

THE BROWN

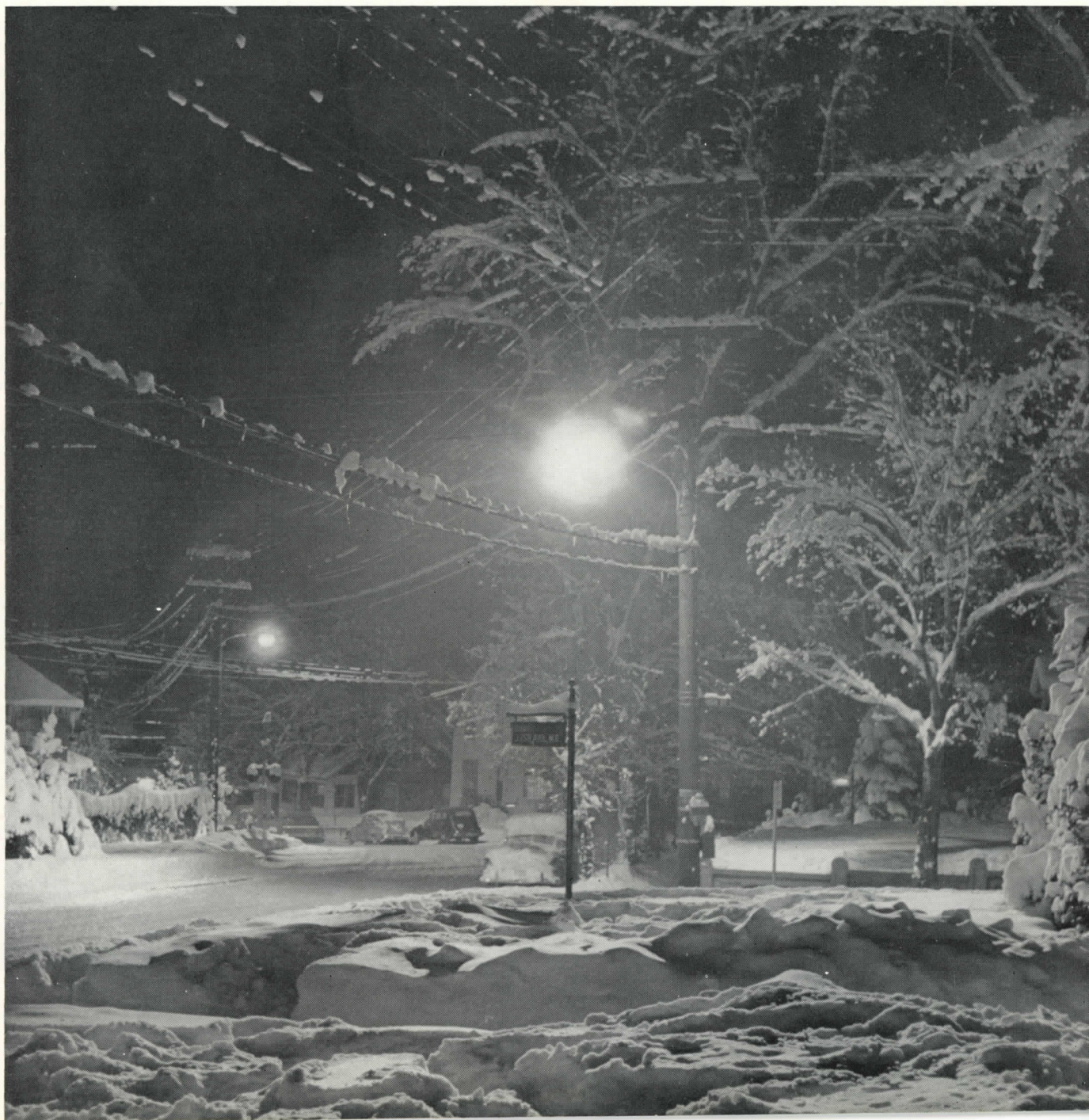


# Bulletin

VOLUME 2  
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Published monthly for employees and friends of Brown Company  
Berlin, New Hampshire

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# THE BROWN Bulletin



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## THOUGHTS and Impressions

Some politicians argue that water-power should be developed only by the federal government, because it is a natural resource.

But soil is a natural resource, too. Should all the soil be taken away from the farmers and tilled by the government? By the same reasoning as that used by those who want to put government even deeper into the water-power business, all the timberlands should be turned over to the government also.

Every material thing we have, in fact, comes directly or indirectly from natural resources. Therefore, according to the argument, shouldn't *everything* be run by government?

*Americans would not enjoy living in countries where that has happened.*

\* \* \*

Some of our European friends have fallen into the habit of judging America as long on dollars and material things, but short on the cultural and spiritual values.

Yet it doesn't seem logical that a people concerned only with physical things would be as quick to help less fortunate nations as Americans have been. Nor that this country would have more churches, schools and libraries than others.

Americans like to laugh, to sing, and to be friendly. According to people who have been inside Soviet Russia, the words "happy as an American," are commonly used where we might say "gay as a lark."

The capacity for sympathy and friendliness, the worship of God and the desire for learning is greater, not smaller, because of the benefits of our highly-productive economy. We have more time, energy and opportunities for religious, cultural and recreational interests. The foundation of all this is our freedom—never let it be destroyed.

\* \* \*

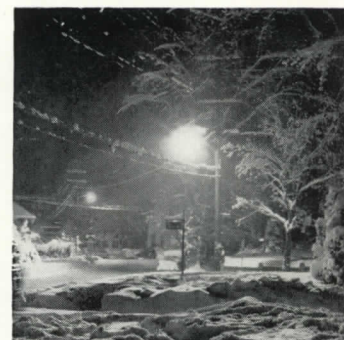
Because enough Americans saved their money and invested it in our factories, our economy and our jobs, our standard of living, our products, are what they are today.

Because somebody—enough American somebodies—saved and invested, funds became available to attract expert management (\* see footnote) to invent, design and build efficient machinery, factories and mills; to explore for and develop sources of raw material; to provide transportation and power plants which, through management and organization, put tools, equipment and tremendous power into every pair of hands in our country.

\* *Brown Company was recently certified for the second consecutive year as "excellently managed" by the American Institute of Management, New York.*

## THIS MONTH'S COVER

Street lighting facilities are being modernized in Berlin with new 20,000 watt lumen mercury vapor lamps (shown in photo) which can now be seen in the business section of the city. This month's cover photo was taken at night by Victor Beaudoin looking south on Pleasant Street from the corner of Pleasant and High.





# ANOTHER STEP IN —

# MODERNIZATION

Another step in Brown Company's huge modernization program was recently completed with the construction of a new cement and brick storehouse near the Burgess mill.

Engineering details show that the new structure is of the latest design. The storehouse, 80 feet by 130 feet, is built to provide comfortable working conditions as well as convenience and efficiency in the handling of materials. Here, needed materials of all types are received and distributed to insure the proper operation and maintenance of Brown Company's Burgess plant and offices.

While the major function of this storehouse is to provide the Burgess plant with equipment and material, it also serves, for some items, as a central storehouse for all plants. For the benefit of all Brown Company employees, a section of the new building contains central stores headquarters for safety equipment of all types, from safety shoes to gas masks.

The new storehouse, constructed by the Brideau Construction Company, contains many new and useful ideas provided by storehouse employees. These many new ideas, together with the latest type of building facilities, is now providing the Burgess plant and its employees with improved and speedier service, the elimination of possible waste, and the reduction of accidents in the handling of equipment and materials.

Among other things, the new storehouse facilities have generated a business-like atmosphere among the employees who require its services . . . and a feeling of even greater pride is noticeable among the employees of the new storehouse.

It's a step in the right direction for Brown Company, . . . one of many taken in recent years to modernize plants and equipment to keep in step with growing competition.



The new and modern storehouse is of the latest style and design . . . built for convenience and efficiency.



Shown in foreground, left to right, are Albert Lemire, Al Parent and "Batch" Connolly, part of office staff.



Checking inventory sheet are Walter Anderson and Roland Gagne. Note neatness and lighting of interior.



Leo Gilbert and Roland Gagne serve the plant customers.

(Right) Shown here is Jimmy Baldassara, Rec'g Clerk.



# Building on Your

## YOUR OWN TIMELY ACTION

- Have a single account number, for life . . .
- Show it to every employer when you report for work . . .
- Check your wage record about every three years . . .
- Inquire about filing dates and proofs when nearing retirement . . .
- Claim retirement benefits promptly when over 65 and no longer working regularly . . .
- Claim survivors' benefits promptly when a family breadwinner dies . . .

Virtually every employee retired by Brown Company since June, 1940, who is now 65 or over receives an old-age insurance (Social Security) benefit. Every widow now 65 or over of an employee who lived and worked at least into 1940 now also receives a widow's benefit on her husband's record. For practical purposes, in other words, all retired members of the Brown Company family now between the ages of 65 and 80 (and many of those over 80) receive regular monthly payments under Social Security.

In addition, there are more than a hundred beneficiaries, chiefly children still under 18 and the mothers who are caring for them, who receive monthly benefits on the account of a deceased father who worked for the company until his death sometime in 1939.

It is very important to plan your retirement income, and to know what the situation of your family would be if you were to die before retirement. It is reasonable to assume that your Social Security income and company Pension or Retirement Plan payments will not normally be enough to maintain your full present standard of living.

