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Brown Company, Berlin, N. H.

THE BROWN BULLETIN

Published By And For The Employees Of Brown Company

Volume II

BERLIN, NEW HAMPSHIRE, JUNE 14, 1949

Number 11

Give Points For All To Remember

Social Security Discussed On Air

Radio Station WMOU, Berlin, at 1230 on your radio dial, carried at 8 p.m. on Thursday, June 2, 1949, the first of a series of 15 weekly broadcasts on Social Security.

In opening the series, Richard J. Fowle, manager of the Social Security Field Office in Littleton, which serves Coos, Carroll, and Grafton counties, stressed these six times when our own action will help the Government protect our Social Security rights:

1. Before reporting to their first job, youngsters should apply for their LIFETIME Social Security account number.
 2. If you lose your Social Security card, apply promptly for a duplicate carrying your old number.
 3. If you change your name (as by marriage), or want to correct the record, send in the green request form available at post offices or through the Company.
 4. Check your wage record every four or five years unless you're sure it's right, because mistakes cannot be adjusted later. (Mr. Fowle said the Brown Company deserves an orchid for the high quality and accuracy of its records and reports to the Government.)
 5. When you reach 65, find out what your benefit rights are. From then on, be sure to apply for benefits within 90 days after any full month you do NOT work (whether due to illness, lay-off, or retirement). Persons eligible under both systems may in New Hampshire, Vermont and a few other States draw Old-Age and Survivors Insurance and Unemployment Compensation at the same time, without deduction or penalty.
 6. When a worker dies at any age, the closest survivors should check promptly about
- (Continued on Page 2)

All Garden Plots Taken

More Are Turning To Home Farming

Brown Company people are "going back to the farm" in even greater numbers this summer.

The backyard farmers have snatched up every available lot at the Thompson Farm and several hundred others have plowed up spots behind their homes.

(Continued on Page 2)

Fenn Named N. H. Captain In U. S., Canadian Chess

Ed Fenn, one of Brown Company's leading chess players, has been named to an important post in a scheduled 3,000-mile "hands across the border" series of international chess matches between United States and Canadian teams.

Mr. Fenn has been appointed captain for the state of New Hampshire, his appointment coming from T. A. Jenkins of Michigan, representing the United States Chess Federation.

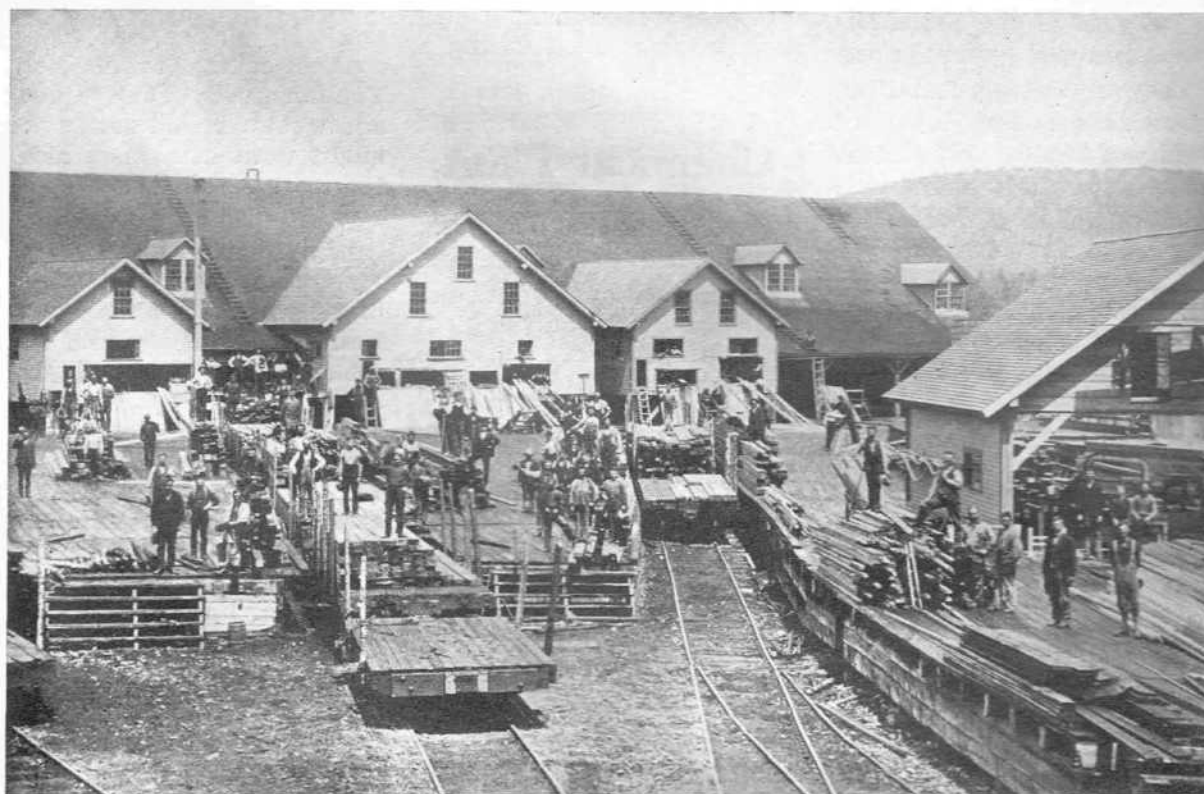
On Sunday, July 3, teams representing most of the states along the border from Maine to Washington, will meet teams from Canada. It is expected that the New Hampshire team will play its match in Berlin.

