

THE BROWN

Bulletin



VOLUME 2
NUMBER 11

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

JUNE
1954



THE BROWN Bulletin



Published monthly by the Public Relations Department in the interest of all employees and friends of Brown Company. . . Distributed without charge. . . Articles and photographs about Brown Company or stories of general interest about Berlin, N. H., and its people may be sent to the Editor, The Brown Bulletin, Brown Company, Berlin, N. H. This is your magazine . . . your constructive suggestions for making it more interesting are always welcome.

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OF INDUSTRIAL EDITORS



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Prosperity is Decided by People

Will 1954 turn out to be a prosperous year?

Confidence and optimism may be obtained by taking the long view. That is, to consider the basic reasons for our really amazing economic progress. And to consider that despite wars, recessions, and depressions of the past, our economic fortunes show a steady upward march to greater and greater heights of prosperity for all Americans.

Those who become unduly disturbed at each little rise or fall in business "signs" are short-sighted. They seem to forget that our economic future is not determined by business statistics—such as inventories, government spending rates or so-called "indicators"—but by our people's courage, determination for better living standards, ingenuity, and incentives.

The progress of American genius and inventiveness is always under-rated. What is the reason for the spectacular advance of our prosperity?

It is not the size of our country, nor is it our natural resources nor the strength and intelligence of our people. Other nations have all of these. Genius is possessed by all the people of every nation; we have no monopoly on it.

What is different here is that we have our creative ingenuity operating in an atmosphere of individual freedom and incentive. Our free political system is unique in the world. It was born of our forbears' dissatisfaction with repressive government, rigid social orders, and all the other restrictions that existed in Europe.

The American experiment of a new kind of government has succeeded beyond the greatest expectations of its founders. Not even they could foresee what would happen when man's inventiveness and determination and ambitions were set free of all repressions.

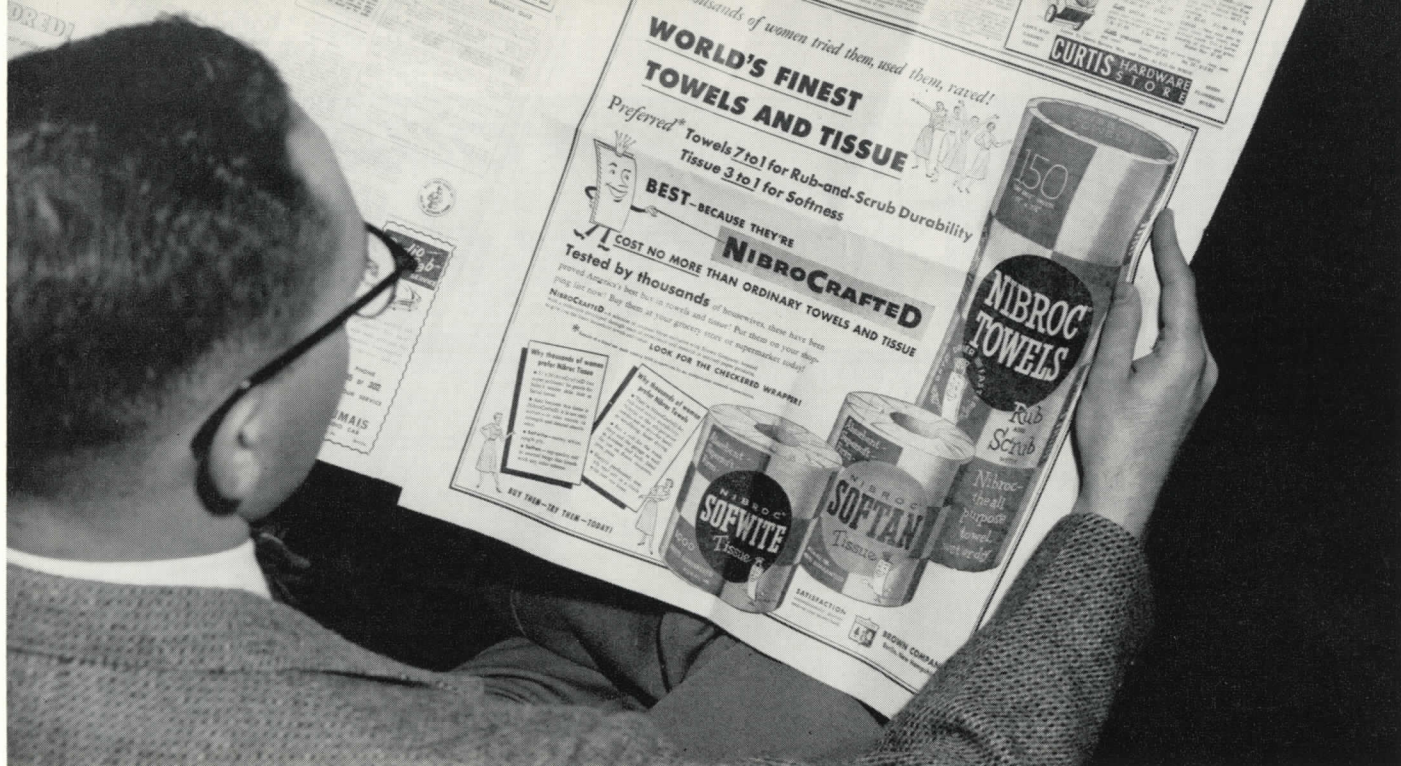
And today, new products, perhaps whole new industries, are in their development stages. Research in laboratories and factories—research on which about two billion dollars a year is being spent—is exploring new frontiers in science and industry which, unlike physical frontiers, have no limits.

Let's keep our eye on the main goal—the continued progress to greater productivity, to greater abundance, to new products, which has given us better todays and can give us better tomorrows.

THIS MONTH'S COVER

The new Brown Company tugboat "Nibroc" tows a boom of about 2500 cords of wood the length of Aziscoos Lake to the dam, a distance of about 12 miles, where the logs are sluiced into the Magalloway River. At Errol dam the logs are again sluiced, this time into the Androscoggin River which transports the logs directly to the mills at Berlin.





Have You Tried Them?

by Jack Reynolds, Advertising Manager

Have you tried Brown Company's newest products? We mean the new NIBROC Household roll towels and their companion products, SOFWITE and SOFTAN tissue . . . now on sale at your favorite grocery or chain store.

These products are the result of nearly two years of hard work on the part of many people in Brown Company. Most of our employees will recall that Brown Company introduced its new toilet tissue to the industrial market in March, 1953 and the response to our rolls of white and neutral beige was so gratifying that it was decided to expand to the consumer field.

Months before any marketing plans were laid, manufacturing and research combined their efforts to produce the best possible roll towel, and the finest toilet tissue imaginable. Many manufacturing tests were made, utilizing various combinations of fibres, until at last it was felt that acceptable products were on hand. The Company, however, insisted on testing these products in the field.

In mid 1953, samples of unidentified towels and tissue, together with a questionnaire were given to Marjorie Mills, the well known radio home economist. She sent them to a panel of her listeners. Based on their replies, manufacturing and research again worked together on these three products to make them even more acceptable to the public.

By this time it had been decided to call the towels NIBROC and the tissue SOFWITE and SOFTAN. Package designs were developed by Sales and Advertising and submitted to management for approval.

With the finished products on hand, a decision was reached to conduct an extensive consumer test to make certain that Brown Company had developed exactly what the public wanted. Samples of NIBROC Towels and SOFWITE and SOFTAN tissue were given to an independent research organization for testing in five major cities, representing

three different geographical locations. In selecting the families to be tested, consideration was even given to economic levels, so that the tests truly represented a cross section of the peoples of the United States. Again, the public did not know whose products they were testing.

The survey was completed just after Thanksgiving. The results of the more than 6000 questionnaires tabulated was conclusive evidence that Brown Company had developed the finest products of their kind. NIBROC Towels were overwhelmingly acclaimed for their remarkable rub-and-scrub durability—an unusual “won't come apart” feature, while “Mrs. Housewife” found SOFWITE and SOFTAN velvety soft like facial tissue, with exceptional strength in a single-ply sheet.

