

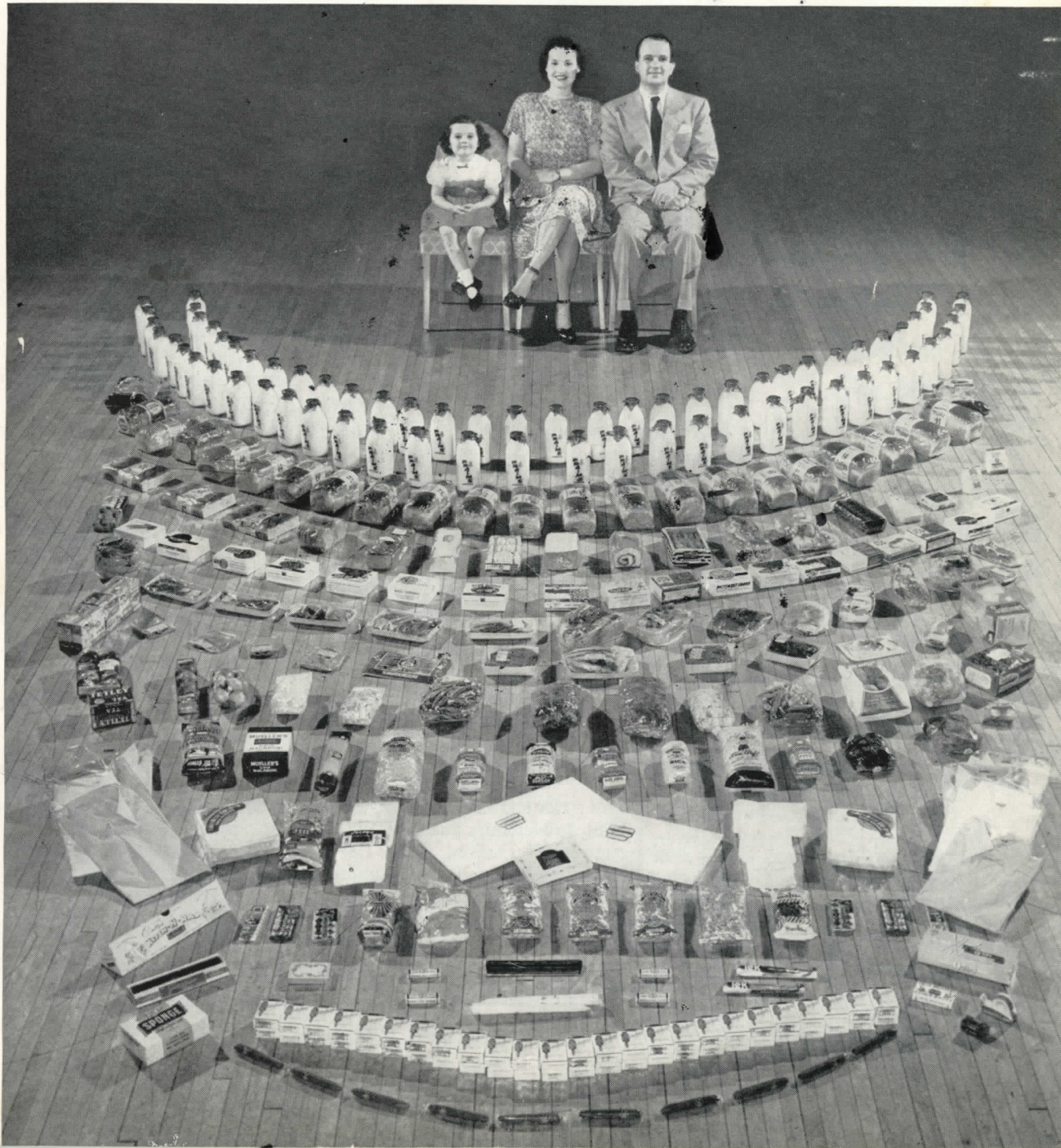
THE BROWN Bulletin



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THE BROWN Bulletin



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Read by the Editor...

The following item was recently received through the mail and is being republished here for two reasons. One, it will serve as interesting reading to most of you and, two, it may help to correct the telephone manners of some people who tend to act like "Mr. Gormley." It was written by Robert Benchley.

Being a mild-mannered man, I am not peeved more than once every two minutes during the day, but, year in and year out, I think my blood pressure rises prettiest to the behavior of the high-powered businessman who says to his secretary, "Get me Mr. Benchley on the phone!" and then goes and hides in the broom closet.

His secretary gets my secretary and says, "Mr. Gavin Gormley calling Mr. Benchley." And my secretary says to me, "Mr. Gavin Gormley on the phone!" That's where the first flaw shows up in the routine. Mr. Gavin Gormley is *not* on the phone.

I take over and say, as I was taught to say by my French governess, "Allo?" and Mr. Gormley's secretary says, "Just a minute, Mr. Benchley, Mr. Gormley wants to speak to you." My reply to that is, "So I have just been informed." Then begins the hunt for Mr. Gormley, with occasional crumbs of hope thrown me by his secretary, like "Just a minute, please!" or "Mr. Gormley is busy on another wire now. Will you hold on, please?" At this point, when I am in form, I hang up.

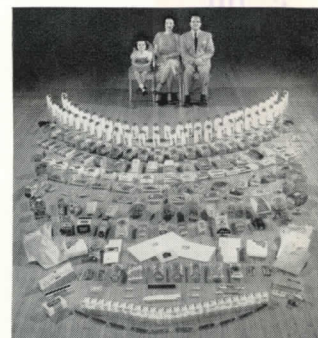
If, however, I am in a sissy mood, I hang on like a dope. I hum hymns, or hymn hums, and draw little airplanes on the blotter, waiting for Mr. Gormley to finish on the other wire. (Don't forget it was Mr. Gormley who called *me*.)

And then comes the crowning insult. Mr. Gormley is finally on the line with me and says, in a very brusque voice, "Hello, who's *this*?" as if I were trespassing on his time.

Then, sissy or no sissy, I pull my telephone cord out the wall so hard that it pulls Mr. Gormley's receiver right out of his hand, even if he is blocks away, and I hope it smashes his inkwell and knocks his paper cutter so that it flies up and gives him a nasty cut right under the eye. If it doesn't, I'll go over and do it myself.

THIS MONTH'S COVER

This month's cover shows cellophane-wrapped goods made by E. I. duPont de Nemours and Co., Inc. Brown Company is a major supplier of DuPont. Gene Detore, DuPont employee, is pictured with his wife and daughter and one month supply of cellophane-wrapped goods used by typical U. S. family. (Photo from E. I. duPont de Nemours and Co., Inc.)



BROWNCO NEWS REVIEW

James D. Willson Elected Assistant Treasurer

The election of James D. Willson to the office of Assistant Treasurer of Brown Company and Brown Corporation was announced this month by L. F. Whittemore, President.

Prior to assuming his duties at Brown Company, Mr. Willson served as Controller of the Plaskon Division, Libby-Owens Ford Glass Company, Toledo, Ohio. Earlier he worked in the same capacity for the Stinson Division, Consolidated Vultee Aircraft Company, Wayne, Michigan.

During World War II, Mr. Willson achieved the rank of Lieutenant Commander in the U. S. Navy working in the field of cost inspection.

He is co-author with Professor J. Brooks Heckert of the book "Controllership" published in 1952 by the Ronald Press. Since its publication, the book has been widely adapted for use in universities throughout the country.

Born in Scotland, Brown Company's new Assistant Treasurer came to this country at an early age and was raised on a farm in Ohio.

Mr. Willson received a Bachelor of Science degree from Ohio State University in 1937 and a Master's degree in Business Administration in 1938. He is also a Certified Public Accountant and was a member of the New York staff of Arthur Andersen & Company.

A member of the National Association of Cost Accountants and the American Institute of Accountants, Mr. Willson will be directly responsible to H. G. Brush, Vice President and Treasurer of Brown Company.

Gagnon Made 1st Sgt.

Robert Gagnon was recently promoted to First Sergeant of Battery "A", 210th Anti-Aircraft Artillery Gun Battalion, according to a report from the National Guard. Bob works on the No. 9 paper machine at Cascade and has been working for Brown Company for the past 3 years.

He enlisted as a Private in the National Guard in April 1947, and since that time has continually advanced in grade



A group of teachers from Plymouth Teachers College recently visited Brown Company operations in Berlin. Among those who arrived for the tour were four people from foreign countries. They are pictured in the inset photo, left to right, Smtgto Pukahuta, Thailand; Daulette Pestonji and Qaisav Zaidi, India; Shlomo Tadmor, Israel.

to First Sergeant, or "Topkick" of Battery "A".

During his military service with the Army, he served with the 79th Infantry Division and in the First, Third, Seventh and Ninth Armies in Europe.

According to the National Guard report, he was the first man to join the Berlin Unit when it was organized in 1947. Mr. and Mrs. Gagnon are the parents of two children and reside at 700 Second Avenue, Berlin, N. H.

HOURLY PENSION MEMBERS

If you terminate your service with the Company you are entitled to receive a refund on your pension contributions. However, it is necessary that the Pension Board secretary have your correct address. This is especially important in the event you move.

In order that the refund may be mailed as promptly as possible, please contact Miss Lucille Morris, Industrial Relations Building, to be sure that she has your correct address.

Brown Company People In The News

EMMET KELLY—

Named governor of Berlin Community Club.

GEORGE PERRAULT—

Named "Father of the Year" by Berlin Lions Club.

DEAN CORRIGAN—

Awarded \$1500 scholarship to Columbia University.

* * *

Golden Age Club, Inc.

The Berlin Golden Age Club, Inc., wishes to extend its deepest sympathies to the family and friends of Philip J. Bolduc, 70, who passed away on June 2, 1953. Mr. Bolduc had been employed as foreman at the Cascade Sulphite Mill until 1943, and when the plant closed was transferred to the Brown Company's Converting department until his retirement in November, 1952, at which time he had become a member of the Club.

News

AROUND THE PLANTS



BURGESS & KRAFT

Armand McGee, Head Blow Valve man, is out on two weeks' vacation. Armand is heading for parts unknown.

Edgar Melanson, Acting Blowpit foreman, is also on a weeks' vacation.

Wildy Duchesnaye is filling in at the Refrigeration Plant for the boys out on vacation.

Charles McKelvey, Supervisor of many of the Burgess departments, was out on vacation as of June 28.

Dari Pomerleau is also out on a weeks' vacation.

Ralph Villeneuve, Blowpit foreman, was recently under observation at the St. Louis Hospital.

Now, hear this!! Winners in the June drawing of the St. Patrick's "Thousand Club" were — Elizabeth Harp, \$75; "Batch" Connolly, \$50; and, "Ed" Gonya, \$25. Should anyone wish to bask amongst the gold dust for luck, all three winners are from the Burgess Central office.

