the new 22-mile Parmachenee Forest Road was headed by Stanley Wentzell, Brown Company Woods Superintendent.

Bulletin Enters Exhibit

The American Institute of Graphic Arts Annual Printing for Commerce Exhibition which for ten years has set the standard for excellence in commercial printing has just issued an invitation to our company to submit any of its printed material in their exhibition.

Started before the war and resumed in 1946, the Annual Printing for Commerce Show has attracted entries from most of America's large companies. This year the directors of the American Institute of Graphic Arts feel that to make the final exhibition truly representative entries should come in from every type of industry and business. Brown Company plans to enter the BROWN BULLETIN, our new employee magazine, in time for the judging which starts October 15.

**Vote as you please...
But VOTE**

Two Hundred Attend Woods Field Trip

Brown Company recently conducted its third annual Woods Field Trip for the benefit of more than 200 pulpwood producers, forestry experts, college representatives and executives from allied industries so that they could see at first hand many of the important phases of the company's woods operations.

The group assembled at Magalloway, Maine, to begin the all-day tour which covered some 100 miles of forest land in both Maine and New Hampshire. Over 40 cars were seen by Woods personnel traveling in convoy over a large section of a modern woods highway built by Brown Company and recently named the Parmachenee Forest Road.

Six stops were made during the trip which included an exhibition of the company's newly developed mechanized woods equipment which will someday replace "old fashioned" hand labor as a faster method of harvesting.

(Continued on p. 12)

News

AROUND THE

One Single Vote . . .

Time and again, a single vote has shaped the course of history.

There was the time when one vote elected a President of the United States. Rutherford B. Hayes became President by one-vote margin over Samuel Tilden. And the man on the electoral commission who cast the deciding vote had himself been elected by a single vote cast by a seriously ill person who insisted on being taken to the polls to vote.

A century ago a miller in De Kalb County, Indiana, was persuaded to take time out to vote. He voted for a candidate for the state legislature—who won by just one vote. Later this legislator cast the deciding vote that sent Edward Hannegan to the United States Senate. Shortly after, Senator Hannegan cast the decisive ballot that admitted Texas to the Union.

Aaron Burr, later charged with treason, missed being President by one electoral vote, and in his stead Thomas Jefferson—with whom he was tied in the electoral vote—was named by the House of Representatives.

More recently, one vote in the House of Representatives made the Draft Act of World War II the law of the land.

Which all goes to prove that your vote—every person's vote—is vital. It may be the vote that will tip the scales in setting the pattern of history for years to come.

Make certain you use it come Election Day.



... are in order for John ...
... of the Burgess Main office and ...
... of the Burgess labora-
... was appointed Technical ...
... for the mill on Septem-
... 7, 1952. Bill ... recently named ...
... Secretary ... for the A.P.

The boys in the Lab report that

Leonard Joudrey has made the plunge and is sporting around in a "spankin" new Ford ('47, that is).

Some of the girls in the Burgess Storehouse department namely, Mary Marcou and "Addie" St. Laurent gave Jane Oleson a send-off last week. The girls motored to Lancaster. Jane's helping hand will be missed in the Storehouse.

That "Lil Debbil" Cupid has been at it again! His last dart was tipped with an element of surprise. "Winnie" McNeil and Ray Almand were recently married. Patricia Lawrence is replacing Winnie. We hope Pat will like her new job.

Charlie McKelvey just returned from a 2 weeks' vacation—points unknown.

Pete Ryan journeyed to Boston, Vermont, and New York State on his vacation.

Lawrence Burns was in New Brunswick, Canada, the last week in August and the 1st of September. —It must have been some vacation that kept him home with a lame back on his return.

Chet Veazey and Ed Boutin, at this writing, are in Boston making the most of the baseball season.

"Addie" St. Laurent chose Canada for her two weeks. Canada must wield an evil spell for Addie's father was stricken ill while on vacation with her but is well on the mend at this writing. Addie also swears she ran into a "witch" on one of Canada's highways.

Ted Brown was also on vacation for one week—details unknown.

Les Baldwin recently attended the 3-day Superintendent's Convention in Poland Springs.

"Batch" Connolly gave Burgess a fright with his recent hospitalization following his vacation. "Batch" has returned to us and is as spry as ever—a far cry from the "wild tales" of a collapsed lung. But this is one time that Burgess is grateful for a tale gone wild.

Our sincere sympathy is extended to the friends and relatives of Eugene Bouchard, Dryer room, who died recently.

The yearly Burgess lab outing took place at Dolly Copp Thursday, September 18, with a turnout of 15. The boys feasted on roasted corn and hot dogs plus.

"Jerry" Hogan is back in the Lab

after an absence of two months. "Jerry" seems hale and hearty and we hope to keep him that way.