Advertising and promotion plans were set forth at a staff meeting held in early January. Following this meeting, William Mercer, Manager of the newly created Consumer Products Department, joined the Company.

A broker was then appointed to sell our products to the wholesale and retail outlets. During the next three months sales meetings were held with the broker's organization. Thousands of sales calls were made. Purchasing was busy securing cartons, wrappers and the necessary production items. The Manufacturing group was concerned with numerous activities. Space was contracted for in the newspapers, the Marjorie Mills radio program was obtained for a 13-week period to advertise NIBROC Towels and SOFWITE and SOFTAN, copy and advertisements were prepared and on May 6 the products formally made their bow to the public.

Homemakers favor NIBROC towels 7 to 1 for rub-and-scrub durability and our tissues 3 to 1 for softness . . . proof that they are America's best buy.

YOUR JOB-*"YOUR Second Home"*



William "Billy" Tellier is shown boarding his familiar panel truck to pick up and deliver mail at Brown Co. He has been an employee of the company since 1911.



(Above) Sampling drums of chloroform prior to shipment is George Lafleur, laboratory foreman at the Chemical plant. George is now on his 27th year for the company.



(Left) Raymond Albert, temporarily disabled, is shown here working as a watchman during his recovery period. He has been with Brown Co. since 1950.

Home is truly the greatest place in the world, but most of us have more than one home. We have a second home,—our job. Brown Company has been a second "home" for many employees for ten, fifteen, twenty, twenty-five or more years.

This is the first of a series of articles featuring Brown Company employees at work. They are pictured with the tools and the machines they bring to productive life in the manufacture of the things we produce and sell.

Put your job under a spotlight and what do you see—you punch a clock, you get paid and you give your employer work in return. But this, although important, is just a mere exchange of material values. There is definitely something else that makes you put out the best work you can. There is something else that makes you report to your job—to your second "home"—week after week, month after month, and year after year.

Perhaps it's the friendships you have made on the job. It may be the feeling of partnership and participation in the company's progress—the enthusiasm, and the will to get things done. Maybe, too, it's the belief in the company's purpose and the confidence in its success. Possibly it's that whatever you do, whether you are working in one of the plants or one of the offices, whether you are producing by using your hands with skill and precision, or just "thinking things out," you know that management has invested money in you, so you must help to make that investment pay off. If that's your particular reason,—stick to it because you couldn't have a better one.

(Below) Here is Edward Lambert stacking slabs and edgings for the chipper. He has worked fifteen years for the company in the woods and in the plants.



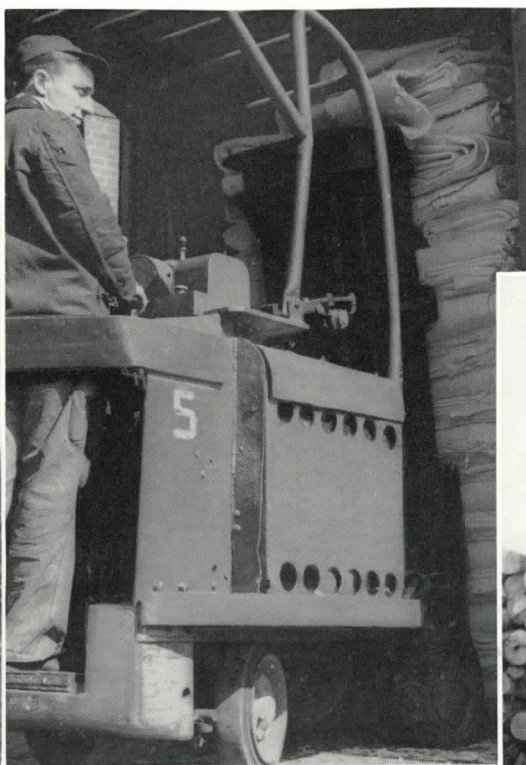


As the crane hoists logs into position, Maurice Larochelle assists the operator by stacking them safely. He just recently rejoined the company following service duty for Uncle Sam.



(Above) Plant guard Leo Piper is shown here opening the gate at the Cascade plant so that a truck may enter.

(Below) Shown at work surveying a land site is Wilfred Bertrand, civil engineer for the company. He joined Brown Company in 1951.



(Above) Robert Baillargeon, a 12 year man, operates a fork truck in and out of boxcars at the Cascade plant.

(Below) Henry Riendeau rolls a long log into position so that it may be inspected and cut into proper lengths for best utilization. He started working in 1947.



1/2 MILLION DOLLAR



Whether it's fishing . . .



or camping . . .



beach partying . . .

VACATION TIME is here again and thousands of Brown Company families will be hitting the highways to national parks and other vacation areas,—riding automobiles, trains, planes and buses for a grand and glorious vacation of job-forgetting fun.

They'll be fishing, camping, swimming, visiting friends, kicking up their heels, or just plain loafing—with vacation checks in their pokes totaling more than one-half million dollars.

Last year approximately \$579,507.00 was paid out in vacation checks to Brown Company men and women. This

year it is expected that the total will be in excess of that figure.

A vacation with pay is a plus value that helps make a Brown Company job worth getting and worth keeping.

Vacation memories are worth keeping, too. It's our picture records that prompt our memories, so make them complete and make them good. Our vacation states are filled with thousands of photoscenic spots making your choice of shots unlimited.

Whatever your vacation plans may be this year, we hope that you and your family—

HAVE A GOOD TIME!



or picnicking . . .



visiting Niagara Falls . . .



or swimming at the beach . . .

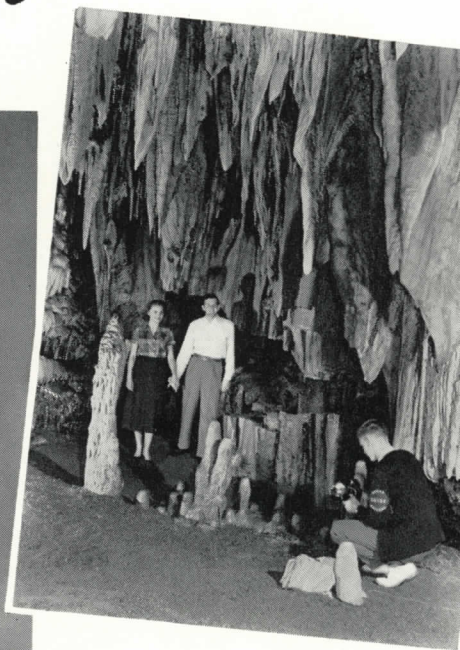
Vacation!



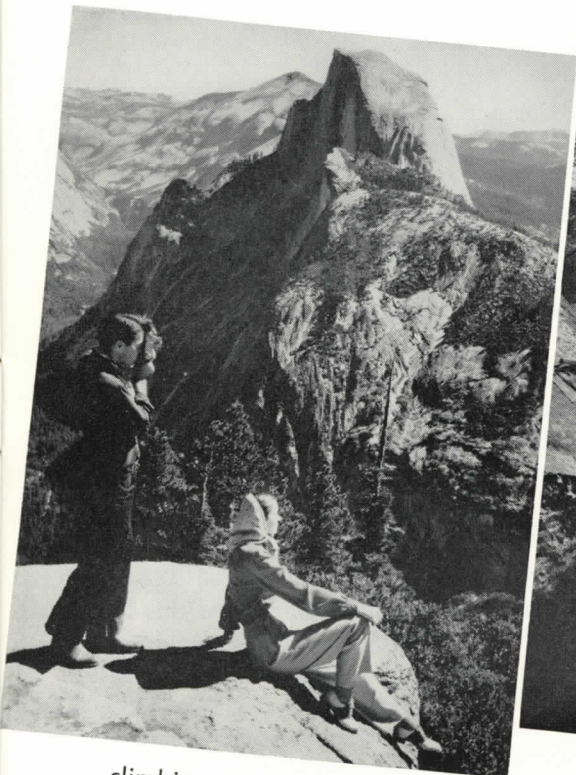
sporting with the youngsters . . .



seeing Bunker Hill Monument . . .



or other historic spots . . .



climbing mountains . . .



