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Brown Company, Berlin, N. H.

VOL. I No. 8 BERLIN, N. H. TUESDAY, MAY 4, 1948

PUBLISHED BY AND FOR THE EMPLOYEES OF BROWN COMPANY

## 35 ENGINEERS OPEN PULP AND PAPER CHEMISTRY SERIES

### Research Men Among Leaders

Thirty-five Brown Company engineers met at the Community Club last Wednesday evening for the first of seven weekly discussions on pulp and paper chemistry.

Arranged by the Training Department, the discussions are being led by four members of the research and development staff — R. A. Webber, Edward Fenn, Harold Titus and Philip Glasson — and Fred Schelhorn and Ted Brown, technical control supervisors at Cascade and Burgess mills.

The opening session was a review of the principles of chemistry by Mr. Fenn.

Subsequent meetings will include discussions of principles and applications of chemical engineering, the sulphite process of pulp making, paper making and processes and products of the Chemical Plant.

Those enrolled in the discussions include John Mullaney, George Martin, Guy Sargent, Robert Riva, Arthur Taylor, Warren Locke, Leslie Baldwin, George Craig, Willard Baker, Boley Thomas, Robert Wilson, Everard Willoughby, Edward Chodowski, James Eadie, Ralph Young, Richard Sloan, Shirley Webster, Irving Quimby, George Hardy, William Reekie, Richard McCormick, J. E. Kingsbury, R. M. Browning, A. C. Coffin, John Butler, Geoffrey Elliott, Donald Smith, Harry Sullivan, Rene Heroux, Clarence Ashcroft, Walter Hastings, Gilbert Lepage, Harry Gilbert, Norway Johnson and Thomas Thompson.

## SEVERAL ACCEPT POSITIONS HERE

A number of new people have joined Brown Company during recent weeks.

Willard Baker has accepted the position of maintenance superintendent at Cascade Mill. A University of Maine graduate, Mr. Baker formerly was with the Great Northern Paper Company.

John B. Butler, a graduate of Pomona College in Claremont, Calif., has joined the company as a design engineer. Previously he was associated with the Barber Colman Company and Kimberly-Clark Corporation. During the war he was with the radiation laboratory at Massachusetts Institute of Technology.

## Garden Plots At Thompson Farm Again Available

Garden plots will be available to Brown Company employees again this year at the Thompson Farm.

If you would like to have the use of one of these plots you may apply at the Company Relations Department.

The usual fee of one dollar will be charged for each plot to cover the cost of plowing and harrowing.

Remember: It's thrifty to grow a garden.

## FLY-TIERS MEET WEDNESDAY NIGHT

### Experts To Show Tricks Of Trade

Do you want to learn to tie flies that will really lure the fish your way?

If so you'll want to attend a meeting at the Community Club, Wednesday evening, May 5, at 7:30 p.m.

This meeting is in answer to a request from more than 35 employees for some sessions for fly tying.

It is expected that several experts will be on hand, including Ralph Rogers, Elton Gendron and Joe Rivard.

Among those who have expressed an interest in fly tying are Ray Mitchell, Myles Standish, Elmore Pettengill and Ray Conway of the Woods Department; Charles Ray, Earl White, Albert Wheeler, Donald Bilo-deau, John Keating and Ed Clark of the Riverside Mill.

George Lambertson, Walter Purington, Joseph Roy and George McLain of the Cascade Mill; Richard Ramsay, Edward Fenn, William Anderson, Michael Agrodina and Victor Beaudoin of the Research Department; Levis Holt, George Wilkinson and Rosaire Labbe of the Tube Mill.

Sam Montminy, Fred Moreau, Robert Arnesen, Phil Beaudoin, Edmond Delorge, Lewis Melanson, Roger Dignard, Val Albert, Roland Melanson and Henry Lacroix of the Burgess Mill.

Edward Chodowski, Gordon Clark, Ralph Young and Ralph Rogers of the Main Office; Arnold Hanson and Jack Rodger-son of the Company Relations Department.

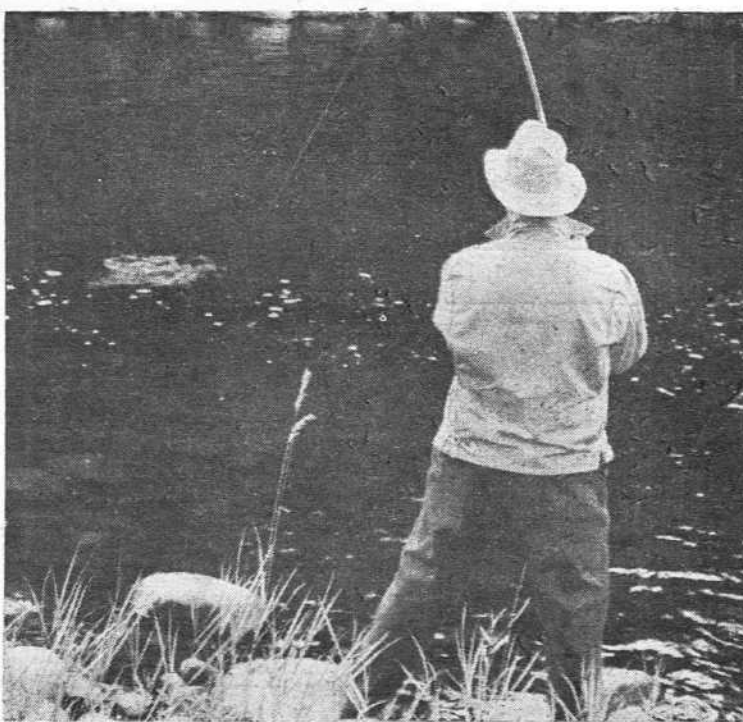
Walter Hastings, a Clark University graduate, has accepted the position of industrial engineer. He previously was with Parker and Harper Manufacturing Company in Worcester, Mass.

Alvin Pringle comes to the

Continued on page FOUR

# Office Bowling League Round Winners Open Play-Offs Next Monday; Finals Listed May 13

## ARE YOU IN HIS SHOES?



This might be entitled "Portrait of a Brown Company employee, May 1948." Scores and scores of people wet lines over the week-end as the fishing season got into high gear.

## Sportsman's Club Again Sponsors Fishing Contest

Isaac Walton's followers are out in full force this week.

They are heading for the brooks and streams of the North Country, rod and reel in hand, seeking out the haunts of the crafty trout.

The fishing season is in full swing.

