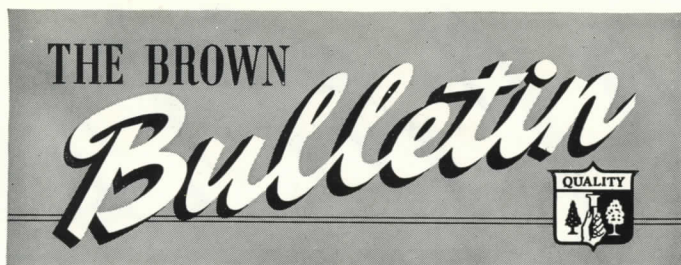


THE BROWN

Bulletin



May 1955



PUBLISHED MONTHLY
FOR EMPLOYEES AND FRIENDS
OF BROWN COMPANY
BERLIN, NEW HAMPSHIRE

MAY 1955 — VOLUME 3, NO. 10

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FRONT PAGE PHOTO: Battery of new barking drums in action at Brown Company.

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This magazine distributed without charge. . . Articles and photographs about Brown Company or stories of general interest about Berlin, N. H., and its people may be sent to the Editor, The Brown Bulletin, Brown Company, Berlin, N. H. This is your magazine . . . your constructive suggestions for making it more interesting are always welcome.



MEMBER
AMERICAN ASSOCIATION
OF INDUSTRIAL EDITORS

Editorial

Few of us have not used installment buying for a new car or refrigerator or other product of which the price runs into more money than the average person is ready to put out in a lump sum.

People using consumer credit realize that "finance charges"—interest and service—are a necessary part of the process. The payment of finance charges is accepted as a matter of course. Nobody expects that the cost of financing a new automobile over a period of two or more years would be the same as buying it for the full cash price down.

Isn't it funny that consumer credit charges are accepted so easily by most of us, when paying stockholders a dividend on the money they put up to finance industry is frowned upon by many employees?

In other words, the man who buys a TV set or a car on time will cheerfully pay the financing costs to the agency which lends him the money—but he may resent the payment of dividends to the persons whose investment has made his job possible.

And it's even funnier when you realize that the investor in industry has no assurance that he will receive any return for risking his savings. If the business is not profitable,

there will be no dividend payments. And in recent years industry has been forced to plow back about half of the profits that theoretically should go to those who have supplied the venture capital.

Many people feel that it is a cause for concern that profits have not shared in the general growth of the economy. Corporate sales have increased over the last eight to ten years, and our entire economy has grown, but profits have not increased in anywhere near the same proportion.

So merely to earn the same amount of profit, corporations, including Brown Company, have had to produce and sell more goods. Is it any wonder why employees have been asked, urged and prodded to step up production? And that isn't all. For the past several years here at Brown Company and at other concerns, employees have been granted wage increases in return for a promise of increased production and greater efficiency among all employees.

In a way, it's understandable that no employee would be willing to work harder, year after year, without getting any more pay for it. Yet business has been investing more, producing more, while its earnings have stayed about the same. How much of a beating can the incentive to invest and produce take—and still survive to go on creating jobs and goods?



Here's a display of some of our household paper products processed by girls of the Sample room at Cascade.

Silent "SALESMEN"



Medora Arsenault offers the camera man a sample packet of Brown's famous Nibroc Household towels.

YOU'VE PROBABLY, AT SOME TIME OR OTHER, strolled down the midway of a carnival or circus. Do you remember the side shows with their barkers out front telling you of the many attractions inside the tent? At some time during his spiel he brings out a sword swallower or a dancer to further clinch his sales argument. He does this to convince you that there are many wonderful sights awaiting you inside his tent. These are his samples.

Brown Company, too, has its "barkers" in the form of salesmen and distributors all over the world presenting the advantages of our products. But they need help, not only in the form of national and regional advertising, but also in the form of samples. They help to clinch the salesman's presentation. They often create the desire in the customer's mind to place the order. Samples give the potential customer a chance to examine, compare and test our samples to see if our products will meet his qualifications—not only in quality, but also in price.

These silent "salesmen" are important. They penetrate an organization much deeper than a salesman can reach. The salesman must spend many hours of travel and effort.