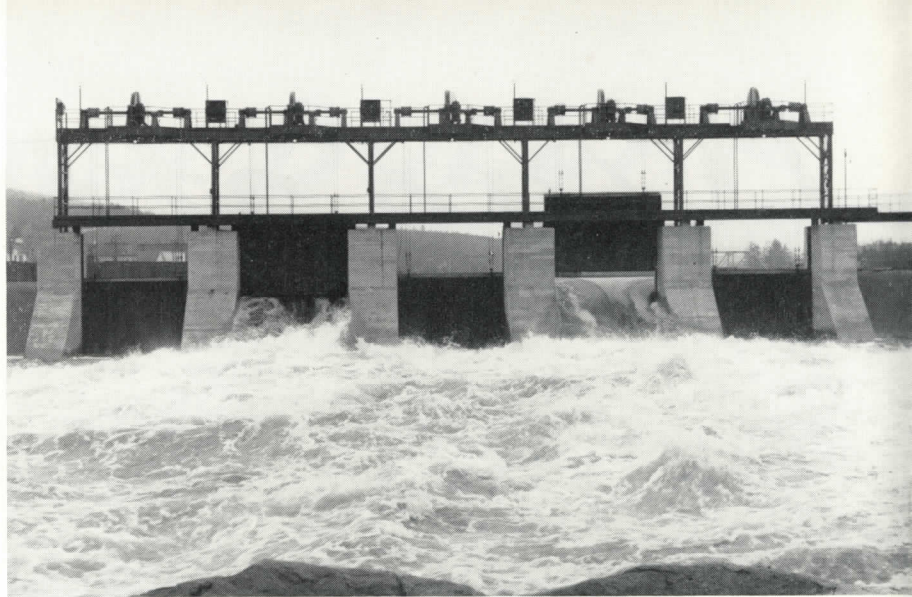
or seeing Yosemite Valley . . .



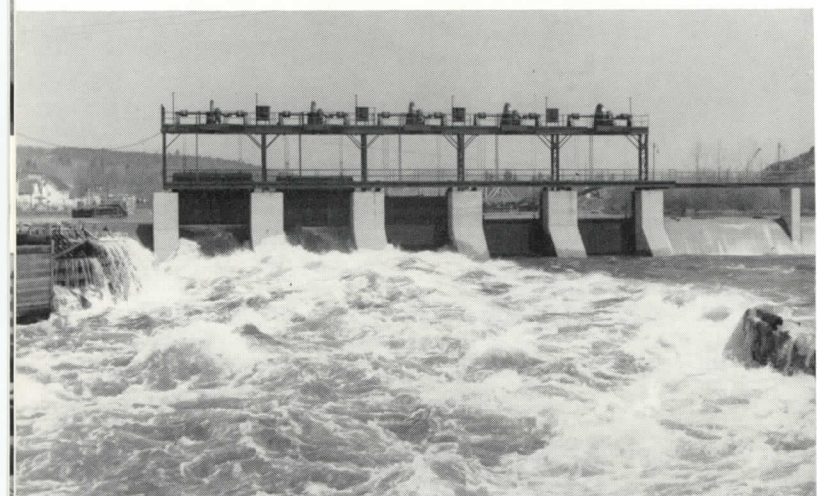
or the United Nations Building . . .

wherever you go, enjoy your
half-million dollar vacation!

"ANDY" tried to *Break the Harness!*



This photo was taken at 9:30 a. m., April 19, as water in the Androskoggin River began rising. Slightly less than 2 full gates were opened to let water escape at rate of 7,252 cubic feet per second.



At 9 o'clock the morning of April 21 more than two full gates were opened to keep water at desired level. Here, surplus water amounted to 9,004 cu. ft. per second.



Water was at highest point at 3:30 p. m., April 23 when all 5 gates were opened to allow 14,500 cu. ft. of water per sec. to flow through gates. Note that water is not overflowing gravity section of dam at right.

THE POWERFUL Androskoggin River, referred to here as "Andy", recently used just about all the strength it could muster to break the harness recently constructed by Brown Company to keep it under control . . . but old "Andy" failed dismally.

The new D. C. dam, which stood up gallantly and courageously against the forces of nature during the recent high water in the area, was completed last year under the direction of the Brown Company Engineering Department. The structure is 390 feet long and contains five 10-ton gates measuring 13 feet high and 20 feet long. From the underside of the dam to the extreme top of the hoists, the structure measures 49 feet, 6 inches and the maximum width at the bottom of the dam measures 25 feet.

On April 23 at 3:30 p. m., the flow of water over the dam amounted to 14,500 cubic feet per second and the rugged structure handled it like a veteran.

The trick of using a dam to control a river like the Androskoggin is to open a gate or a combination of gates just enough to allow the surplus water to flow through the dam. In other words, the level of the water behind the dam should be constant, at an elevation of 1094.10 feet above sea level, and the excess water should be allowed to flow through. The water that remains behind the dam is held to provide water for power and process water for Burgess and Cascade.

The photographs on this page show how combinations of gates were used to allow excess water to pass through the dam.

Plans are underway to construct an additional 222-foot section of dam to the present installation. When this new addition is complete the dam will have a maximum total spilling capacity of 28,300 feet per second. The highest water flow ever recorded on the Androskoggin in recent history was in March, 1936, when the river was running at 20,644 cubic feet per second.



PRESIDENT WHITTEMORE RECEIVES NEW HAMPSHIRE'S FIRST Treasury Achievement Award

UNDER A BRIGHT SUNNY SKY at noon the twentieth of January 1953, Dwight D. Eisenhower, having just taken the oath of office as the thirty-fourth President of the United States, paused before beginning his inaugural address to offer "a little prayer of my own," composed that very morning in the rush of preparations for the ceremonies.

A few days before this historic ceremony, representatives of the Treasury Department, seeking some fitting memento of the occasion as distinctive awards for volunteers aiding the United States Savings Bonds Program, had begun negotiations to obtain a few boards from the platform on which President Eisenhower was to stand.

The day following the inauguration, forces began to converge from all directions to create within an incredibly short time a unique award for Bond volunteers working for the good of our country.

In a public ceremony on February 3, the Treasury accepted an aggregate of 6,800 board feet and placed it in the protective custody of the United States Coast Guard, pending decision on its eventual use.

Individuals and organizations then hastened to speed the project—now a union of a physical memento and a spiritual declaration of faith—to final conclusion.

This thrilling interplay of individual and community enterprise created a unique award—the first Inaugural

Prayer composed by a President for himself—framed for the first time in memento wood for a public and patriotic purpose—to be used as a Treasury Achievement Award for exceptional volunteer service in the United States Savings Bonds Program—a distinctive award created by volunteers, for volunteers, dedicated to the service of all Americans.

Little did Laurence F. Whittemore realize that he would be the first person in New Hampshire to receive this outstanding award shown above being presented by Loren A. Littlefield, State Savings Bond Director.

The prayer reads as follows: "*Almighty God, as we stand here at this moment, my future associates in the executive branch of the Government join me in beseeching that Thou will make full and complete our dedication to the service of the people in this throng and their fellow citizens everywhere.*"

"*Give us, we pray, the power to discern clearly right from wrong and allow all our words and actions to be governed thereby and by the laws of this land.*"

"*Especially we pray that our concern shall be for all the people, regardless of station, race or calling. May cooperation be permitted and be the mutual aim of those who, under the concept of our Constitution, hold to differing political beliefs—so that all may work for the good of our beloved country and for Thy glory. Amen*"

350 SCOUTS WILL



Vice President C. S. "Pat" Herr spoke informally to the group on conservation. H. P. Burbank stands nearby.



Approximately 350 north country Boy Scouts listened intently as instructions were given over loudspeaker.

APPROXIMATELY 300 active and ambitious North Country Boy Scouts recently exerted at least one week's energy during a busy Saturday afternoon, May 8, at a Brown Company Conservation Field Day in which they planted 3500 "baby" trees in record time.