SERVICEMEN

Leonard Hickey formerly of the Burgess lab is now in Korea and has been assigned to a job in Supply.

Eddie Lacroix formerly of the Kraft Mill office is also in Korea, was recently promoted to Pfc., and assigned to A Company as Company clerk.

Eva Vogel recently received a visit from her son, Richard, who is with the Army Chemical center in Maryland. Dick was up on a week's furlough.



Charlie Johnson of the Maintenance department has purchased a camp at Maidstone Lake, Vermont.

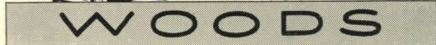
Pauline MacIntyre, our competent news reporter from the Towel room, has been out on sick leave. Everyone wishes Pauline a speedy recovery. At the rate that Pauline hands in news, we should have a special issue upon her return.

Wanted: Either an alarm clock, an accurate watch or an all-day parking area. It seems that a certain gentleman employed in the Storehouse office received a parking ticket the other day upon returning from a trip to his dentist. Oh well, the dentist had to dig so you do likewise.

As forecasted in the last issue, the Cascade "Papermakers" won the Softball Championship in the recent Brown Company play-offs. Their opponents, and very worthy ones, were the Burgess "Pulpmakers." Congratulations to the victors for bringing the Cup to Cascade, and to the Burgess for their keen playing. Now that bowling is the current sport, there is no reason why we should not continue the friendly rivalry between these two mills. Ernie Fournier (who refuses to grow old) claims that he will have not one, but many bowling teams that will be more than pleased to meet the Burgess. No doubt many of the boys that played softball this summer will meet again at the Berlin Community Club when the bowling season is in full swing.

PLANTS

While talking about football the other day, we were reminded of the team that Grantland Rice and some coaches picked as the greatest football players of all time—regardless of position played. We cannot remember the year that they picked these men.—(If we did remember, we would not tell you for fear of giving our age). How are we going to compare the team they picked against the teams of the modern era where the two-platoon system is in effect and the most modern football player plays a position and not positions? Some of the players picked, however, are still active in some phase of football. Here they are, and boy—what a team. Jim Thorpe, Carlisle Indians; Pudge Heffelfinger, Yale; Bronko Nagursky, Minnesota; Sammy Baugh, Texas Christian; Don Hutson, Alabama; Red Grange, Illinois; Mel Hein, Washington State; Wilbur (Fats) Henry, Washington and Jefferson; Ernie Nevers, Stanford; George Gipp, Notre Dame; Tommy Hewitt, Michigan; Cal Hubbard, Centenary.



Vacationing in deep Maine, Ted Kemp of Swampscott, encountered a bit of Pine Tree humor.

A driver came in and explained to the proprietor that John, who should have been right behind him, would be late. He said he had to put a tow on John's

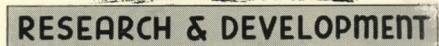
"Hey, John," asked the first driver, "how come you're not eating anything?"

"If I had just a sandwich," replied John, "it would add enough to my load so I'd never get to the end of this haul tonight."

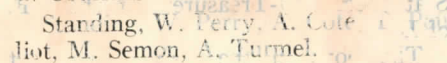


Congratulations are in order for James

Miss Alice Burdett, Boston Office Market Analysis Division, left Brown Company on October 1st for San Antonio, Texas, with the Women's Air Force. After completion of twelve weeks basic training, Miss Burdett will enter Officer's Candidate School.



* * *



Quimby Replaces Noddin

George Craig, Chief Engineer, recently announced the appointment of Irving Quimby to Fire Protection Supervisor for Brown Company. He replaces Clinton Noddin who will soon retire after 51 years of service.

Mr. Quimby first worked for Brown Company at the Cascade digesters in 1937. Five years later, he was transferred to the Engineering department as an apprentice draftsman. In August, 1942 he joined the U. S. Army and after about 3 years of service returned to work for the company's Engineering department.

In his new job, he will have complete charge of all fire prevention and protection for Brown Company.

* * *

Chodoski Has New Duties

The appointment of Edward Chodoski to Assistant to the Plant Engineer, Burgess Maintenance, was recently announced by George Craig, Brown Company's Chief Engineer.

Mr. Chodoski began working for Brown Company in 1946 as draftsman at the Burgess plant and in 1947 was transferred to the Central Engineering department. In July, 1952, he became Master Mechanic, Riverside Maintenance and served in that capacity until his recent appointment.

* * *

New Care Plan

Members of American industry, both employees and executives, are being urged by CARE to support a new phase of the non-profit organization's overseas work.