With this income assured, however, it is possible to plan through home ownership, private insurance, savings, minor

part-time work in retirement, family contributions, sound judgment and careful planning in such a way that upon your retirement or death your family can continue to live with dignity and independence in its own place and way. This might easily be impossible without this social insurance protection and other benefits related to your employment for Brown Company.

Probably the greatest economic asset of the average American industrial employee is this potential right to old-age and survivors insurance (Social Security) benefits which has been built up since 1936 by contributions made by you and your employer. This all-federal system, popularly known as "Social Security," provides part replacement for income lost through death at any age, or through retirement at or after age 65. For regular employees of going concerns like Brown Company, these are the two principal economic hazards.

The tax contribution toward Social Security was 1 percent each from employer and employee on the first \$3,000 of taxable salary or wages paid in each year 1937 through 1949, and 1½ percent each from employee and employer in 1950. For the few individuals who received \$3,000 in every



# SOCIAL SECURITY

## ASSURES THESE BENEFITS

Average Monthly Earnings After 1950	Retirement Benefits			Survivors' Benefits		
	Retired Worker Only	Retired Worker and Wife or Dependent Husband at 65	Retired Worker and 1 Child	Widow or Dependent Widower or Dependent Parent at 65, or 1 Child Alone	Widow and 2 Children	Widow and 3 Children (Maximum)
	1	2	3	4	5	6
\$300.00	\$85.00	\$127.50	\$168.80	\$63.80	\$168.90	\$168.90
280.00	82.00	123.00	164.00	61.50	164.10	168.90
260.00	79.00	118.50	158.00	59.30	158.10	168.90
240.00	76.00	114.00	152.00	57.00	152.00	168.90
220.00	73.00	109.50	146.00	54.80	146.20	168.90
200.00	70.00	105.00	140.00	52.50	140.10	160.20
150.00	62.50	93.80	120.10	46.90	120.00	120.00
100.00	55.00	80.00	80.00	41.30	80.00	80.10
50.00	27.50	41.30	45.10	20.70	45.10	45.00
Under 35.00	25.00	37.50	45.00	18.80	45.10	45.00

Note 1: Lump sum, payable in most death cases, is 3 times retirement benefit. (Col. 1).

Note 2: Amount payable to widow and 1 child, same as Col. 2.

one of these years, this would represent a total employee contribution of \$435 and an equal amount paid by your employer.

From 1951 through 1953, the rate was 1½ percent each on the first \$3,600 of pay. This represents a maximum of \$162 each from employer and employee. The total taxable wages of anyone continuously employed at or above maximum rate by Brown Company from January 1, 1937 to date would be \$52,800. The maximum total tax paid would be \$1,194 of which \$597 was paid by Brown Company and an equal amount paid by you.

If you had such a maximum wage record you could expect to receive \$85 monthly in retirement with an additional \$42.50 monthly for your wife if she was also 65 and living with you. In the event of your death, there would also be a

lump-sum death payment of \$255 payable to your surviving spouse or to whoever pays your burial expenses.

There would also be monthly benefits to a maximum of \$168.90 to your surviving children under 18 and to your widow having such children in her care. Even if you left no children under 18, your widow (in addition to the lump sum) would be entitled to \$63.80 monthly from the date of your death or the date she reached 65, whichever was later, until her own death or remarriage. Most claims on the accounts of Brown Company employees who retired or died in 1953 produced benefits at or near the present maximum rates.

For fuller information, from which you can select the fact and rules which apply to your individual situation, drop a postcard to Social Security, Littleton, New Hampshire, and ask for your copy of Booklet 35.



# From BAGS to RICHES

## THE STORY OF THE PAPER BAG

**T**HE YEAR 1850 was a bright and shining one for the United States. As it dawned, Zachary Taylor, hero general of the Mexican War, was embarking on his second year of the presidency and — although he didn't know it then — it was to be his last. He died in the White House in mid-year.

Abe Lincoln, having finished his one term in Congress, failed to be re-elected and was settling down to become a prairie lawyer.

The nation then consisted of only 26 states and 20,000,000 people. But the surge to the West had begun and business in all the area from the East Coast to the Mississippi was booming.

The store keepers of that day got lots of calls — for groceries and meats, pots and pans, nails and flour, pins and potatoes — one general store usually sold all these items — and hundreds of others. The problem was less of selling — than of packaging. Everything came in bulk — barrels, crates and sacks. Doling out small quantities to the customers was ever a poser.

Some came to buy with "tote bags," some with marketing baskets, others pleaded for a sheet of the prized wrapping paper — generally too expensive an item to dole out indiscriminately; the use of wood pulp for paper making was many years away and the paper of the day was made of imported material such as jute, hemp and manila. Even newspapers, which usually ran four to six pages, were scarce.

But that year, in Bethlehem, Pennsylvania, then a small town settled almost exclusively by devout Moravians of German origin, a 35-year-old school master named Francis Wolle, was looking into the problem. By October of 1852 he was granted a patent for a machine to make paper bags. But many problems were encountered through the years with

Store interior around 1860 when goods came in bulk.



(Left) Today's grocery bag is light and strong. (Right) Union Bag helped sugar industry to package in paper.

customers and the public and the project didn't work out too well.

It is hard to believe now that it took years of exhausting missionary work to get the production of bags up to a thousand bags per day. Demonstrating, sampling and even argument had to be used before this infinitesimal production figure could be regularly achieved. Today, the same company, the outgrowth of Wolle's dreams and labors will produce that many in a few seconds.

Today, over the pines and palmettos of Savannah, tower the chimneys of the Union Bag & Paper Corporation mill. These stacks, belching smoke and steam, mean bags — bags by the billions, bags for the housewife, for the farmer, for the merchant, for the retailer, bags for all America's needs and bags that go round the world.

Here, in the bracing sunshine of Georgia, land of hush-puppies, pecans and family pride, is the world's biggest plant of its kind. Out of it flows paper bags in a long continuous stream. What kind of bags? It would be hard to list them all. There are, of course, grocery bags and you'll find them wrapping their varied contents from the southern-most tip of Florida to the northern reaches of Maine, from the bustling communities of southern California up the Pacific coast to where the Western limits of the U. S. fringe the Canadian border.

From here, come coffee bags, shopping bags, garbage liner bags, potato bags, cement bags — bags for fertilizer, sugar, flour, chemicals, salt, rice, insecticides, machinery parts and bags for a hundred other uses.

The last thing anyone takes account of are the bags or wrappings that come with the products one buys. But if the housewife of a hundred years ago could come back and look at their convenience, sturdiness, and availability, her eyes would doubtless pop open in amazement.

The Union Bag and Paper Corporation, users of white coffee bag paper and an aqualized paper, manufactured at the Cascade plant, is one of many Brown Company customers throughout the world. The accompanying story describes the use made of our products by Union Bag. While Brown Company is not the sole supplier of raw material (paper) from which bags are made, we do take pride in supplying a portion of the paper used in this fascinating business.





# TIME OUT FOR LAFFS



Two small-townners were sitting on the front porch of a general store when a city slicker drove up in a flashy convertible. "Hey, you," yelled the driver, "how long has this town been dead?"

"Can't be long," drawled one of the natives, "you're the first buzzard we've seen."

\* \* \*

Little Boy No. 1 (in hospital ward): "Are you medical or surgical?"

Little Boy No. 2 (puzzled): "I don't know. What does that mean—medical or surgical?"

Little Boy No. 1 "Were you sick when you came or did they make you sick after you got here?"



"Here's your take-home pay, Jack—and the Little Woman to make sure it gets there!"

Three men were discussing the question of beauty and women.

"I think the most fascinating thing about a woman is her lips," said one.

"I don't agree," said the second. "I think it's her hair."

"Not at all," said the third. "It's her eyes."

A fourth man had joined the crowd and they asked him what he thought.

"I think the same as you fellows," he said, "but I don't lie about it."

\* \* \*

Hubby sneaked home at 3 a. m. His angry wife met him at the door. "So home is the best place after all!" she snorted.

"I don't know about that," her mate replied. "But it's the only place open."

\* \* \*

The rejected girl was bitter and vengeful at the man who had just broken her heart. With care she wrapped the engagement ring in wadding, packed it in a box and addressed it to the cad. Then she pasted a label next to the address which said, in large red letters: "Glass—Handle with Care."

\* \* \*

Wife (ordering a new hat): "What kind of a bird will I want on it?"

Husband (aside): "I hope it's one with a small bill."



For some time a jeweler had noticed a man stopping outside his window each morning to check his watch with the jeweler's clock. One morning the jeweler said to him: "I have noticed you stopping here every morning to check your watch and I'm glad I can be of some service to you."

"I'm the engineer over at the company," the man replied. "I blow the whistle by my watch, which I check every morning with your clock before I go to work."

"That's a good one on both of us!" exclaimed the jeweler, "for I set my clock with your whistle."

\* \* \*

Wife: "Have you ever wondered what you would do if you had Rockefeller's income?"

Husband: "No, but I have often wondered what he would do if he had mine."

The family was seated at the table with a man who was a business acquaintance of the father, when the five-year old youngster blurted out: "Isn't this roast beef?"

"Yes," said the mother, noting his surprised look. "What of it?"

"Well, daddy said this morning that he was going to bring a big fish home for dinner."