Eugenia Parent and Mary Taraskewich are shown preparing sample packets of Sofwite Bathroom Tissue.





Rowena Hall, Mary Taraskewich, Beatrice Arsenault, Eugenia Parent, Lilla Jensen, Julia Oleson, Mildred Holmes, Violet Findsen, Medora Arsenault and Della Hammond are shown here at their stations.

many words in conferences before he gets the opportunity to present the sample. When this opportunity is finally offered, the silent "salesmen" do their stuff and help to clinch the sale.

They are actual samples of our products. They are neat,—have a nice appearance, and make an excellent and visual impression in the mind of the purchasing agent or other prospective buyer.

These samples are important to Brown Company. Why? Because they help sell more and more of our products to new customers as well as old. Our sample department at the Cascade mill processes hundreds of samples each day . . . ready to be sent to potential prospects all over the world. These girls are not only helping to sell our products, but they are doing their share to help keep jobs for all of us.

Rowena Hall and Beatrice Arsenault, below, prepare sample packs of Softan Bathroom Tissue.



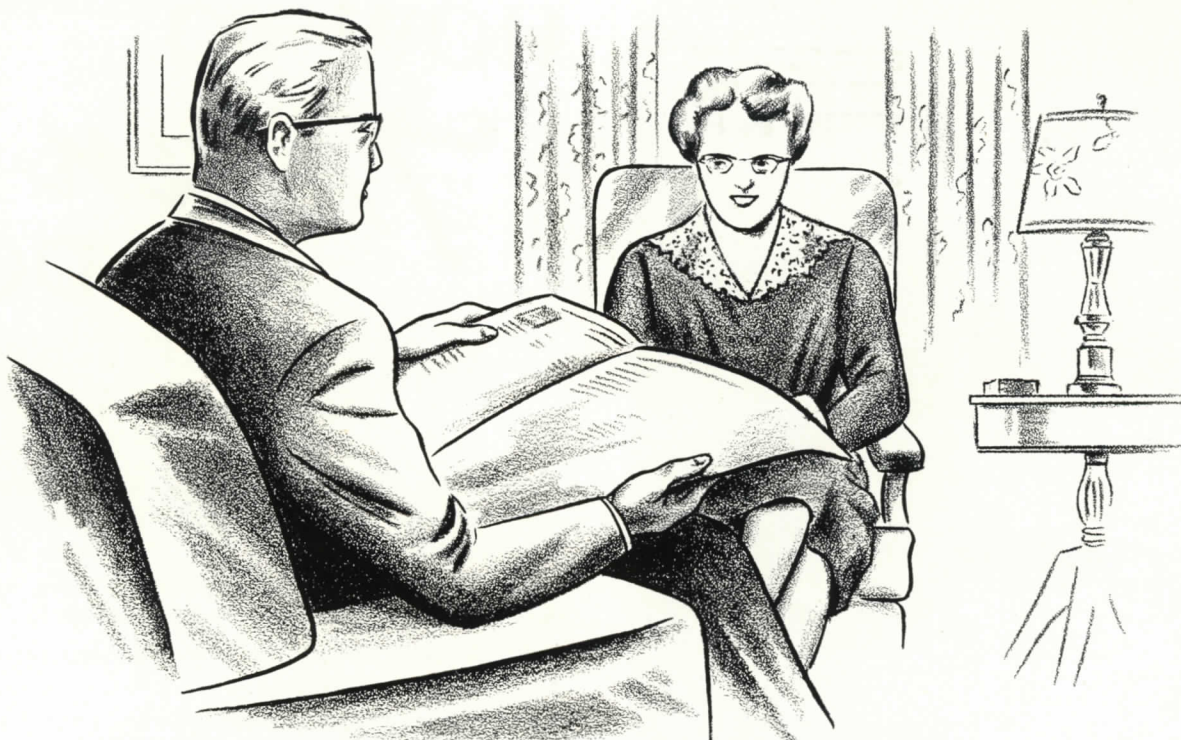
Shown above are numerous and varied samples and standard-sized packages of Brown Company's paper products for industrial and institutional use.

Lilla Jensen, below, wraps a four-roll pack of Sofwite Bathroom Tissue for shipment to a prospective customer.