New car owners at this issue are A. C. Martin, a "Chevy"; Alec Taylor, a Nash; and Hubert Connolly who traded Plymouths. Along with the new Plymouth came a brand new baby boy for Mr. and Mrs. Hubert Connolly born on July 2nd.

Mr. and Mrs. L. M. Burns and family were vacationing to parts unknown weeks ending July 4th and 11th.

Also on vacation weeks ending July 18th and 25th were "Jos" Fournier and family.

And here's a real bite!! Louis Hanson, of the Burgess Timekeepers, misplaced his false teeth one noon hour last month and believes that he swept them into the waste paper basket with the remains of his lunch!

No details are available as yet as to the extent of the damage caused to Armand Brunelle's home as a result of a fire on June 24th.

Congratulations to Mr. and Mrs. Lucien Duchesne on the birth of a daughter on June 9, 1953.

Edmund Lacroix returned to work July 6 replacing George Dion who has been on temporary loan to the Store-

house from his job at the Purchasing department. "Ed" was recently discharged from the U. S. Army as a Sergeant following the completion of overseas duty in Korea where he served as Company Clerk.

Eli Rainville, of the Recording Gauge department, was operated on at the St. Louis Hospital July 8. We extend our sincere wishes for a speedy recovery.

F. Bonanno has returned to the Research department after serving under John Hegeman in Technical Control for a brief interval. Now with Technical Control, as of week ending July 11th, is John Kovalick, graduate of UNH as Chemical Engineer.

The many friends of the late Billy Aikens, formerly of the Digester House at Burgess, extend their sympathy to Mrs. Aikens and family in their recent bereavement. Billy was stricken while on vacation and taken to the White River Junction Hospital where he passed away, July 9, 1953.

A new weekly record was established at the Burgess Sulphite Mill week ending, May 2, 1953. Dryer production for the week was 2345 tons with a daily average of 337 tons. For the four-week period ending May 16, 1953, the average daily production for the days operating was 335 tons. The weekly tonnage record of 2345 tons was also broken week ending May 16, 1953, when the figure for the week was 2354 tons. June 11, 1953, a record high production figure for any 24-hour period was established—363 tons!

Adolph Taraskevich retired July 1, 1953.

Terminated from Burgess since the last issue: Ernest Gagne to the Woods department; A. Bernier from the Dryers to the Woods Storehouse; Henry Laberge from the Woods department to Bermico; Wm. Glinka from the Yard to Bermico Maintenance; A. Martineau from the Log Pond. Mr. Martineau is going into business for himself (restaurant owner) and takes with him all the good wishes of his former co-workers.

New men to Burgess are as follows: Normand Croteau and Laurent Houle to the Dryers; Louis Sicotte from the Kraft Mill to the Digesters; Napoleon Rheume from Bermico to the Burgess Bleachery; Lyman Labbe from Kraft to Bleachery; Adrien Grondin from the

Yard to Crane and Tractors; Maxime St. Germain and Lawrence Marchand from Employment to Wood Handling.

On and off the Sick and Disabled list this issue are the following: Leo Coulombe has returned to his duties in the Yard Crew; Robert Washburn is back as are Henry Girard of the Kraft Mill and Wilbrod Carrier. Norman Bouchard is absent from the Log Pond, Edward Gilbert from the Dryers, and Lester Clinch from Maintenance.

Norman Corriveau claims he can throw a baseball 350 feet; or is it a baseball he can throw that far?? We are still waiting for a demonstration.

"Jerry" Hogan pleasantly surprised us with a few visits. We are looking forward to having him back with us in the near future.

William Brideau is replacing union officers during their vacations.

Senator Fred Hayes, Jr., and family were week end visitors in Plattsburg, N. Y.

Arthur Ross, Frank Sheridan, Jr., Vic Ayotte, and George Hopkins have returned from their vacations with renewed vigor.



BERMICO

Deepest sympathy is extended to the family and friends of the late Henry Thibault. Henry had been with us here at Bermico since 1945 and had been performing the duties of cleaner at the Machines and Dryers. We will always remember Henry for his cheerful good mornings and ready smile.

It is with regrets that we mark the passing away of our night foreman, George Beuparlant. George had been with us since 1922.

Maurice Woodward of Mill Control states that a good old-fashioned Quaker Meeting can't be beat! We understand that Maurice has been keeping steady attendance of late.

Ernest Bushway is back on the job after a short illness.

Alex Thibault, our new fittings plant foreman, is sporting about in a new Dodge.

(Continued on Page 17)

The Wheel of Life —or Disaster?



BRAKES, HEADLIGHTS, steering mechanism, tires in good shape—but what about the driver's eyes? The chances are more than even that he is among the half of the adult population who have visual errors such as tunnel vision, low visual acuity, alcoholic or other amblyopia, near-sightedness, poor depth perception, color blindness, one-eyed vision, and aniseikonia.

Faulty vision is the third horseman of death and destruction that thunders along our motor highways, taking a toll of 35,000 lives and 1,000,000 bodily injuries per year. The other two horsemen are liquor and excessive speed.

The part played by slight difficulties in motor accidents has been proved beyond doubt. Available records show that unfavorable conditions of seeing are present in one out of five fatal accidents, and there is doubt that failure to see correctly is a contributing factor in a far greater number. Consider the fact that three out of five fatal accidents occur at night, when seeing is at its worst. Yet night traffic is only a fraction of the volume of daytime traffic.

Defective seeing ties in with other hazards, augmenting the peril. For example, a single drink may lower visual acuity and slow up muscle responses in controlling the car. A man may be steady enough to walk a chalk line, and still be a road peril because of his alcohol-fogged eyes.

High speed also cuts down seeing ability. At 50 miles per hour a driver sees 14 per cent less than when driving at 45 miles per hour. At 60 miles, his effective vision is narrowed down to the mere width of the road. One reason is that it takes time to see—a tenth of a quarter of a second, during which the speeding car may travel from safety to disaster.

The appalling accident toll on the new, super-speed highways, supposedly as safe as engineering science can make them, will probably be found to be due simply to the fact that the eye cannot function with split-second efficiency at speeds around 70 m. p. h.

The States are spending millions on motor roads, but a mere dribble of pennies in checking the eyes of the drivers who use them. A few years ago it was estimated that one-half of the drivers in the country had not even been required to take a driving test. Even in the most progressive States, the eyesight examination is nearly always inadequate, and re-examination of eyes on renewal of license is almost never required.

Medical eye specialists and optometric groups are deeply concerned over the neglect of eyesight as a factor in road safety. While opinion differs as to what constitutes a safe visual standard, there is ample evidence as to what eyes are not safe. It is widely agreed that a motorist should have at least 20/40 vision, with or without glasses. He should be able to distinguish red, green and yellow. His vision should extend at least 30 degrees on each side of the straight-ahead line. Persons with double vision should be barred from the roads. These are the minimum standards suggested by the Better Vision Institute.

No driver can do much about the other fellow's eyes, but he can make sure that his own are tuned up to cope with the dangerous occupation or pastime of driving. A pair of glasses, obtained after an eyesight examination by a competent specialist, may prove to be the best insurance policy a driver ever took out.



TELLING *the* NATION!

NEW YORK'S famous exposition promoters, Clapp & Poliak, Inc., recently produced their first "Exposition of Basic Materials for Industry" at Grand Central Palace, New York City. The Exposition was attended by design engineers, project engineers, production experts, materials engineers, research men and sales and marketing executives from all industries.

The Displayers, Inc., one of the leading display houses of New York, designed and built a display for Brown Company (shown above). This display was divided into six sections.

The first section told the story of the selected hardwoods for furniture manufacture and on which reference was made to the furniture in the booth, made from Brown Company's yellow birch by Heywood-Wakefield, and loaned to Brown Company for the Exposition.

Section Two covered the story of Pulp, below which were some of the various end products converted by our customers, from Brown Company pulps.

Section Three covered the story of Solka-Floc and below this shadow box were samples of end products made from, or containing Solka-Floc. The seven vials seen at the base of the display was a chromatographic illustration of the use of Solka-Floc in filtration.

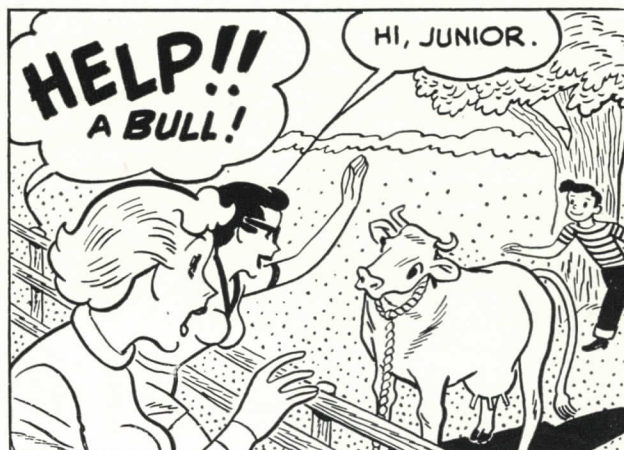
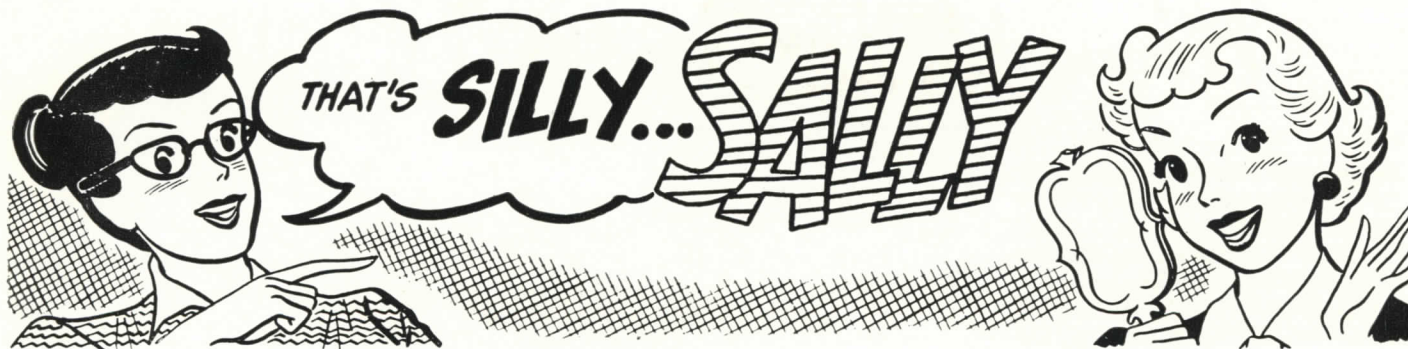
The fourth section told the story of Nibroc Papers and

below this shadow box were samples of various end products made from these papers.