"Give other peoples the chance to earn their living, too," is the slogan of this CARE program which emphasizes self-help gifts. The familiar CARE food and textile packages Americans have sent to millions of people in Europe and Asia during the past six years still go forth to ease daily wants. But more and more CARE is providing the means of helping people grow their own food, improve their own health, build their own homes, train themselves for a self-supporting job.

"Self-help is the most important task CARE has ever undertaken," says Paul Camy French, the agency's executive director. "Such gifts make sense to both the beneficiaries and the Americans who contribute to CARE, for they bring closer the day when our help will no longer be needed. Equally important, they build goodwill and friendship for all."

Cascade "Papermakers" Take Two Games to Emerge the 1952 Softball League Champs

The Brown Company Softball League season ended with a three-game play off between Cascade, winners of the second round, and Burgess, first round title holders, fighting it out for the League championship. The Cascade "Papermakers" took two out of three games and are now the 1952 League Champs.

The first game was taken by Cascade with a score of 9-4 made possible, among other things, by consistent pitching on the part of Cascade's Keene. Burgess was limited to 7 scattered hits during the entire game. Gendron's home run in the 6th inning was another highlight of the first encounter.

The Burgess "Pulpmakers" took the

second game from Cascade by a score of 7-3 with a rally in the last 3 innings. Third baseman Villeneuve performed exceptionally well for Burgess throughout the entire game and Duguay's hitting added a spark to his team's lead.

With both teams on an equal footing before the start of the third game, Cascade opened up in the first inning with a 1-run lead. During the last half of the second inning, the game was forfeited to Cascade by the umpire for the Burgess team not returning to the field of play. This, according to the umpire, was reason enough for the forfeit as the team members refused, at the umpire's request, to obey the rules of the game.

Robert Henderson Promoted

K. V. Coombs, General Purchasing Agent for Brown Company, recently announced the promotion of Robert Henderson to the position of Assistant Purchasing Agent.

Mr. Henderson began his Brown Company career in 1941 as an employee of Mill Control. In 1942, he entered military service and was assigned to the Eighth Army Air Force as a Lieutenant, was reported missing in action over Germany but later found to be a prisoner of war of the German Government.

Upon his return to the United States, he rejoined Brown Company to serve as Maintenance clerk as the Cascade plant.

In December, 1948, he was transferred to the Purchasing department where he worked as a buyer and in 1951, he became senior buyer, serving in that capacity until his recent promotion.

* * *

Two Hundred Attend

(Continued from page 9)

in Brown Company's history. On display were many types of new mechanical woods equipment which load logs in both long and short lengths on semi-trailer diesel trucks for delivery to the mills here in Berlin.

Lunch at Lost Brook Camp was followed by a speech explaining our new woods operations by President Whittemore.

KEEPING YOUR SOCIAL SECURITY TABS ON

(Timely Notes From The Social Security Field Office, Littleton, N. H.)

RETIREMENTS—Your Social Security office has started work on a company list of retirements at 68 or older under the new plan effective November 1. Company and Union are helping us handle these 70-odd cases smoothly and fast. Interviews are being scheduled in Berlin for late October and early November with those who have not already seen us within 6 months.

DEPENDENTS—When you retire, if your wife is already 65, or if you have a child not yet 18, bring your wife along when you come in to file. Also bring proof of age for such a wife or child, since they may also be eligible for benefits on your Social Security account. We may be able to help you locate needed proofs.

BENEFITS—Larger checks under the new law went early this month to those already receiving social security benefits. Retired workers now get \$25 to \$85 monthly, with payments in proportion for eligible dependents or survivors. The \$85 benefit is already going to several recently-retired mill men, though the average will probably settle down around \$75 a month.

CAUTION—Social Security alone seldom provides for all of anyone's needs, but as reliable cash income which can be pieced out with home ownership, company pension, small savings, or part-time work, it often makes the difference between independence and real want for thrifty older people no longer able to work steadily.

RECREATION and SPORTS

WHY USE A SCOPE SIGHT?



Most people think of telescopic rifle sights as twentieth century gadgets, newfangled niceties like those ventilator holes on the family sedan. But optical sights were in use before our Civil War, and in that fracas snipers used scoped-up rifles to knock generals down off their chargers.

With any type of iron sights, the Rocky Mountain buckhorn or flat-topped leaf, the peep sight on the receiver or

the tang, your eyes are up against a tough problem in optics. With open sights you must focus on three points all at once—on the notch of the rear leaf, the blade or bead of the front sight, and on the target way out yonder.

With a peep, proper aiming procedure calls for letting the peep ring or hole go fuzzy, but the eye is still expected to focus both on a front sight perhaps 30 inches away and on a bull's-eye or a buck's shoulder a hundred yards out. Young eyes can get away with such stunts. Old ones can't, and the eyes of the average guy past 40 have lost much of their power of multiple-distance focus.