And as the curtain rose on the fishing scene, the Brown Company Sportsmen's Club announced that once again it is sponsoring its annual fishing contest.

### May Be Worth Prize

That big squaretail or rainbow, salmon, pickerel or horned pout may be worth a few extra dollars to you.

Each month, cash prizes of \$2.50 will be awarded to the Brown Company employee who brings home the heaviest fish of the following kinds: salmon,

squaretail trout, rainbow trout, pickerel and horned pout.

Second prizes of \$1.50 and third prizes of \$1 also will be given each month.

In addition, there is a special prize for the month of May.

An extra prize of \$2.50 will be awarded this month for the heaviest fish of any of the above kinds weighing more than two pounds.

### These Are Rules

Here are the rules for the contest:

1. Opening date of the contest was May 1. Closing date will be August 31.
2. The contest is open to all Brown Company employees.
3. All fish entered in the contest must have been caught in waters of Coos County.
4. Official weights will be taken at Curtis Hardware Store during store hours only. Official weighers will be Adelard Bouchard and Ira Larocque.
5. Weighers will not divulge any weights of fish until the end of each month, when regular notice will be published.
6. One person may receive no more than one prize in each month.

## MEN FROM FOREIGN LANDS VISIT HERE

Visitors from all over the world are seeing what goes on within Brown Company.

Among the latest visitors to the Berlin and Cascade plants have been men from Switzerland, Portugal and Finland.

Within a few days it is expected that a group from China, birthplace of all paper, will come here.

The Swiss gentlemen made their visit here with a former Brown Company employee, A. J. Barea, who is now with the Castle and Overton Company of New York. Mr. Barea worked in experimental papers here about 15 years ago.

Continued on page FOUR

## ELIMINATIONS RUN IN GIRL'S LEAGUE

### Men's Rules Same As Last Year's

Round winners in the Office Bowling leagues will open their play-off series for league titles next Monday, it was announced this week by Arthur Sullivan, supervisor of employee activities.

Semi-final matches to decide division champions will be held Monday, Tuesday and Wednesday, with matches scheduled at both 5:15 and 7 p.m.

### Finals May 13

League champions will be decided Thursday evening at 7 p.m., when division winners will meet for the finals.

Because of a difference in number of rounds, the play-offs in the Girls' League will be conducted a bit differently than last year.

The schedule and alley assignments for the play-offs in both the Men's and Girls' Office Bowling League will be found on Page 3.

The girls are rolling four rounds this season. Therefore, the play-offs will be run as eliminations. Winners of Round One will meet winners of Round Three, while winners of Round Two will meet winners of Round Four.

To decide division champions, the winners of the first match will meet the winners of the second match.

In the Men's League, last year's rules again will be in force. Each team will roll two matches.

One point will be scored for each high string and one for high total in each match. The team which amasses the greatest number of points in the semi-

Continued on page THREE

## CHESS CLUB MEETS CANADIAN TEAM

### Plays In Match At Windsor Mills

Brown Company's chess team was scheduled to make its first "road trip" Saturday.

Nine members of the club left by car for Windsor Mills, Canada, and Saturday night were due to meet players representing the Canada Paper Company.

It is expected that later in the spring, the Canadian club will come to Berlin for a return match.

Although Brown Company's club has had several matches by mail with outside opponents, this is the first time since the club's organization in 1947 that members have met another team face to face across the board.

The Brown Company offense came from more than one direction. In addition to the people from Berlin, Leon Gervais of the La Tuque mill was entered in the competition.

Scheduled to make the trip from Berlin were President Edward Fenn, George A. Day, Richard McCormick, Alvan Googins, Ben Hoos, William Simpson, Marion Ellingwood, Harold Titus and Joseph Lundblad.

The local club also was due to visit the mills of the host company and to be guests of the company at dinner.

# Brown's Costs High, Earnings Low In Comparison With Competitors'

Editor's Note: This is the third in a series of articles based on material contained in the 1947 Annual Report of Brown Company.

How did Brown Company compare with other pulp and paper companies in 1947 on a dollars and cents basis?

### Answer Another Question

Before you can answer that question you have to answer another: What is a good way of making comparisons?

At first it might seem that a good way would be to take net earnings of various companies.

But that does not necessarily tell the whole story.

For example, Company A might sell \$1,000,000 worth of its products and have net earnings of \$50,000.

Company B might sell \$1,500,000 worth of its goods but because of old equipment its costs of making these products might be higher than those of

Company A. Therefore, even though its sales might be half again as high as those of Company A, its net earnings might still be \$50,000—the same as Company A's.

Actually, Company A would be the stronger company. Because of modern equipment and methods it would be able to make as much money as Company B by selling only two-thirds as many of its products.

The per cent of sales which net earnings represent, then, makes a good "index" with which to make comparisons.

The chart on Page 4 shows a comparison of 14 companies, including Brown Company. The companies were selected as those that are most nearly like Brown Company.

The chart shows that the average of 1947 earnings in relation to sales was 11.1 per cent.

### Brown Below Average

The 1947 figure for Brown Company, including its Canadian

operations, was 6.6 per cent.

Thus, Brown Company's earnings represented 6.6 per cent of the company's total sales. The average earnings of 14 companies represented 11.1 per cent of total sales of the 14 companies.

Only one of those competitors had a lower per cent. The others all had higher per cents, ranging from 7.9 per cent to 26.7 per cent.

One of the big reasons Brown Company stood so low on the list during the last year was the condition of its plants.

The company did not compare favorably with the big majority of its competitors because costs of manufacturing its products were much higher.

But progress is being made. The new mill and the new paper machine will be of major help in improving the Company's position. Other modernization work in Berlin and in La Tuque also will help.



# THE BROWN BULLETIN

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Brown Company, Berlin, N. H.  
Editorial Offices: Company Relations Department.  
Telephones: Automatic 379; New England 46, Ext. 60.