Section Five was the Onco panel on the background of which were various products containing Onco, over which was a clear plastic panel to which were affixed pieces of Onco as they are used in those various products.

Section Six was a "live" institutional story. Two rivers, one in the United States and one in Canada, showed the constant flow of logs into the pulp mills. Hydro-electric power plants and the new mill at Berlin were placed above the plants. A flow of pulp came from the mills into a central pool. Below that was located the paper mill, Onco plant and Floc plant. Pulp flowed into the paper mill and paper rolls came out. Pulp flowed into the Onco plant and another unit indicated the flow of Onco from that mill. In the center, pulp flowed directly from the pulp mills to our customers. On the right the pulp flowed into the Solka-Floc plant and another unit indicated Floc going to the customer. Samples of our four basic materials (Pulp, Floc, Paper and Onco) were shown on this institutional panel.

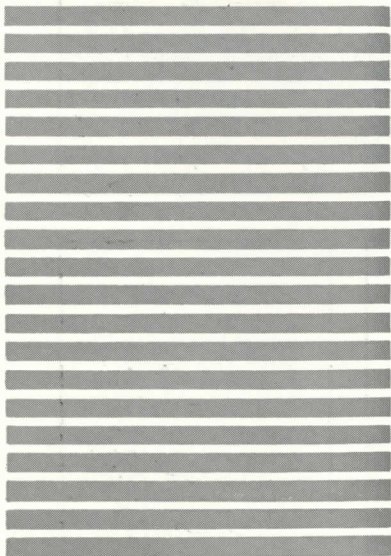
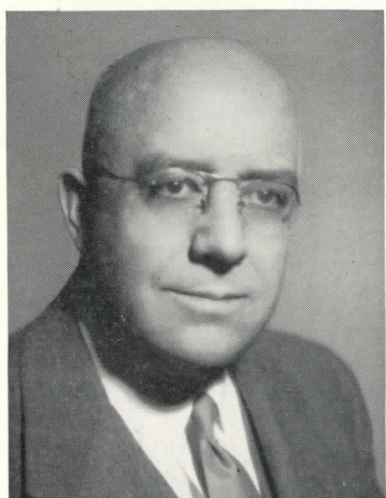
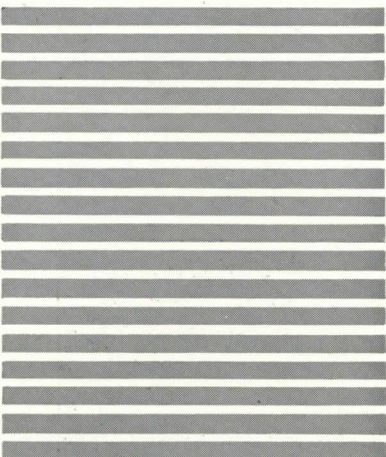
In the foreground was a conference area, set off by a group of color transparencies, showing various wood scenes and mill operations. The rubber tile flooring, containing Floc, was one of the outstanding features with the quality seal of Brown Company inlaid and placed strategically in the flooring.



IT'S A FACT

EACH YEAR SINCE 1869, THE AMERICAN PEOPLE HAVE "PLOWED BACK" ABOUT 1/5TH OF THEIR PRODUCTION -- TO MAKE FOR EVEN GREATER PRODUCTIVITY AND INCREASE OUR LIVING STANDARD.

Memos . . . FROM THE PRESIDENT

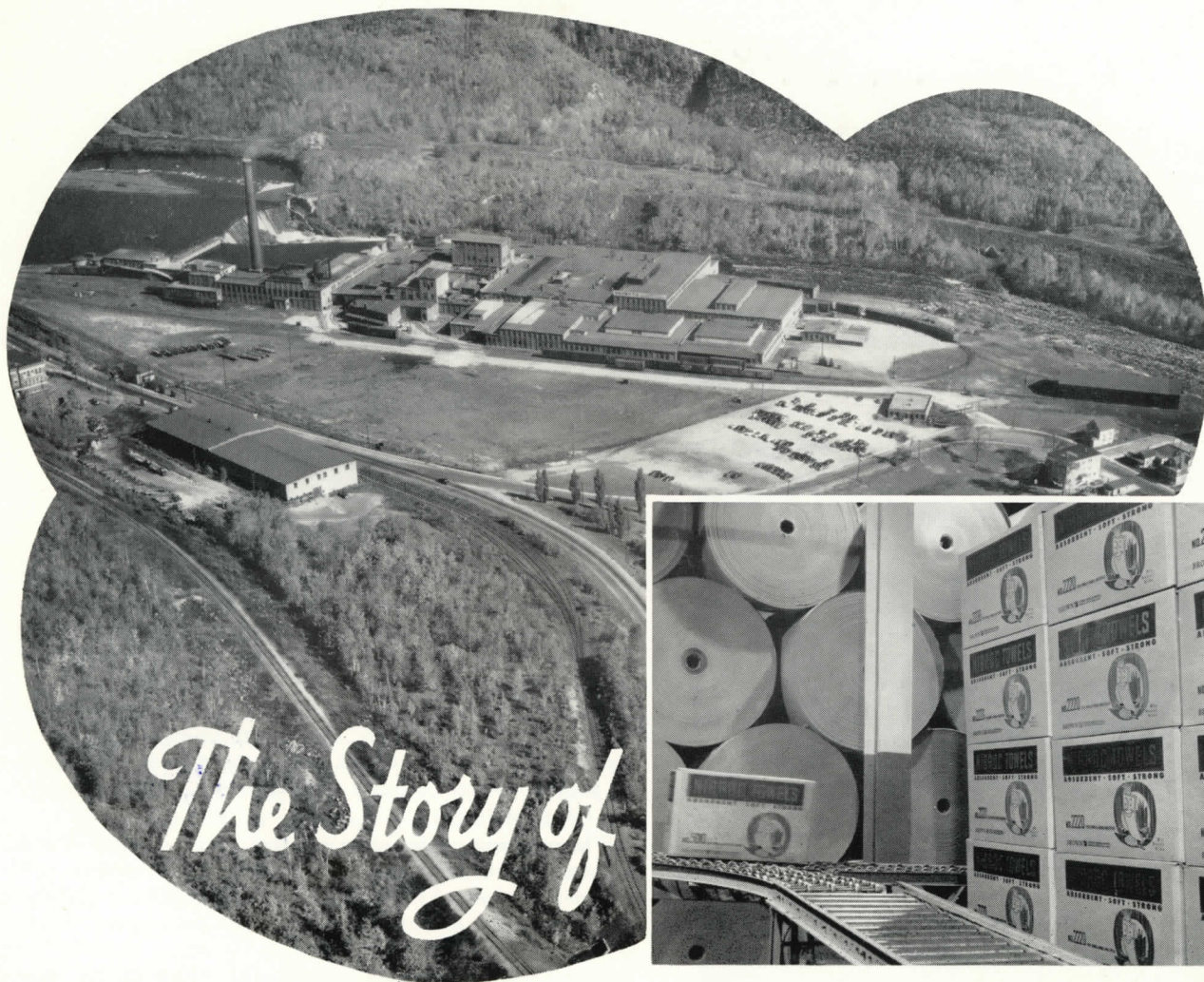


THE AGREEMENT REACHED between the labor representatives of Brown Company's employees and the Company's officers whereby a 4-cents-an-hour wage increase was agreed upon and other benefits were provided, indicates that the processes of negotiation have once more brought about friendly labor relations within the Company. Very frankly, the profit margin on which the Company is operating did not justify any increase in wages from the financial point of view. On the other hand, we are confident that the difference can be made up through increased productivity and cooperation on the part of all the people who earn their living in Brown Company's employ in whatever capacity. The officers who have been with the Company a long time inform me that never in their history has competition been so keen. The fact that new mills in other parts of the country are being put in operation almost monthly does not help our competitive situation. Only by doing our best in every respect can we remain in the race. I know that everybody in Brown Company realizes this and I hope we can all act together in a spirit of optimism and cooperation.

WHILE INCREASED AND CHEAPER PRODUCTION is the watchword which we must emphasize every day, there are many other things of almost equal importance. One of them is Safety. Brown Company's safety record, formerly very good, has deteriorated badly in the last few years. I am not concerned so much as to whose fault it is as I am with some means of changing the picture. If we can all be more safety conscious and make full use of the safety equipment provided, the Company will gain thereby and the pain suffering and injuries growing out of needless accidents will be lessened. I hope everyone in Brown Company will give attention to this matter.

BEING THE ONLY LARGE INDUSTRY in the community Brown Company shoulders much community responsibility. Brown Company and its officers have taken an increased part in local matters for this reason and we hope that everybody in Brown Company will find it possible to do his part to make this neighborhood a better place in which to live, to work and to bring up a family. That, after all, is what we as individuals are interested in. The young people of today will remain here and carry on for us if their community is attractive.

L F Whittemore



PAPER

IN LAST MONTH'S ISSUE of the Brown Bulletin, you read about "The Story of Pulp," an article which followed the process of making pulp at the Burgess sulphite mill of Brown Company for immediate sale to such nationally known firms as E. I. duPont de Nemours & Co., Inc.

A different kind of pulp is made in our Kraft mill. It is called sulphate or kraft pulp and is made in several grades from both hardwood and softwood pulpwood. These pulps are sent via pipeline to our Cascade mill for the manufacture of various types of paper. For purposes of simplicity, this month's article, "The Story of Paper" follows the process of making flat or smooth paper and a portion of the process of the manufacture of creped paper for towels.

Pulp for the Cascade mill comes from two sources: unbleached pulp from the Kraft mill and bleached kraft pulp from our mill at La Tuque, Canada. Let's follow the pulp which arrives from the Kraft mill via pipeline.

After the pulp arrives at the mill, it is washed and diluted to the proper consistency of about four percent. This is a

very important factor in paper making as stock that is too thin does not refine the same as thick stock.

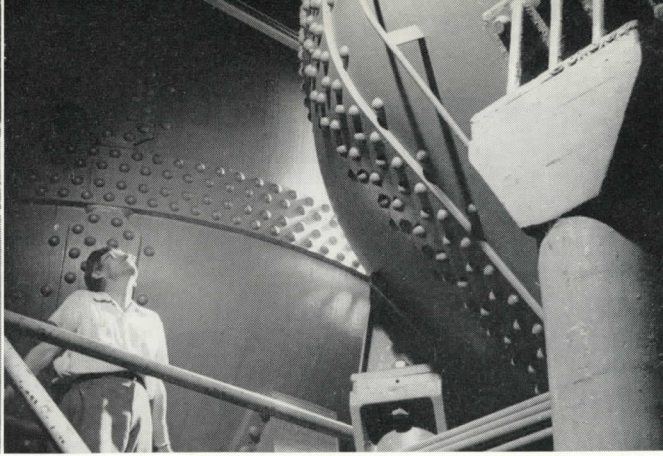
The pulp is then passed through refining equipment, known as hydrafiners and jordans, where the fibres are frayed out to prepare the pulp for the manufacture of a specified type of paper. The manner in which it is treated governs the type of paper produced. Some papers require a long fibre, others a short fibre. The more the pulp is refined the more the fibres are worked and the shorter they become.