The matches are being sponsored by the U. S. Chess Federation as a good will gesture. They will accent the close friendship between the United States and Canada and will point up the fact that the U. S. - Canadian border is the only one of such great length in the world that is not guarded by troops.

Officially, the simultaneous matches at points along the 3,000 mile border will be known as the Canadian-American International Salute Symbolizing Amity.

Fire Couldn't Stop Them

Made Plans For New Sawmill While Embers Of Burned One Smouldered



These people might have been out of work for a long time back in the 1890's when the old sawmill burned. But determined Yankee owners began making plans for a new mill even while the embers of the burning mill still glowed hot. While the new mill was being built, the Browns put a temporary mill into operation.

New Englanders are known for their "get up and go."

There is case after case backing up the fact that it takes more than apparent disaster to make Yankees throw

Working Forces Curtailed Due To Price Reductions And Falling Off Of Orders

Good Question

Who Is Most Important Person In An Industry?

Who is the most important person in an industry?

That's a good question. And it probably is a question no one can answer.

Take a look at the people who make up an industry — and then decide for yourself.

Once upon a time, as they say in stories, a business was always a one-man affair. In the early days of Berlin, a man made his own shoes and grew his own vegetables. He and his family pretty much did the job all by themselves.

Then he opened up a shop to make shoes for others. He built the equipment himself, tanned his own leather, made his products and sold them. That was a one-man industry.

Today, there is not much of that left.

For example, these are some of the people who make up a

modern industry:

The Supplier

He's the fellow who supplies the raw material. Perhaps, as here, he's a farmer who cuts his own wood to sell to the mills. How many paper towels or how many feet of conduit could the mills make without people supplying raw materials from which those products are made?

The Machine Tender

But what good would the raw materials be if there was not someone to run the machines that turn those raw materials into finished products? The people at the machines are important, for they not only make the products but they can help make those products the best possible by their skill and know-how.

(Continued on Page 4)

Moves Made To Match Competition

Same Situation Throughout Trade

The following is a summary of business conditions and explains the reasons for necessary curtailments in operations and working force.

Like every other pulp and paper company throughout the country, Brown Company in the last few weeks has had to curtail its operations and its working force to meet changing business conditions.

A survey this week indicated that the pulp and paper industry, as a whole, is going through a period of readjustment. During the war, the pulp and paper industry, like many other industries, was running night and day trying to keep up with the exceptionally high wartime demand.

Now the industry is going through a period of readjustment. In the last few years, many new pulp and paper mills have been built. As a result, competition is keener than it ever has been. Companies are being forced to cut costs and to increase efficiency to meet this increased competition.

Brown Company felt the change in business conditions in 1948, when the competitive situation made necessary the first reduction in prices of some of its products.

A further series of price reductions has had to be made in many of the company's products.

But in spite of these drastic price reductions, orders have not increased.

Brown Company products are regarded as top quality in

(Continued on Page 4)

Sullivan Is Named To Publicity Group

Arthur Sullivan of the Company Relations Department has been named a member of a seven-man advertising and publicity committee for the White Mountains Region Association.

Part of the work of the committee will be to publicize further northern New Hampshire as a vacation and recreation spot, in addition to its being a good place in which to live and work.

up their hands in despair and quit.

One Case In 1897

One of those cases in point came in 1897.