## STAFF

**Pulp Division**  
Alfred Arsenault  
Buster Cordwell  
Paul Grenier  
Mark Hickey  
Adam Lavernoch  
Leo Leblanc  
**Cascade Mill**  
Ernest Castonguay  
Buster Edgar  
Leroy Fysh  
Julia Harp  
Ray Holroyd  
Alice Hughes  
Robert Murphy  
Violet Pare  
Lucille Pike  
Lucille Tremaine  
**Research Department**  
Thelma Neil  
**Reporters-at-large**  
Angus Morrison  
Earl Philbrick  
Jack Rodgerson  
**Tube Mill**  
Thomas Clark

**Main Office**  
Roberta Devost  
Nina Kluchnick  
**Power and Steam**  
Charles Enman  
**Chemical Plant**  
Arthur Goyette  
George Lafleur  
**Woods**  
Patricia Nollet  
**Onco Plant**  
Charles Sgrulloni  
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**Staff Cartoonists**  
Leo Leblanc  
Jack Rodgerson  
**Staff Photographer**  
Victor Beaudoin  
**Portland**  
Doris Smith  
**New York**  
Blanche Fox  
**Circulation Manager**  
Helen Bouchard  
**Editor**  
A. W. (Brud) Warren

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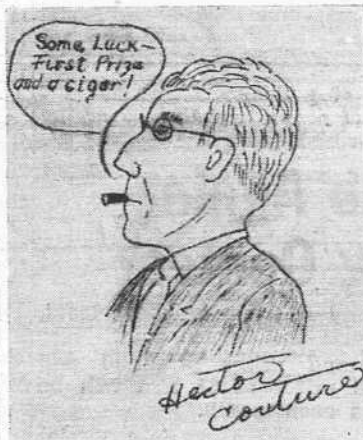
May 4, 1948

## CHEMICAL MILL EXPLOSIONS

In the fourth issue of our get acquainted program, we wish to introduce: John Briggs and George Roy of the storehouse, Charles Fountain, chart and errands, Frank Bartoli, William Forbes, Leo Marcotte, Harold Vashaw, operating yards, Eugene Lauze, strong soda bleach, Fred Roberge, caustic loading, Joseph Vallo, cylinder inspector, Albert Turcotte, foreman of maintenance yards, William Baker, Joseph Cote, George Durocher, Carl Anderson, Guido Mattassoni, Leif Jensen, Henry Bertin, George Vaillancourt, Albert Dube, maintenance yards, Joseph Charest and Edward Croteau, cleaners, maintenance yards.

The number one affair of the month took place on April 10, when Betty Pilgrim was united in marriage to Jim Marquis. After the wedding a reception was held at the St. Barnabas Hall. The hall was decorated with plants and beautiful cut flowers. Our artist and punch maker, Tony St. Hilaire, had the punch bowl in colorful green and orange color. The bride looked exquisite in her grey suit and the groom looked most happy at the outcome of the affair. The Chemical Plant boys and girls were present all decked out in their finest. Mr. Gill sang "My Little Gypsy Sweetheart" and Donald Marquis of the Floc Plant led the group in singing. A most enjoyable time

was had by all and as the train time drew near, the boys headed for the station to see the couple off. Charles Anderson handed the bride a gift; then came the shower of rice and confetti; then many cheers, good luck, and goodbye, and the train carried the happy couple towards their air castle for a happy honeymoon.

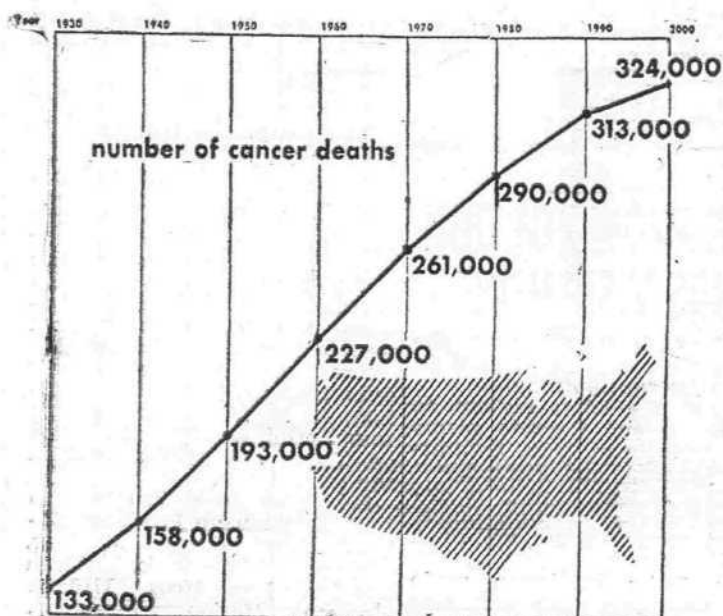


Hector Couture of the Electric crew attended the Fish and Game banquet at Ste. Anne's Parish Hall last week. Much to his surprise his name was the first to be called for a prize.

George Reid sent Leon Seveigny to see "Mac" McLaughlin and explain to him the condition of some of the equipment so that "Mac" could send a repair crew to

unless we act...

## CANCER DEATHS WILL RISE



The number of cancer deaths has increased steadily since 1900. Shown here are the number of cancer deaths for 1930 and 1940, and the estimated number of deaths in 10 year periods from 1950 through 2000 which will prevail if the

AMERICAN CANCER SOCIETY  
STATISTICS DIVISION  
AT BEAVER STREET  
NEW YORK 4, N. Y.

## IN MEMORIAM

### PAUL PRATHER

Paul Prather, the southeastern representative of Brown Company for Nibroco Towels, died recently while on a trip to Tampa, Florida.

Mr. Prather had been with Brown Company since May, 1940. He was well liked by the distributors he serviced, a number of whom attended the funeral services which were held in Monroe, Ga.

straighten out the trouble. Leon entered "Mac's" office, introduced himself, and then started to give "Mac" the saddest story (about his tanks and pumps) that has been heard this side of Brooklyn. "Mac" was deeply touched by the state of affairs, and immediately sent a crew to repair the trouble. The person who overheard and saw this touching scene says that Seveigny should have been an actor, instead of wasting his talents on tanks and pumps.

The fishing season is on and the smelt rush is underway. Art Goyette picked five strong, rugged men to venture to Success Pond to bag their first limit of smelt. The five companions were taken along in case the jitney decided to head for the woods. But all went well and everyone got his limit of the little fish. All were happy until the next morning when Art inspected his catch and noticed that most of them had hard white lumps in and around the body.

After taking them to the lab for a microscopic examination, one fellow decided that these fish had been so cold that the eggs had frozen. Another one suggested that they had hardening of the arteries. Someone else said it was nothing to worry about, that the reason for this was that the fish in Success Pond had a bump on themselves. However Art couldn't be convinced so he examined each and everyone of them and threw the ones with the lumps away. My, my, what a waste.

We are sorry to hear that Gene Lauze is ill. We hope you will be up and around real soon, Gene. Don't forget smelt season is on and Charlie is most anxious for the yearly smelting party.

The water in the river and surrounding brooks will take a sharp drop after May 1. Everyone in the plant is going fishing and if they catch all the big ones that got away last year, the water is sure to drop about a foot.