With the scope there's no such problem. You look through the glass only at your target; and the reticle or aiming point, be it crosshairs, a vertical flat-topped post, a round dot, or any combination of these, seems to be projected out into space, pasted flat on your target. To hold high for a long shot, you just move that aiming marker where you want it on the animal.

And the target comes in closer. If the scope you're using is a 2½X, the magnification most common for big game use, the bull elk looms up at only 40 yards instead of 100. If it's a four-power, a sheep 200 yards down the slide appears to you at 50. You can see what you're shooting at. The glass will tell you whether that set of legs in the brush belongs to a buck or a doe, because you'll be able to see antlers, if there are any, some 2½ or 4 times as clearly as with the naked eye. You can see what you shouldn't shoot at, too. You've never heard of a hunter being mistaken for a deer by a rifleman using a scope.

SOFTBALL AVERAGES

	G	AB	H	Pct.		G	AB	H	Pct.
Dupuis, Bermico	2	8	7	.875	Collins, Bermico	3	12	4	.333
Poirier, BMRY.	4	14	9	.643	Sylvester, BMRY.	4	13	4	.308
Ferrari, Burgess	5	22	14	.636	E. Gagnon, BMRY.	3	10	3	.300
DeSisto, BMRY.	5	13	8	.615	Keene, Cascade	3	10	3	.300
Arsenault, UP	3	10	6	.600	Roberge, Research	7	27	8	.296
Leclerc, BMRY.	2	7	4	.571	Taylor, Cascade	7	17	5	.294
Sullivan, Research	3	11	6	.545	Houle, Burgess	5	17	5	.294
Bujeau, Burgess	3	15	8	.533	Gendron, Cascade	7	31	9	.290
Cruteau, Cascade	4	14	7	.500	Bouchard, Cascade	9	38	11	.289
Carrier, Cascade	8	36	18	.500	Jordan, Research	9	38	11	.289
Fournier, Cascade	6	22	11	.500	Duguay, Burgess	6	21	6	.286
Therault, UP	2	6	3	.500	Aulie, Research	6	28	8	.286
Poulin, Burgess	2	8	4	.500	Bilodeau, UP	5	18	5	.278
Hamel, BMRY.	2	2	1	.500	Palmer, BMRY.	5	22	6	.273
Bigins, Research	5	21	10	.476	Morin, Cascade	6	19	5	.263
St.Cyr, Burgess	6	19	9	.474	Pike, Cascade	6	24	6	.250
L'Heureux, Bermico	5	17	8	.471	Carlin, UP	2	8	2	.250
Labrecque, Burgess	4	13	6	.462	McGill, Cascade	7	28	7	.250
Hall, Research	8	33	15	.454	Hamlin, Research	3	8	2	.250
Steady, Research	8	39	17	.436	Dube, Bermico	4	12	3	.250
Labonte, Research	5	21	9	.429	Ross, BMRY.	4	13	3	.231
Bonanno, Research	9	40	17	.425	Ottolini, Burgess	4	13	3	.231
Bouchard, Burgess	5	19	8	.421	Girard, UP	5	18	4	.222
Vallee, Research	6	20	8	.400	Alimande, UP	3	9	2	.222
Borchers, Research	7	20	8	.400	Kearns, Bermico	5	18	4	.222
Anderson, Research	6	23	9	.390	Napert, UP	2	9	2	.222
Mullens, Bermico	4	13	5	.385	Albert, Burgess	5	14	3	.214
Villeneuve, Burgess	6	26	10	.385	Dahlquist, BMRY.	4	15	3	.200
Lalande, BMRY.	3	13	5	.384	Adams, Cascade	7	20	4	.200
Buckovich, Cascade	8	32	12	.375	Carrigan, BMRY.	5	16	3	.188
Montminy, Burgess	7	24	9	.375	Riendeau, Burgess	5	13	2	.154
N. Gagnon, BMRY.	5	17	6	.353	Gagne, Cascade	3	13	2	.154
Fisette, Bermico	5	20	7	.350	Roy, Bermico	4	13	2	.154
Payette, Burgess	2	3	1	.333	Guilbault, UP	2	7	1	.143
Ladha, Burgess	2	3	1	.333	Morency, UP	4	15	2	.133
					Richards, Cascade	2	8	1	.125

TEAM AVERAGES

	AB	H	Pct.		AB	H	Pct.
Research	329	128	.389	Berlin Mills Ry.	159	55	.347
Burgess	233	89	.381	Cascade	312	101	.320
Bermico	113	40	.354	Upper Plants	104	27	.260

Charming Rhoda Wetzel who was chosen queen of the annual Gold Coast marathon race demonstrates her flag-waving technique. The banner girl flagged the winner in the two-day Miami - West Palm Beach race.