\* \* \*

The guest rose to leave, remarking, "Well, good night. Hope I haven't kept you up too late."

"Not at all," replied his host. "We would have been getting up soon anyway."

\* \* \*

Two women, dining in a restaurant, were discussing a third, who had just made an ostentatious entrance.

"Her husband was a judge, wasn't he?" one woman asked.

"Everyone thought so," replied the other, "until he married her."

\* \* \*

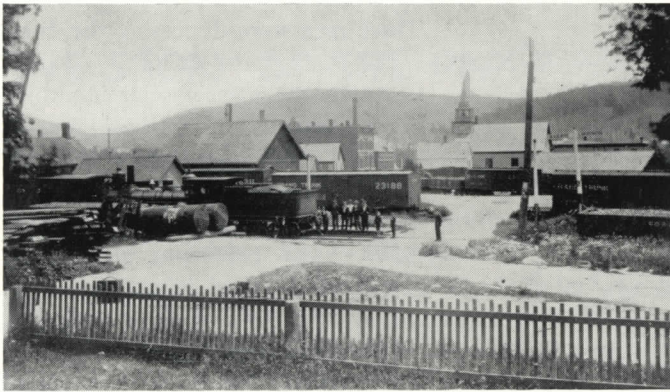
Conscientious citizen: "I couldn't serve as a juror, Judge. One look at that fellow convinces me he's guilty."

Judge: "Sh-Sh! That's the district attorney."



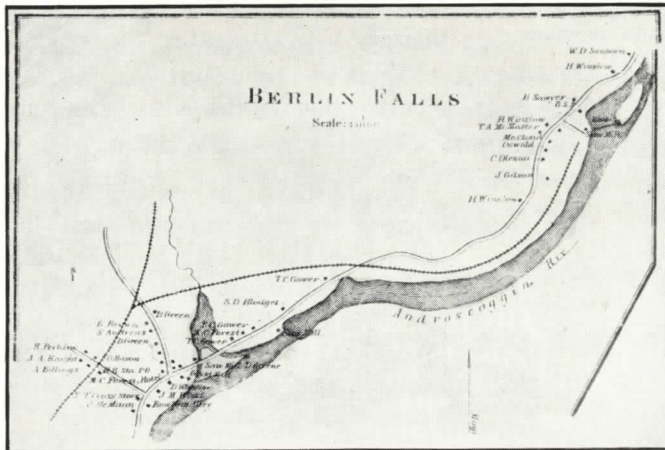


# Let's Preserve Our Past

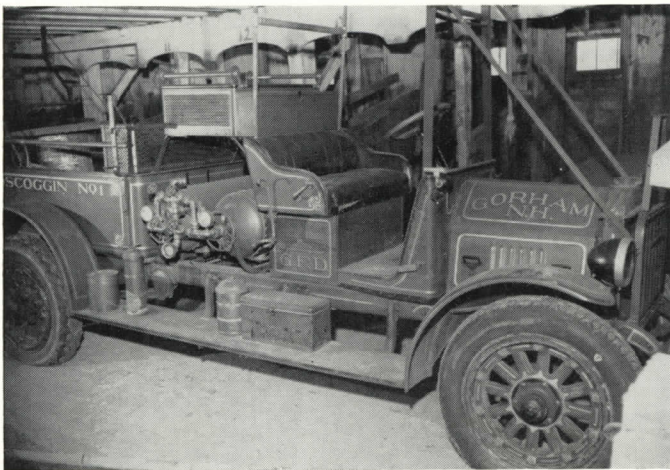


Believe it or not, this is a photo of the Grand Trunk crossing when it was just a dirt road.

(PHOTOS COURTESY OF COOS COUNTY HISTORICAL SOCIETY)



The history of our community dates back many years. The above map is graphic evidence of its rapid growth.



Here is "Androscoggin No. 1," the first motorized fire engine to be used in this section of New Hampshire.

Why should Coos County have an historical society? That's a good question and some people may ask it in all sincerity . . . but, with a little thought, it should be a relatively simple question to answer.

In the first place, it is evident that there has been lack of interest on the part of many citizens to preserve the history of this area. It could be a result of not knowing exactly what there is to preserve, or it could be due to the rapid growth of this section of the country. Whatever the reason, do not be misled into believing that we have nothing to preserve.

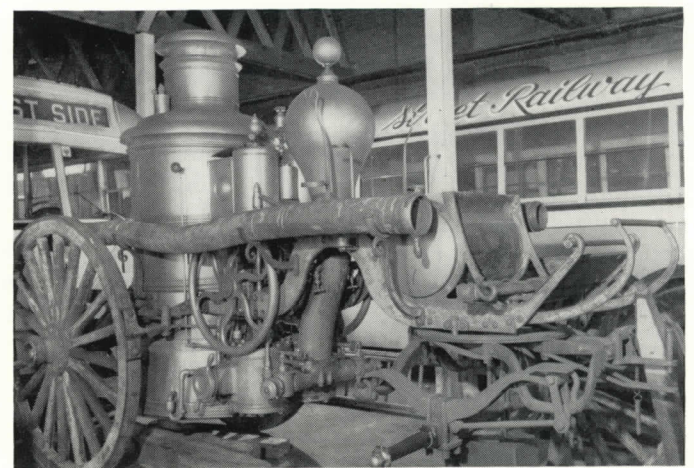
Coos County, and Berlin in particular, is highly historical, but all of us are rapidly losing sight of the past because no one has ever been successful in setting up an organization to accept, gather and preserve such things as Indian relics, the first fire engine in this area, one of a reported three steam pumps in the United States, other types of historical machinery and equipment, photographs of all descriptions, important documents, maps, and many other types of printed matter.

Now is the time to, at least, start gathering material while it is still legendary. It has already been said by many,—"if we don't start now to preserve the past, we'll surely lose it."

Of what value will the Coos County Historical Society be to us if it should be highly successful? It will do nothing but provide all of us with the opportunity for cultural betterment and instill the love of local history in our veins. Aside from that, it will **PRESERVE THE VALUABLE OBJECTS OF THE PAST** for us and for all future generations.

That's all it will do, . . . and that's enough.

The objects of the Coos County Historical Society are to stimulate interest, preserve, collect and disperse objects of



This old Steam Pumper is believed to be one of three to be preserved in the U. S. It is now being repaired.



# COOS COUNTY HISTORICAL SOCIETY

Gentlemen:

*I would like to be a Charter Member.*

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Date \_\_\_\_\_

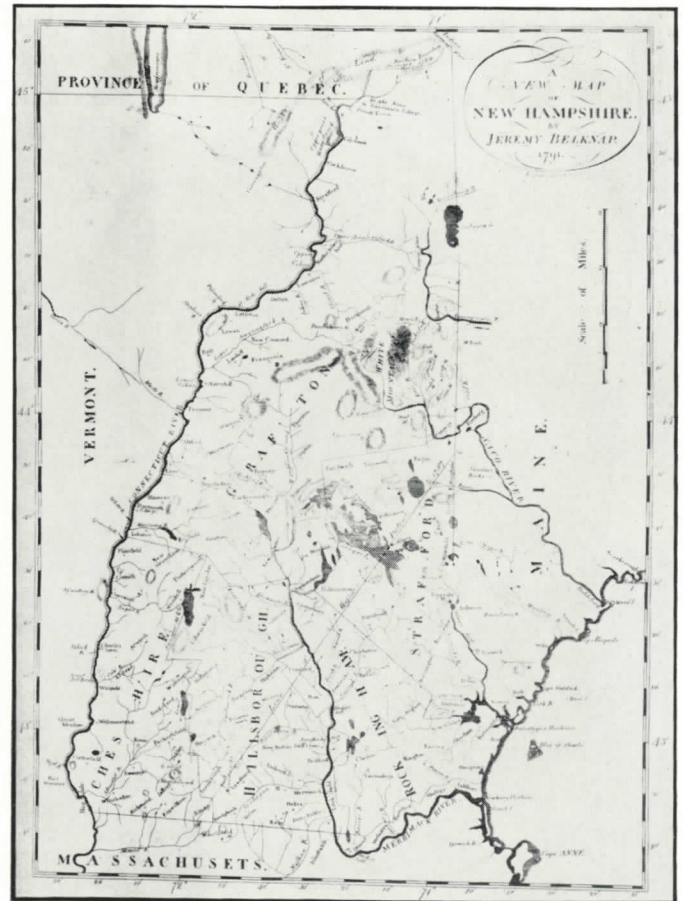
*Enclosed, please find check or money order for \$1.*

☐ *I understand this covers a one-year membership.*

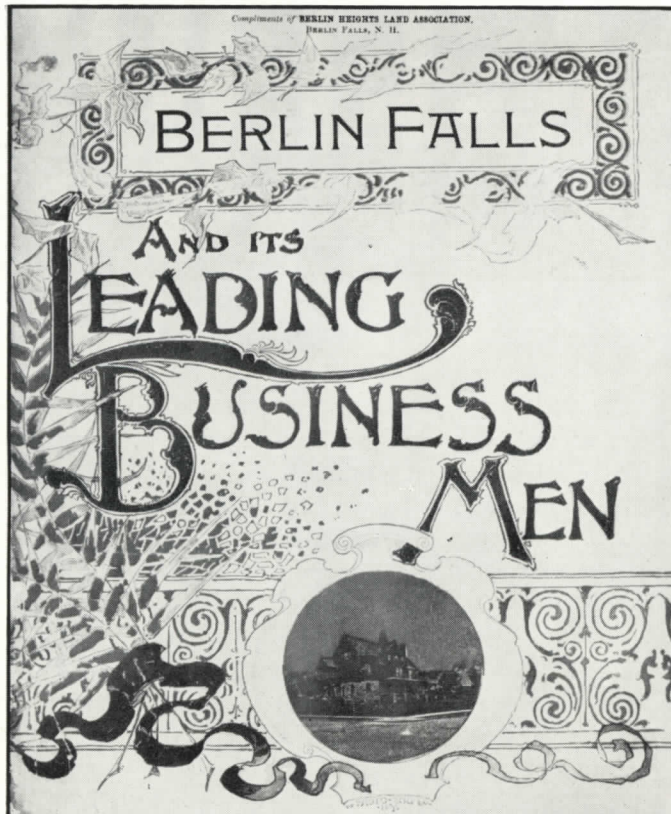
*Please send my receipt to the above address.*

historical value and information, and to further the general cultural and historical welfare and advancement of Coos County. Another of its goals is to establish and maintain a museum.