Credit for the success of the affair goes to Myles Standish, Program Chairman, and his committee, H. P. Burbank, Mark Hamlin, Ray Mitchell, Jim Hinchey and to Donald Porter, Scout Executive.

The program, held at Shelburne, N. H., opened with H. P. Burbank welcoming the Scouts to the Field Day. Donald Porter, Scout Executive, then led the boys in their Scout Oath.

Instructions in the planting of trees and methods of using fire fighting equipment filled out the morning sessions.

Noontime saw the 300 Boy Scouts and others scurrying in and out of the "chow line" for second, third and even fourth helpings of a tasty outdoor baked bean feed provided by Brown Company under the supervision of popular Carroll



At noon, the energetic youngsters "put on the feed bag" with all the beans and frankfurts they could eat.



Many Scout-planting teams, such as this one, took great care in handling and planting the seedlings.

NEVER FORGET THE



H. P. Burbank, Mark Hamlin and Myles Standish stand by as Scout Executive Don Porter gives instructions.

Wentzell, Company woods cook.

Following the noon meal, the boys sat on the side of a hill which nature had shaped into the form of an amphitheatre and listened to a few brief, but well chosen remarks from such men as C. S. Herr, vice president in charge of woods operations for Brown Company; Mark Hamlin, Purchased Pulpwood Unit; and George Keough of the Governor's Council.

Early in the afternoon, with all participants still praying for rain to hold off, the Scouts began planting 3500 "baby" trees in an area which had been previously marked off in rows for convenience. This chore, as strange as it may seem, was accomplished in the record time of 45 minutes.

With the rain still threatening, but not dropping, the program ended with all Scouts, a little tired, loading themselves into cars and trucks to return to their home towns and inform their parents and friends about the fun they had and the knowledge they acquired during a day of exciting activity that will never be forgotten.



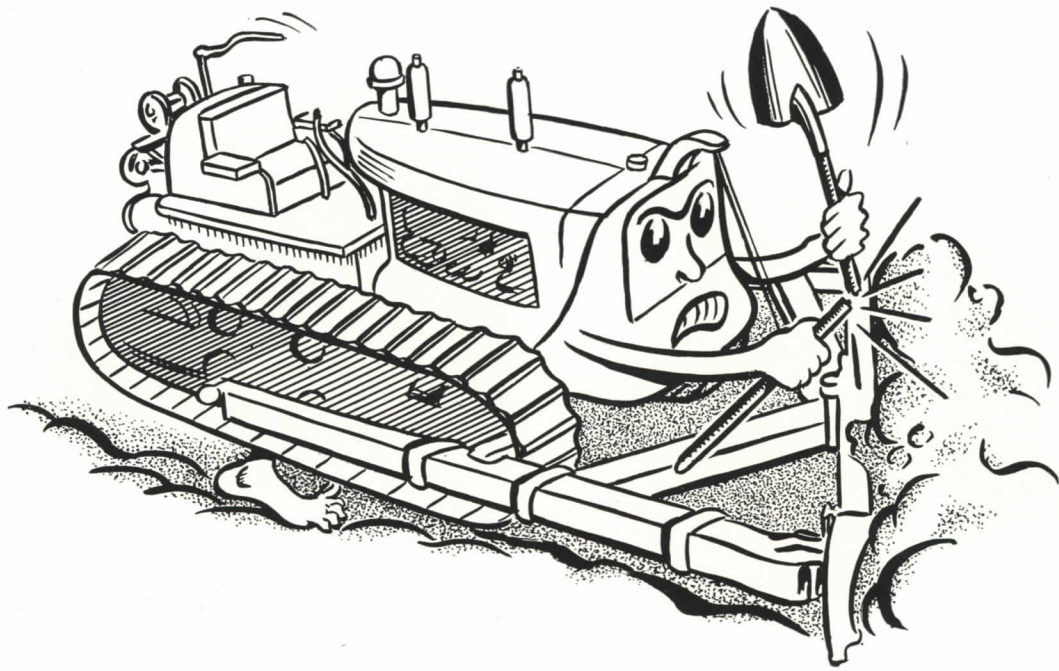
The "chow department" included, left to right, Bill Johnson, Carroll Wentzell, Carleton MacKay, Douw Fonda, Mike Grigel and Ray Mitchell.



The boys were well organized with each youngster having his specific job to perform in the program.



Many of the Scouts gathered around Vice President Herr to obtain more information about conservation.



Do Machines Kill Jobs?

"People sometimes lose jobs to machines in their own plants. But those instances are getting rarer every year as companies learn how they can plan ahead and provide other jobs. In fact, the danger of a workman losing his job to a machine in his plant is nothing to the danger of losing it to a machine in some competing plant, or a competing industry, if his firm doesn't keep up with the procession."

From "Nobody Lost His Job"

The men just stood there and watched the new machine. They felt resentment against the soulless machine that stood before them. The operator threw the machine into gear. The men crowded around the machine. They looked, and the chill spread from the pit of their stomachs to their hearts. The machine was doing a perfect job.

But how did this machine really affect the future of these men?

Today, the introduction of nearly all machines not only lightens the men's physical work load, but it also gives them chances to go to better things. For instance, a man with little education starts as a laborer and chances are he remains a laborer all his life. However, as more and more machines come into being, more and more men are needed to operate them and care for them. Thus men with little formal education but scads of mechanical talent become operators, mechanics and specialists.

Machines make production less expensive, and as costs go down companies can sell more products because their prices are competitive. As sales increase, more machinery is needed to further increase production and more men are needed to care for and operate the equipment.

Let's suppose a customer of ours finds a company which sells a similar product at a lower price. Chances are that he will abandon us and buy from the other manufacturer.

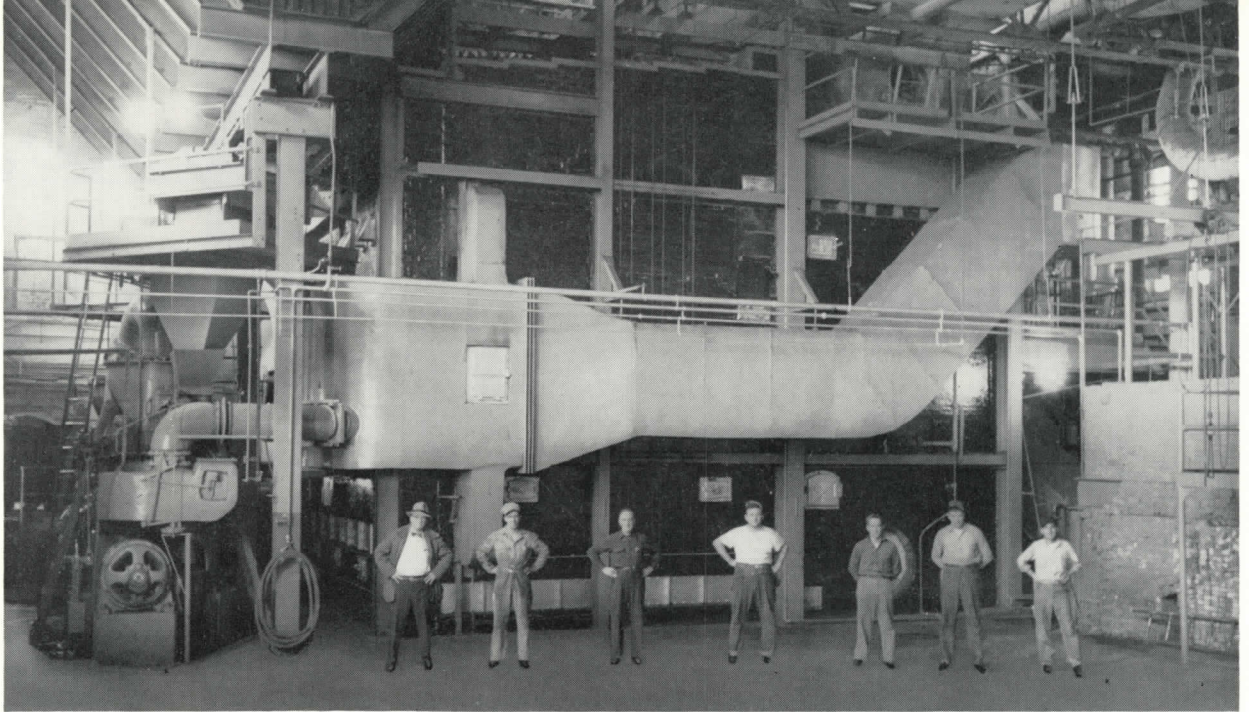
In other words, our job is to keep the prices of our products on the decrease, that is, if we want Brown Company to progress. Progress can only be accomplished by giving our customers the best product at the most reasonable price.