EVERYTHING IS WEARING OUT

Wherever you are, right now, take a look around you. Whether you're parked in your car waiting for a fellow employee to come out of work so that you can give him a lift to his home, or sitting in the front room in your favorite chair, or whether you're waiting at the time clock for the punch-in hour, you're surrounded by things made by men.

And little by little those things are wearing out. Even as you look at them, they're getting older, growing shabby, getting rusty and starting to decay. Walk down the street and your soles wear down; start up your car and the bearings wear; whittle a stick and your knife grows dull.

The truth is that if it's made by man, it's wearing out. For example, the men who carved the Sphinx out of stone may have thought their work would defy time and the elements. But though it still stands awesomely in the Egyptian desert, the wind and the sand have eaten its nose away. It was made by man, and it's wearing out.

You know how to slow down the wear of the things you own. You polish your shoes so the leather won't scuff and wear out too fast. You paint your house so the wood won't rot. You grease your car to ease the friction.

Sure, it is possible to slow down the wear. But it is impossible to stop it. You should probably start thinking about how you're going to replace the things you own that are wearing out. You should, but probably you don't. The truth is, most of us don't make many definite plans to replace the things we own.

But suppose you had as big a replacement problem as Brown Company has. Guess you'd have to do plenty of planning and even more saving. All the things Brown Company owns—the tools and machines and buildings we use every day—are steadily wearing out.

If we're careful how we use them, and keep them greased and polished, we can make them last longer. But no amount of care will make

them last forever. Everything needs to be replaced sooner or later. And because of the big sums of money involved (factories cost many times what houses do, and a paper machine, for instance, costs a thousand times as much as an automobile), the company has to save up against the day when replacement will be needed.

This saving on a regular schedule is what accountants call "depreciation."

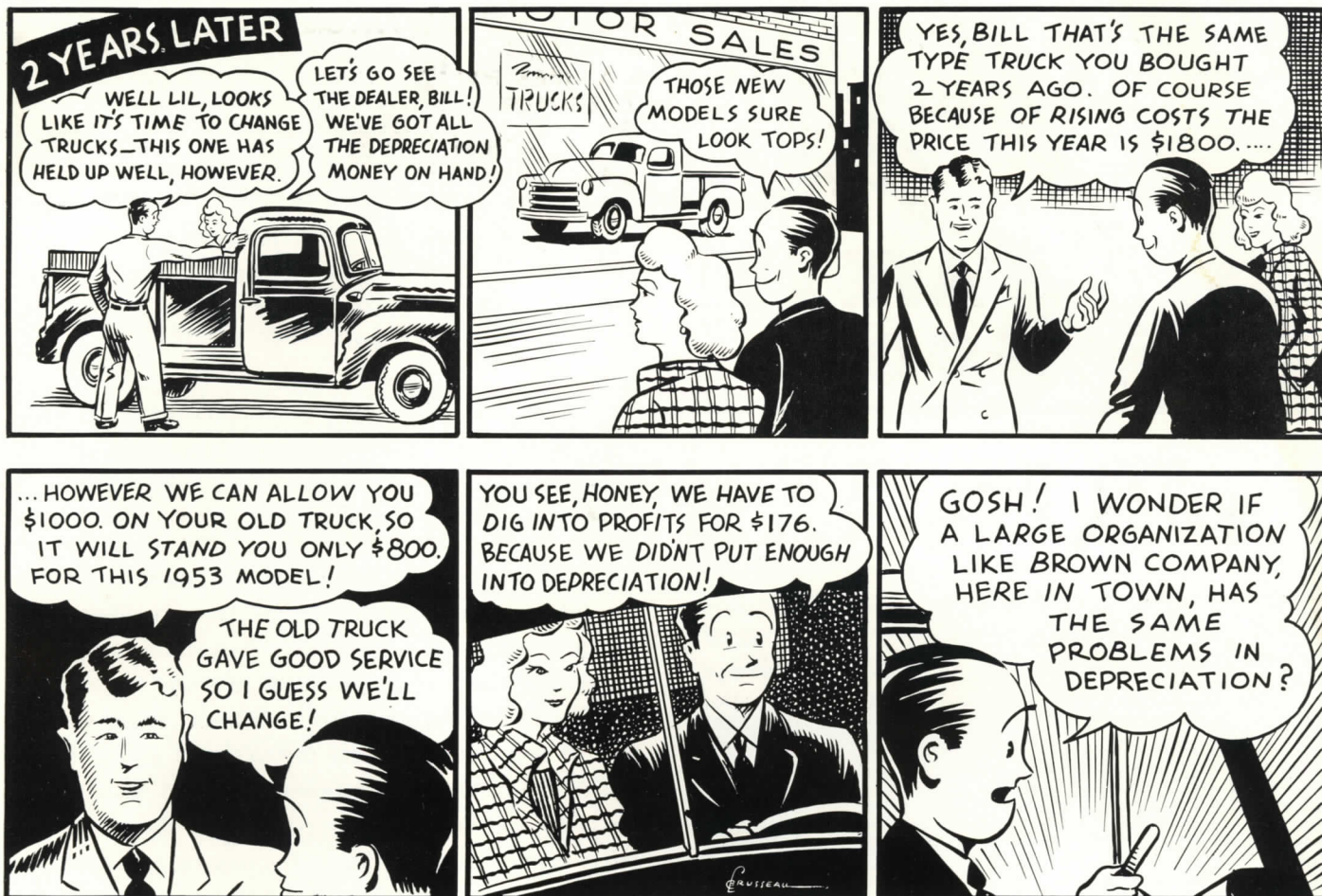
When the company puts a new machine into use—whether it's a paper machine or a power saw, a typewriter or a towel converting machine—it figures up how long it ought to serve the company efficiently. Then, a little at a time, the company sets up a reserve so that when the useful life of the machine is over, it will have provided enough to buy a new one.