The paper making process described thus far is that of stock preparation. When the stock has been fully prepared (that is, after the addition of color, chemicals, and the pulp refining) it is ready to go into the machine room to be made into paper. As the stock leaves the refiners, it is pumped into a storage chest known as the machine chest. This is the source of supply for the paper machine.

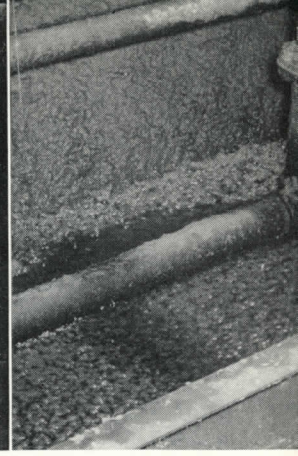
As stated above, the stock has been held at the consistency of 4 percent through the beating process. It is pumped into the machine chest at this consistency. The first step in the actual making of the paper is to dilute the stock to a sheet-making condition. Where the stock runs 4 percent



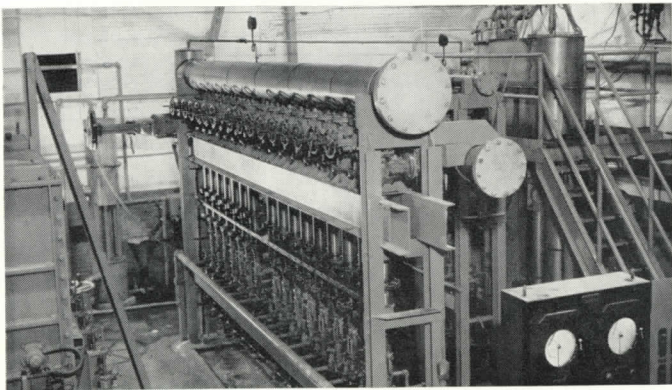
3. Here is quadrapulper where pulp is blended with other pulps, chemicals, etc.



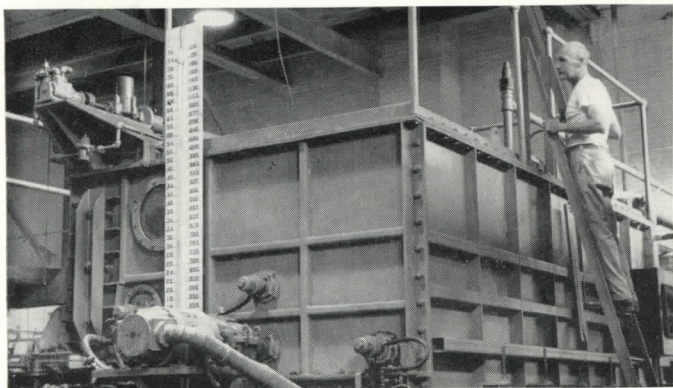
2. The pulp is then transferred into digester tanks like those shown here with C. Robinson.



1. At the Oliver Thickener at Cascade is Ed.

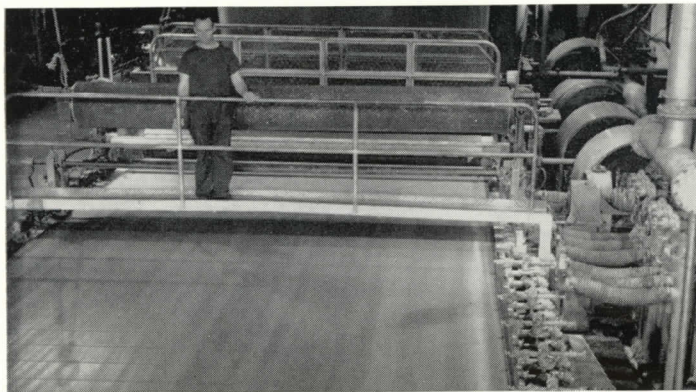


4. These are Vortraps, used to refine pulp before it enters machine head box.



5. Machine tender Alfred Devost is shown here looking over machine head box.

6. Here Norman Oliver watches pulp flow over wire toward dryers of paper machine.



through the preparation process, it is only from 0.2 percent to 0.8 percent when the sheet is ready to be formed.

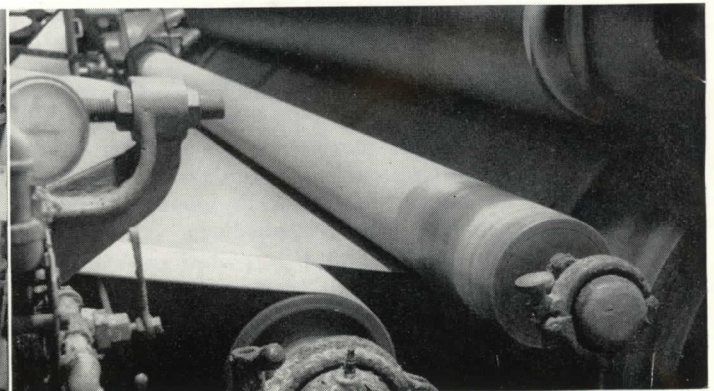
For most flat papers, it is necessary to add chemicals to reduce the water absorbency. On the other hand, for paper towels, absorbency for water must be retained and no sizing chemicals are added. Nowadays, however, a small amount of synthetic resins are added to improve the wet strength but not enough to reduce the absorbency to any degree.

The stock, as it is taken from the machine chest, is sent to the mixing pump. Here the proper amount of stock and water is mixed. It is evident that a sheet of paper weighing 30 pounds will not require as much stock as a sheet weighing 100 pounds.

The machine tender regulates the proper amount of stock and water in the mixing pump to get a desired weight in the finished product. As the stock leaves the mixing pumps it goes through Vortraps to remove large particles of foreign matter and then into what is called the paper machine head box. This is a box that extends the width of the paper machine. Its purpose is to even out the stock flow, so that, instead of going down to the machine in one place, it will flow down the entire width of the machine.

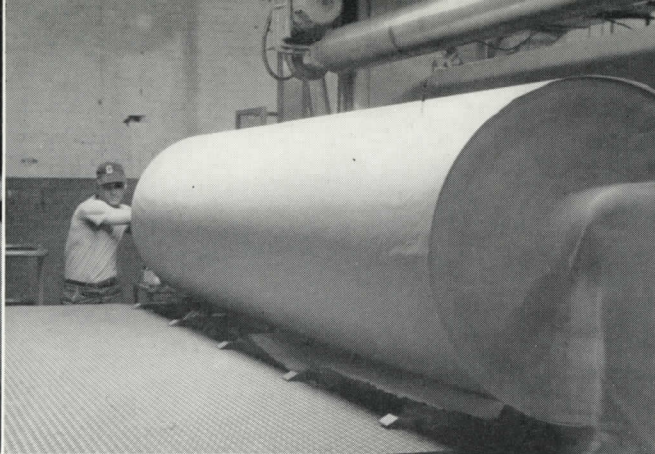
The flow of stock coming into the head box is controlled by means of a valve so that the depth in the head box is held constant. Uniform depth is held in the head box so that an even pressure will be behind the stock at all times as it goes onto the "wire," where the sheet is formed. The pond which is the depth of stock in the head box may be raised or lowered, depending on the weight of paper being made. As the stock flows onto the wire, it goes under the "slice." The slice is used to control the depth of the pond and also to level off the stock flow so that the same amount of stock goes

7. As pulp enters first felt on paper machine, formation of paper may be seen.

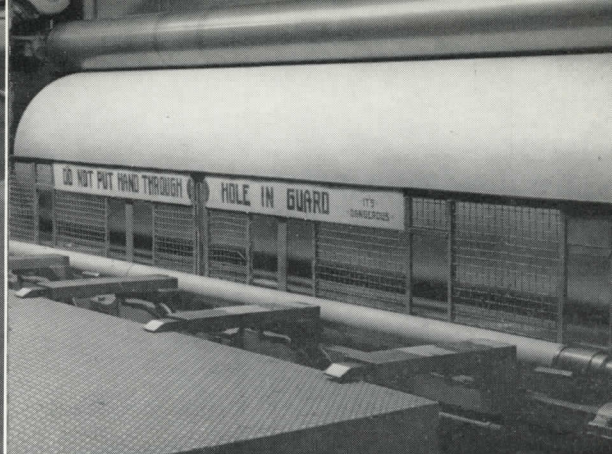




eners where the pulp arrives
mund Lacasse, operator.



13. Brian Kennedy, 5th hand, at far end of roll,
transfers roll onto the "levelator." (Turn page.)



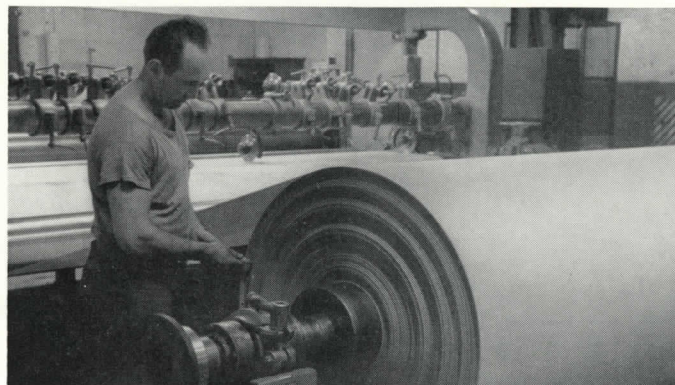
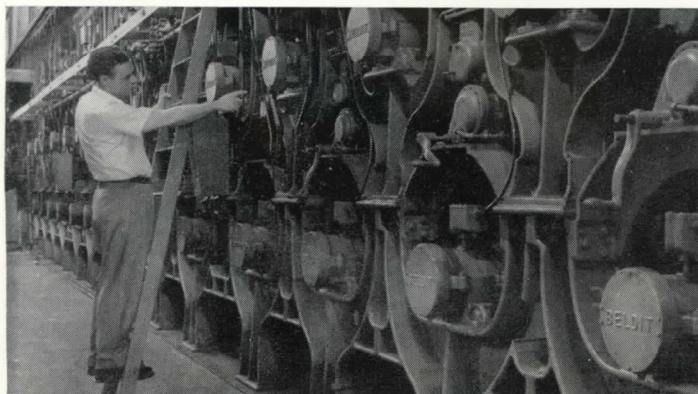
12. Here finished roll is seen after it has been
rewound and cut in proper widths.

onto the wire, all across the width of the machine. If more goes on in one place than in another, the finished product will not be uniform.