The Berlin Mills Company

(today Brown Company) was a lumber mill. For 45 years, it had been turning out boards and timbers to be used in building here and throughout the country.

(Continued on Page 3)

Published every other week by and for the employees of Brown Company, Berlin, N. H.
Editorial Offices: Company Relations Department.
Telephones: Automatic 379; New England 46, Ext. 60.

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Leo Leblanc

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Buster Edgar
Leroy Fysh
Julia Harp
Ray Holroyd
Alice Hughes
Robert Murphy
Lucille Tremaine

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Angus Morrison
Earl Philbrick
Jack Rodgerson

POWER AND STEAM

Charles Enman

CHEMICAL PLANT

Arthur Goyette
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TUBE MILL

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ONCO PLANT

Charles Sgrulloni

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NEW YORK

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CIRCULATION MANAGER

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EDITOR

A. W. (Brud) Warren

Gardens

Continued
from One

45 at Thompson Farm

Forty-five employees took advantage of the break in the weather to plant their crops on the Thompson Farm.

Comparative figures show that 15 per cent more employees are working gardens at the farm this year than did in 1948.

As any good gardener knows from experience you cannot plant a plot and then forget it for the rest of the summer.

Jack Story, one of the North Country's top authorities on gardening, not too long ago gave some pointers on care of gardens.

His No. 1 point was "cultivate carefully." "Keep the soil mellow, cut out the weeds and fertilize during the summer," he advised.

But he warned not to "over cultivate."

"When you cultivate go light," he suggested. "Keep the soil from caking to let the air and water in but not so deep that you might injure root growth."

Mulch Tomatoes

If you are like most people, you probably have some tomato plants set out. Jack advises that tomatoes are benefited by mulching. "Throw hay, lawn clippings and weeds around the plants. This helps to conserve moisture," he said.

He also had a word or two about watering:

"If watering must be done, take the nozzle off the hose. Turn the water on—and then go polish your car. In other words, soak the ground thoroughly."

"One thorough soaking once a week is sufficient during a dry season."

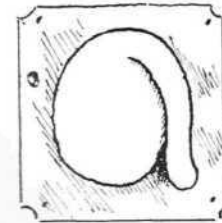
Chemical Plant Explosions

Congratulations to Mr. and Mrs. Paul Jeskey on the birth of a son, Peter Paul, who weighed in at seven pounds, four ounces.

Bill Lemire has what he calls a "sure cure" for a cough. As he tells it: Put a fresh egg, shell and all, into a glass. Cover with vinegar but do not float egg. Let set for 48 hours. Beat up mixture with a spoon. Then strain through cheesecloth. Take one teaspoonful between meals. "In two days," Bill declares, "presto! No cough."

Anyone wishing "on-the-job training" should contact "Ash" Hazzard, or so he says, care of Louis Catello's orchestra. As "Ash" explained, "Log cabin now under construction at Cedar Pond. Wages consist of plenty of fresh air and sunshine (latter subject to change to rain without notice). Surprise lunch boxes."

The NEW LOOK



AN EGG WITH A HANDLE BY A HEN OWNED

by Mr. ERNEST MURPHY



HENRY THERRIEN MILLWRIGHT FOREMAN
IS SPORTING A NEW DESK

Pointers

from

Portland

by Doris E. Smith

Picnics are always fun, but very often folks decide they want to go on a picnic on the spur of the moment, and then it is up to the womenfolk to get a good lunch ready in practically no time.

Why not keep on hand at all times throughout the summer such picnic essentials as a variety of sandwich fillings, home-fixed or canned; fresh fruits and vegetables; eggs; crackers; pickles and olives; cookies; cakes; brownies; etc. You can usually get more bread and whatever cold drinks you might want at a store along the way.

We keep our picnic basket handy all summer long, ready for instant use. One of the first things I do when we return home from a picnic is to clean out the basket of the remains of that day's picnic and put in a new supply of paper napkins, cups, clean silver, etc. We keep one set of salt and pepper shakers in it, too. The salt and pepper won't spill out when not in use if you'll just unscrew the caps, put a small piece of waxed paper over the opening and screw the caps back on.

When planning a picnic, be sure to take along plenty of everything. Appetites have a way of becoming bigger than ever when you eat outdoors.

There's no reason why you must stick to sandwiches, either. If you have a good fisherman and a good cook in your group, what could be better than freshly-caught brook trout cooked over an open

camp-fire? Hot dogs, hamburgers, etc., are always good, especially with all the "fixings." This could go on indefinitely!