At least, that's the way it's supposed to work. In practice, it isn't quite so smooth.

We know how much the machine cost us. And from our experience over the past years, we have a pretty good idea how long it ought to last—unless someone comes along with a lot better way to do the same job, and we have to junk the machine long before it's worn out. This is often necessary to compete with other manufacturers who produce products similar to ours.

You'd think all we'd need to do would be: divide the cost by the years the machine would last, and provide that much every year. If we had a \$20,000 machine and we figured its life would be 20 years: \$20,000 divided by 20 would give us \$1,000 to save each year. One thousand dollars a year for 20 years and we've got a reserve of \$20,000. We're ready to buy a new machine to replace the old one that's worn out.

But there are a couple of catches to all this. First, prices keep going up. The machine we paid \$20,000 for in 1932 may cost us \$40,000 in 1952. Then the amount we've



provided is only half enough to replace the old machine. All these years we should have been saving \$2,000 a year instead of \$1,000.

You might ask why we didn't look ahead and see that with prices going up all the time, we'd need to have more depreciation set aside. Well, we would, but here's where the second catch comes in. Uncle Sam won't let us. The Federal government tells us how much we can put into depreciation, and won't let us put in any more.

Why? Well, the amount we provide for replacing old equipment has to come out of the money we take in from the sales of our products. If we put it in depreciation, it doesn't show up as profit. It really isn't profit, of course; it's a necessary expense.

It's important both to shareholders and employees that there should be enough money on hand to keep the company's equipment in the best shape possible. Important, because it means the security of the money they have invested, and of their jobs.

But the more you put in depreciation, the smaller the figure that shows up on the books as profits. Taxes come out

of profits. Anything that lowers profits, lowers taxes too.

That's why Uncle Sam tells us how much we can put in depreciation. And although he lets some utilities set their rates on the amount it would cost to replace their equipment at today's prices, he only lets paper mills save up what their equipment cost in the first place. And it isn't enough.

That's why, when Brown Company plunged into its high cost improvement and expansion program, it had to look elsewhere besides its depreciation account to find the money for it. It had to use a big part of the profit earned in these years to pay for the improvements.

Yes,—a big part of the *profit*. But actually, by the best accounting methods, that should never have been called profit at all. It should have been put into depreciation in the first place.

To keep a business sound, you've got to be able to keep your plant up-to-date, in first-class condition. You can't win in the 1952 market with 1902 mills. That's why it's necessary for Brown Company to improve its plants no matter where the money comes from.

For the Girls

THE CARE OF HATS

Save your hat by putting it on as a milliner does . . . ease the crown gently into place with the palms of your hands.

Between wearings put felt and fabric hats away in hat boxes or on stands with well padded coverings. Then cover. Keep straw hats in boxes because hat stands tend to push straw crowns out of shape.

Brush hats after each wearing . . . and before if necessary. Once dust settles into a hat it is practically impossible to get it out. Brush felt hats with a rubber sponge made for that purpose . . . or use a soft-bristled hat brush.

Brush fabric hats with an ordinary clothes brush, or if silk, a piece of cloth. Dust straw hats with a piece of old velvet or other soft fabric. Once in a while use the fabric brush attachment of a vacuum cleaner if you have one.