The membership of the Society is open to anyone regardless of race, creed or color or residence. Many more members are needed in order to provide the Society with a much needed broad base of support. For that reason, membership is only one dollar per year. By completing the form shown below, enclosing \$1 and mailing it to Joseph E. Fournier, Treasurer, Coos County Historical Society, 537 Rockingham Street, Berlin, N. H., you will become a charter member. You and your future generations are the ones who stand to gain from this worthwhile organization.



This is a reproduction of a 1791 map of New Hampshire. Note that Coos County did not even exist. Also, what is now Berlin was nothing more than a "carrying place."



Included in this historical magazine are brief sketches of some of the leading businessmen of "Berlin Falls."

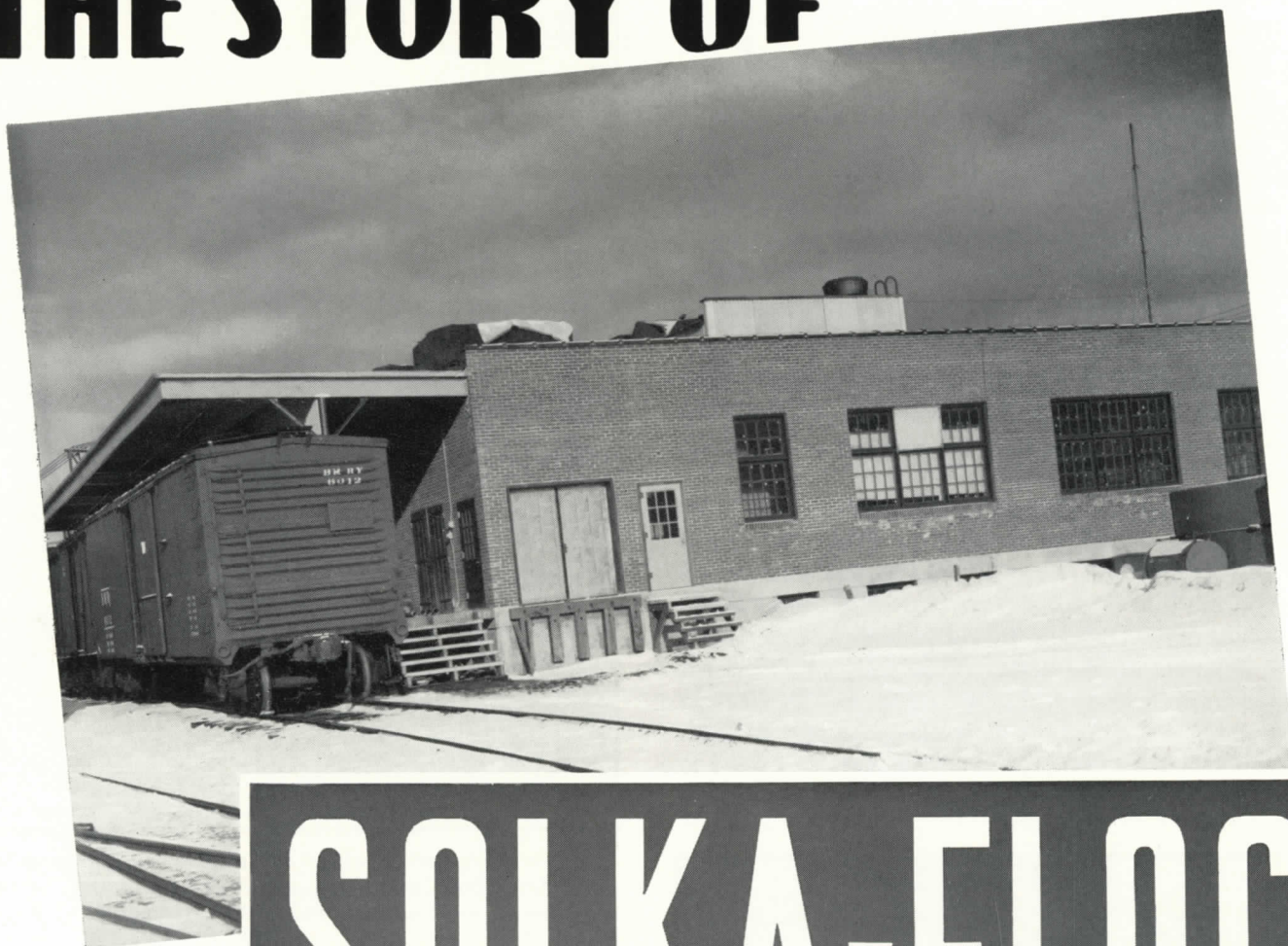


This one is controversial. Where and when was it taken?

(PHOTOS COURTESY OF COOS COUNTY HISTORICAL SOCIETY)



# THE STORY OF



# SOLKA-FLOC

**I**N PAST ISSUES of the "Brown Bulletin," you read about "The Story of Pulp," "The Story of Paper," "The Story of Bermico," "The Story of Onco," and "The Chemical Story." This, "The Story of Floc," is the sixth in a series of articles describing the products of Brown Company, published so that you may be better acquainted with the activity going on within the gates of all Brown Company plants. At the same time, this series of articles should prove that Brown Company's manufacturing operations are truly diversified.

Various forms of cellulose are used as raw material for the manufacture of Brown Company's Solka-Floc, a finely divided substance manufactured in varying degrees of fineness. Some forms are relatively coarse, others are fluffy and still other forms are similar in consistency to that of flour.

After the raw material has been processed by multiple chemical and physical operations requiring precision control, it is ready for bagging. The finished material is conveyed within the plant to a large hopper where it is fed through automatic weighing equipment which stops the flow of Solka-Floc as soon as the bag contains the proper amount. The bags are then shaken mechanically to "pack" the contents. They are then moved along the production line to the sewing machine where they are stitched.

The bags, now filled and stitched, are then conveyed to storage areas or directly to trucks or boxcars for shipment to customers.

There are eight standard Solka-Floc products, and numerous special ones, covering a complete range of physical characteristics and finenesses for all industrial applications.



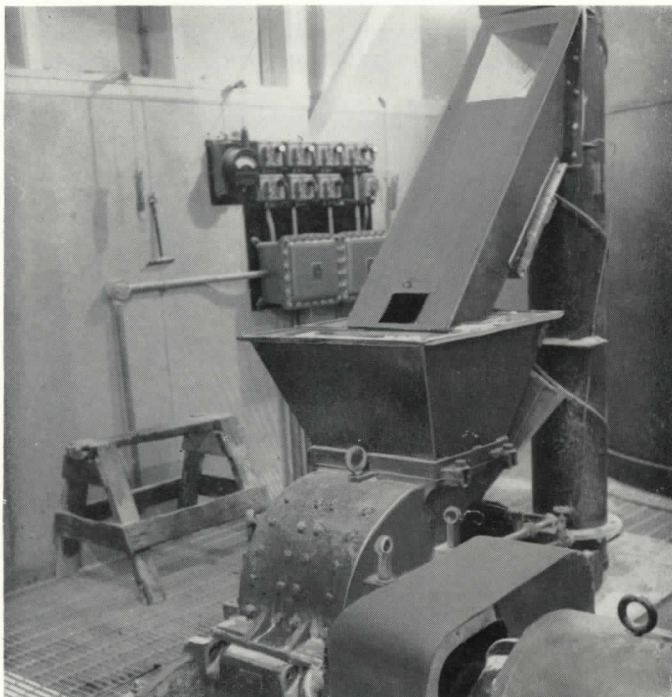
The uniform production of Solka-Floc is made possible by Brown Company's own control of raw materials, its volume of manufacture and its many years of production experience in purified cellulose of every physical form.

Actually, Solka-Floc might be termed a "miracle" product. Developed by Brown Company research in 1930, it is highly refined wood cellulose. Its usefulness is practically unlimited, and new applications are constantly being developed.