If you do plan to have a fire just be considerate of yourself and others and be sure that the fire is completely out before you leave. We here in Maine know the terrible effects of forest fires and sincerely hope there will never be a re-occurrence of such a tragedy here or elsewhere, especially as the result of someone's carelessness!

Perhaps you haven't a suitable dessert ready to take along when your family decides they'd like to go on a picnic. Here is an excellent opportunity to make use of some of the prepared mixes which are now on the market. For example, you can mix up a cake and have it baking while you are preparing the rest of the lunch. Or, if possible, make up a batch of brownies or your favorite cookies while someone else gets the lunch ready.

* * *

Speaking of prepared mixes, there are so many on the market today, I found I couldn't remember which brands we preferred, so now I keep a list in the back of my favorite cook book, and when I need a new supply, I check this list and buy those brands we prefer.

As I try a new brand, I add it to the list. It is surprising how much time I now save at the grocer's at this particular section of the store.

(Continued on Page 4)

"Deadline" Change

This is a notice to any and all employees who may have news items for The Brown Bulletin.

Beginning with this issue, The Bulletin is being published by the Forest City Printing Company in Portland, Maine.

Because of publishing out of town, it has been necessary to change the "deadlines," the dates when material must be sent to the printer.

Now, all items for The Bulletin must be received by the editor on the Thursday 12 days before the date of the paper. For example, items to be published in the issue dated June 28 must be in the editor's hands by June 16.

Because of this, some items, such as softball and horse-shoe scores, will be figured through the same week as the deadline. Thus, softball scores in this issue are the scores through June 2.

Soc. Sec.

Continued
from One

possible survivors benefits.

Mr. Fowle said all services by his office are free. For the convenience of those who want to talk their problems over in person, a representative is at the Chamber of Commerce, Berlin City Hall, EVERY TUESDAY from 12 noon until 2 p.m.

He cautioned that benefits are not large, now averaging about \$27.00 per month for the single retired worker, so no one should count on them for an adequate living without other resources. They are a great help, however, and often enable a retired couple or a young widow with small children to stay independent in their own homes.

The last broadcast of this series will be a discussion by Mr. Fowle of questions selected from those sent in by listeners. No one will be identified over the air, but those questions of most general interest will be answered and discussed, because others will need the same answers. Send in any general or personal questions about Social Security which may be on your mind. You will eventually receive an answer by mail, and your problem may be discussed in the broadcast.

We urge you to listen to WMOU any Thursday evening you can, from 8 to 8:15, be-

From the Home of "Mister Nibroc"

Two girls of the Towel Division are among recent brides.

They are Therese Tremblay, who became the bride of Normand Poulin, and Andrea Bourbeau, who became the bride of Romeo Girouard.

Sales Dept.

All good wishes to Florence "Bunny" Frenger, secretary of the Nibroc Towel Sales Division. Bunny received a lovely diamond from Robert Davis. At present, Bob is attending Indiana Technical College, Fort Wayne, Indiana.

Smoking in bed is a poor habit. Stay away from it! According to the statisticians of the Metropolitan Life Insurance Company, it stands out as a leading cause of fatal burns in the home. And men are the worst offenders.

cause only by your understanding what Social Security is, how it works, and what your own rights and duties are under it, can it be effective for you, your neighbors and your community.

Make Final Plans For Coming Horseshoe Season

Woods Takes Third In Row

Sets Pace In Softball Loop

	Won	Lost	P.C.
Woods	3	0	1.000
Bermico	2	1	.667
Onco	2	1	.667
Burgess	2	1	.667
Cascade	1	1	.500
Riverside	1	2	.333
Chemical	0	2	.000
Office	0	3	.000

(As of June 3)

Picking up two victories in two days, the Woods Department jumped into first place in the Brown Company Softball League as of June 2.

Two In Two Days

The Woodchoppers, who earlier had taken Chemical over the hurdles, knocked off Riverside, 14 to 7, in the first game of the week of May 30. The following night, they met the Main Office in a postponed game, and wound up with a 17-to-8 victory.

Onco Plant, which had held the lead the week before, dropped its game to Bermico, and slipped to a three way tie for second place with Bermico and Burgess.

Big innings still were the rule rather than the exception. The biggest one of the opening three weeks came in the Burgess - Main Office game. Burgess pounded home 14 runs in the second. Four home runs were included, with Felix Bosa setting the pace with two. Bosa scored three times in that big inning.