Henry Pelky of the Caustic Plant has returned to work after being out for the past four months. Glad to see you back, Henry.

We wish to express our deepest sympathies to Richard Christiansen, whose wife passed away April 14.

Mr. and Mrs. Jim Marquis (Betty Pilgrim) wish to thank all Chemical Plant friends for the wedding gifts and remembrances, and all those who helped in any way to make their wedding such a pleasant one.

Arthur Vezina is out this week due to illness. Sorry to hear this, Arthur. Hurry up and knock old man sickness for a loop.

Some people up here at Chemical Plant are wondering whether Dave Marcotte is going to be a railroad man or take over George Gale's job. It seems that one day last week Dave was seen in front of the office waving his arms back and forth this way and that, to some of Gale's men, whom, you can be sure were quite puzzled at his actions. They didn't know whether Dave was giving them instructions on how to be an electrician or if he was practicing railroad signals. Upon further investigation they found that all Dave wanted was someone to open the office door for him.

You people have heard of the hot foot. Well, Wilfred Erickson got it the other day, only it wasn't his foot. Wilfred was walking to work, when all of a sudden he smelled smoke. He looked around him everywhere but to no avail. He couldn't find it. It wasn't long before he could feel it though, right in his pocket. It's going some when you have to light a fire in your pocket to keep warm. Were you that cold, Wilfred?

Since 1776 the American forests have produced 2,200 billion board feet of forest products—enough to build fifty million homes, 12 million farm buildings, 2 million schools and libraries, 600,000 churches and

## BURGESS BLOTS By Leo R. LeBlanc



Pointers from Portland

### BY DORIS E. SMITH

With this issue, we are inaugurating a new type column, the purpose of which is to present to those women who, like myself, are combining their jobs of home-making and working for Brown Company, some of the various short-cuts, household hints, etc., which have come my way. We hope it will be of interest to all the women readers, and even though most of the items contained herein will be of matters pertaining to the home and cooking and the like, we shall try to include an item here and there for the men.

#### Any Ideas?

It would be appreciated if any of you who have ideas and suggestions along these lines would send them to me here at the Portland Office, 465 Congress Street, and I will endeavor to use them whenever possible. If you want your name printed along with your suggestion, just let me know, and I'll see what can be done about that.

Here are a few "Household Hints" for this issue:

For those of you who still use "Oleo", like we do, I wonder if you have ever tried adding one teaspoonful each of salt and sugar before blending in the color? It really improves the flavor and makes it taste more like the real thing—butter. Also, if you have an electric mixer, try using it to blend in the color and you will be amazed what a wonderful help it can be.

Have you found out by experience, as I did, that if you "stack"

pancakes they get soggy? Try serving them right from the griddle. Some difference!

For you who like lemon with your hot tea, did you ever try cutting the lemon in wedges rather than slices—it will squeeze without squirting, if you do.

The next time you have a finger of a glove or mitten to repair, try slipping a marble in the finger first and you will find the job much easier.

Try brushing butter-milk biscuits with one tablespoon each of egg yolk and milk which have been blended together, for that golden crust.

If you like ginger cookies, try coating the tops with a swish of egg white scooped from the bottom of the broken eggshells, to make the top of the cookies glisten.

The next time you give a birthday party, put a cup-cake at each individual's place and put a single candle in the top. It adds a lot to the decoration of the table, especially if each cup-cake has been frosted with colors to match the other birthday decorations. Children especially like the idea of having a candle of their own to blow out while the guest of honor is blowing out all those on the big birthday cake.

Let me know if you would like favorite recipes included in this column. Also, let me know if you want this type of column continued. If so, don't forget to send me your ideas and suggestions.

## SALES DEPARTMENT IN REVIEW



JOHN A. ELTON

John A. Elton, manager of the Foreign Department, has acquired his entire business experience in foreign trade. After five years in the steamship and forwarding business, he joined the Aluminum Company of Canada and later served as assistant

He joined Brown Company in March, 1946, and is in charge of foreign distribution of all the products of Brown Company and Brown Corporation.

Mr. Elton has a wide acquaintance in foreign trade circles in this country and abroad and has travelled extensively, particularly in Latin America. Although he makes his headquarters at 500 Fifth Avenue, his duties require him to visit Brown Company agents and customer in many foreign countries. During the past year he has made trips to Europe and Mexico. He has just returned from a visit to Brazil, Puerto Rico, and Cuba.

A resident of Ridgefield, New Jersey, he is active in community affairs, and is a member of the executive committee of the Police Athletic League and the Taxpayers Association.

He is a member of the Export Managers Club of New York and has recently been appointed a member of the Export Committee of the American Paper and Pulp Association.

### NEW YORK OFFICE

We were sorry to have to say farewell to Mrs. Olga Ferrari of the Export Sales Division. Catherine Keegan, formerly of the Tubular Sales Division, has



# Nitric Captures Pennant In Research Bowling Loop

Nitric nailed up the pennant in the Research League last week.

The team of Don Rano, George Morin, Mike Agrodnia and Albert Hickey finished league play with an 18 and 6 record, six full points ahead of second-place Sulphuric.

Hydrochloric was in third spot with Acetic in fourth.

Nitric assured its championship with a 3-to-1 win over Acetic. Sulphuric downed Hydrochloric by a score of 4 to 0 in the other match of the week.

Three men wound up the season by bowling strings of 100 or better. They included Ray Roberge (102), Mike Agrodnia (101) and Harold McPherson (100).

FINAL STANDINGS		
Nitric	18	6
Sulphuric	12	12
Hydrochloric	10	14
Acetic	8	16

Results  
Sulphuric 4, Hydrochloric 0  
Nitric 3, Acetic 1

## ACCOUNTANTS TOP RESEARCH KEGLERS

A five-man team from the Accounting Department, like Caesar, came, saw and conquered the other night.

They met a team from the Research Department on the Community Club bowling alleys, and came through a three-string match with a 1400-to-1322 victory in total pinfall.

The team of Warren Oleson, Burt Corkum Jr., John Stafford, Leon Dubey and Billy Oleson took the first string by a 484-to-429 count and the second by a 463-to-447 score.

But things weren't so easy in the last one. The accountants edged through with a bare two-pin victory, 448 to 446.

Billy Oleson was top man with 106, 113 and 92, for a 311 total. Warren Oleson was runner-up with 101, 99 and 109 for 309.

Top man for the Research team was Ray Roberge. He started comparatively slowly with an 87, but jumped to 98 and 106 in his final two strings.