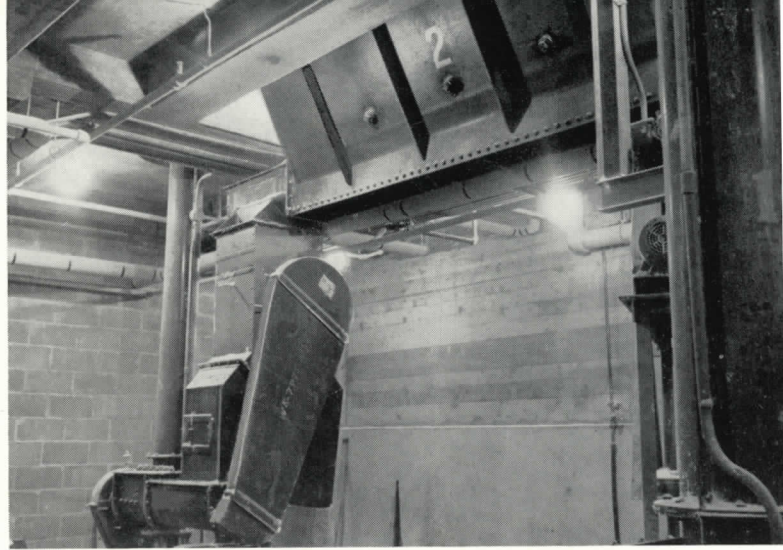
Solka-Floc is a processing aid, making it possible to produce many products better and faster. It is used by science and industry in innumerable ways.

It is used in the compounding of rubber to produce footwear, floor tile, etc.; for coating welding rods; to produce chemical derivatives from cellulose; as a filter aid to solve the filtration problem of industries such as antibiotics, whiskey, wine and beer, edible oils, swimming pool water, and many others; in plastics to obtain strength and exceptional molding properties; and in flocking to obtain unusual designs and surface effects.

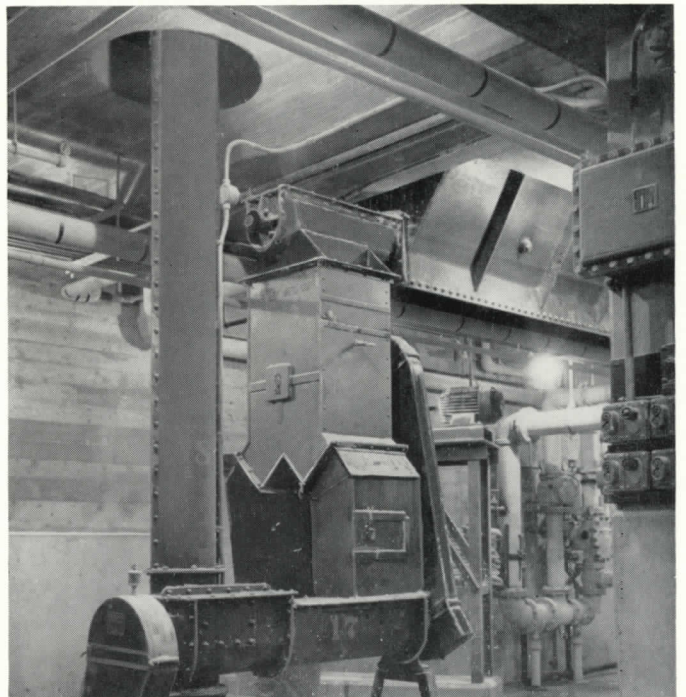
Solka-Floc is one of many quality products manufactured here in Berlin by New Hampshire's largest industry.



Here is some of the processing equipment used in the manufacture of Brown Company's Solka-Floc.

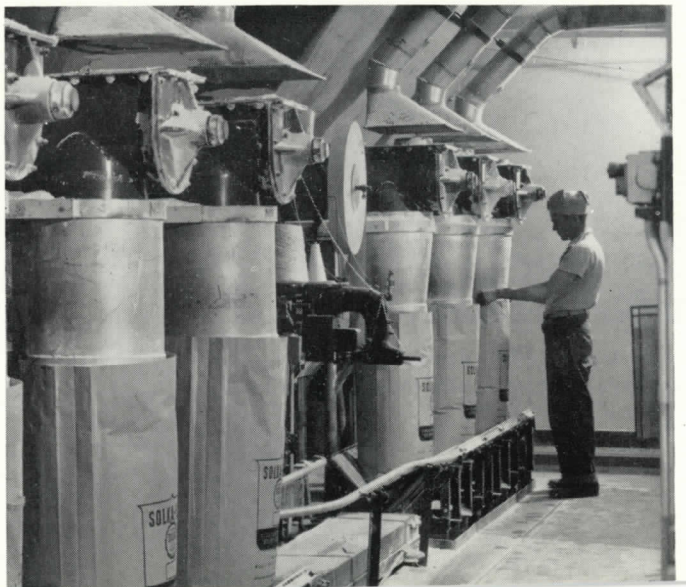


Shown above is a bottom view of a storage hopper where product is stored prior to being bagged.

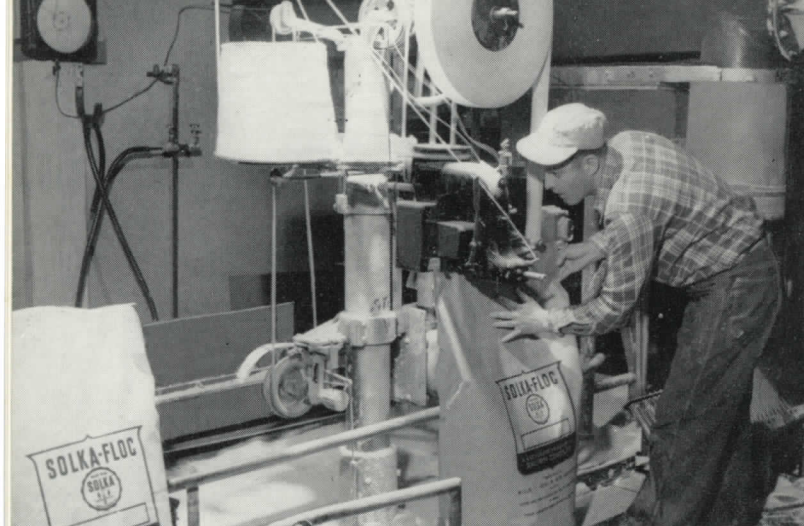


Further processing is required before it is carried up the tubular shaped conveyor for the bagging process.

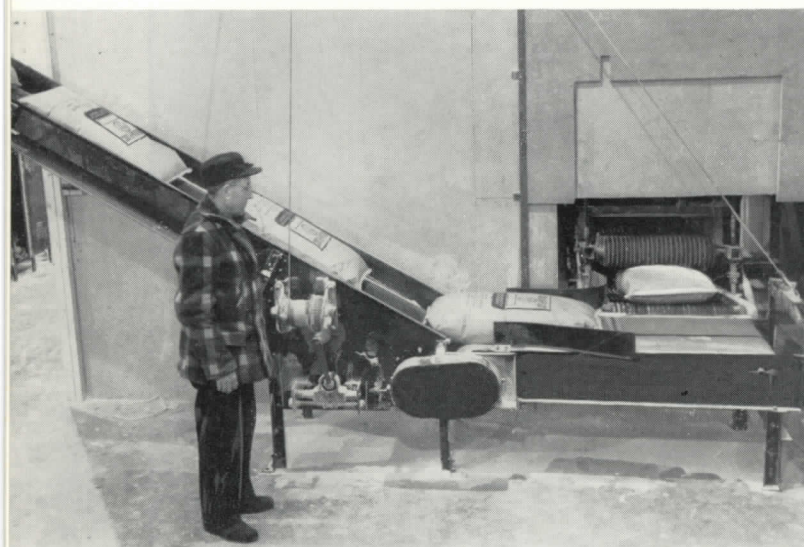
(Below) Here is where the Floc is bagged with specially designed modern automatic weighing equipment.







Normand Pellerin operates the sewing machine which stitches the tops of bags prior to shipping.



Supervisor D. Marcotte watches bags go through flattener and to another conveyor for shipping.



Robert Lachapelle receives the bags of Floc from the conveyor and loads them into waiting boxcars.

Watch for feature articles in  
future issues  
about  
"The Story of Research"  
"The Sales Story"  
and  
"A Trip to La Tuque"



Robert Cadorette stencils each bag with customer's name before being loaded into trucks for delivery.



Shown loading stencilled bags into waiting truck are employees Maurice Roy and Eugene Gauthier.



# Join... and **SERVE!**



Youngsters and adults receive blood . . .



Disaster victims get help . . .

**T**RADITIONALLY during the month of March millions of citizens in every part of the country open their hearts and their purses to support the humanitarian services of the American Red Cross. This organization is a great fellowship of good will in which all citizens are welcome. When we join the Red Cross we identify ourselves with each individual act of mercy this great organization performs anywhere in the world, as surely as if we personally extended a helping hand. When we join the Red Cross, we are there. . .

When the shattered lives and homes of disaster victims are rebuilt;

When blood saves a life;

When a drowning child is rescued and revived;

When the warm sympathy of a chapter volunteer brightens a hospital patient's lonely hours;

When a forlorn youngster overseas joyfully hugs a Junior Red Cross gift box to his chest.

Yes, our time, energy, and money make Red Cross service possible. Let's answer the call now. Let's carry out the slogan . . . "Join and Serve."