Both teams had six run innings, Burgess teeing off in the first and the Main Office finding the range in the third. But the second inning decided the game, with the final count being 22 to 11 for the Pulp-makers.

The Woods Department got off to a fast start in its tilt with Riverside, marking up eight runs in the first two frames.

They had a stiffer battle with the Main Office, at least over the first few innings. The Main Office spotted the Woods five runs in the opener, but tied it up in the bottom of the first.

Woods hammered away into a 9-to-6 lead at the end of the fourth, but broke loose for another five markers in the fifth.

Almost, Not Quite

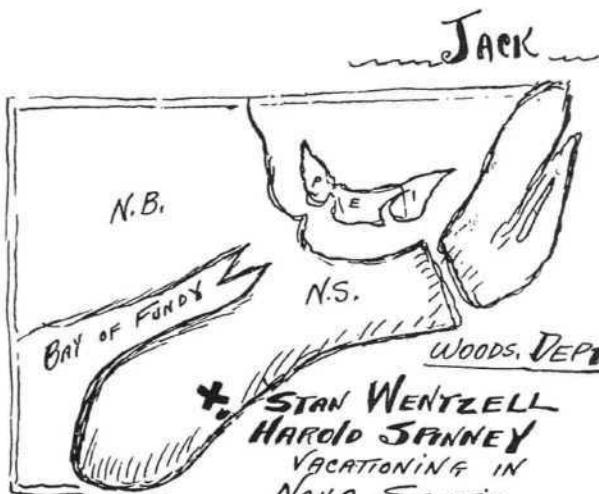
In the other game of the week, Onco appeared for a while as if it could continue its undefeated streak. The Innersolemakers hopped out to a 7-to-3 lead in two innings against Bermico. Both clubs were scoreless in the third.

Onco added three more in the top of the fourth, with the help of Collins' homerun. That put them in the lead, 10 to 3.

But Bermico came back with four in the last of the inning.

With the count 10 to 7, Bermico put together four hits, two errors and a walk for six big runs in the fifth. That was all they needed.

HERE N'THERE



Sawmill

Continued from One

The mill had been rebuilt and remodelled, modern equipment had replaced the original old-fashioned gang-saws.

It was producing 180,000 feet of long lumber a day. That's 55 million feet a year. It also was turning out by the thousands of feet laths, shingles, pickets and dopboards.

From a struggling little mill which had sprung up on the banks of the Androscoggin, it had become the largest sawmill east of Michigan.

Yes, for 1897 it was a big industry.

But on July 11, 1897, a Sunday, the thing which sawmill operators feared most hit this industry.

Fire broke out!

Flames burst upward, sweeping everything before them.

The mill became an inferno.

Fire fighting crews fought valiantly against the flames, but it was a hopeless fight.

In a matter of only a few hours, what had once been a mighty mill was only a smouldering pile of blackened wood and twisted metal.

When fire broke out, William W. Brown was in Portland, Maine. Mr. Brown was president of the firm and was the first of the family to be associated with the company. With him was his son, Herbert, also a member of the firm.

The scores:

Woods	442	000	4-14	18	4
Riverside	112	030	1-8	7	3
Fysh and Faunce, Morency; Michaud, Therrault and Lafrancois.					

Bermico	120	461	x-14	13	5
Onco	250	301	0-11	15	6
Bartoli and Martin; Bilodeau and Labrecque.					

Woods	511	252	1-17	18	3
Office	510	002	0-8	8	5
Fysh and Morency; Heroux and Sloan.					

Burgess 6(14)	0	110	0—22	28	2
Office 0 2	6	102	0—11	18	6
F. Bosa and Guay; Chase, Heroux and Reekie.					

Charter "Special"

As soon as the news of the fire was relayed to the Browns, they chartered a special train over the Grand Trunk and arrived at the scene while the embers were still smouldering.

The sight was enough to make some men throw up their hands and shout "I quit."

But there was no quitting. Even while the embers still smouldered, plans were begun for the building of a new mill.

Before a week had passed, construction of the new mill was underway.

But it would take time to complete the new mill. Meanwhile, a large stock of logs was lying idle in the river. Many orders were only partly filled.

So the Browns immediately set up a temporary mill. Nine days after the fire, the temporary mill began cutting wood.

It ran night and day for more than a year, until the new mill was completed.

The temporary mill could not compete with the original mill, but it did prove a real stop-gap. Output was up to about one-third of what it was in the other mill.