Your next thought may be—these changes and additions certainly must be expensive. Then how do we cut costs if we spend huge sums of money for better equipment?

Let's say you are in the hauling business with an old half-ton truck. You make hauling commitments but your old truck breaks down and you cannot complete the job—a good way to lose customers. You spend much of your time working on the truck or paying someone else to repair it. Occasionally you are asked to haul large objects, but your half-ton truck will not take the load.

Soon you see that to stay in business you will have to invest in a larger, more reliable truck. With your new truck you can offer better service at lower rates and not have your income eaten up by repair bills. You get a reputation of delivering the goods, and attract new customers. You invested quite a sum of money in a new truck to make a profit.

Broadly speaking, Brown Company operates the same way. That is, we invest money in modern equipment to improve service and make a profit. We replace old equipment whenever possible with new facilities that will give us reliable service for years and years. So, even though the initial cost is high, like your new truck, we expect to get part of our investment back over a period of years through more efficient operation.



UNSUNG HEROES

of Production

THIS IS THE FIRST of a series of articles saluting departments and employees whose "behind the scenes" activities are often cause for them to be forgotten.

The departments which will be featured in this series of articles are as important to the entire Brown Company operation as stage hands and technicians are to the very finest of television shows. Without their efforts, the Brown Company "show" would not go on. Those of you who are "on stage" actually producing our products would be jobless if it were not for the many other departments supplying you with essential services. And it takes a lot of departments to make up the complete team.

This month, we salute the Cascade Steam Plant which produces both power and steam for the Cascade mill. Without this service, the entire mill could be at a complete standstill. In this operation, about 170 tons of coal are consumed each day and steam can be produced at the rate of 200,000 pounds per hour.

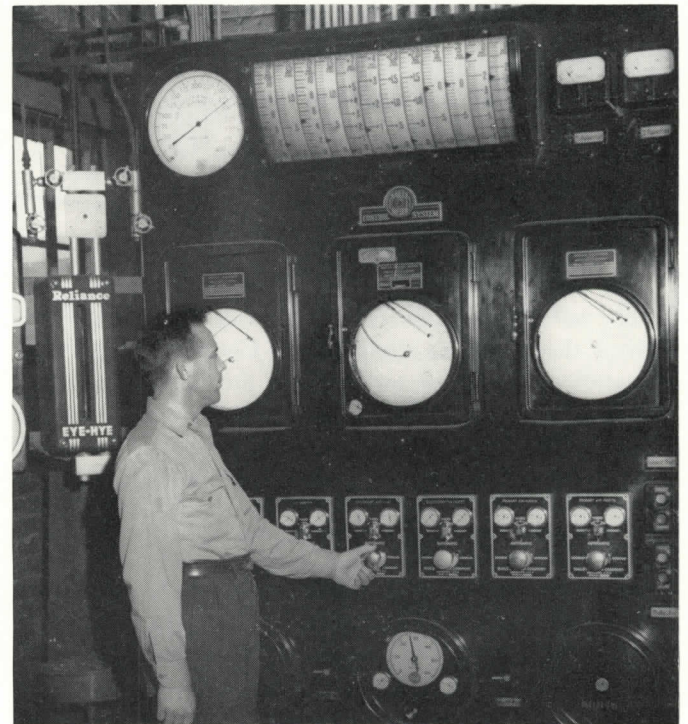
And here, in brief, is how it operates.

The coal, after it is pulverized, is blown into the combustion chambers of the boilers and burned in suspension. The high degree of heat from the burning coal produces enough steam within the boilers to run a 3,000 kilowatt power generating turbine. When the steam exhausts from the turbine it is used again, this time for drying paper at the Cascade mill.

It probably sounds simple, but it takes 36 experienced men to keep things humming around the clock.

Chief Engineer, W. F. Purington; Clerk, Conrad Poisson; Head Firemen, Henry Tenney, Melvin Boutillier, Paul Nault; Turbine Operators, Pasquale Bruni, Jerome Hunton, Valadore Buckovitch;

Here's a line-up of one of the crews which operates the Boiler House. Standing near their equipment, left to right, Walter Purington, Xavier Pinette, Conrad Poisson, George Comeau, Norman Nolan, Dennis Kilbride, and Arthur Lalande.



Shown at one of the control panels in the Cascade Boiler house is Wilfred Baillargeon, operator.

Boiler Operators, Edmond Gingras, Val Baillargeon, Arthur Lalande, Robert York, Leroy Fysh, Norman Welch; Boiler Assistants, Otto Oleson, Ralph Gillingham, Maurice Fletcher, Delbert Keene, Leon Suffill, Wilfred Baillargeon; Coal Unloaders, Peter Bourassa, foreman, and Lucien Bisson, Norman Vezina; Boiler Cleaner, Dennis Kilbride; Cleaner, Herbie Dickinson; Maintenance, Xavier Pinette, foreman, and Theodore Seguin, Lucien Bergeron; Dowtherm Boiler Operators, Norman Nolan, Frank Reardon, Oscar L'Heureux; Spare Boiler Assistants, Raymond Bilodeau, Danny Prince, George Comeau, Joseph Mycko, Leo Fortier.

There's nothing funny about **SUNBURN!**



Most of us like to share our vacation fun with others. Perhaps that's why so many Brown Company folks, while on vacation, take time out to send greeting cards—often humorous ones—to those back home. One, for example, shows a chubby gal sitting on more than her share of beach soaking up too much sun. Nearby, a fellow looking at her lobster-red sunburn, knowingly remarks: "The beach won't be so crowded tomorrow."

But as any one who has suffered sunburn knows, there's nothing funny about it. It can be terribly painful and even dangerous. Beyond that, even a mild sunburn can spoil weekend or vacation plans, or cause you to lose time from work.

But you can easily avoid painful sunburn and still get a good tan. Just adjust your sun bathing to the burning power of the sun and to the sensitivity of your own skin.

It's not the heat of the sun, you know, that causes all the trouble; it's the ultraviolet light rays. Even on a cool day, if the sun is bright, you can get a severe sunburn.

The Metropolitan Life Insurance Company warns that the sun's ultraviolet rays are most damaging when the sun

is high overhead. During the summer, this is between 10 o'clock in the morning and 3 o'clock in the afternoon. So, when you start your sunbathing, try to get out in the sun during the late afternoon or early morning.

The sensitivity of your skin is important too, of course. Generally speaking, a light complexioned person should be more careful than a man or woman with darker complexion.

For the average adult, 10 minutes the first day is long enough for the sun bath. Using caution, and an effective suntan preparation, you can gradually increase the length of exposure as your vacation goes on, meanwhile enjoying the benefits of the sun's rays without risking the dangers of severe sunburn.

A good suntan preparation will help strain out some of the sun's dangerous rays. You can have your pick of lotions, creams or oils, or you can have your druggist make up a prescription. However, to avoid sunburn you must still time your sun bathing properly, and don't forget to reapply the lotion after each swim and every couple of hours.

And when you send your vacation cards to friends at home this year, here's hoping you can say truthfully, "Having a wonderful time, wish you were here."



We're PROUD of our PRODUCTS

It's common knowledge that Brown Company employees show a high degree of pride for the many quality products they help to manufacture. But, it may not be common knowledge that employee pride can be extremely helpful in promoting more sales for all of our products. The more products sold, the more production increases. When production is at a high level, job security is also high.