Della Hammond and Violet Findsen, above, prepare samples of Brown's familiar folding towels used in industries and institutions the world over.

No one ever climbed a hill by looking at it.



The Later Years

HAVE YOU EVER WONDERED just what you will do when retirement comes your way? Most people don't give it much thought . . . until it's too late. But many of us should be giving it a great deal of thought.

The age of 65 is reached by most people today. At this very moment, there are 13,600,000 people in the United States who are 65 years of age or more. Because of improved health and living standards, people are living longer than ever before, and by 1975 we can expect to have more than 20,000,000 Americans 65 years or older in our population. Two out of three babies born today can expect to celebrate their 65th birthday. And a large majority of adults, who have avoided the pitfalls of infancy and childhood to reach their present age, will live well beyond 65.

Because of employment policies in business and government, most of these people will be retired at or near age 65. They will be forced into an entirely new way of life. In most cases they will have no full-time job, their incomes will be considerably lower despite pensions, savings, annuities, social security, etc. They will have much more spare time on their hands and their physical and mental outlook and conditions will be different. How these people adjust to their "new life" will present an important problem to them, to their friends and families and to their communities.

The three most important problems that face retired

people are in the areas of health, finances and time. The mental and physical condition of a person changes considerably when he grows older. He may have to change his way of living, his diet, his activities, his work and his sleeping habits. Because he has given up his job his income is usually lower.

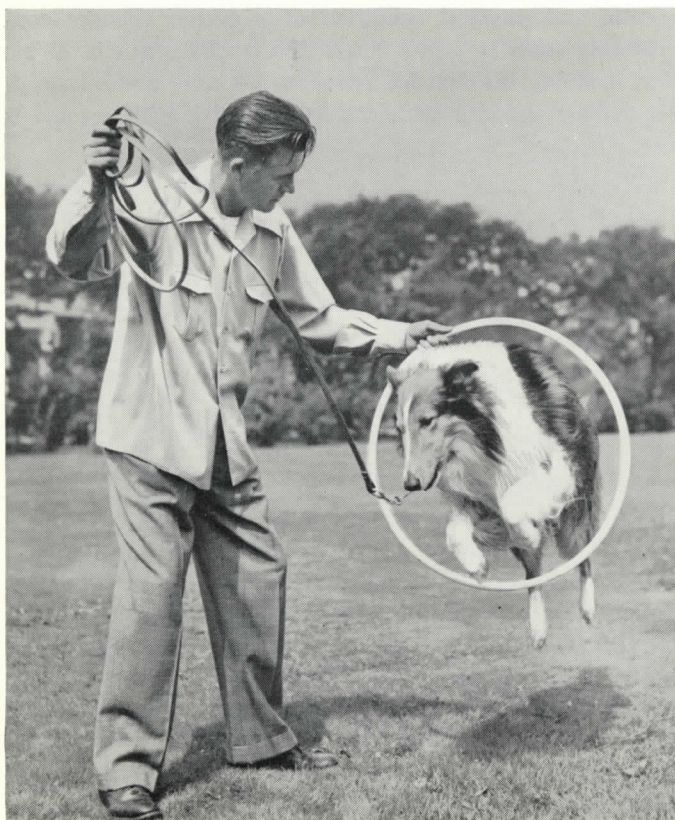
The majority of working people are usually so involved in their professional careers and day-to-day living problems that when they have suddenly stopped working they're at a loss what to do with all their new-found spare time. They have not developed a new interest, a hobby, a skill that could produce an income or occupy their spare time. These people therefore often become bored, restless, lonely, disappointed and become a serious problem to their families, neighbors and communities.

On the other hand, fortunately, there are many retired, older people who have made a great success in their later years. They have developed new interests, found new jobs that give them not only a source of income, but an entirely new outlook on life. We know that many retired Brown Company employees have found this kind of success and we would like to run a story on them in a future issue of the Brown Bulletin. Will you help us find some of them? If you know of a retired Brown Company employee who is making good use of his retirement years, please let us know. Call 46, extension 9 or write to the Editor, Brown Bulletin.



On television, Lassie has cleared five-foot jumps and climbed eight-foot fences. So she finds leaping over her master a cinch.