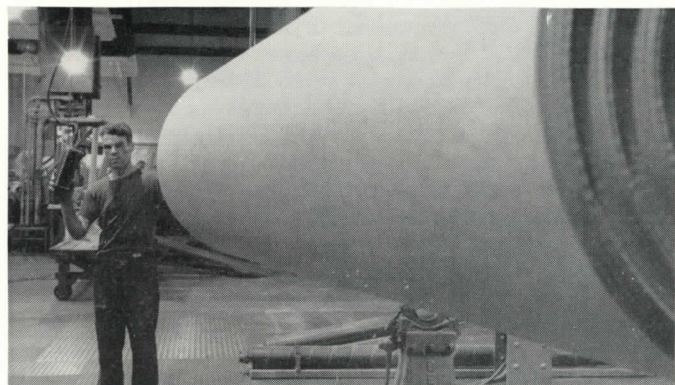
As the stock comes from under the slice, it flows onto the "wire," an endless fine-wire mesh screen. This screen moves in the same direction as the stock. The wire is supported by small rolls on a frame, and the frame can be shaken back and forth sideways to produce a more uniform sheet. As water drains from the stock, it leaves a sheet of wet paper on the wire. It then travels over suction boxes and over a suction roll where additional water is removed. These phases of production are all means which are used to form the sheet of paper. The weight of the stock on the traveling wire, the amount of shake given and the amount of suction used depends entirely on the type and grade of paper being manufactured.

As the stock leaves the wire, it still contains about 85 percent water. As finished paper contains only about 5 percent, it is now necessary to remove the other 80 percent. The stock, on leaving the wire, goes onto a woolen blanket known as a paper maker's felt and passes between two heavy press rolls to remove additional water. It is then transferred onto another woolen felt, between two more rolls, and then onto a third felt and between a third set of rolls. This process is very similar to wringing clothes after washing them. Each time the stock passes between the press rolls more water is removed, so that instead of 85 percent water it is about 70 percent water as it is ready to go onto the dryers. There are between 25 and 30 of these steam-heated dryer rolls. As the paper moves over the dryer roll, it goes between a canvas felt and the roll. The canvas felt travels around the rolls in the same direction in which the paper is traveling.

8. Here is Tommy Stiles, Production Supt., and an over-
all view of dry end of paper machine.

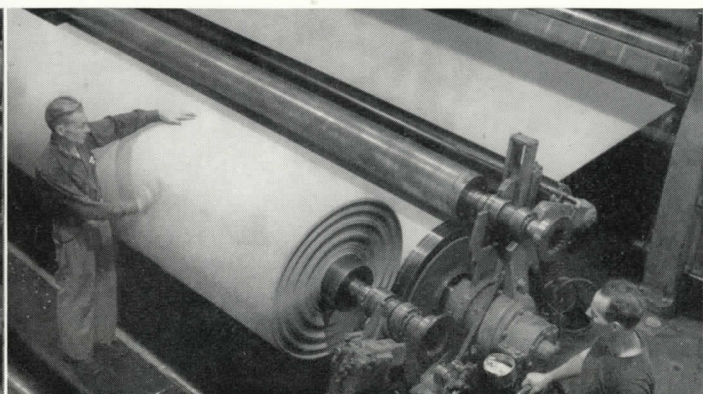


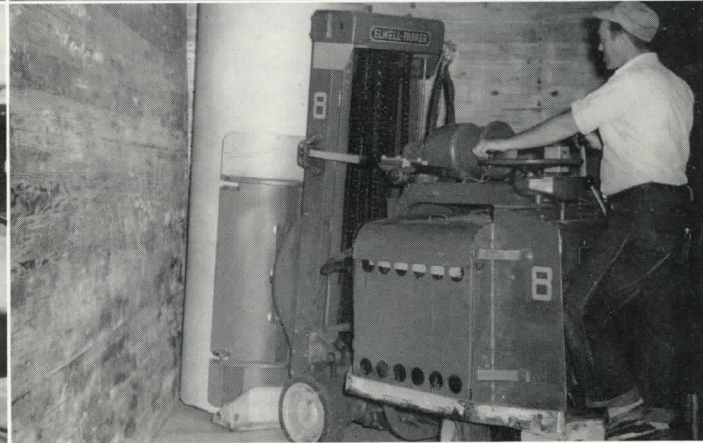
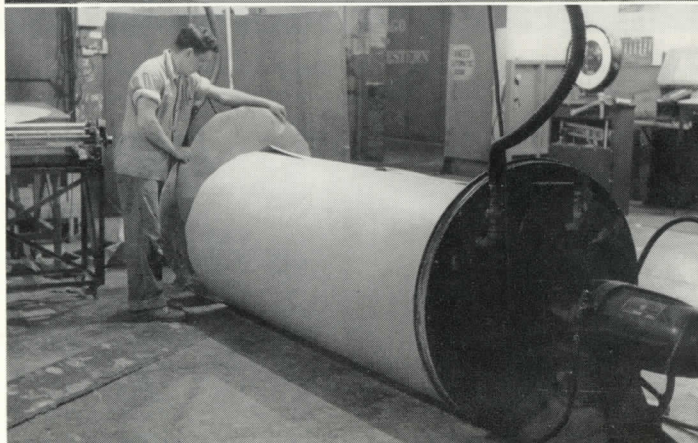
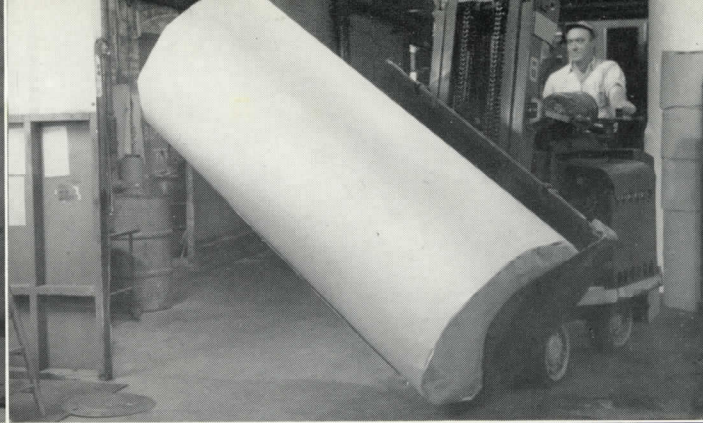
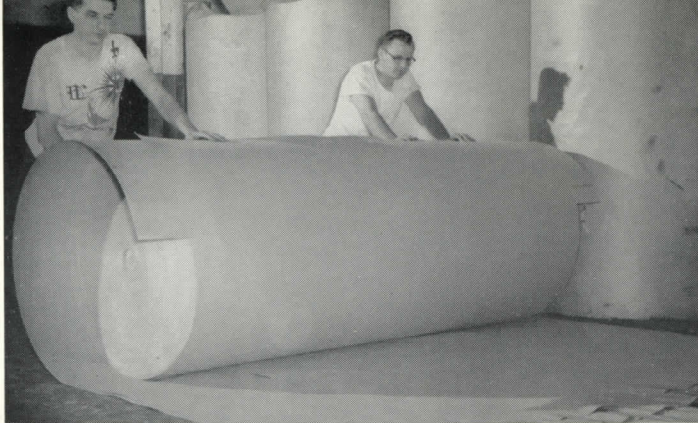
11. Arthur Tanguay "tags" roll of paper to warn next
man in production line at Cascade.



10. Earl Oliver, 3rd hand on No. 1 paper machine, is
transferring roll from drum reel to winder stand.

9. J. E. Fitzgerald, Boss Machine Tender, is shown here
checking smoothness of finished roll.





14. (Top) Norman Croteau and Kenneth Moriarti wrap rolls in asphalt paper to keep out moisture.

15. (Below) Pete Thomas seals ends of roll on "header" and labels roll for shipping.

16. (Top) Lorando Croteau, operator of special lift truck, picks up roll and . . .

17. (Below) transfers it to boxcar along with other rolls for shipment to customers.

When making paper for towels or other creped paper, before entering the conventional dryer section, the wet paper is run over a large special steam heated drum called a Yankee dryer. While the paper dries it sticks slightly to the drum and later comes in contact with a thin metal blade, called a doctor, which plows it off the dryer. This is what forms the characteristic effect of creped paper.

In making many specialty type papers, it is necessary to add a surface sizing material such as starch, glue, or other synthetic materials. This is done by passing the sheet through a size press. A size press consists of two heavy rolls which allow the sheet of paper to pass through them. The bottom roll picks up the size and transfers it to the paper.

As some types of paper require a very smooth surface, it is necessary to put them through an additional process called calendering. This is done by a vertical group of steel rolls,

known as a paper machine calender stack. The number of rolls through which the paper passes depends on the surface or finish desired. The higher the finish, the more rolls used.

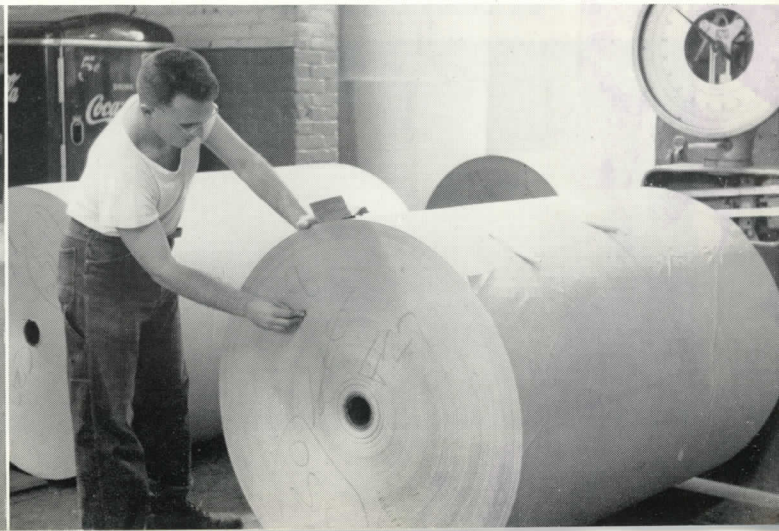
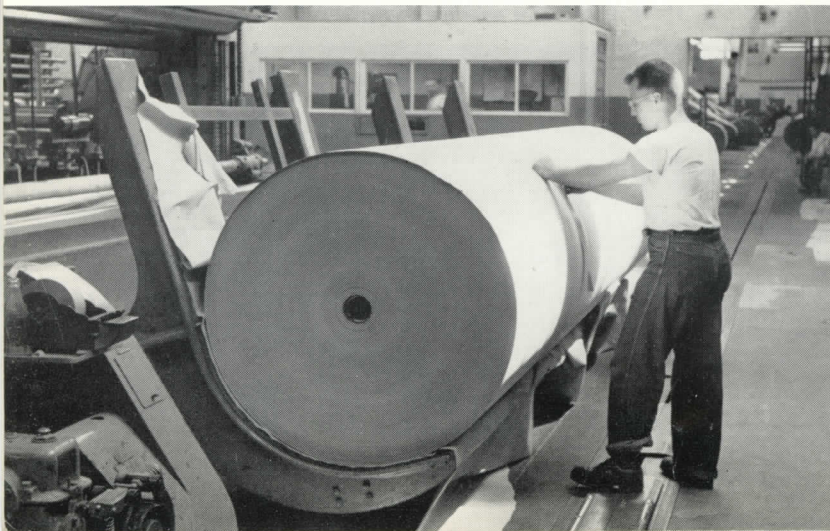
The finished paper is then ready to be cut in the desired size rolls. This is accomplished by running the paper over a rewinder and through slitters where it is cut into the required width. It is then wound off into rolls of correct diameter.