## RESEARCH DATA

Harold McPherson spent last week in Boston with his family.

We wish to welcome Florence Maurars, Collette Saucier and Pauline Garneau to the Research Department. They are our new part time stenographers from Notre Dame and Gorham High.

R. A. Webber was in Rochester, New York, visiting Eastman Kodak Company on business last week.

Ed Fenn has been very busy these days getting his chess team ready for their match with the Canada Paper Company which took place in Windsor Mills, P. Q.

Mr. and Mrs. G. A. Day spent a week in the South recently.

The Research bowling league held a banquet at Emma's to finish up their tournament. A

## PLAY-OFF SCHEDULE

This is the schedule for the play-offs in the Office Bowling Leagues during the week of May 10:

### MEN'S LEAGUE

#### Division A

Monday, 5:15 p.m. 1 & 2 Sergeants vs Seamen  
Tuesday, 7:00 p.m. 3 & 4 Sergeants vs winner of third round  
Wednesday, 5:15 p.m. 1 & 2 Seamen vs winner of third round

#### Division B

Monday, 7:00 p.m. 1 & 2 Lieutenant Generals vs Rear Admirals  
Tuesday, 5:15 p.m. 3 & 4 Lieutenant Generals vs winner of third round  
Wednesday, 7:00 p.m. 1 & 2 Rear Admirals vs winner of third round

#### Finals

Thursday, 7:00 p.m. 1 & 2 Winner of Division A vs winner of Division B

### GIRLS' LEAGUE

Monday, 5:15 p.m. 3 & 4 Dartmouth vs Cornell  
Tuesday, 7:00 p.m. 1 & 2 Notre Dame vs winner of fourth round  
Wednesday, 5:15 p.m. 3 & 4 Winner of Monday match vs winner of Tuesday match

#### Division B

Monday, 7:00 p.m. 3 & 4 Princeton vs Maine  
Tuesday, 5:15 p.m. 1 & 2 Princeton vs winner of fourth round  
Wednesday, 7:00 p.m. 3 & 4 Winner of Monday match vs winner of Tuesday match

#### Finals

Thursday, 7:00 p.m. 3 & 4 Winner of Division A vs winner of Division B

delicious turkey supper was enjoyed.

Pulp, in itself, has no use, being solely a raw material.

## MAIN OFFICE MUSINGS

Joan Hinchey is now working in the Credit Department. Theresa Montplaisir is working for Ralph Locke, replacing Joan. Replacing Theresa is Jackie Beach from the Industrial Relations Department.

We were sorry to learn of the death of Barbara Thompson's grandfather, which occurred in Laconia.

Alyce Bass is taking her vacation this week. We're all sure you'll have a good time, but here's wishing you one, anyway.

Mary Griffin was operated on for tonsils last week. Hope you'll be back and feeling "fit as a fiddle" again very soon, Mary.

Dr. A. E. Hanson spent the latter part of last week in New York on business.

We were sorry to hear of the death of Olive Hamlin's father, last week.

F. M. Gorman, Personnel Department, was in Boston last week interviewing prospective trainees for Brown Company.

Earl Philbrick is now installed in the Company Relations Department, new desk and all. Welcome, Earl!

The girls' rest room in the Woods Department has been moved from upstairs to downstairs. The change is definitely for the better and has been welcomed by all concerned.

## BURGESS

The deisel engine on the daily freight coming in every day has been creating a lot of attention lately. All men coming and going to the Storehouse should stop, look and listen before crossing the B & M railroad as it really comes fast.

Lin Condon of the storehouse is ill at the Clinic. We are all pulling for you, Lin, and we all hope you will recover soon.

Mary Marcou was rushed to the Clinic and remained there for three weeks under observation. Luckily she did not have to undergo an operation. The people of the Storehouse Department are all glad to see her back on the job again.

Joseph Vaillancourt says visitors are now welcome to the Refrigerating Plant. Fellow employees, why not take a look in. It really does look good.

"Chickey" Olmstead of the Burgess Curve Room has accepted a position in Lenox, Mass. She has been employed here for the past two years. We all wish her best of luck. Laura Hook will replace her. Welcome Laura.

Madeline Rivard is out on sick leave. She was at the St. Louis Hospital under observation for a few days and is now home.

Lois Eaton has been substituting at the Storehouse office for

## PURDUE VICTOR IN GIRLS' DIVISION A

### Other Winners Still Unsettled

Purdue captured Round Four in Division A of the Girls' Office League last week, shading Dartmouth by a slim one-half point margin.

Both Purdue and Dartmouth won their matches by 4-to-0 counts, but the former had the advantage of going into the final match with a half-point lead over Dartmouth in the standings.

Brown, which had been tied with Purdue the week before, dropped four points in the last match.

As of Friday morning, things were still unsettled in Division B. All four top teams were scheduled to bowl Thursday night, but these matches were postponed.

Princeton can take the title if it takes at least one and one half points from Maine.

In the Men's League there still remained another week of bowling.

Two teams were in the running in each division as of Friday morning. The Privates held a two and one-half point margin over the First Lieutenants in Division A and can salt the title away by taking two points this week.

Things were closer in Division B. At week's end the Ensigns were only one point ahead of the Sergeant Majors.

They need a combination of four points won to cinch the crown.

### MEN'S OFFICE LEAGUE

Division A		
Privates	27	9
First Lts.	24½	11½
Seamen	22½	13½
Sergeants	22	14
Teer. Sgts.	20½	15½
Majors	19	17
Second Lts.	18	18
Corporals	17	19
Colonels	14½	17½
*First Sgts.	13½	18½
Master Sgts.	8½	27½

Division B		
Ensigns	26	10
Sgt. Majors	25	11
Admirals	19½	16½
Lt. Colonels	17½	18½
Rear Admirals	15½	20½
Brig. Generals	14	22
*Generals	14	18
Commanders	13½	22½
Commodores	12	24
*Captains	12	16
*Vice Admirals	7	25

\*Does not include Friday night matches.

### GIRLS' OFFICE LEAGUE

Division A		
Purdue	18½	9½
Dartmouth	18	10
Brown	14½	13½
Bates	8	16
Cornell	7	17

Division B		
*Princeton	21	8
*Colby	18	6
*Maine	16	8
*Yale	12	12
Ohio	11	13
Holy Cross	11	17

\*Does not include Friday night matches.

## PLAY-OFFS

Continued from One  
finals will enter the finals.

Each men's team must bowl two matches, even if a team has won two rounds.