Equipment as modern as the day was installed in the new permanent mill. According to the Berlin Independent's anniversary edition of 1906, the mill "at the date of its erection represented the highest skill to which sawmill building had attained. It is a building 400 feet long by 65 feet wide and every approved device for the rapid and economical handling of logs and lumber is employed."

Mechanical operation was a keynote of the new mill. "By its system of rolls, chains and devices generally controlled by an operator with a lever, the lumber is handled with little lifting by the operator," the Independent declared.

No, it took more than a disastrous fire to wipe out the original Brown Company.

Peloquin Top Money Man In Fishing Contest

Rudolph Peloquin of the Power and Steam Division came home the big money winner in the first of the monthly fishing contests sponsored by the Brown Company Sportsman's Club.

He captured the \$2.50 first prize in the pickerel class and also the special prize of \$2.50 for having the heaviest entry in any class during the first month. This special prize is awarded only for the May contest.

Mr. Peloquin's pickerel was declared by the official weighers to be one of the biggest ever caught in Coos County waters. The beauty weighed in at four pounds, 15 ounces and measured 24½ inches in length.

William Marcou of Cascade Mill had the top catch in the squaretail group. His winner, worth \$2.50 in prizes, weighed two pounds, 13 ounces and measured 16½ inches.

Normand Dube of the Kraft Plant took first prize in the salmon class, with a fish weighing one pound, 10 ounces and measuring 17½ inches.

Second prizes in the pickerel and squaretail classes went to Joseph Bouchard and Maurice Dube, both of Burgess Mill. Mr. Bouchard entered a pickerel weighing one pound, two ounces and 16¾ inches long. Mr. Dube entered a squaretail weighing two pounds, even, and measuring 19 inches.

The monthly contests continue throughout the summer and are open to all Brown Company employees. Employees may enter their prize catches of rainbow, squaretail, salmon, pickerel or horned pout, providing the fish have been caught during the month in waters of Coos County.

A prize of \$2.50 is awarded the winner in each class, with

Cascade Set To Defend

At Least Three Others In Fold

The horseshoes are starting to fly through the air, and the talk definitely has got around to ringers.

Plans were being completed during the last few days for the opening of the 1949 horseshoe season.

Champions In Fold

At least four teams were in the fold at press time, with the possibility that others would be added before the schedule was set.

Last year's champion, Cascade Mill, was ready to defend the title it won on Labor Day. And the team it defeated, Burgess Mill, also was ready, willing and, it hoped, able.

Others who definitely will be in the fight are the Chemical Plant and Upper Plants.

Last year the Cascade team of Sherman Spears, George Gosselin and Fred Levesque out shot the Burgess club of Harvey Roberge, George Barlow, Edgar Correau and Thorvald Arnesen by a score of 6 to 3. The Cascade team shot an average of three ringers in every 10 shoes pitched in marking up its title victory.

Cascade had worked its way into the finals of the Stanley Cup-type series by defeating the Upper Plants, 4 to 2. Burgess out-pointed the Chemical Plant, 4 to 0.

Steady Set To Go

Just as the championship team will be back in action, so it is expected that the individual ringer titleholder also will be on the scene this year.

Forrest Steady of Upper Plants, one of the company's consistently good players, marked up an average of .442 over the regular 1948 season. Pitching in 41 games, he tossed 229 ringers in 518 attempts.

He also pitched the second best average in the semi-finals, hitting .409 in 186 shoes hurled. Harvey Roberge of Burgess led in the semi-finals with .435. Fred Levesque of Cascade was top man in the finals, with a .340 mark.

In 1948, six teams played a five-week schedule. Matches were played two nights a week, with three matches slated each night. Teams competing were Cascade, Burgess, Upper Plants, Chemical, Research and Riverside.

Riverside Ramblings

Congratulations to Milton Richard on his recent marriage to Florence Desrochers.

Hard work by itself seldom causes fatigue which cannot be cured by a good sleep or rest.

prizes of \$1.50 for second and \$1.00 for third.

Fish are weighed in at Curtis Hardware Store.

"Great Melting Pot"

People Of At Least Fourteen Different Nationalities Work With Company

America has been called the "great melting pot."

It has been called this because from every land throughout the breadth and width of the world have come people to this country.

If America is a great melting pot, so is Berlin and so is Brown Company.

Within the company are more than 1,500 people who either have come to Berlin from foreign countries or whose nationality can be traced directly back to those lands.