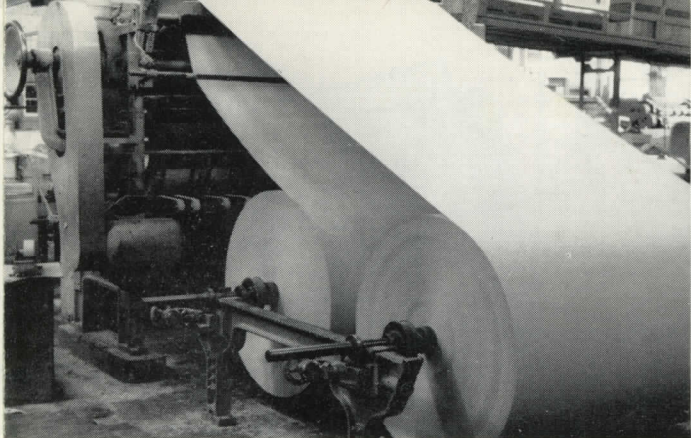
From here the paper is wrapped in heavy paper and transferred into boxcars for shipment to Brown Company customers.

Other papers made on slightly different types of paper machines are shipped to the towel converting department where they are made into famous Nibroc paper towels. This conversion is photographically illustrated on the last two pages of this article.

18. Barry Bisson, 5th hand, is shown here with rolls made on another machine for towel conversion.

19. When they arrive at towel converting department towels are weighed and marked.

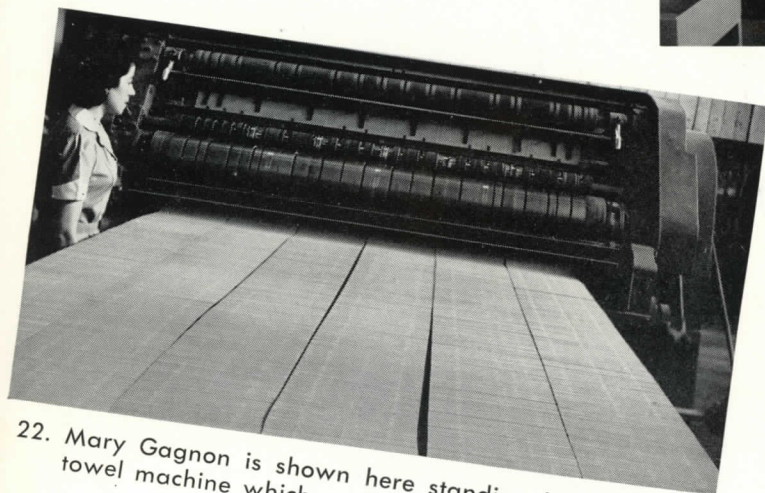




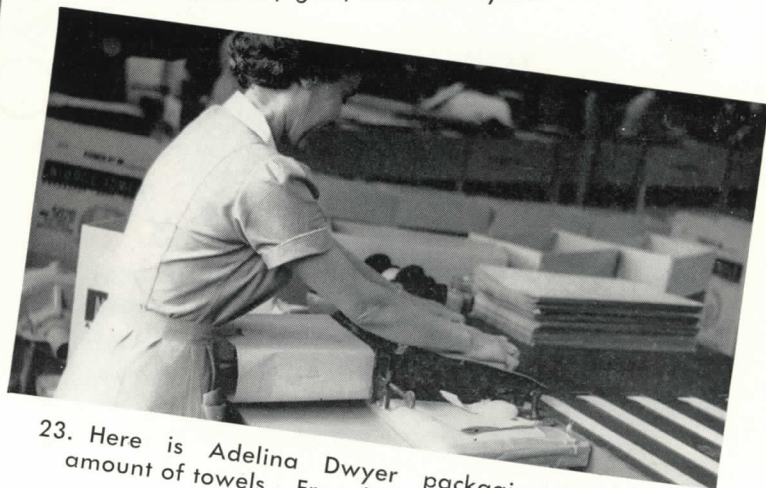
20. Two rolls are used on towel machines. Below photo shows other side of machine.



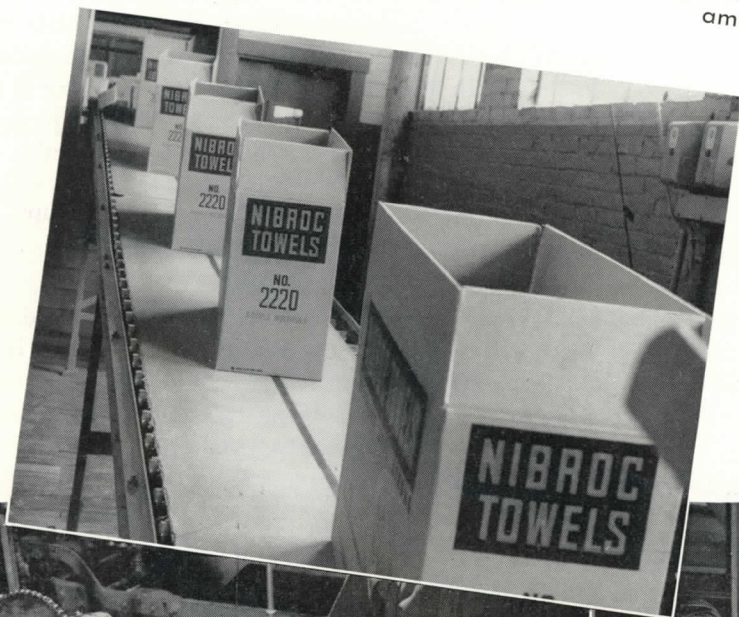
21. Here is a view of towel converting department with machines, girls, and conveyors.



22. Mary Gagnon is shown here standing beside a towel machine which cuts and folds towels.



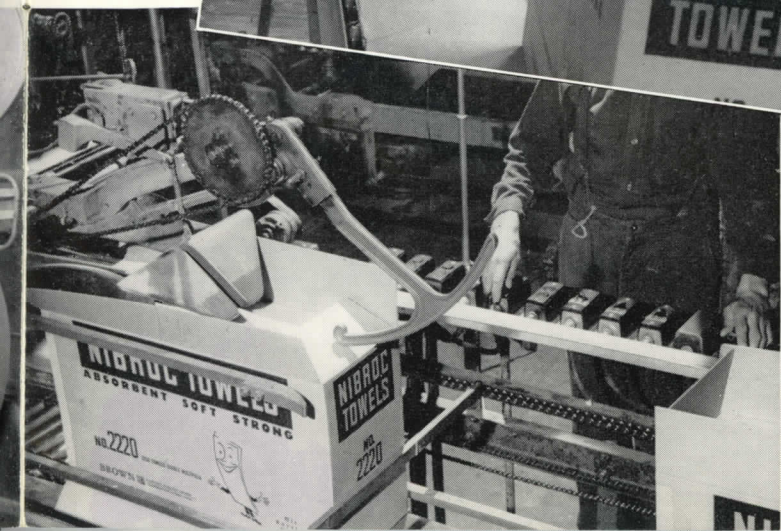
23. Here is Adelina Dwyer packaging specified amount of towels. From here they go to cartons.



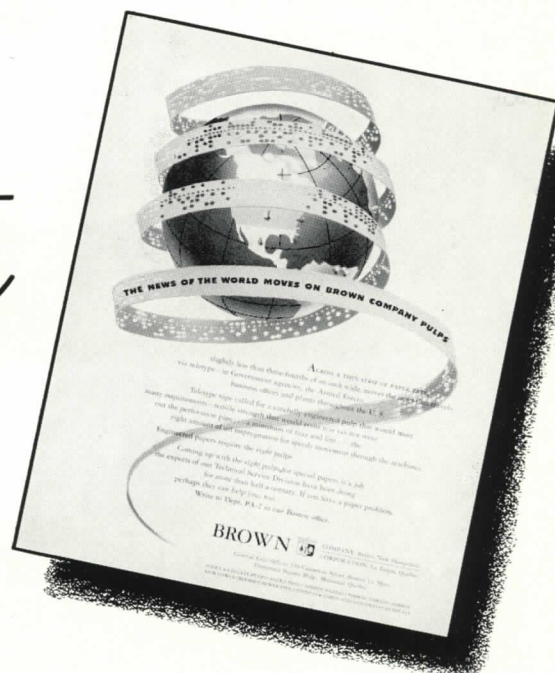
24. (Left) Cartons of towels are shown here leaving department for sealing and shipping.

25. (Lower left) Cartons are shown here passing through sealing machine. (Operator, A. Nelson).

26. (Below) Conveyors then move cartons into boxcars for shipment to customers. Aime Bolduc is shown here transferring cartons to boxcar.



WHY Advertise?



TAKE A BROWN COMPANY—or any other—advertisement appearing in a magazine. Nothing too difficult . . . pictures, either drawing or photographs, a few paragraphs about the product, and there you have it. Ought to be able to do that in a week or so . . . but, that's not the story. How it's done will be found in a future issue, for right now we are concerned with why it's done, and what type of advertising we use.

First off, advertising, whether it be in the form of a magazine ad, a booklet, a folder, etc., is a sales aid. It is designed to reach those who directly buy or influence the buying of Brown Company products. Actually, these messages reach thousands of people who are important in buying and whom our own sales force cannot hope to contact for various reasons. In one industrial plant alone there may be a half dozen or more men concerned with the purchasing, for example, of Nibroc towels. Some read one magazine, others a second or a third; so Brown Company tells the story frequently through several magazines in order to reach as many of these key men as possible.

Since Brown Company products reach so many fields, we use a variety of magazines, many in the classification known as "trade journals," and are of interest only to people in a particular industry. Each industry in the country has a number of these publications, and so we use such magazines as *BOOT & SHOE RECORDER* for Onco, *ELECTRICAL WORLD* for Bermico Conduit, *AMERICAN PAPER CONVERTER* for Nibroc Papers, *PULP & PAPER MAGAZINE* for Pulp, and so on.