*"We find the Red Cross on duty everywhere . . . always true to their belief that people, and only people, matter."*

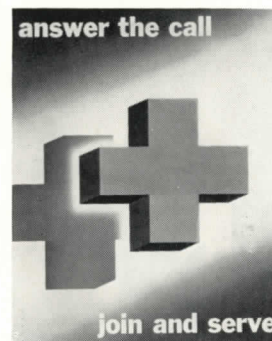
—PRESIDENT DWIGHT D. EISENHOWER



Soldiers are welcomed home . . .



Gray Ladies help hospital patients



Red Cross helps in emergencies . . .



Free swimming instructions . . .



Flood refugees receive gifts.



# Both Stories

## MATERIALS

The average Brown Company employee, like most Americans, had high expenses, too. He had to pay a lot of bills during the course of the year. He had to pay the clothing store, the butcher, the baker, the grocer, the milkman, the oil or coal man and many others to provide his family with the **materials** they needed.

## TAXES

And as far as taxes are concerned, we pay more than income taxes. Aside from that we pay gasoline taxes, cigarette taxes, property taxes, and other forms of **taxes**. And so, after Uncle Sam took his share, our pockets weren't so full.

## DIVIDENDS

### AND INTEREST PAYMENTS

Just like large companies, we, as individuals, must pay the people who let us have money. Usually our important payments are for a house, a car, or anything else we plan to pay for over a period of time.

## Income

The average Brown Company employee made good money this past year. But he had places to spend it, too. The object of this graphic article is to show that there is very little difference between the individual and the company, especially when it comes to earning and spending money.

## LABOR COSTS

### AND EMPLOYEE BENEFITS

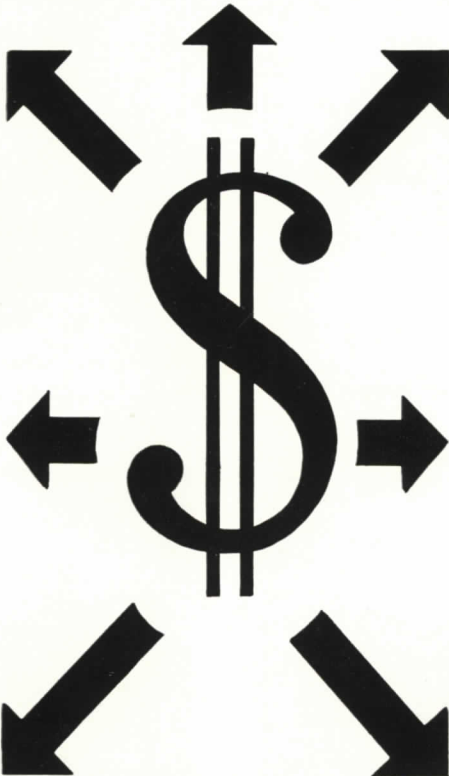
Most of us don't stop to realize that, as individuals, we actually pay wages to other people who are earning a living. We pay the wages of the doctor, dentist, plumber, painter, carpenter, barber and many others. These are our **labor costs**.

## DEPRECIATION

The word depreciation may not mean much to us, but we use it in our everyday lives just as much as does a large organization like Brown Company. It means that we must set aside some of our earnings (a little at a time or in a lump sum) to be able to replace a worn out car, refrigerator, washing machine, furniture, a radio, a television set or anything else that will eventually wear out.

## RE-INVESTMENT

Re-investment means a great deal to all of us, as individuals. The money we have left, after paying labor costs, taxes, etc., is invested for the future to take care of education, emergencies, and new things our family will want. Most of us do this by taking out a savings account or by buying bonds.



**Both stories are the same. Whether it is an individual like you or a corporation like Brown Company, financial budgetary problems are much alike. We have the same common problems in the use of the money we earn.**



# Are The Same!

## MATERIALS

Brown Company's bills were very high, too. Rising costs affect a company just as they do an individual. Out of every dollar Brown Company took in, materials cost . . .

49¢

## TAXES

Brown Company's pockets weren't so full either, after taxes. Just as we, as individuals, feel the "sting" of soaring taxes, Brown Company does, too! Out of every dollar Brown Company took in, taxes took . . .

6¼¢

## DIVIDENDS

### AND INTEREST PAYMENTS

Brown Company pays its stockholders for the loan of their money. This is their share of the profits. It also pays interest, too . . . just as we do. Out of every dollar Brown Company took in, dividends and interest payments were . . .

2¼¢

## Income

Brown Company earned good money during 1953, too. The Company earned more than in 1952, but not as much as was earned during 1951. Let's break down the expenditures to each dollar the Company took in . . .

\$1.00

## LABOR COSTS

### AND EMPLOYEE BENEFITS

Brown Company also had big pay-rolls to meet in wages and salaries of employees. Employee benefits, such as Pension Plan, etc. were also costly. Out of every dollar Brown Company took in, labor costs and employee benefit costs amounted to . . .

35¢

## DEPRECIATION

Brown Company also sets aside money to meet costs of wear and tear of buildings and equipment. As they become obsolete, it will help to meet the cost of replacement. Out of every dollar Brown Company took in, depreciation cost . . .

4½¢

## RE-INVESTMENT

The money Brown Company has left is invested in the future, too. It goes back into the business for expansion and growth. Out of every dollar Brown Company took in, the amount that went back into the business was . . .

3¢

Brown Company's income for 1953 was \$67,197,203.00. Here is how that money was spent:

Materials	32,746,736.00
Labor Costs & Employee Benefits	23,536,611.00
Taxes	4,213,315.00
Depreciation	3,134,016.00
Dividends & Interest Payments	1,497,507.00
Re-Investment	2,069,018.00
	<u>\$67,197,203.00</u>

See the breakdown of expenditures above



# BROWNCO NEWS REVIEW

## President Announces Three Top Promotions

Laurence F. Whittemore, President, recently announced the following promotions:

Downing P. Brown from Vice President in Charge of Sales to Vice President—Administration; Newton L. Nourse from General Sales Manager to Vice President in Charge of Sales; Robert W. Andrews from Works Manager to Vice President and Works Manager.

Mr. Brown, born in Portland, Maine, joined the Brown Company in 1908, following his graduation from Williams College. During his long association with Brown Company he has been employed in the Woods department, as Resident Manager of the Company's operation at La Tuque, Canada, as Assistant Manager of the Berlin plants, and has served in various capacities in the Sales department. He was promoted to Vice President in 1944 and became Vice President in Charge of Sales in 1945.

Newton L. Nourse, born in Lancaster, New Hampshire, attended Colby College, where he majored in Chemistry and was graduated in 1919 with the degree of Bachelor of Science. He joined Brown Company's Research department in 1920, and in 1925 he organized and managed a newly created Technical Sales Division. In 1933 he was promoted to Manager of the Pulp Sales Division until he became General Sales Manager in March, 1951.

Robert W. Andrews, a native of Augusta, Maine, graduated from the University of Maine in 1914 with a degree in Civil and Mechanical Engineering. Mr. Andrews came to Brown Company as Assistant to the President in March 1952, and in July of that year was promoted to Works Manager. Prior to joining Brown Company he served as Chief Engineer, Executive Vice President and Senior Vice President of Minnesota and Ontario Paper Company. He was also associated with Hardy S. Ferguson in the design and construction of many important paper and pulp mills in this country and in Canada.

An old maid is someone who's spent too much time chinning and not enough time necking.

—Pearl Bailey.

## New Supplement To Company-Union Contract

An increase in pay has been granted to maintenance employees of Brown Company, according to a joint announcement made recently by John W. Jordan, Brown Company Vice President and General Counsel and George Anderson, President, Local 75, Pulp, Sulphite and Paper Mill Workers.

The increase, bringing Brown Company's rates in line with the pay scale of the Pulp and Paper Industry in this area, ranges from two cents per hour to six cents per hour depending on job classifications. Retroactive to January 10, 1954, Leaders, Specials and First Class workers will receive an additional four cents per hour; Second Class, four cents; Third Class, six cents; all grades of helpers, two cents.

In addition to the pay raise for maintenance employees, it was agreed by both the Company and the Union that "no employee shall have the right to refuse to remain for overtime work without a justifiable reason." This new clause on overtime work is a supplement to the agreement of July 10, 1953.

According to John Jordan, the company spokesman, the "overtime work-

ing clause is a security measure on the part of Brown Company to assure the completion of unfinished work when it is deemed necessary to the efficient operation of the plants."

Both Company and Union spokesmen agreed that the new clause also provides added assurance to production employees that operating schedules will not be delayed due to incompleted maintenance work.

## Management Congratulates Leo Lemoine

Congratulations are extended to Leo Lemoine, operator at the Pyrrhotite plant. Mr. Lemoine, an employee at the plant for a year and one-half, proposed an alteration in the dimensions and arrangement of the discharge spout from the pyrrhotite reactor.

His recommendation was tested, and it was found that the capacity was increased 33% as a result of his proposal. His rearrangement has been adopted by the company and is proving highly successful.

Mr. Lemoine is to be commended for his initiative and job interest in assisting toward the more efficient operation of the Pyrrhotite plant.



Here's a real cold winter scene taken from the Research office, . . . so cold that the photographer didn't even venture out of doors to snap the shutter.



# News

## AROUND THE PLANTS



### BERMICO

Congratulations are in order for Mr. and Mrs. Harold Potter on the stork's recent arrival. We understand that a baby boy was delivered to the proud parents.

We congratulate our ace bowler, Roland Dube, upon winning the recent city bowling championship. The play-off was against a worthy opponent, Ronald Coury, but "Rollie" came through with flying colors to cop the championship.