At least 13 different countries, in addition to the United States, are represented among the nationalities within Brown Company.

Berlin had its founding among the English. In 1771, under authority of King George, Sir William Maynes and 18 others were deeded the tract of land that today is New Hampshire's fourth largest city.

Some 50 Brown Company employees trace their origin to England. A number of these were born in that nation.

The English came to Berlin from the south, from Portsmouth. From the north came another people. They had come to Canada from across the Atlantic Ocean, from France.

More than 1,300 of Brown Company's people are French-Canadian. A number of others are of English-Canadian origin.

There were another people who came to America, and to Brown Company. They came from the sunny shores of the Mediterranean from the land of olives and gondolas, from Italy.

About 75 people of Brown Company are either native-born Italians or of Italian origin.

From a proud land, from a land which had once been one of the great powers of Europe, came the Polish people.

There are more than two-score people who work with Brown Company who have come from Poland or who are of Polish descent.

From the largest country in the world have come another people. They are the people of Russia. They came not as refugees from a Communist government, for they came before the red flag flew in Moscow. They came to this land like many others before them, seeking a new opportunity in a new land.

Nearly 30 of Brown Company's people are natives of Russia or are sons and daughters of Russian people.

In a comparatively tiny island off the continent of Europe lives a people known the world around for their grit and grin. Ireland is a land which has given much in the way of good people to the world and to Brown Company.

More than 50 people in Brown Company first saw the light of day under Irish skies.

To the north of Europe lies the Scandinavian peninsula. There live the people of Norway and Sweden. Like the people of other lands some of them came to the New World seeking a new life and new opportunities.

More than a half hundred

people of Brown Company have listed their nationality as Swedish, while a half-dozen more are Norwegian.

There are many more who have come from other lands from across the borders and from across the seas. There are the Scotch, the Dutch, the Austrians, the Germans, the Czechs and others.

They are the people who are a part of Brown Company.

Question

Continued from One

The Transporter

Products are not much good if they are left in storage at a mill. Someone has got to take them out to the market, where they can be sold. The railroads, trucks and ships play a vital role in transporting the goods. And they also are important in bringing raw materials to the mills.

The Investor

It takes money to buy the thousands and thousands of dollars worth of machines and to build the big mills of an industry. People in all walks of life have put some of their savings into the building of industry. For example, more than 9,000 people—storekeepers, housewives, bankers, farmers and mill workers—have invested money in Brown Company. Without such people, an industry could not be started or could not live.

The Office Worker

Industry could bog down if it did not have the people who buy the right kind of supplies, in the right amounts, at the right time and at the right price. Or people to handle the payrolls and to collect money from the people who buy the products. Or people to work out figures on costs and taxes and prices, to keep the books and to do a hundred and one other jobs.

The Manager

It takes someone to figure out the best ways of making towels and conduit and the other products. It takes someone to see that the right men and the right machines are together, that quality is kept up to standard, that the whole operation moves smoothly and efficiently. In other words, it takes someone to see that the right job is done at the right time on the right machine in the right way. That's the job of the people who manage the business. Without them, the business could go hay-wire.

The Inventor

But, of course, if paper towels or fibre conduit and the other products had not been invented, there could be no industry such as Brown Company. And these products could not be made on machines if the machines had not been invented. Those were the jobs of the inventors and the research people.

The Salesman

Products made by an industry are no good to anyone if

they are not sold. No industry could stay in business very long without selling its goods. The salesman not only sells present goods but keeps trying to open up new markets, and at the same time pick up suggestions for new or improved products that could sell well.

The Customer

But the salesman must have someone to sell to. No salesman in the world could do a thing if there were no customers. The customer—the fellow who buys the products — is mighty important. If there were no customers, there would be no sense in making products. And where would an industry be if it made no products?

You could go on and on. There are many, many more people who are vital to industry. There are the maintenance men, who keep the machines in good running order. There are the men who run the generators and steam boilers. There are the construction men who build the mills. There are many, many more.

They all form the link in the chain you call industry. Take one away and the chain is broken. Industry would bog down.

You decide who is the most important person in an industry.

Pointers

Continued from Two

A first aid kit is a wonderful item to carry in your car, especially during the summer. If you will give instant care to a bite or cut, no matter how small it may seem at the time, you might prevent infection, which of course, could lead to something more serious.

I vote we all make the most of these wonderful, warm summer days. The season is so short, why put off until tomorrow the fun you could be having today?