In addition to the advertising of specific products for

various industries, Brown Company has a general story to tell. It wants Brown Company to be widely known for the important role it plays in nearly everyone's daily living, and so national publications are used. The *SATURDAY EVENING POST* and *THE NEW YORKER* are utilized for this purpose. Thus Brown Company and its products become widely known, and our salesmen throughout the country report that advertising of this type has helped make their job easier. In brief, Brown Company's advertising of towels, toilet tissues, sewer pipe, and other products helps to create a mass market. Mass markets mean mass production—more jobs for all of us.

Brown Company's advertising is designed not only to create user acceptance, but to influence those distributors who handle our items. For example, Bermico Sewer Pipe is sold through plumbing and heating jobbers and lumber dealer outlets. Nibroc towels and tissues are sold through wholesale paper merchants. To provide these firms with sales aids, various advertising material is prepared during the year. Folders, broadsides, catalogs, and so on.

The distribution of this material to our jobbers and dealers, and making sure they use it effectively, is the responsibility of our Sales Promotion Manager. He also makes certain these same people effectively use our advertising as sales tools. Dealers are shown how to make use of reprints of Brown Company advertisements, using them as direct mail pieces, and how to properly use the wealth of material supplied them each year. Brown Company is anxious to help these distributors build their sales volume, for it reduces our costs.

Are Your Toes INSURED?

You may be wearing a pair of Safety Shoes at this moment. If so, congratulations! Last year 27,000 people in this country permanently injured their feet—thousands more were permanently partially disabled, and even more temporarily disabled. The average loss to each of those who could go back to work was \$260.00.

Such startling facts make us realize that Safety Shoes are a necessity on any job to which we are assigned. In Brown Company Plants this year 12 employees had foot injuries. They lost time from their jobs and suffered loss of income.

You can prevent this from happening to you. Brown Company has made arrangements whereby you can obtain Safety Shoes at cost at our new Personal Protective Equipment Room located at Burgess Time Office.

There are 10 styles from which you can choose. A trained attendant will make sure your feet are correctly fitted, and you can pay for them while you work, on our Payroll deduction plan.

You can get shoes any day—Monday through Friday.

We urge you to drop in and take advantage of this foot protection service.

If you are a new employee, start your new job by getting a pair today or as soon as is possible.

Ask your Supervisor any questions you have in mind regarding Safety Shoes. He will be glad to help you. INSURE YOUR TOES TODAY.

J. Rodgerson

Brown Company

Safety Division

Burgess Personalities In The News

BY JEANNETTE BARBIN

For Francis McCann, 1953 has been an epoch year. Not only does it mark the end of long and faithful service in the Burgess Mill and the beginning of a promising career as Lubrication Supervisor in Construction and Maintenance for all of the Brown Company plants, but it also signals thirty complete years as a Brown Company employee.

Francis started on the river drive on July 9, 1923, working for "Bill" Sanborn. On July 16th, he was transferred to the Band Pulp crew where he worked as a laborer under Wilhelm Oleson (Uncle of Wm. Oleson, Jr., Brown Co. Comptroller). Thence to the Saw Mill, and to Cascade for seven years on miscellaneous jobs until March 16, 1931, when he returned to Burgess to work under "Herb" Spear. In 1942, he was sent by Brown Company to the War Department Civilian Protection School in Amherst, Mass., to study chemical warfare for two weeks. From 1943 to 1945, Uncle Sam claimed him as an enlistee in chemical warfare—stationed at Camp Sibert, Alabama, and Terre Haute, Indiana. Following his discharge as First Sergeant, Francis resumed his duties

with Brown Company, working his way up to weigher on April 22, 1946, his last job on the Burgess Dryers before his appointment on October 26, 1947, as Lubrication Foreman for the Burgess Mill. On May 25, 1953, he became Lubrication Supervisor for all of the Brown Company plants.

Very active in civic affairs, Mr. McCann has been Deputy Fire Warden since 1940. He spent ten days of his vacation last year fire fighting on Bald Cap Mountain. Francis recalls "dunking" into brooks to remove the greater part of the soot, and working with a crew from Parmachenee who spoke not a word of English. Most of his instructions were given in sign language.

A leader in scout affairs, Mr. McCann was Neighborhood Commissioner from 1945 to 1948, and is now Chairman of the Advancement Committee for Troop 211. Since the beginning of the Korean War, Lubrication Supervisor McCann has served as Assistant Director of Civilian Defense and, for the past year, replaced Jack Rodgerson as Director.

Mr. McCann was educated in local schools—St. Pat's and Berlin High School. He was married June 3, 1929, to the former Mildred MacLean of this city. Mr. McCann is an avid ski enthusiast, while Mrs. McCann is an avowed bookworm.

To this distinguished career, L. R.

Baldwin, Burgess Plant Engineer, adds a "well done" and Mr. A. C. Penney, Works Manager, is quoted as follows: "We feel that Mr. McCann, in his thirty years with Brown Company, has served well and loyally, and we hope that he will be with us for the next thirty years."

Boy Scout (on street car): May I help you, sir?

Absent-minded Prof: Yes, hold on to this strap for me while I look at my watch.

* * *

Hubby: What did the man say was wrong with the tire?

Wife: He said the air was beginning to show through.

* * *

They tell the one about the landlord who, asked why he didn't light up his dark hallway, replied: "We had a light there for three years. No one fell, so we took it away."

* * *

She: "My dad takes things apart to see why they don't go."

He: "So what?"

She: "You had better go."

* * *

Said one cannibal to the other cannibal over the jungle party line after dinner, "I get so fed up with people sometimes."

Bermico

(Continued from Page 4)

"Sam" Hughes, our maintenance clerk, has finally succumbed to temptation and purchased himself a '50 Dodge. Sam states that the color of the car had nothing to do with the transaction.

Carl Neilson, our Machines and Dryers foreman, has traded again for another new Plymouth. We hear that Carl is going to install an extra set of "stop-lights" for added precaution.

Albert Leclerc, of the Miscellaneous Finishing department, recently attended the 40 & 8 American Legion Convention held at Nashua, N. H. Albert stated that the long parade route was an ordeal, but otherwise an enjoyable week-end was had.

Congratulations are in order for Raymond Morel and Rose Laflamme on their recent trip to the altar.

James Beckwith spent some time traveling through points of interest in Canada visiting relatives and friends.

The Berry brothers, Tom and "Herb" traveled the New England States on their vacation.

Conrad Bergeron is spending time at his camp at Wentworth Location. Ronald, his son, our former Shipping Clerk, now on leave from the Army, is accompanying him.

Condolences are extended to the following: Arthur Martel on the loss of his mother, Mrs. Marie Guay Martel of Montreal, P. Q.

Ovila Valliere, retired, on the recent death of his wife, Eva, who passed away on the 23rd of June.

To the family of Joseph Caouette, retired, whose recent death occurred on June 14th.

Also to the family of Joseph DiProspero, retired, who passed away on June 14th.

Wilfred Tremaine was recently released from the Vet's Hospital at White River and is expected back on the job soon.

Donald (M. H.) Welch, states that if the horned pout don't bite, frog legs are a wonderful substitute. How about an invite to one of those ventures sometime, don't you??

* * *

The young bride placed the turkey carefully on the table for dinner. "This, my dear," she exclaimed, "is my first roast turkey."

Her husband looked with admiration. "Marvelous, darling," he said. "And how wonderfully you've stuffed it."

"Stuffed it?" she asked. "Why, dearest, this one wasn't hollow."



The 1953 logging season is in full swing with the following camps opened at this date: Parmachenee No. 4—Foreman, Peter Gogin; Scalers, Walter Gould and Socrates Macriganis; Clerk, Leon Hawkinson. Parmachenee No. 5 has as Foreman, Larry Parsons; Scalers, Ivan Elger and Kenneth Lancaster; Clerk, Phillip Roy.

In the Lost Brook area, we have Roman Litvin as Foreman, John Sisson as Scaler, and Charles MacLean as Clerk. Wheeler Brook has as Foreman, James Grant; Scaler, Charles Thompson; and Clerk, John Poirier.

Foreman at Bog Brook, Cambridge, N. H., is Philip Lapointe with Warren Johnson as Clerk and Merwin Stiles as Scaler. At Millsfield, N. H., Dana Noyes has taken the duty of Foreman with assistance from Clerk, Wm. Hamlin and Scaler, Clifford Biron.

Assigned to Contractor, Camp No. 7, Parmachenee, are Alphonse Laberge with Charles Moore as Clerk and Glenwood White as Scaler. At Success, N. H., we have Emilien Labonville with Thomas Hughes as Clerk and George Ellis and Ed Finnegan as Scalers. Maurice Lafleur has charge of the Dummer, N. H., area with Warren Johnson as Clerk and Leonard Devoe as Scaler. In charge at Mason, Maine, is Leo Lacasse with Raymond Sweet as Clerk and Wallace Jones as Scaler. In the Parmachenee, 1st East Branch area Wilfred Normand is assisted by Clerk, Albay Paige and Scaler, Sidney Pilgrim.

Ed West acts as Scaler for the Morton Bros., Lower Cupsuptic, Me., Kennebago Bridge Job while Darie Corribeau is assigned to the Shelburne, N. H., area.

Newcomers to Woods department staff include: Charles Moore, Rumford, Me.; Phillip Roy, Berlin, N. H.; Willis Getchell, Newport, Me.; Albay Paige, Island Pond, Vt.; Raymond Sweet, Gorham, N. H.; Thomas Hughes, Berlin, N. H.; Victor Grover, Maplewood, N. J.; (New Scalers) Socrates Macriganis, Manchester, N. H.; Kenneth Lancaster, Berlin, N. H.; William Glabau, New Britain, Conn.; Charles Thompson, Bangor, Me.; Edward West, Rangeley, Me.

Deepest sympathy is extended to Leo Patry and his family on the death of his sister, Jeannette.

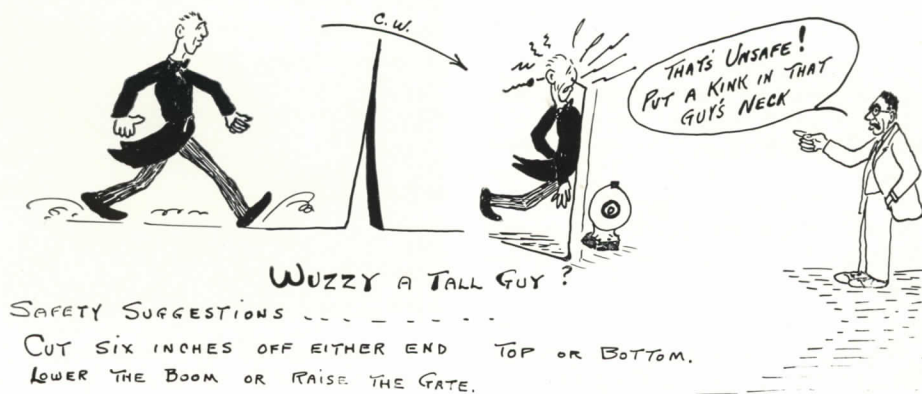
We are pleased that Raymond Conway of the Accounting Unit is convalescing rapidly after a series of serious operations performed at The New England Baptist Hospital in Boston.