Try promoting our products while you're on vacation this summer. Indirectly, you'll be doing yourself and your fellow employees a big favor.

Tell people about Brown Company's new *Nibroc Household roll towels* with high rub-and-scrub durability or our *industrial and institutional towels*, the world's largest selling paper towels in the field. And don't forget our new, high quality *toilet tissue*. You can get the complete story of these products on page 3 of this issue.

Nibroc papers are made in wide variety and are engineered to conform to specifications of customers, who process them

into products ranging from coffee bags and building insulation paper to sandpaper and decorative table tops.

The *Bermico* division produces a line of underground electrical conduit tubes, sewer pipe and connection fittings. Light in weight, root proof and easy to install, *Bermico* pipe offers decided advantages in installation and use.

Onco is made of *Solka* fibres, impregnated with compounds which give the sheeting a lasting resilience. It is used for shoe insoles and in making handbags, wallets, belts and similar articles.

Cellate and *Solka* are world-famous trade names for a complete line of wood pulps. From these pulps, every conceivable type of paper is made.

Solka-Floc, a highly refined wood cellulose, is similar in appearance to flour. It is found in such products as plastics, rubber, welding rods, detergents and filter aids.

Liquid chlorine, *soda bleach* and *chloroform* are also Brown Company products and are used by industries, cities and pharmaceutical houses.

BROWNCO NEWS REVIEW

Gillespie Joins Company

W. F. Gillespie, Jr., has been named sales promotion manager of Brown Company, according to a recent announcement from Newton L. Nourse, Vice President—Sales. Mr. Gillespie's office will be in the company's sales headquarters, 150 Causeway Street, Boston.

For the past five years Mr. Gillespie has been Assistant Advertising Director for The Mead Corporation's advertising office in Philadelphia.

Formerly, Mr. Gillespie was Business Manager of The Reader's Digest International Editors in Cairo, Egypt, and was for many years with Time Magazine, where he was Advertising Promotion Manager.

During the war, Mr. Gillespie served as Editorial Director of the Office of War Information in Bombay, India.

Mr. Gillespie is a New Englander from Stamford, Connecticut, and graduated from Yale in 1931.

President Honored

The Pettee Memorial Medal, awarded annually by the University of New Hampshire Alumni Association for outstanding service to the state, went to Laurence F. Whittemore, president of Brown Company. The award to New Hampshire's outstanding industrialist was made June 7th by Dean Williamson, president of the UNH Alumni Association.

Gaudette Wins Scholarship

Richard Gaudette, an outstanding student at Gorham High School, is this year's winner of the annual \$3000 Brown Company scholarship awarded each year to a young man from the Berlin-Gorham area who shows promise and ability to continue in higher education in the fields of chemistry, engineering, or forestry.

The winner was selected following a series of objective examinations conducted recently by the University of New Hampshire Testing Service. Six students, representing Berlin High School and Gorham High School, competed for the scholarship. All high schools in the Berlin-Gorham area were invited to enter students in the competition.

Mr. Gaudette, 17, is the son of Mr.

and Mrs. Henry Gaudette, Washington Street, Gorham. His father (Henry) is employed by Brown Company as a construction foreman.

The young scholarship winner, valedictorian of the class of 1954 at Gorham High School, plans to enter college in the fall.

The students entered in this year's scholarship contest included, from Berlin High School, Frederick R. Fickett, Hartley D. Town, and Paul S. Schnare. Gorham High School entered John M. Daley and Anthony D. Potter as well as Mr. Gaudette.

Skowbo Elected Treasurer

Stuart W. Skowbo has been elected treasurer of Brown Company effective June 1, 1954, according to a recent announcement by Laurence F. Whittemore, president.

Mr. Skowbo was born in Aurora, Illinois, and after graduating from the University of Iowa with a Masters Degree in Industrial Management, he became employed with the General Electric Company and worked in its financial and cost divisions at Schenectady, New York, and Lynn, Massachusetts, for approximately 15 years.

He has served as vice president and controller of the Coolerator Company, Duluth, Minnesota, and most recently was controller and chief financial officer of Marshall-Wells Company, also of Duluth.

"Mr. Skowbo is exceptionally well fitted by education and experience to be chief financial officer of Brown Company and the directors of the company have asked me to express their gratification that he is coming with us," stated President Whittemore.

Mr. Skowbo is married and has three children and will reside on Riverside Drive, Berlin.

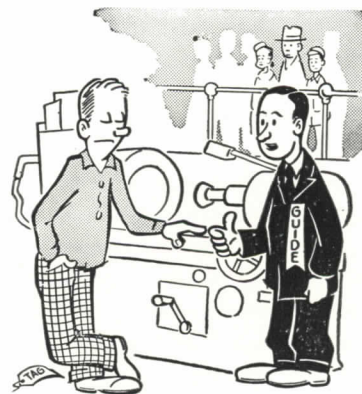
H-W Contract Terminated

In a joint statement issued recently by Richard N. Greenwood, President of Heywood-Wakefield Company, and L. F. Whittemore, President of Brown Company, it was announced that as of July 2 the contract between the two companies, relating to the operation of the Berlin hardwood saw mill, will terminate.

Mr. Greenwood stated that the amount of birch logs to be produced by Brown Company will be substantially more than Heywood-Wakefield's present needs and that his company is not interested in becoming a producer and seller of lumber as such.

Mr. Whittemore stated that the operation of the mill would be continued, probably by Brown Company itself, and that the matter was presently being studied in relation to the Company's policy of getting the highest utilization out of its forest resources.

The statement further continued with the information that Heywood-Wakefield Company expects to be a large purchaser of yellow birch lumber from Brown Company in the future.



"Aw, come on, Henry. They just want to watch you work!"

SALARIED PERSONNEL CHANGES

NAME	FROM	TO
Jean A. Bissett	(Hired)	Typist, Stenographic
Paul Connolly	(Hourly)	Clerk, Elec. Repair Storehouse
John Lepage	Elec. Repair Storehouse	Clerk, Burgess Storehouse
Leola Paquette	(Hired)	Typist, Central Order Billing
Paul R. Quinney	(Hired)	Sr. Chemist, Research & Development
William Raymond	Plant Supt., Chemical	Asst. Plant Manager, Chemical
Donald Taylor	Tabulating	Supervisor, Central Order Billing

News AROUND THE PLANTS



CASCADE

Office

Mr. and Mrs. Amedee Rivard had as their guests over Memorial weekend their son, Roland and family. Roland is a former Cascade employee and is now located in Bedford, Mass.

We welcome Sylvia Brassard to our office staff. Sylvia will be employed during the vacation period.

Colette Saucier recently returned from a two weeks' vacation spent in Jacksonville, North Carolina.

Towel Room

Pearl Hogan and Germaine Buteau were recently on vacation.

On the sick list this issue, we find: Doris Bilodeau, Lorraine Bisson, Pauline Loven, L. Jensen, and E. Turcotte.

Deepest sympathy is extended to the family and friends of the late Nap. Guerin.

Condolences are also extended to Bertha Murphy on the loss of her mother, Mrs. Beaudoin.

Irene Goudreau and Bea Delisle were in Rochester, N. H., for two days doing some shopping.

Congratulations to Irene (Laflamme) Labbe on her recent marriage and to Arline Donovan on her engagement.

Mr. and Mrs. Wilfred Gagnon are the proud parents of a baby boy—weight, 9 lb. 13 oz.

Pearl Hogan and Helen Hooper visited the former Dora Boucher over a past weekend.



BERMICO

Condolences are extended to Edmond Garland and family on the recent loss of his mother, Mrs. Mary Garland who died on May 16th.

Sympathies are also extended to Germain Brisson and family on the recent death of his mother.

We were all glad to see Joe Fortier

who was home from the Veterans' Hospital for the Easter Holiday.

We congratulate Marcel Morency, of the Metal End Plant, for receiving the WMOU award as one of the most outstanding hockey players of this city. He was given a portable radio in recognition of his talent.