Here Weatherwax commands Lassie to "jump through the hoop." In training your dog, it is essential to show patience and kindness at all times.



HOW TO *Train* A DOG

By RUDD WEATHERWAX
(Lassie's Boss)

Lassie came to the Weatherwax home a harum-scarum eight-month-old pup, whose owner was glad to get rid of "her"—actually, Lassie is a male—but within a few years Lassie was earning a fortune acting, giving commercial endorsements and making personal appearances.

There is no guarantee that every dog can become a star actor just by training alone.

Before you can even attempt the complicated tricks Lassie performs on TV, it is necessary to start with an elementary education in obedience. For training materials, you will need a 10-foot leash, or rope, and a pocket full of tasty tid-bits which your dog enjoys.

The first step is house breaking, and even the talented Lassie was ignorant of this refinement. Weatherwax started by using a large box as Lassie's home. When he couldn't watch her, he put her in the box and barred her exit. She soon learned that if she used her own living quarters improperly, her keen sense of smell made the situation highly unpleasant. Then by allowing her out after every meal, the situation soon became routine.

The second lesson in a young dog's life comes when he

Smokey isn't as well trained as Lassie, but according to little Charlie, son of Carl MacKenzie, Main office, he is a wonderful dog.



starts chewing on strange objects—shoes, furniture, socks, etc. This is a natural instinct with dogs. Transferring his attention to rubber balls and toys, while keeping other objects out of his way, will soon cure him of this. If he misbehaves, a few light strokes with a rolled-up newspaper and a stern reprimand, “No, no, no!” will let him know of your disapproval.

That “no, no, no!” by the way, spoken sharply and a tap with the newspaper, is all the punishment any dog should ever receive, normally. Hurting him is unforgivable and will completely ruin any chances of winning his cooperation—let alone his affection.

Running after cars was one of Lassie’s worst faults. After a number of experiments, Weatherwax finally cured her by tying her to a post near the highway. After lunging at several cars and being pulled back abruptly, Lassie began to get the idea that this was another practice frowned upon.

In training Lassie to “come” when called, she was first outfitted with a collar and leash and walked around the yard. She was then called by name, together with the command “come!”—at the same time Weatherwax tugged gently on the leash. When she reached her trainer’s side, she was praised and given a tid-bit.

And, by the way, never command your dog to “come!” when you are going to scold him. If you must scold him for something, go to *him*.

To teach your dog to “heel!” shorten the leash until he is precisely by your side. Whenever he pulls or drags, repeat the command “heel!” and bring him sharply backward or forward. By using the “No, no, no!” technique at the same time and rewarding him when he obeys, you will find your pet soon coming to understand you.

Weatherwax taught Lassie to sit in the following manner:

“His real name is Velvet Joe III,” say David and Peter, sons of “Corky” Burghardt, Main office, “but we call him Scamp.”



Lassie likes to play games . . . like this one called hide-and-go-seek. This is the way she hides her eyes, when Weatherwax gives the command.



She loves to do tricks, too. Here Weatherwax uses a leash as an aid in teaching Lassie the “lame dog” trick, a difficult one.

Facing the dog he held the leash in one hand a few inches above Lassie's collar, thus holding her head up and her front legs straight. With his free hand, he pushed down gently on her hind quarters while commanding, "sit!" The pressure is continued and the command repeated until Lassie obeys.

Usually, as the hand was removed, she started to rise. She was immediately pushed down again and "sit!" repeated. After she is seated, she is patted and rewarded as usual. By the way, don't use the words "sit down!" as a command. It will confuse your dog with the fourth lesson which is "lie down!"

To accomplish that, Lassie was placed in a sitting position with the leash under her neck. Her trainer pulled down gently with one hand while with his other he pulled her front legs forward, at the same time commanding "lie down!" As this was a new experience, she seemed worried about what might happen.

Lesson five, to "stay," will take unusual patience. To accomplish this, Weatherwax backs away a few feet, loosens the leash so as not to draw Lassie near and commands, "stay!" when she gets up or moves from her position as she did a number of times. Patiently, the operation was repeated until she learned to remain put, whereupon the lavish praise, patting and reward was extended.

Once your dog has learned these basics, be sure to keep

Not every dog can be another Lassie, but all dogs can be trained. Here Weatherwax commands Lassie to "stand up."