Deepest sympathy is extended to the immediate family of George Collins who passed away on January 18th. George had been on the retired list after leaving Bermico where he had been performing the duties of night watchman.

Condolences are also extended to Adelard Parisee and family on the recent death of their daughter, Rachel who passed away on February 18th.

Our legendary "ground-hog" day has come and gone and although old "Sol" kept his face hidden in this locale, we are all looking ahead with a cheery aspect towards the coming of spring. One sure sign is that the Bermico fly tiers are already discussing the best flies to use during the early spring fishing. Rosaire Labbe, of Mill Control, states that he has perfected one that will surely bring the square tails to the creel. Here-say has it, that he has named said fly, the "Wing Ding." Could be if it fails to live up to Rosaire's expectations it might be renamed the "Wing Dung!"

Donald "M. H." Welch, our office supervisor, recently answered Uncle Sam's call for a physical check-up at the Veterans' Hospital in Manchester, N. H. Don came through the physical with flying colors.

Henri Dion, one of our new Fittings plant boys, answered the call to colors by recently enlisting in the U. S. Navy.

Philip Lamontagne of the Finishing department, now confined at the Veterans' Hospital at Jamaica Plain, Mass., recently sent the boys a postcard stating that he expected to be back on the job in the early spring.

Arthur Pepin, Joe Leroux, John Leroux, John Brunelle, Roland Dube and Constant Blais, all members of "Club

Joliette Raquetteurs" attended the recent International Snowshoe Congress held at Montreal, P. Q. A good time was reported to be had by all!

Robert Guitard is back with us again after serving two years in the U. S. Army.

Congratulations are in order for Kenneth LaRock and the former Miss Alphonsine Roy on their recent trek to the altar. The nuptials took place on February 4th.

Norman Arsenault, of the Finishing department, has enlisted in the U. S. Marine Corps. Good luck and best wishes are extended to you from all of us!

Those on the sick list at the time of this writing are: Joe Rochefort, our Dummer Yard foreman; Irene Fillion and Adrien Baillargeon, of Miscellaneous Finishing; and Alphonse Rousseau, of the Maintenance department. A speedy recovery is wished for all of you!



### CHEMICAL & FLOC

"Norm" Lowe has returned to work after an extended illness.

Arthur Vezina hits the stride of his brother "Chummy" by turning around these days in a new, to him, "Studie."

Bob Payeur has won his wings in the old Cell House group. Welcome to you, Bob, but keep that "Red Dragon" on the ground!

Donald Plante and Raymond LeFebvre are the new faces around the group vying for their wings.

Alfred McKay, of the office staff, was a good loser in competing his Chev. against a Buick with the idea of being a good sport. It seems that during the last big snowstorm Al was confronted with a big Buick stranded in the middle of the street, so instead of going around, Al decided to push it out of the way, which he did, but . . . out of the cloud of smoke, there was an unforeseen happening,—Al was himself stranded.

Normand Baillargeon will go into the service \$100 richer on March 1st after ringing the gong at the last Union meeting. Bon Voyage, "Norm!"



### BURGESS & KRAFT

Burgess welcomes Lloyd W. Hawken-sen from Pulp Purchasing. Lloyd was a wood buyer before he came to work as foreman of the Burgess Waste Wood Production Division. He has served in the Air Corps and studied forestry at the University of New Hampshire. Mrs. Hawken-sen, if you remember, was introduced in one of our previous issues, when she was named "Mrs. New Hampshire of '53."

David H. Crockett, one of our engineers, was transferred from Cascade Maintenance as Engineer-Draftsman to Burgess Maintenance as Assistant Electrical foreman on December 28, 1953.

Our deepest sympathy is extended to Alfred Dupuis, Burgess Millwright, on the death of his beloved wife on January 20, 1954.

Best wishes to Frank Gagnon on his retirement from the company on January 30, 1954!

Congratulations to Mr. and Mrs. Leo Coulombe on the birth of a daughter on February 21, 1954, weighing 6 lbs!

At this writing, we find the following men on the sick and disabled list: Eddie Baillargeon, Dennis Lamontagne, J. A. Arsenault, Wood Room; Arsene Cadorette, General Screens; Euclide Lafeuille, Yard; Cyrien Morneau, Raymond Albert, Dryers; Arthur Caouette, Maintenance.

Off the sick and disabled list and back to work are: Joseph Laflamme, Maintenance; Frank John, Blowpits; Willie Arguin, Kraft Mill; Robert Ross, Cranes and Tractors.

New to the Burgess staff are: Edward Holleran, Employment to Scales; Wilfred Chaisson, Wood to Cranes; Albert Beaulieu, Cascade to Cranes.

Leaving Burgess are: Frank Gagnon, Maintenance to Retired; Paul Gagne, from Kraft to Cascade.

A digest of a paper presented by J. T. Hegeman, September 17, 1953, at a meeting of the Northeastern Division of the American Pulp and Paper Mill Superintendents' Association held at Poland Springs, Maine, appeared in the January issue of PAPER INDUSTRY.



The article was entitled "Brown Company's Experience in Fluosolids Roasting of Sulfides." Should you have missed it, here follows a reprint of the highlights: "Brown Company's Fluosolids Unit went into operation in 1952, and is the first of its kind in the Pulp and Paper Industry. Many operating and maintenance problems have been successfully ironed out. In its first year of operation, 27,000 tons of Pyrrhotite were processed yielding more than 18,000 tons of sulfur dioxide or the equivalent of 9,000 tons of sulfur."

The Burgess Central office is once more having its "face lifted," now to accommodate the Burgess Technical department. An area, partially glass-enclosed, has been partitioned off to provide office space for Department Supervisor, J. T. Hegeman and his staff—F. Riley, R. A. Bonsall, and F. Sheridan. The remainder of the office will remain in its present locale but for Jos. Fournier and Mary Marcou (teletype and all) who have been moved southeasterly.

Lieut. Commander Paul Grenier, who was promoted to his present rank in early February is, at this writing, enjoying a 6-day leave with his wife and two children at the home of his parents, Mr. and Mrs. Paul Grenier of 1793 Riverside Drive.

#### *Bleachery*

Congratulations to the Paul Arsenaults on the birth of a baby girl, weighing 7 lbs. 8 oz.

Clarence Curley, Bleachery foreman, recently attended the hockey game between the Montreal Canadiens and the Boston Bruins in Boston.

Election time is here again and we have three Bleachery employees entering politics for the first time, namely, Roland Nolet, running for Councilman, Ward 1; Rene Bergeron, for Councilman in Ward 4; and John "Jack" Sullivan, running for Councilman in Ward 3.

## Millsfield Sportsmen's Club

At the last Directors' meeting, it was announced that the boats ordered for Dummer Pond have arrived. Also, work remaining on the camp will be completed and ready for spring fishing.

Any employee of the company who wishes to join the Club can do so up to April 1st. Dues for 1954 must be paid on or before April 1st.

As a convenience to the members, you may pay your dues and get your membership card from any of the following Plant Directors:

*Upper Plants:* John Hall, Electric Repair Shop.

*Bermico:* Gerard Gionet and Carroll Stenberg.

*Main Office:* Ralph Rogers.

*Burgess:* Alfred Buckley, Electric Repair Shop; Frank Sheridan, Jr., Laboratory; Emery Carrier, Recording Gauge.

*Cascade:* John McKinley, Jr., Storehouse; Clifford Finnson, Office.



#### *Towel Room*

The following girls attended the Ice Follies on February 20-21: Irma Potter, Lydia Bockman, Monique Gingras, Pearl Moreau, Bea Labonte, P. Clermont, Doris Guay, Theresa Landry.

Congratulations to Arlene Chevarie who became the bride of Joseph Sotherland on February 6, at St. Joseph's Church.

We extend best wishes to Mr. and Mrs. Donald Martin (Cecile Gagne) who were married February 6, at Angel Guardian Church.

Best wishes are also extended to Yvonne Voisine, who became the bride of Raymond Lauziere, on February 6, at St. Joseph's Church.

On the sick list are: Henry Demers, Nap. "Pete" Guerin, Yvonne Rogers, Irene Vaillancourt, Janet Theberge.

We all wish good luck to Mrs. Gordon Perry who has left us after a good many years.

We extend our deepest sympathy to: Mr. and Mrs. Walter Berwick (Betty Vigue) on the loss of their infant daughter, Vicky Lyne, of Gorham; . . . to Emma Turcotte on the loss of her mother, Mrs. A. Labrecque; . . . to Mrs. William Cote on the loss of her husband.

#### *Finishing and Loading*

Ray Libby, Shipping foreman, is back to work after being on the injured list.

#### *Office*

Bob Landrigan, formerly employed in the Towel Room office, has joined the Planning Office staff as Shipping and Order clerk.

#### *Plant*

Herbert J. Dwyer recently received his diploma following completion of his course in Electrical Engineering (2300 hours of study).

Harold Graves also recently received his diploma after completion of a 350-hour study course in Beater Room operation.



#### *Tabulating Department*

The weekend of Washington's Birthday saw quite a few of the Tab staff on weekend trips.

Mr. and Mrs. Elmore Pettengill and son, Marshall, went to Boston where they saw the play, "Guys and Dolls," and also attended the Ice Follies.