Congratulations are in order for Paul Peters and Florence Mayo on their recent trek to the altar. Their honeymoon was spent visiting points of interest throughout New England.

Kenneth Fitzpatrick journeyed to Brooklyn, N. Y., recently to attend the funeral of a distant relative. Our sympathies, "Fitz."

Rudolph "Rudy" Griffin spent a week recently in and around Boston, Mass. We understand that an enjoyable time was had!!

We all miss Margaret "Peg" Arguin who recently left Bermico to devote her time to domestic duties. The best of everything to you, "Peg."

Congratulations to the Bermico Bowling Team for winning the Company cup for the third consecutive year. This means that the cup will remain at Bermico permanently. The time and effort put forth in three years of tournament bowling to accomplish this feat is surely a gesture of good sportsmanship and we say "well done" to players, Captain Henry Robitaille, Roland Dube, Ralph Webb, and Arnold Hanson!!!

We understand that a marvelous time was had at the bowling banquet held at the Chalet for the Company bowlers.



"Just a glass of water, please."



BURGESS & KRAFT

Lost in the shuffle of preparation for the last issue of the BULLETIN were the following items:

Paul Grenier's trip to the Lahey Clinic in Boston—result? Wonderful! Paul is in A-1 condition.

T. M. Brown and Mrs. Brown were in Florida for the last two weeks in April.

Fred Hayes took his first flying trip to Concord on business relating to his senatorial duties.

Children of L. M. Burns, Production Manager, Pulp Manufacturing, recently adopted a couple of pet ducks for pets. One seemed to be a bit wobbly and kept falling down and so one of the children asked Papa what the trouble was, and Papa answered that he didn't know anything about ducks—to which came the quick reply: "Well, didn't you go to school?"!!!

It was a double election for Joseph Fournier on April 29, 1954. Joe was reelected Secretary of the Androscoggin Valley Fish & Game Association, and reelected Papa Fournier for the third time when Gail Emma was born on May 3, 1954.

Others on the Androscoggin Valley Fish & Game roster were: Rollie Arsenault, elected President (he was Vice President last year); Orton LaPlante, Normand Dube, and Normand Lambert were reelected directors.

Newly elected as proud Papa was John Nadeau of the Burgess Lab. To Mr. and Mrs. Nadeau was born little Sheryl, or is it little Cynthia??? At press time, Mr. and Mrs. N. were still deliberating. You see, Papa N. had decided on Stephen John, but "ye ole stork" crossed him up! Papa N. says now that he's seen the baby, it's perfectly all right with him. Little Miss Nadeau made her debut May 17, 1954.

Estelle Caron, one of this year's crop of future graduates from Notre Dame High, has been lending a much needed helping hand in the Burgess Technical department. Estelle attends school in

(Continued on next page)

the morning, and works at Burgess in the afternoon.

At the Androscoggin Valley Fish & Game Association Banquet, April 22, 1954, Ed. Gonya, Production Control division, and J. T. Hegeman, Burgess Technical Department Supervisor, both walked away winners of a drawing on a sportsman's set (including compass, knife, water-proof match case . . .) going to Ed., and approximately \$10 worth of trollers won by John! Rollie Arsenault and Jos. Fournier, also of the Burgess Office, came up with top honors in this year's election.

What a proud father Henry "Hank" Gaudette is! His son, Richard Stanley, 17, recently won the Brown Company \$3,000 scholarship after a series of objective examinations conducted at Berlin High School on May 18th. So now Richard is looking forward to his entry at the University of New Hampshire, where he plans to study Chemical Engineering. By the way, this young man was also valedictorian of his class at Gorham High School.

For days now we've been trying to find out where Mr. and Mrs. Pete A. Ryan got their limits—trout??! Finally Pete hinted that the fishing is good beginning from the Israel River on down!

F. Riley, one of our Burgess Technical staff boys, went on a business trip week ending May 22nd.

Digester House—Blowpit Floor

Mr. and Mrs. Henry Guay recently vacationed in Canada. Mr. Guay is Blow Valve man.

Congratulations to Roland Perreault who recently became the proud father of a bouncing baby boy! Roland also took a week's vacation recently.

Norman Villeneuve, Blowpit Hoseman, is, at this writing, convalescing at home after a three weeks' stay at the St. Louis Hospital.

The Blowpit personnel welcomes Emile Cloutier to the department!

Mr. and Mrs. Charles McKelvey, Pvt. and Mrs. John McKelvey, and Mr. and Mrs. Arthur Garneau journeyed to Northampton, Mass., to attend the wedding of Charles McKelvey's niece. The latter is a supervisor at Burgess and Arthur Garneau is Blow Valve helper. Pvt. John McKelvey, a former Brown Company employee, was home on a twenty-eight day furlough. John is stationed on the outskirts of Fairbanks, Alaska.



"Pretend not to notice Morton's spare tire, he's sensitive about it."



MAIN OFFICES

Tabulating Department

Willard Kimball recently spent two weeks in Boston at the IBM Training School on the 402-403 Advanced Accounting machine. "Kim" was awarded a certificate and is now holding classes two or three times a week for members of the Tab staff who wish to learn board wiring. While in Boston, after class hours, "Kim" attended the only four Red Sox games played there those two weeks.

Donald Taylor was recently transferred from the Tab to Central Order Billing where he assumed the position of Supervisor.

H. Elmore Pettengill and his family have been spending weekends at his camp at Cupsuptic.

Congratulations to Ida Doucette who was promoted from Key Punch Operator to the Tabulating Machines where she replaced Don Taylor!

Ann Wentworth, Tabulating department, and Edith Wentworth, Onco, motored to Portland over the past weekend.

Tina Baldassara with her family motored to Claremont, N. H., where she visited her grandmother, and did a little shopping.

Joan DuPont who recently became aunt for the first time will soon be talk-

ing and talking about her new niece, Donna Lee Verill, daughter of Mr. and Mrs. Richard Verill of Gorham.

SALES OFFICES

(NEW YORK)

Long time no see, but only because there never seems to be anything to write about. Had lunch today with Claire Carlin, and she wanted to know how you all were—especially her "boss," U. J. Dacier. I gave her a favorable report on everyone. In return she wanted to be remembered to you.

Since Olga Ferrari left Brown Company, she has been doing part time clerking at Arnold Constable's department store. Today she is a heroine in the eyes of *all* department stores! It seems some woman stole, borrowed, confiscated or found and illegally used another woman's charge account plate, and for over a year the department stores had been trying to nab her. Well, one dark and stormy day the thief bought a \$2.98 blouse from our heroine, and when Olga asked her if she would pay or charge, the woman made the usual reply to charge. The moment Olga saw the "hot" plate, she recognized the name and address from the bulletin issued many months ago and still on the "wanted" list. It seemed like hours to Olga, but actually it was only minutes to sound the alarm, stall the woman by telling her she had to go to the stock room for more paper bags. When she returned, the house detective had the thief gently by the arm. But that didn't end the drama. The detective had to escort the woman to the elevator to get to the administrative offices, and a second before the elevator door closed, the thief stepped out! Fooled you—the dick was expecting it, and was right on her heels. Who said fiction was more interesting than real life? The following day Olga had to go to court to identify the woman for booking purposes. She played her part very well . . . just what we would expect from a Brown Company girl!

C. F. Brown, Onco Sales, better known as "Brownie," recently enjoyed his two weeks' vacation in Florida—and if the quantity of pictures is any sign of the quality, it must have been a winding of a vacation!

Recent visitors in the confines of the New York regional sales office—but not for long—were J. P. Becker, P. M.

Goodloe, J. G. Skirm, and Ken Page.

Another theater party to see "Sabrina Fair" were Marie Welsch Reap, Aileen Laughney, Catherine Keegan, Doris Curtin Kass, Dorothy and Helen Lacey and Rosemary Sloat. The next and last for the season will be "Teahouse of the August Moon." Bea Jackson Di-Vitale will join us for that one.

Everyone is starting to look forward to vacation holidays, and we do hope you will find a restful time awaiting you—'til we meet again.