Here is little Stephen Guerin and his well-trained canine pet. Stephen is the grandson of John B. Guerin, Jr., Kraft mill.

him in practice every day. Soon you will have a well-disciplined and happy dog.

There are other tricks you can teach him—simple ones like sitting up, shaking hands, and other simple canine performances. But the principles given here can easily be applied once you have the method in mind.

King enjoys keeping an eye out for young Mark, son of Mrs. David Lowe, Woods office. Mark's father is in military service.



GOING UP!



IT'S GOING UP TO KEEP COSTS DOWN! The boiler stack, pictured here, will top off the new and up-to-date steam generating boiler, known as #9, now being installed at the Heine plant. Costing a total of over \$2 million, its purpose is to produce lower cost steam which can also be made available to generate additional electrical power.

An important part of Brown Company's improvement program, the new boiler installation is expected to deliver steam at a cost of 50 to 55 cents per thousand pounds as compared to costs of up to \$1 per thousand pounds from the present old equipment.

The new boiler unit now being installed will deliver 220,000 pounds of steam per hour at 900 pounds pressure. Some of this steam will be used in the auxiliaries.

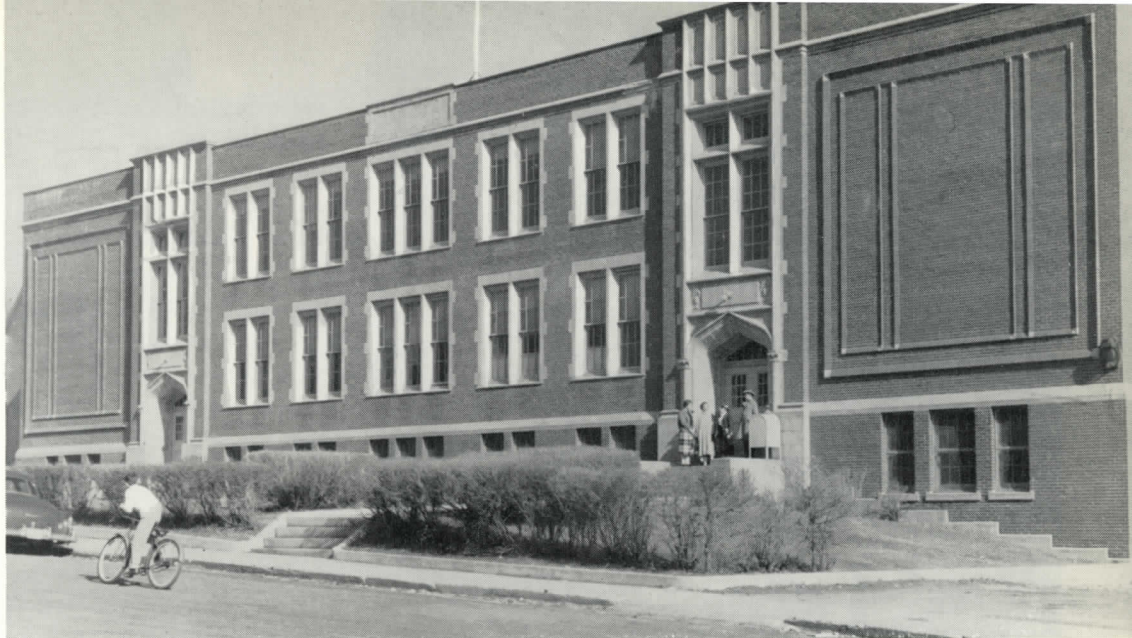
According to company officials, the high pressure produced by the new unit will permit further important savings when the company installs a new 7500 Kilowatt turbine generator unit to reduce power costs.

When installation is completed, several of the old boilers will be put on a standby basis. Releasing some of the old boilers will make them available for use in burning bark which is now a waste material.

In addition to the modern unit, a dust collector will be installed to prevent fly ash from escaping into the air.

The new installation will be completed and put into operation in the fall.

This is one of Berlin's many modern schools which Brown Company profits helped to build.



Who profits from profits?

One of the strange things about Communism is that the Communists in Soviet Russia are very likely to do away with the manager who *fails* to make the factory he operates show a profit — but Communists in our country would like, if they could, to do away with the manager who does make a profit.