**Open Dates Possible**  
This may result in some open dates. For example, should the Sergeants win Round Three in Division A of the Men's League, there would be no match Tuesday evening, May 11, in the Division A play-offs.

The same sort of thing might result in the Girls' League. For example, should Princeton win the fourth round in Division B, it would not bowl Tuesday.

Again, if Princeton should win the fourth round and also defeat Maine in the first match of the semi-finals, it automatically would become the division champion.

In other words:  
When the rounds end this week, fill in the names of the winners in the play-off schedule. If one team, then, is scheduled to meet itself, that match will be eliminated.

Because of the number of teams bowling, it will be necessary to roll some matches at 7 p.m.

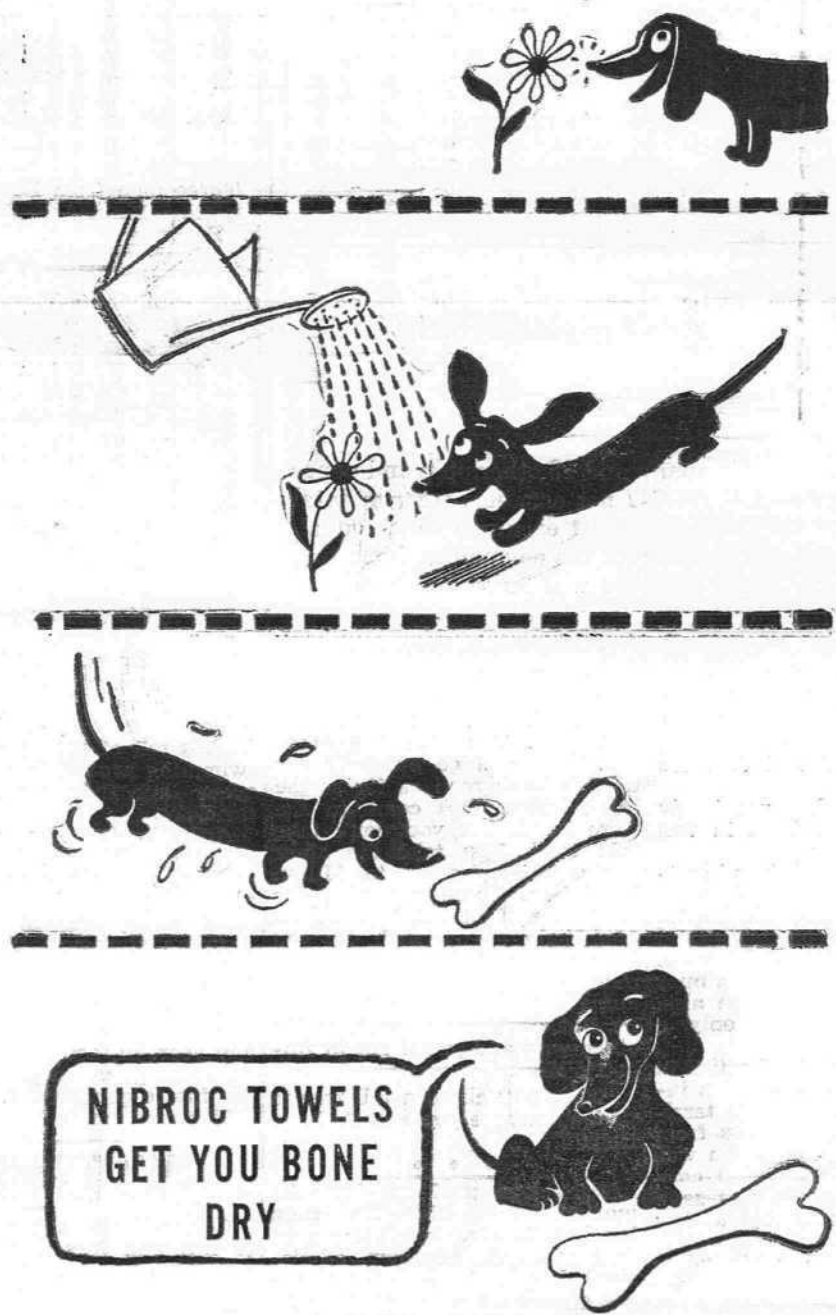
No handicaps will be used in the play-offs.

With this exception, and the exception of scoring in the Girls' League, the play-offs will be run under regular league rules.

pulp inspection job in the Burgess Main Office this week, replacing "Eddie" St. Laurent.

"Eddie" St. Laurent will take on new duties in the Woods Department this week as secretary to Mr. Schanche.

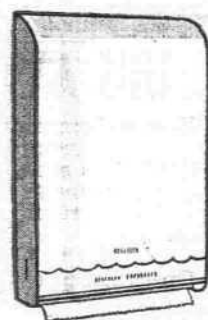
Of all sad words in sound or ink, the saddest are: "I didn't



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DRY

### WE'D LIKE YOUR HAND ON THIS . . .

In fact, your two hands... dripping wet. Then try Nibroc. See how this towel wipes bone dry... first try. In using Nibroc, management pays less for towels employees like more... Nibroc is pleasantly soft in use and dries without leaving lint. Ask your distributor about Nibroc Towels or write us at 500 Fifth Ave., New York 18, N. Y.



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BROWN COMPANY

FOREMOST PRODUCERS PURIFIED CELLULOSE



## BONDS SURE WAY OF SAVING MONEY

### Payroll Plan Open To All Employees

The greatest peacetime Savings Bond campaign in history is in full swing this month.

It is the nation-wide U. S. Security Loan drive, designed to help combat inflation—and to help insure the personal financial security of Americans.

Once again Uncle Sam is reminding the people of the Androscoggin Valley that "your security is America's security" and that one of the best ways to make this security a reality is to buy bonds through the payroll savings plan.

#### Savings Reminders

Here are a few points as reminders:

1. Money saved through payroll savings is "money that grows"—you get it all back plus an extra dollar for every three dollars invested over a 10-year period.

2. Payroll savings are a sure way of saving because your money is saved for you before you have a chance to spend it.

3. Payroll savings is the most convenient plan. You do nothing—except save money.

4. Payroll savings is the only way in which you can buy Savings Bonds on the installment plan.

About 1450 people in the company are buying bonds regularly through payroll savings.

If you are one of these, you may want to increase the amount you are saving.

If you are not one of these, you may want to start systematic savings.

If so—you may get a blank from your paymaster in the mill. All you have to do is fill it out, sign it and leave it at the time office.