TO FIND BUYERS

Here is the way the National City Bank letter explains the workings of our business system:

In a free economy people are free to change their minds about what, when, and where to buy, to respond to attractive merchandise at an attractive price and to reject unattractive wares at an unattractive price. The employee's job depends upon the employer's ability to make a profit. This in turn depends on the will and effort of the employee, the tools put in his hands, the quality and price of the product, and the response of the consumer to the sales effort.

When sales fall off the employee is under pressure to do a better day's work. The employer is under pressure to put on a harder sales effort, to correct his inventory position, to cheapen production methods, to improve quality, and to design products that will find willing buyers. Economic progress depends on these efforts and adjustments being made. The consumer, the employer and the employee all stand to benefit.



"I just had a happy thought, dear—let's go out to eat!"

DRIVER'S PRAYER SAVING LIVES

Business men in Virginia paid the printing costs; the Daughters of the American Revolution of that state distributed thousands of copies to Virginia motorists—and the "Motorist's Prayer," fixed on the sun visor of automobiles, may be saving uncounted lives in the Old Dominion. It follows:

Grant me a steady hand, and watchful eye,
That no man shall be hurt when I pass by.
Thou gavest life, and pray no act of mine
May take away or mar that gift of Thine.
Shelter those, dear Lord, who bear me company,
From the evils of fire and all calamity.
Teach me to use my car for others' need,
Nor miss through love of speed
The beauty of Thy world; that thus I may
With joy and courtesy go my way.

UP, AND UP, AND—

The American standard of living has been rising at about the same rate as industry's investment in more and better equipment for making things. More than three times as much is invested for each manufacturing job today as was invested 35 years ago—\$12,500 compared to \$4,000. And in the same period, "real wages" more than doubled.

BIG DEAL

A visitor with "advanced" ideas once chided Andrew Carnegie for having so much money, and proposed that he divide it up.

Calling his secretary, Carnegie asked for a statement of his holdings and the population of the world. Receiving the facts, he figured for a moment, then instructed the secretary, "Give this man 16 cents. That's his share of my wealth!"

THANKS

Many thanks to everyone for their thoughtfulness and encouragement during my recent illness.

Del Howe

CLASSIFIED

Deadline for advertisements is the 25th of the month preceding issue. All ads, accepted free of charge from employees, must be in the editor's office by this date. Mail to Editor, Public Relations Department.

FOR SALE—Hunting rifle, 8mm Mauser. Has been converted into a sporting rifle. Perfect condition. Has gold front bead sight, Red-field adjustable rear sight, recoil pad, two boxes of ammunition. Price \$50. Call 1205-W or see at 12 Jasper Street. Abel Cloutier.

Never complain about your troubles; they are responsible for more than half of your income. —Robert Updegraff.



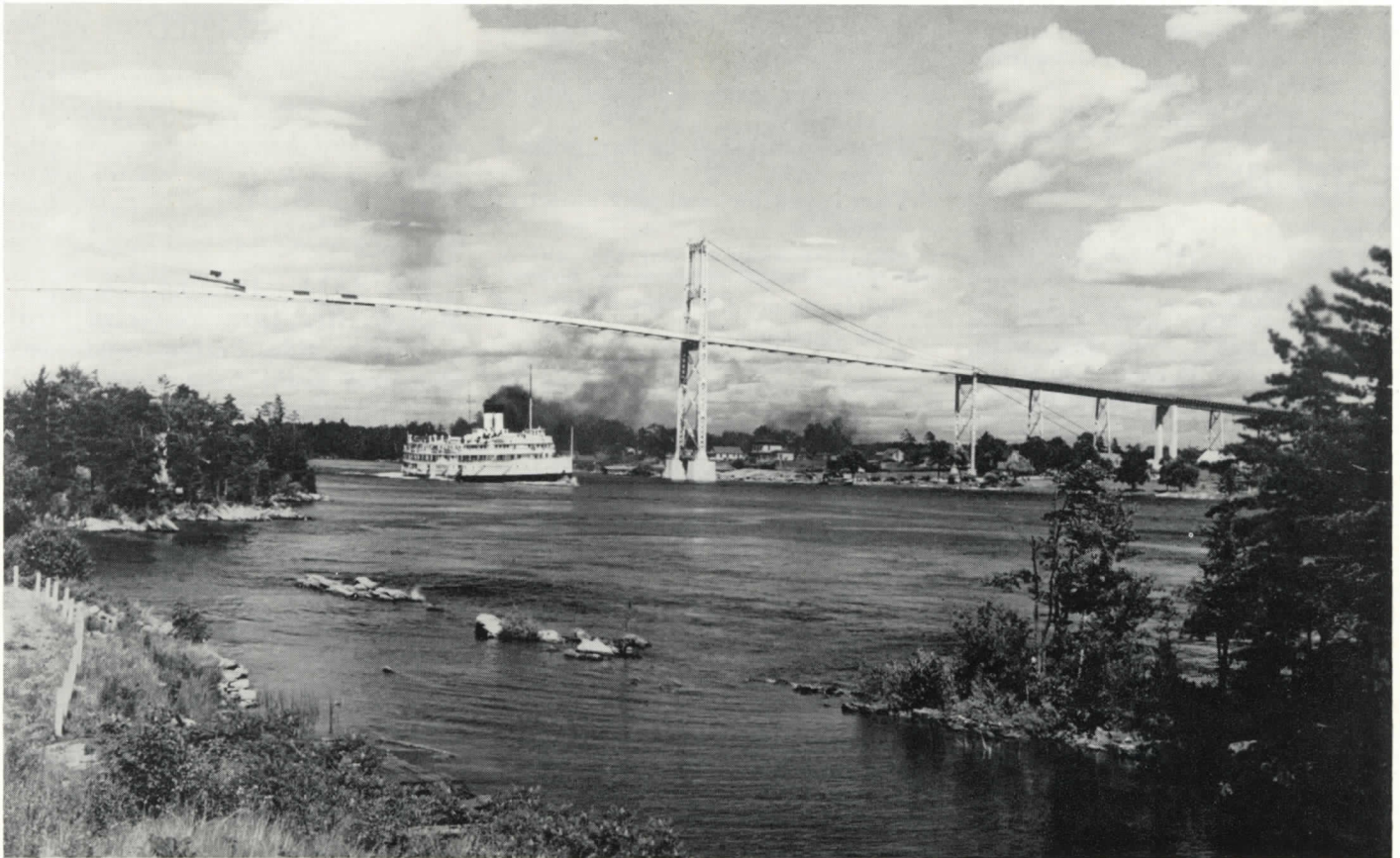
"I finally found the highchairs—in the bar."

Fishing Contest – May 1954

Employee	Mill	Prize	Weight	Length
		RAINBOW		
Robert Bilodeau	Burgess	\$5.00	1 lb. 2 oz.	14½ in.
		PICKEREL		
Edward Dube	Burgess	\$5.00	3 lbs. 2 oz.	24 in.
		HORNED POUT		
John J. Sullivan	Power & Steam	\$5.00	13 oz.	11 in.

POSTMASTER: If undeliverable FOR ANY REASON notify sender stating reason on FORM 3547 postage for which is guaranteed.

Sec. 34.66 P. L. & R.
U. S. Postage
PAID
BERLIN, N. H.
Permit No. 227



Friendship Along The Border

Centuries ago, the Romans built a stone wall between Scotland and England. Hadrian's Wall stands today as evidence of the fears of ancient peoples who could not live without strong barriers that took thousands of manhours to construct . . . then guard.

The International Bridge connecting the United States and Canada over the great St. Lawrence River is a symbol of two nations' peaceful relations. Ingenuity and skills of great minds produced plans and materials, then methods of construction of this gigantic bridge. It connects two countries instead

of separating them. It is a symbol of living together with confidence in the other nation.

It is in the spirit of this kind of international friendship that management and labor must work together to build solid bridges for the future. Communication between management and labor enabling each to understand the other's problems, plans and hopes is one of the important spans in those bridges.

At Brown Company, ingenuity and skills of the team can and, we believe, WILL produce great things for the future.

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