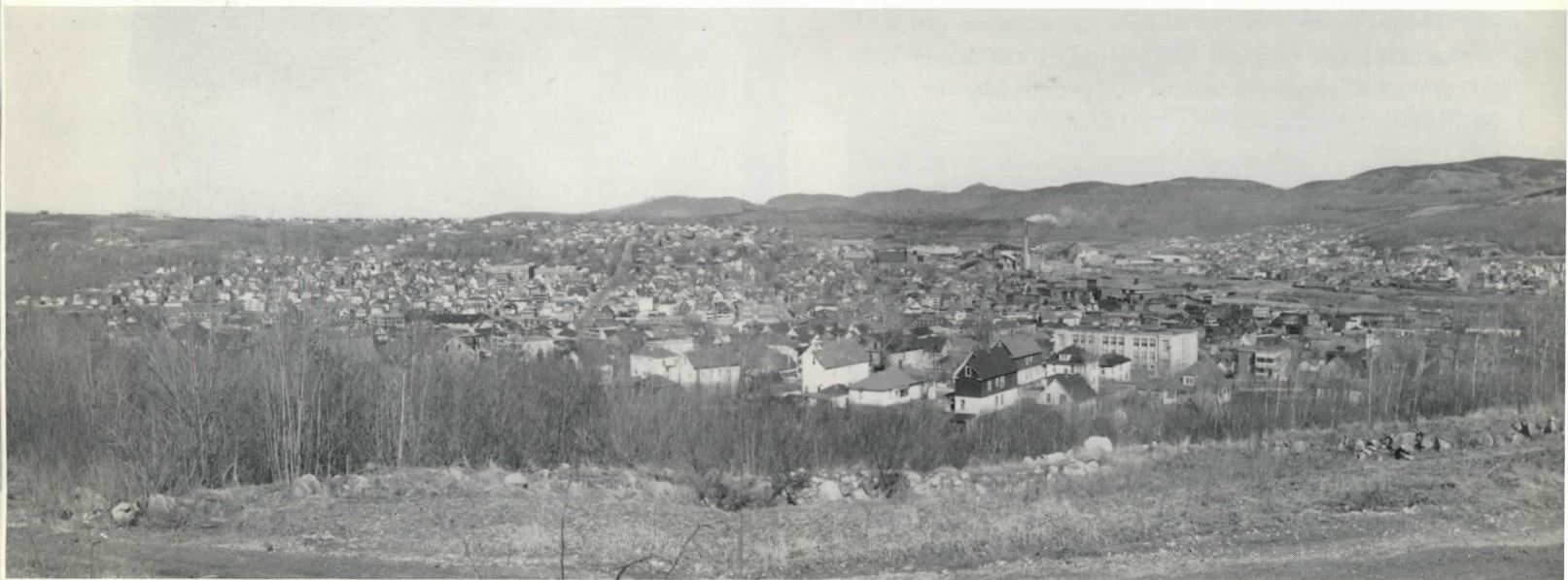
The fact is, and the Russians know it quite well, that in order to survive by its own efforts, any business, owned by American citizens or by a Russian central government, *must create a profit* — whether profit is called by that name or

not. Profit is the yardstick of a successful productive operation.

Any productive operation, to be worth-while, must result in the turning out of goods which have greater value than the materials, time and energy used up in making them. The need for profits is the same everywhere. But here in America the employees of firms like Brown Company have incentives to see that profits are earned.

Communists don't really hate profits. What they hate is that Americans should have them, because profitable Ameri-

COMMUNITY. Good profits help Brown Company to be a better citizen in our plant communities of Berlin and Gorham. Each year, for instance, Brown Company pays slightly more than 50% of taxes received by City of Berlin.





EMPLOYEES. Good profits help to buy you better tools and give you more security. Profits helped Brown Company set up a retirement plan and many other benefits for you over the years—plans that protect you and your family. Shown at left is Louis DeLorge, a Brown Company employee for 30 years. He is one of nearly 4,000 employees who benefit from Brown Company profits.

can industry is one of the obstacles to Soviet world dominance.