Joan Dupont also went to Boston for the weekend with Alice Bruns, of Central Order Billing. The girls also took in the Ice Follies.

Sandra Mason motored to Everett, Mass., with her parents, Mr. and Mrs. Freddy Mason, to visit relatives, Mr. and Mrs. Joseph Tarby, Jr., of that city. Sandra did some shopping and took in the Ice Follies.

Ann Wentworth traveled to Lowell, Mass., to visit with relatives, Mr. and Mrs. Warren Wentworth. Ann also did some shopping in Lowell.

Other holiday shoppers were Aline Pelchat and Rita Roy, of the Insurance department.

#### *Woods Department*

Congratulations to Mr. and Mrs. Corwin Burghardt on the birth of another son, David Corwin, born February 17, 1954, weighing 8 lbs. 10½ oz!

#### *Purchasing Department*

Jane Mitchell is the new comer to the Purchasing department, to replace Eula Taylor, as file clerk. Eula assumes new duties as stenographer.

## SALES OFFICES

(NEW YORK)

Our new Onco salesman, March Timmerman, must have been born under a lucky star, although he can get involved in some grievously distressing predicaments! New York's finest (police force, of course) with the aid of the F. B. I., recently broke a fabulous stolen-car racket and "Tim's" car was one of those confiscated to ascertain if it had been a legitimate sale or one of the ring's. Imagine his relief when all was well again. Then, he takes a trip down into Pennsylvania and the hotel in which he was staying had a fire, so he had to vacate! No wonder he is prematurely gray!



Paper Convention Week (TAPPI) brought everyone in the company out of his cocoon and balmy weather we never gave them for the middle of February. We only get to see some of our famous people once a year now, and at that only a fleeting glimpse. Just a few of the celebrities were B. K. Babbitt and R. J. Van Nostrand of the Chicago office; W. B. Beckler from La Tuque, P. Q.; and Messrs. Gene Tunney and John L. Sullivan of Brown's Board of Directors.

Everyone who knows Bibi Sanchez will be delighted to hear that she has recently announced her engagement and will be married Saturday, April 3. She was formerly employed in the Order Pool.

Aileen Laughney, Doris Kass and Catherine Keegan, all former employees, joined by Helen Lacey and Rosemary Sloat of the New York office, saw Katherine Cornell's "Prescott Proposals" for an enjoyable evening recently.

Doris (Reed) Seif presented her husband with an 8 lb. 11 oz. baby girl, named Mary Ellen, on January 23!

## SALES OFFICES

(BOSTON)

During the past month, there have been quite a few promotions and personnel changes in the Towel & Tissue Sales Division:—Mal Knight is now District Manager of Northern New England, which covers the States of Maine, New Hampshire and Vermont. Ed Lawless has been transferred to the New York State District. He has been replaced in the South Atlantic District by Harold Bradley, former missionary man in Philadelphia. George Garrigus, who worked out at the Chicago office, is now District Manager of the Indiana-Kentucky territory. Jim Stevenson is the new salesman in the Philadelphia area.

William G. Mercer has joined the Towel & Tissue force as Manager of the newly-established Retail Sales Division.

Mary Colombosian, who recently left the Onco Division, has been sending us cards from Florida. We envy her basking in the bright sunshine—she says that she's literally mahogany brown!

Our sincere and heartfelt sympathy is extended to Phil Vollmer on the recent loss of his mother.

Mary Miller spent an exhausting, but exhilarating, week skiing in Vermont and in Canada. The weather ran the

NAME	FROM	TO
Al Adams	Industrial Engineering	Engineer—Central Engineering
Henry Covio	Cascade	Raw Matls. & Supplies Spec.
David Crockett	Cascade Maintenance	Clk., Product Inspection Control
Lloyd Hawkinson	Buyer, Woods	Asst. Elec. Foreman, Burgess Maint.
Benjamin Hodges	Engineering	Foreman, Burgess Waste Woods Prod.
Frederick Killian	(Hired)	Plant Engineer, Bermico Oper.
Edmund Lacroix	Clerk, Purchasing	Purchasing Agent
Clarence Lane	Scaler, Woods	Jr. Expediter, Purchasing
Lawrence Poisson	Timekeeping	Lumber Grading Inspector, Mfg.
Charles Sgrulloni	Prod. Clerk, Onco	Prod. Clerk, Onco
Alice Valley	Comptometer Oper., Int. Audit	Office Supervisor, Onco
Doten K. Warner	(Hired)	Comptometer Oper., Woods Acctg.
Eugene Anderson	Chf. Dist. Clk., Woods Acctg.	Engineer, Engineering
Gloria Boisvert	(Temporary)	Cost Analyst, Woods Oper.
Rita Bruni	Steno., Research & Devel.	Stenographic
Julia Gemmiti	Steno., Purchasing	Secretary, Research & Development
Claire Guay	Steno., Research & Devel.	Secretary, Purchasing
Stanley Gutowski	(Hired)	Secretary, Research & Development
P. J. Hinchey	Super., Prod. Control, Casc.	Timekeeper, Timekeeping
Eugene Holroyd	(Returned Veteran)	Asst., Household Prod., Prod. Control
Urban Keenan	Scaler	Camp Clerk, Woods Accounting
Sally Landers	Internal Audit	Dist. Supt. of Scalers, Woods Oper.
Robert Landrigan	Clerk, Towel Conv., Cascade	Stenographic
Lionel Lepage	Clerk Typist, Burgess Store	Shipping & Order Clerk, Cascade
Eugene Letourneau	(Hired)	Raw Matls. Clerk, Cascade Store
Harold Marenburg	Process Control Chemist	Clerk Typist, Burgess Store
Jane Mitchell	(Temporary)	Chemist, Prod. Insp. Con., Burgess
Walter Morrison	(Returned Veteran)	Clerk Typist, Purchasing
Donald Myler	(Hired)	Scaler, Woods Oper.
Fred Riley	Product Inspection Control	Kraft Mill, Record Clerk, Burgess
Jos. N. Rozek	Cost Analyst, Woods Oper.	Technical Control Chemist, Burgess
Roger St. Pierre	Process Con. Chemist, Casc.	Sr. Auditor, Internal Audit
Carroll Stenberg	(Hourly)	Process Control Super., Cascade
Eula Taylor	Clerk Typist, Purchasing	Millwright Foreman, Bermico Maint.
Wendell Thayer	(Hourly)	Stenographer, Purchasing
Fred Twitchell	Timekeeper	Fittings Foreman, Bermico
Conrad Waldie	(Additional Duties)	Clerk, Towel Converting, Cascade
		Operating Asst. of Cas. Towel Div.

gamut from below freezing to spring-like temperatures. The wonderful skiing was fair exchange for all the sitz-marks that had to be filled in.

Jack Noble is now Manager of the Sales Planning and Control Division which was set up recently. Joanne Fritz was promoted to this Division from the stenographic pool.

The resulting vacancy in the stenographic pool was filled by Mary Gardner. Shortly after Mary joined the company, her engagement to Eugene Mazzie was announced. Plans are being made for an October wedding.

Mary Puntonio has joined the company as secretary to U. J. Dacier, Manager of Onco Sales. She was with Cities Service Oil Company for six years and had an exciting vacation in Miami before reporting to work in the Boston office.

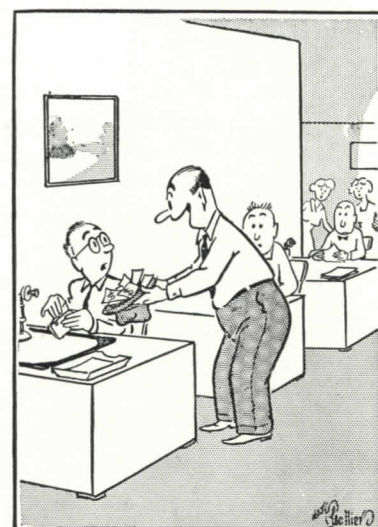
When Julius La Rosa was in Boston recently, Joan Polaski got close enough to get his autograph. . . Envious?

The Boston office is undergoing a beauty treatment. Work goes on as usual (almost) amidst much confusion, noise, paint pots, dripcloths and stagings . . . but it will be well worth it.

The Foreign Division informs us that Brown Company products can be found

in 38 countries on six continents in the world.

Eugene Hanson of Weston was re-elected National Vice President of the Salesmen's Association of the Paper Industry at the Annual Convention of the American Pulp and Paper Association which was held in New York at the Waldorf Astoria recently.




"Who is the collection for *this* time? Why, myself, of course!"



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## Looking Toward the Future . . .

There's something startling about this picture of a bridge. The bridge itself is a modern man-made miracle. It represents the knowledge, skill and resources of many people combined to give easy passage, to all who desire it, over an obstacle set up by Nature.

We know that this bridge is just as safe and solid in the distance as it is in the foreground. Yet the camera is unable to pierce the haze of distance and bring it into view. Human vision is much the same.

We can plainly see the present. It is human nature to trust what we can see. That which we do not know and trust, we have a tendency to fear. But there is a way to ease that fear.

We enter upon the bridge with confidence because we have faith that its builders completed their job well and that the part we can't see is also secure. Facing the future without fear also requires faith. Faith in ourselves . . . faith in our leaders . . . faith in the Strength that has brought us safely and successfully through the doubts and dangers of the past.

The measure of the faith we hold will also be the measure of achievement and security in our future.

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