This is an idea of how your savings grow:

If you invest \$1.25 each week you will have \$65 at the end of one year, \$334.11 at the end of five years and \$719.11 at the end of 10 years.

If you invest \$2.50 each week you will have \$130 at the end of one year, \$668.97 at the end of five years, \$1,440.84 at the end of 10 years.

If you invest \$3.75 each week you will have \$195 at the end of one year, \$1,004.20 at the end of five years and \$2,163.45 at the end of 10 years.

## CASCADE MILL

On Monday and Thursday, April 12 and 15, we had as our guests, a large group of buyers, foremen, clerks and scalers of the Woods Department. This tour of the Cascade Mill was in conjunction with their conference held at Mill Brook Camp this week.

"Dan Cupid" has made another visit to the towel room. Congratulations and best wishes to Doris Dugas, who will be married to Leo Fortier on May 3; to Gladys Pellerin, who will become the bride of Eddie Lamothe on May 1; to Hazel Labbe, who will be married to Armand Lemieux in May; to Lorraine Perreault, who will be married to Paul Morin on May 17.

Alice Roy is now going around with a big smile on her face and a big sparkler on her finger. Thomas Morgan, her fiancée, recently arrived in town after spending three months in Florida. Congratulations and good luck to both of you.

Frank Demonte wishes to thank all his fellow workers in the Beater Room who donated to the fund raised for him during his recent illness.

## POSITIONS

Continued

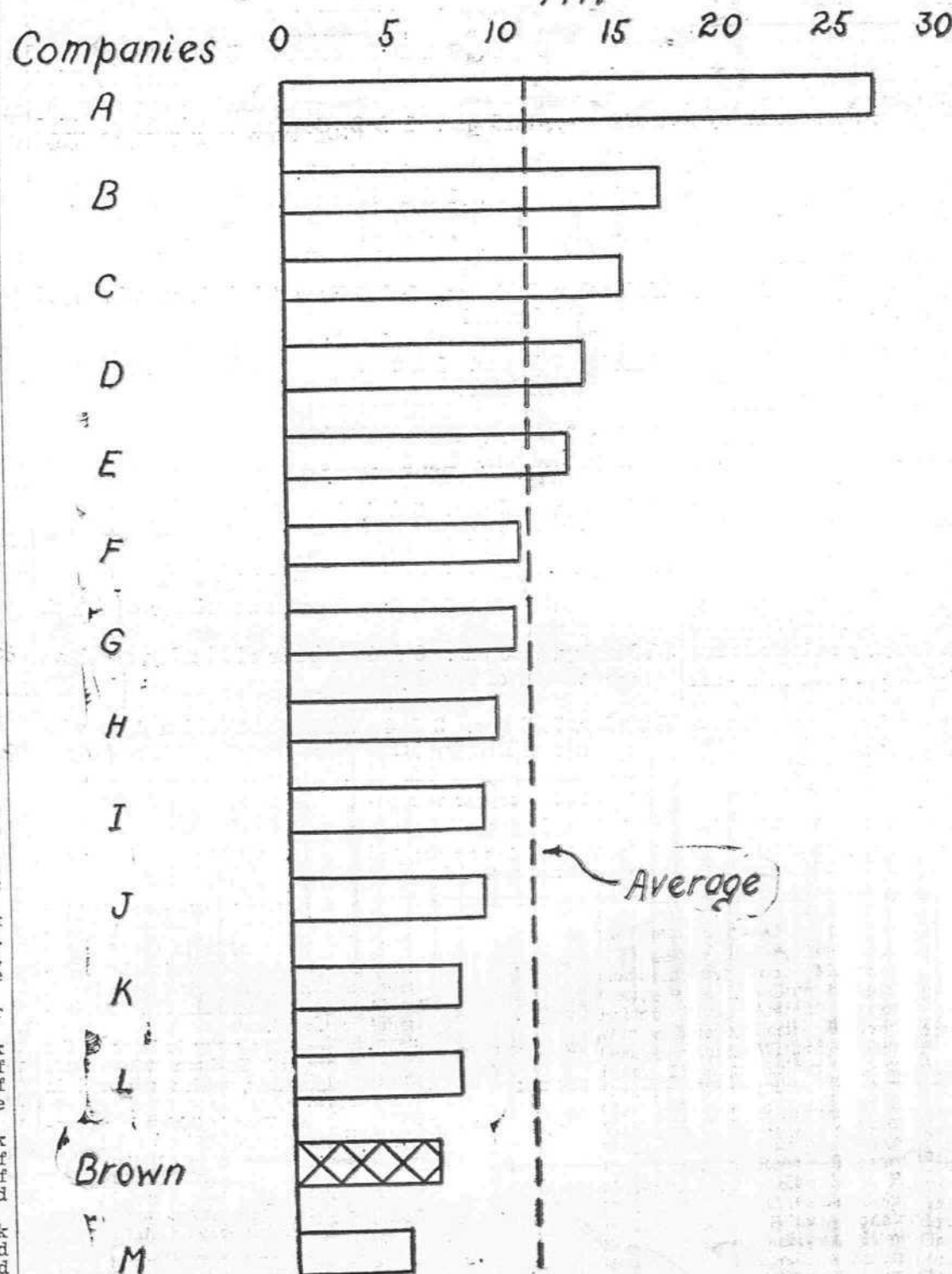
from One company as assistant supervisor in the Towel Converting Department at Cascade Mill. He has been associated in past years with the Straubel Paper Company and Northern Paper Mills.

Boley B. Thomas has joined the company as maintenance supervisor at Burgess Mill. He previously was with Southland Paper Mills and Brown, Root and Company. He spent two years in Mexico with Company Industrial de Atenguigue.

Sales Department offices of Brown Company are located in New York City; Portland, Me.; Boston; Chicago; St. Louis; San Francisco; and Montreal.

## HOW BROWN COMPARES WITH OTHERS

### Net Earnings As Per Cent of Sales 1947



The above chart shows a comparison of Brown Company and 13 other pulp and paper companies. The comparison is based on the per cent that 1947 net earnings were of total sales. Brown Company, including its Canadian operations, had net earnings which equalled 6.6 per cent of the company's total sales. The average for all the companies, including Brown, was 11.1 per cent. The new mill and new paper machine will be of major help in improving the company's position.

## Journeying Jack Says:

Met Bill Hanson, that very capable foreman of the Metal End Plant, the other day. Bill was wearing a smile comparable to the kid who had just cleaned out a cookie jar.