Our country, by all odds, is the best off in the world. Why? Largely because of our profit system. No business can live without profits. Business needs good profits to grow . . . and Brown Company is no different than any other American business.

A lot of people depend on Brown Company making a good profit. Some of them are pictured here.



CUSTOMERS. Good profits help to pay for research. Research helps us give our customers more and better products—like the new Nibroc Household Towels and Sofwite and Softan Bathroom Tissue. Below buying a supply of these products is Mrs. Forrest Hart, wife of Brown Company woods jobber, West Milan.



STOCKHOLDERS. Good profits help us pay fair return to the people who own our company. Our stockholders have put their savings into our business. We owe them that fair return. Bill Pickford, left, is Brown Co. stockholder as well as an employee. He benefits from Brown Co. profits in two ways.

It's all in knowing how!



STRANGE AS IT MAY SEEM, it is not uncommon in the "grunt-and-groan industry"—wrestling—for a smaller man to lift up and toss his larger adversary all around the ring. Whether you believe it's preplanned or not, you will agree that plenty of "know-how" goes into the feats of strength that you witness.

As with anything else, when it comes to lifting it's all in knowing how. No matter how big you are, or how powerful, a load of one-tenth your weight can toss you for a fall if you don't lift properly. On the other hand, a smaller person using proper lifting techniques may sometimes lift a given weight more easily than his king-sized neighbor.

Lifting Hints

Part of the secret can be summed up like this: Lift with your legs not with your back! The trouble is that too many people start wrestling with a heavy object without first thinking about the common-sense rules of safe lifting. You will find some good advice in this list.

1. Size up the load; do not lift more than you can comfortably handle.
2. Make sure that your footing is secure, and get good balance.

3. Place feet as close as possible to the object to be lifted.
4. Bend knees and keep the back as straight as possible.
5. Get a good grip on the object.
6. Lift with leg and arm muscles, keeping the object close to the body.
7. When raising objects to the top of a pile, especially if over shoulder height, lift until the object is at, or above, waist height. Rest the edge of the object on a ledge or stand and shift the position of the hand to boost the object further. Keep the knees bent when starting to raise the object to the higher level.
8. To put load down, get a good grip, bend the knees and lower the load with the leg and arm muscles, keeping the back as straight as possible.

It's a problem to gauge just how much you should lift. There is no set rule to follow, since physical differences in individuals make it impractical to set up a positive safe-lifting standard. But if, after close inspection, an item appears to be too heavy, don't take a chance! Ask for help before wrestling with it. You can avoid serious injury—and even permanent disability. And, won't you pass along these safe-lifting rules to other members of your family?

When right, you can afford to keep your temper; when wrong, you cannot afford to lose it.

SAFETY vs TIME

It takes one minute to write a safety rule.
 It takes one hour to hold a safety meeting.
 It takes one week to plan a safety program.
 It takes one month to put it in operation.
 It takes one year to win a safety award.
 It takes one lifetime to make a safe worker.
 It takes one second to destroy it all with an accident.



TIME OUT FOR LAFFS



The young lady was recovering from an appendectomy and was asking her over-worked doctor many questions—"When will I go home, what care should I take of my operation until I'm fully recovered, will I be able to go dancing?"

The doctor answered each question patiently until the girl asked, "Will my scar show?"

Wearied by the questions, the doctor answered, "I don't believe you'd better go dancing. But whether your scar shows is entirely up to you."

A delegate-at-large is a gentleman who attends the convention without his wife.

If you make your job important it's quite likely to return the favor.

A small boy, waiting in the beauty shop for his mother, walked impatiently over to where she sat under the drier.

"How much longer will you be under the brooder?" he demanded.

About age 16, most boy scouts become girl scouts.

We are told that a girl who looks sensible is not as sensible as she looks. A sensible girl has more sense than to look sensible.

Overheard at The Midwest Kennel Club show:

"Which way to the Labradors?"

"Down that hall. Gents to the right; ladies to the left."



"Oh, don't mind him. He's giving up smoking—again!"



"Look on it as an investment. Give a dime now—in a year you get a cigar!"



"Are you the lady that called for a baby-sitter?"