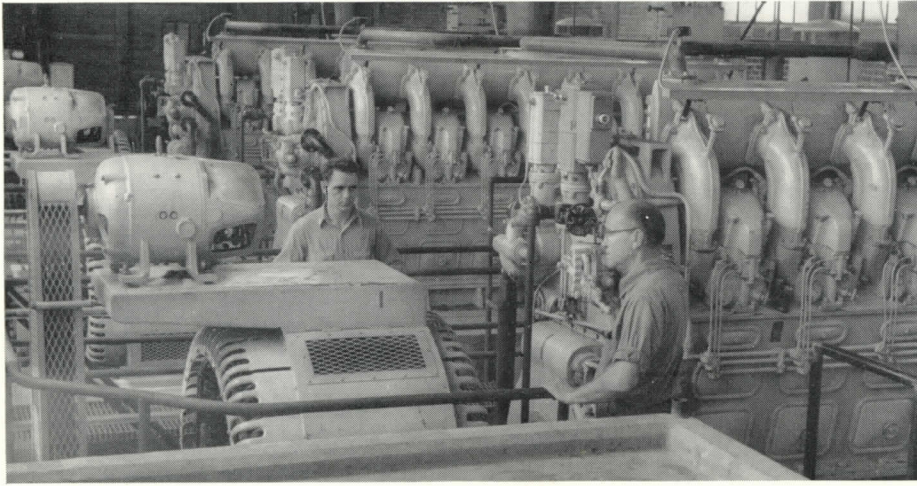
Congratulations to Mr. and Mrs. John Nolan on their recent marriage. The Nolans have returned from their honeymoon trip to Canada and New York and John is once again amongst us.

* * *



Albert Leclerc, instructor and set-up man at the Bermico plant's Miscellaneous Finishing department, is shown here trying out the new candy dispensing machines recently installed in Brown Company plants. These machines were installed as a result of a survey which indicated that employees would welcome them in the plants.





Operator Emile Parent, at right, and Maurice Frechette, helper, are shown at the new diesel plant located in the old planing mill near the B & M engine house. The new plant, recently installed by Brown Company personnel, will serve as a power generating auxiliary whenever river flow is low. It consists of three 1100 kilowatt, 2300 volt units.



CASCADE

Storehouse

Bernard Dunton, Storehouse office, spent one week of his well-earned vacation touring Maine and working on his home.

Not having heard from L. N. Bouchard we don't know where he is spending his vacation, but we know he is enjoying it.

Amedee Rivard, Pulp clerk, has been transferred to Cascade Planning office. Our loss is their gain!

Lionel Lepage, our amenable storekeeper, spent one week of his vacation landscaping his spacious lawn. It looks wonderful!!

SCOOP!! OLD ORCHARD BEACH
—GIRLS IN UPROAR!!! All girls dying to see Fred Turcotte and his new Bel-Air.

Finishing and Shipping

Among those from Finishing and Shipping department who are enjoying their vacation are E. Fournier, A. Bolduc, L. Berube, and P. Vien.

Office

Congratulations to Pat Hinchey for recently being designated Production Control Supervisor for the Paper division.

* * *

The bird who laughs last is probably the one who intended telling the story himself a little later.



MAIN OFFICES

News from Purchasing department. . . Eloise Croteau gave birth to a boy, June 12. Congratulations from all of us!

Dot Egan has been transferred from Purchasing to Safety division.

Beverly Hamlin, formerly of Purchasing, accepted a permanent position at the Onco Plant.

Bob Oleson, Buyer, recently enjoyed a vacation in New York City. Bob attended the Shriner Convention. Wonder

if he had that party he's always talking about???

George Dion is back in the Expediting Section permanently.

Central Order Billing department threw the welcome mat out to Jane Oleson, a student of the University of New Hampshire. Jane is merely sweating out her summer vacation.

The Fourth of July week end was a big one for Lorraine Henry of Stenographic department. Lorraine received a beautiful diamond from Bill Hynes. . . that was the nice part! She also got herself a nasty foot infection which had her laid up for almost ten days. Hope by the time you read this, Lorraine will be back on both feet.

The trials and tribulations of a housewife have already struck Jackie (Goudreau) St. Laurent. Poor Jackie cut her leg and has been limping around amid the jeers of her co-workers. However, the cut was fairly serious as Jackie had to receive several penicillin shots to combat infection.

More happenings in Stenographic department. . . Congratulations are in order for Georgette Arsenault and Roland Baker on their recent marriage.

Junie Thompson, Stenographic, vacationed at Virginia Beach with her husband, "Richie" who is in the Navy.

Alice Gendron, also of Stenographic, has returned from a vacation spent in Portsmouth, New Hampshire, and Bridgeport, Connecticut.

Joan Provencher, a graduate of Gorham High, class of '53, is a new helper in Production Control department. Welcome, Joan!

Congratulations to Rose Hamel, formerly of the Safety division and now



Members of the "New England Camera Club" recently visited Brown Company woods operations at Parmachenee. Here they are shown trying out their photographic techniques.

with Brown Company's Sales office in New York, on her recent marriage to A/2c Clifford Paulin. Many years of bliss is our wish for such a charming couple! Prior to her marriage, Rose was feted at a farewell party by the girls of Company relations. A jolly time is remembered by all!

Alice Bruns, Central Order Billing, looked a little weary when she returned to her desk after a two weeks' vacation spent at Portsmouth and Hampton Beach, New Hampshire, Salisbury Beach, Old Orchard Beach and New York City. The weariness is understandable. Hope you had a good time, Alice!

* * *

Tabulating Department

A couple of the girls headed for the beach over the Fourth of July week end. Aline Pelchat went to Old Orchard and Claire Rheame spent the holiday at The Weirs on Lake Winnepesaukee.

Irene Redfern treated the girls to the feast of the season last month. Hot dogs and hamburgers, with all the trimmings, were cooked over an outdoor fireplace. From all reports, the food was delicious and the appetites (we're ashamed to say) enormous! Later in the evening, we were given a preview of moving pictures taken at Irene's recent wedding. Those attending, other than Tab girls, were Muriel McGivney, Accounts Payable; Eula Taylor, Purchasing; and Shirley Thibeault, Office Management.

Verr Eriksen and Fern Landry tried their luck deep sea fishing one week end. They claim they caught a "box full" off the coast of Portland on Casco Bay.

Carl Rayner has a bet with Nancy Robarge that her husband, Pfc. Leo Robarge, will be a Corporal by October. Leo is an Army cook and has been stationed in Korea since October of last year. Nancy expects him back (with or without that extra stripe) in something like five months, seven days, and fifty-six minutes. Anyhow, we'll let you know the outcome!!

Summer vacations are now in full swing. Don Taylor took his two weeks to paint his house. Such ambition! Willard Kimball caught the painting bug, too. "Kim" says anyone with a spare brush is welcomed at his house.

Phyllis "Blushing" Hawkins spent a few days of her vacation at Lake Francis in Pittsburg, N. H. She also did a little sight seeing in Sherbrooke, P. Q.

Many of us envy Laurel Rowell who flew to California for a week. She visited relatives in Chino, a suburb of Los Angeles.

SALARIED PERSONNEL CHANGES

NAME	FROM	TO
Leonard Bowles	(Hourly)	Relief Supt., Bermico
Robert Donaldson	Timekeeper	Maintenance Clerk, Cascade
Herbert Dwyer	(Hourly)	Asst. Elec. Foreman, Burgess Maint.
Dorothy Egan	Purchasing	Steno., Safety Division
Theodore Falardeau	Cascade Maintenance	Draftsman, Central Engr.
Lionel Gagnon	Mech. Equip. Clerk	Mech. Maint. Foreman, Woods Op.
Willis Getchell	(Hired)	Camp Clerk, Woods Accounting
James Grant	Scaler	Camp Foreman, Woods Operations
Beverly Hamlin	Purchasing	Steno. Clerk, Onco
P. J. Hinchey	Scheduling Control Clerk	Production Control Super., Cascade
Thomas Hughes	(Hired)	Camp Clerk, Woods Accounting
Howard Johnson	Scaler	Asst. Camp Foreman, Woods Op.
John Kovalick	(Hired)	Chemical Engr., Burgess
Edmond Lacroix	Returned Veteran	Clerk Typist, Burgess Store
Edmund Lynsky	Draftsman	Electrical Engineer
Harold Marenburg	(Hired)	Process Control Chemist, Burgess
Elton Mitchell	Burgess Store	Inspector, Product Inspection Con.
Albany Paige	(Hired)	Camp Clerk, Woods Accounting
Martin Pietsch	Engineering	Mechanical Repair Fore., Power & Steam
Donald A. Sayles	(Hired)	Floc Sales Service Engr., Research and Development
Harry Sullivan	Engineering	Electrical Maint. Super., Maintenance and Construction
Raymond Sweet	(Hired)	Camp Clerk, Woods Accounting
Charles Thompson	(Hired)	Scaler, Woods Operations
Eddie West	(Hired)	Scaler, Woods Operations
Frank Wilson	(Hired)	Draftsman, Engineering



After 17 years of correspondence, Arthur Vautour, a Brown Company employee at the Cascade plant, and "Duke" Schilling, an employee of the Mid-States Gummed Paper Company, Chicago, Ill., finally shook hands here in Berlin, N. H. just last month, and said their first hello's to each other, face to face.

It all began back in 1936 when "Duke" Schilling noticed a "roll-ticket" in one of the rolls of paper shipped by Brown Company to his company on which Arthur Vautour had written his name. "Duke" then dropped Arthur a line telling him that he had seen the roll ticket and his name. Both men continued to correspond and later their wives took over the writing duties. In the meantime, photographs of both families were exchanged, and so when everyone met in Berlin recently all faces were quite familiar.

While in Berlin, both Arthur Vautour and Brown Company served as hosts to the Schillings. They toured the plants and also travelled north to see the company's woods operations. When asked what impressed him most of all during his visit to Berlin, he said, "the whole works, especially the hospitality." Then he added, with emphasis, "anybody who lives here and goes to the mid-west for a vacation,—is crazy."

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



THINK!

**...WHAT MORE
CAN YOU DO
TO IMPROVE OUR
SAFETY
RECORD ?**