Bill let it be known that he and the other three that made up the "quorum" had just made plans to go on a fishing trip. Included were Lewis McKinney, custodian of refreshments; Arthur Pepin, in charge of groceries and incidentals, and "Spike" Stenborg, considered by Bill to be one of the finest cooks that ever watered a "pot of soup."

This set-up left Bill practically free to organize this safari. Bill is considered by fishing enthusiasts as a genius on perspicacity. This foursome was due to venture in around the wilds of Millsfield. Incidentally, all are members of the Brown Company Sportsman's Club. Here's hoping you got your limit, boys.

A recent news item in the Lewiston Sun regarding the death of practically all the fish in Concord Pond a short distance from Bryant's Pond, Me., recalls to mind a few interesting facts about this locality.

Although it is not known to the public generally, here lies a little world all by itself, very similar in manners and customs to the mountain region of Virginia. Shut in on one side by the lightening ledges and on the other side by the Billings Hill range, natives of this region seldom have much contact with the outside world.

Scattered here and there on the side hills and in the small valleys are the cabins of these mountain folk. There are also a few hamlets, such as Pinhook, Milton Plantation and Abbott's Mills.

Concord Pond, previously mentioned lies far back in this wilderness country.

Pinhook in the old days boasted a post office, general store, church, schoolhouse, blacksmith shop, hotel, livery stable and other shops, but is a ghost town. Milton was the location of a busy saw mill but that is gone also. Abbott's Mills is now only a memory.

But to get back to the fish in Concord Pond requires a dip into the past history of this territory. According to reports from a few oldtimers, this region was once a barren desert land covered only with rocks and sand and inhabited only by a few stray wolves.

Gradually however stragglers from the neighboring hills were driven out by feuds between the Abbott and Billings clans and took refuge on this side of the ledges.

Of course, water was the first object of these refugees and they began their search by digging in the sand with sticks in their desperation. Some of them were successful and uncovered hidden springs and began irrigating small sections where they were able to sustain themselves. In fact, according to stories, they became so skilled in using certain kinds of wood that they could locate water by merely holding a stick over the ground as they walked about. Thus was born the honorable art of "water witching." So successful did these natives become that the whole territory was changed from a desert to fertile land.

How do you get there?

Well here's how by Uncle Wash: "First you start out on the Rumbold Road and go out by the

half way house. Then you go through Bear Holler to Pinhook, then you come to the Billings Hill road. But you don't take that road. You take the other one. Then you go out over the whale's back road as far as the brick house. You come to the Gore Road, but you don't take that road. You take the other one and keep going to Milton Plantation. There a road turns off to the right but it ain't no road, only a cow path. So you keep on going. About a country mile farther on you come to a guide board that says Rumbold Pt. But don't go that way, go the other way and you'll get to Abbott's Mills.

"Then you climb a tall tree to find out where you are. So long, Bud."

Fishing pickerel can have its moments even when the party involved is considered an expert (according to his own admission). Not having had the pleasure of being present on such an occasion (sure would liked to have been), I have reason to quote from an authenticated source that my good friend Arthur Goyette went through an experience that is hard to "top".

It appears Arthur was out basking in the sun in a row-boat clad only in a pair of red swimming trunks. After rowing around for some time he decided to try his luck at pickerel fishing, the signs being in their equinox.

A strike was made and after much expert manipulation of gear, the pickerel was hauled alongside. Being of such magnitude Arthur decided a bit of "gaff" was in order. Not having any suitable implement handy, he resorted to a left hook which a few years ago was a lethal weapon to which this reporter can attest.

The left hook was a bit off

## MARTIN AND HECK END LONG SERVICE

### Retire From Woods Dept.

Two employees of the Woods Department, who between them have been with Brown Company for a total of 79 years, have retired.

They are Arthur W. Martin, who has been with the company for 43 years, and John Heck, who has served for 36 years.

Mr. Martin joined the company in 1905 as a bookkeeper. In 1913, he was placed in charge of the office at St. George Beauce, P. Q., for Brown Corporation. Five years later he moved to Portland, Maine to serve as assistant accountant in the Cost Department.

In September, 1919, Mr. Martin transferred to the Woods Accounting Department in Berlin. He became head of the department in December, 1923, a position he held for 20 years. From 1943 until his retirement, Mr. Martin served as an assistant to the resident woods manager.

Mr. Heck came with the company in 1912 as a forester, after returning from Europe, where he had been a student of forestry. He holds the degrees of Bachelor of Forestry and Forest Engineer from the Biltmore (N.C.) Forest School. He also has a degree in accounting and for a number of years was in charge of the Woods Department's inter-departmental audit for the company and Brown Corporation.

At the time of his retirement, Mr. Heck was serving as Woods Department statistician.

## VISITORS

Continued

from One Accompanying him here were L. W. Hockenjos and Albert Ziegler of Papierfabrik Albert Ziegler and Cia. of Grellingen, Switzerland.

Three men from Portugal and one from Finland made the trip to Berlin together. They were Mr. Mendonca and Mr. Pennsantia, representatives of the Portuguese Cellulose Company; Mr. Oliveira of the Ministry of Economics, and Mr. Ampgria, Finnish consulting engineer.

timing and did not produce its required effect. In fact, it only infuriated said pickerel. Parts of Arthur's anatomy suffered severe stabs of various and sundry fish-hooks. There was a tangled mess of fishline. In order to extricate himself, he doffed said red trunks only to drop them overboard.

The pickerel, in the meantime, went back to his home in the Umbagog.

Several of our good fishman friends tell of seeing a pickerel swimming around in red trunks every time they are fishing at the Lake.

Arthur's troubles were not entirely finished with that episode. It seems just at that time a boatload of feminine sight-seers were bearing down on Arthur's starboard. Action was necessary. So the record for rowing a boat goes to our friend, Mr. Goyette, as the outstanding unofficial boat rower of last or any year. In fact, the record will no doubt go down for years into the future generations.

The case rests.

## WATCHMEN

Congratulations are extended to Mr. and Mrs. Joseph Therrien, who recently celebrated their 50th wedding anniversary. Mr. Therrien has been an employee of the company for 53 years.

## THIS AND THAT

Brown Company pulp is sold to scores of manufacturers, who make it into such items as writing paper, facial tissues, rayon, cellophane, plastics and movie film.

Operation of each mill in Berlin is directed by a mill manager, responsible to the works manager.

Brown Company was a pioneer in the production of paper towels, wet strength paper, Onco and conduit.

About 90 per cent of Brown Company's employees are covered by the group, life, health and accident insurance program.