Freshen veils and flowers by holding them over steam from a teakettle. Or press veils between two sheets of wax paper. If you get a hat rain-soaked, dry it at normal room temperature on a well-padded hat stand. Brush felt hats only when they are thoroughly dry. Fur felts will not shrink. A wool felt hat may have to be reconditioned professionally before you can wear it again.

Felt, suede, and winter fabric type hats need to be put away in the summer where dust and dampness cannot reach them.

* * *

FOOD ECONOMY

Saving on food not only means spending less, but using every thing you buy as well. Following are some hints that will enable you to use your foodstuffs to a maximum degree:

Fresh greens should be covered when placed in a refrigerator to avoid drying out.

Keep bread in a cool, well-ventilated bread box.

Don't peel vegetables and then let them soak in water. Use a small amount of water when cooking; one fourth to one-half cup is sufficient for most vegetables if you regulate the heat so the water doesn't boil away.

When preparing meat, fish or poultry, avoid high temperatures to guard against undue shrinkage.

Prepare vegetables just before cooking and cook with their skins on whenever possible. This keeps them away from air and reduces loss of vegetable content.

Adjust your cooking — and servings — to the family appetite. Throwing food away is just as much a loss as if you paid higher prices for the food you use.

YEAR ROUND SNOWBALLS

You'll love these snowballs of ice cream, rolled in snowy white coconut, served with or without a sauce.

Conduct a quiz on party desserts, or any others for that matter, and — dollars to ice cream — high on the list of favorites would be — that's right, ice cream.

Take, for example, the delectable little Coconut Snowballs with Cherry Sauce, which we show here. The cherries make it a natural, of course. It's perfect — especially, if you serve the ice cream in individual heart-shaped molds, or in one large heart. And, not just incidentally, the combination of ice cream, tart red cherries, and delicate coconut is colorful, party-ish, and delicious.



COCONUT BALLS WITH CHERRY SAUCE

5 cups (2 No. 2 cans) red sour pitted cherries,
(packed in syrup)

1 cup sugar	2 tps. lemon juice
$\frac{1}{4}$ cup cornstarch	1 qt. vanilla ice cream
$\frac{1}{8}$ tsp. salt	1 cup shredded coconut

Drain cherries and measure juice, add water to make 2 cups, if necessary. Combine sugar, cornstarch, and salt in saucepan. Add cherry juice and water gradually, stirring constantly. Cook over low heat until mixture is thickened and clear, stirring constantly. Add lemon juice and cherries. (A few drops of red coloring may be added.)

Just before serving, scoop ice cream into balls and roll in coconut. Top with sauce. Make

TOM TRICK

FUN DETECTIVE by DALE



PUT 21 TOOTHPICKS ON THE FLOOR...HAVE A PAL PICK UP 1, 2 or 3... THEN YOU DO THE SAME... YOUR PAL TAKES ANOTHER TURN ETC.... THE ONE WHO PICKS UP THE LAST TOOTHPICK, **LOSES!**

HERE'S HOW TO WIN... COUNT THE ONES YOUR PAL PICKS UP... THEN YOU ALWAYS PICK ENOUGH ADDED TO HIS TO TOTAL 4... LIKE THIS.... HE PICKS 3... YOU PICK 1... HE PICKS 2... YOU PICK 2...



CAN YOU FIGURE THIS ONE OUT?

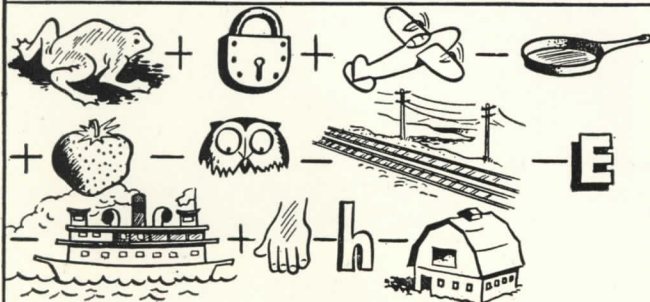
HOW MANY ANIMALS ON A FARM IF ALL ARE BUT 2...

IF ALL ARE BUT 2...

IF ALL ARE BUT 2...!

ANSWERS...
RIDDLE: TOTAL OF 3... 1 HORSE, 1 SHEEP AND 1 PIG.
RIGHT WORD: PIRATES B-O-O-Y.
BASIS OF G-O-L-D, SHIP THEY S-A-N-K, SAILORS WALK THE P-L-A-N-K.
REBUS: FROG+LOCK+PLANE - PAN+STRAWBERRY - OWL - JACKS-E-FERRY+HAND - H-BARN = G-O-L-D.