Nominates "Man Of Half Century"

Not only "Nibbie" appears in the pages of Time Magazine.

Ben Hoos of the Research and Development Department had a letter published by the news weekly suggesting that the cover of the first issue in 1950 bear the picture of the "Man of the Half Century" instead of the "Man of the Year," as is the custom with Time.

Mr. Hoos made his own

Woods Dept. Cuttings

Total number of men employed at Rancourt's at the present time is 160 for the two camps.

Stellings Oleson, who happens to be sort of a jack-of-all-trades and a master of several, has started the construction of a beautiful fireplace at his brother's home in Jefferson.

Our jeep, with its fire fighting equipment, is now on summer duty at Kennebago.

Kennebago Contractor Louis Rancourt was in to see us recently. He informed us that his 10,000 cord peel job is coming along fine, and that his two camps are nearly filled with first-class woodsmen.

New septic tanks have been installed at Stag Hollow and Millsfield camps. Far cry from the "old days" when all sink outlets ended at a point just outside of the camps.

Dewey Brooks reported to the Johns Hopkins Hospital, Baltimore, Md. for a check-up.

Lorraine Bisson was away on a one week vacation. Where did she go? Using the army system, she informed us "somewhere in Connecticut."

Our new transportation scheduling card system seems to have caught on. During its first week in service, several long trips have been saved by the travelers voluntarily grouping together. Obviously this is much more economical than having several solo drivers traveling to the same destinations at the same time.

Arthur Boivin's truckers have begun summer hauling operations at Stag Hollow.

Carlton MacKay had the misfortune of injuring his leg while playing softball. "Mac" deserves a big hand as he has been instrumental in keeping our team in the undefeated class and in top spot in league standing.

Pauline Graham attended the graduation of her boy friend at M. I. T.

Peg Lepage attended her brother Jean's graduation at Notre Dame University.

While clearing the site of his proposed summer cottage at Cedar Pond, Clarence Rand of the Forestry Division came face to face with a vicious hedgehog of tremendous proportions. (So it is related.) Porky seemed very anxious to "rub elbows" with him. Calling on every ounce of bravery in him, Clarence finally subdued the beast after a hard struggle.

Word must have gotten around to the other hedgehogs about how unhealthy it is to hang around Clarence's lot, because as the story goes, they all moved over to Maurice Quinn's camp which is located on the next lot. With little flare for the sensational, Maurice relates that he just smacked one on the bean, and hasn't seen any more porkys around since.

nomination for the outstanding figure of the first 50 years of the 20th century—Winston Churchill.

Scholarship Awarded To BHS Student

The son of a Brown Company employee is the winner of the second annual Brown Company scholarship for university study in engineering chemistry or forestry.

He is William C. Phinney, son of Mr. and Mrs. Clement W. Phinney.

The winner is a senior at Berlin High School, where his scholastic record has been outstanding. He is a member of the National Honor Society.

In addition to his scholastic achievements, Mr. Phinney has been prominent in undergraduate activities. He is a member of the band and orchestra and has participated in All-State music festivals. He also is a member of the Mask and Gavel Club, the National Thespians, Photo Club and the Key Club and has been serving on the sports staff of The Meteor.

The Brown Company scholarship, valued at \$750 a year for four years, was established to make it possible for young men of good promise who live in the Berlin-Gorham area to go on to a university to take training in the engineering and related fields. It is awarded to a boy graduate of Berlin, Notre Dame or Gorham High School on a competitive basis.

Candidates are chosen from a group recommended by the three schools. Selection of the winner is based on the results of a series of objective examinations conducted by the Testing Bureau of the University of New Hampshire, together with personal resumes of the candidates. A committee made up of faculty and staff members of the state university makes the final selection.

Business

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the industry. However, the company, in common with its competitors, is not receiving orders of sufficient volume to permit full operation.

Figures from the American Pulp and Paper Association show that during the week of May 21, paper mills throughout the country were producing about 20 per cent less paper, on an average, than they did during the corresponding week a year ago. Recent figures show that paper production is continuing to drop.

On the average, the earnings of pulp and paper companies during the first part of 1949 have been far behind those of a comparative period in 1948. A study of 21 pulp and paper companies was made recently by an independent firm. The report showed a comparison of earnings for the first quarter of this year with earnings of the first quarter of last year. On the average, the 21 pulp and paper companies showed a decrease in earnings of nearly one fourth.

Consolidated earnings for Brown Company show a very similar decrease.