ADD and SUBTRACT the letters to find out what **PIRATES LOOKED FOR!**



LONG AGO

ALWAYS LOOKED FOR



AND WHEN A THEY

THEY MADE THE WALK THE

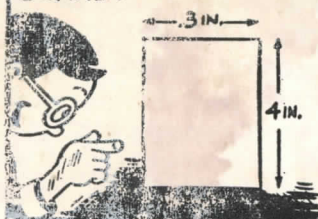
PUT IN THE RIGHT WORDS AND FINISH THE RHYME.



DO-IT

CASTAWAY SOLITAIRE

1. Cut 24 CARDS from medium weight CARD BOARD.



2. On one card put a multiplication problem ... on another, put the answer.

6 x 3 = 18

3. Print on more problems until all the cards are used.

3x3	9	6x3	18
3x4	12	6x4	24
3x5	15	6x5	30
3x6	18	6x6	36
4x3	12	7x3	21
4x4	16	7x4	28
4x5	20	7x5	35
4x6	24	7x6	42
5x3	15	8x3	24
5x4	20	8x4	32
5x5	25	8x5	40
5x6	30	8x6	48

HOW TO PLAY!!

1. SHUFFLE CARDS..
2. LAY 8 CARDS FACE UP IN 2 ROWS...
3. EACH TIME YOU SEE A PROBLEM AND ITS ANSWER, YOU CAN COVER BOTH CARDS... (LIKE THOSE CIRCLED) KEEP ON UNTIL ALL CARDS ARE USED... IF YOU PLAY IT RIGHT, THE ANSWER FOR EACH PROBLEM WILL BE FACE UP AT THE FINISH.

3x3 18 24 5x4
6x3 9 4x6 20

-DALE



You've probably read or heard this story before, but have you paid any attention to it? Did you realize when you tossed the story aside that it contained information which was vitally important to you and your family? Will you do me a big favor? Will you read this one?

One of the most important duties of a good American citizen is to register and vote every Election Day. The real test of our democracy in action is the interest shown by the citizens in going to the polls to cast their ballots. In the national elections of '48 when a record vote was cast, 27,000,000 Americans couldn't vote because they weren't registered. Be sure this doesn't happen to you.

What's so depressing about the situation? Well, — a lower percentage of eligible voters have taken the trouble to vote in recent elections than 50 or 100 years ago, when the problem of getting to the polls was far more difficult. Evidently, the early pioneers prized the right to vote more than present-day citizens.

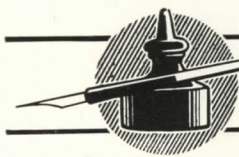
What's responsible for the general lack of interest? For one, we don't seem to have any genuine interest in public affairs. The second important reason for the small interest in elections and in politics is the low plane on which some of the campaigns are "fought." Some candidates take leave of their good manners, their sense of fairness and their intelligence, and run up and down the countryside beating tom-toms and uttering sheer nonsense.

Most of us seem to be forgetting that the power of the American citizen's vote is his power to remain free. If enough of us fail to use that power, our nation *cannot* remain free. When a minority rules a nation, and continues to rule, its numbers shirk and its powers expand until there exists a dictatorship and individual freedom disappears.

If we place a value on our personal freedom and on economic progress for ourselves and our families we had better register and vote to help make 1952 the biggest voting year in history.

You may register in Berlin during the middle of October. Actual dates will be announced in the "Berlin Reporter."

Jim Hickey



With PEN & INK

BY LOU BILODEAU



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BERMICO[®]

SEWER PIPE

LIGHT!



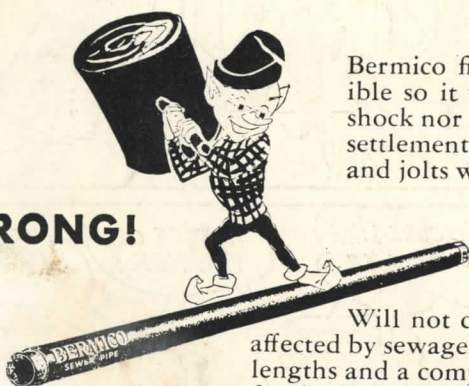
Bermico is a wood fiber pipe, impregnated with pitch. It is exceptionally light in weight, and easily handled and assembled.

Bermico fiber pipe has tapered sleeve joints which are root-proof, water-tight, will not pull apart or get out of alignment. A few hammer taps seal joints permanently, and no joining compound is needed.

TIGHT!



STRONG!



Bermico fiber pipe is sufficiently flexible so it will not shatter from traffic shock nor rupture as a result of uneven settlement of the subbase. Absorbs jars and jolts without chipping or splitting.

Will not corrode, scale or tuberculate. Unaffected by sewage, acids, alkalies. Convenient 8-foot lengths and a complete line of bends and couplings for fast, economical assembly.