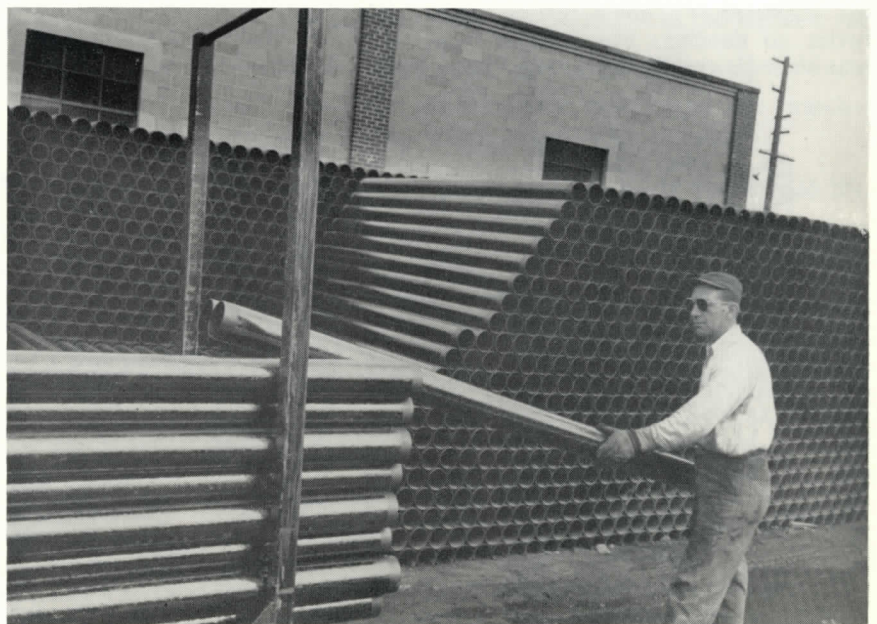
The Bulletin Roving Reporter Asks ...

How Do You Like Working For Brown Company ?

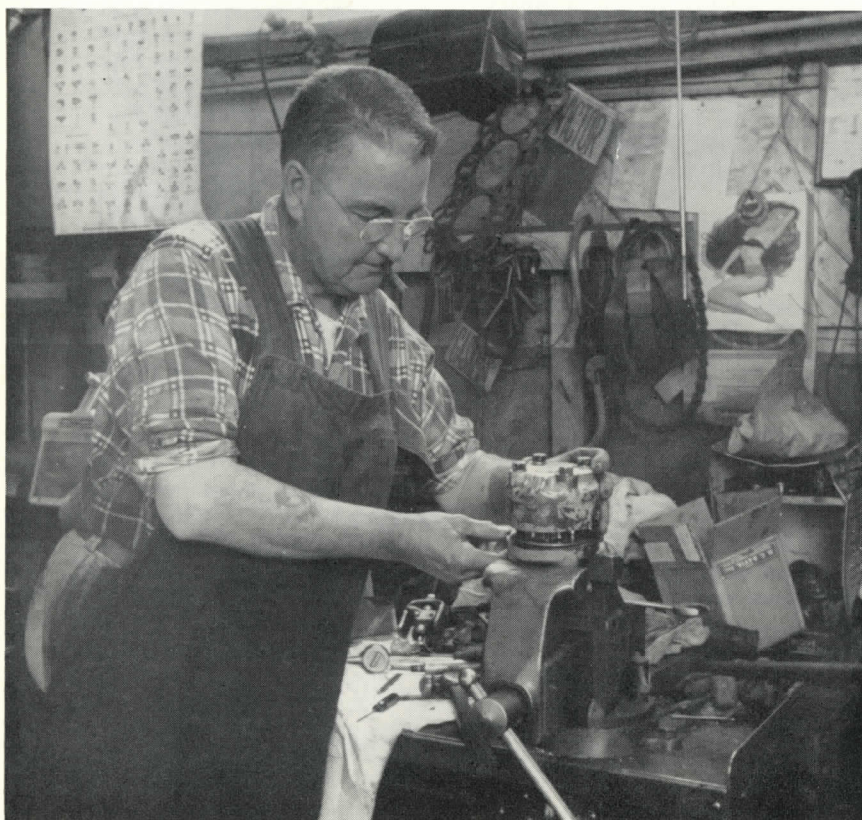


I like it fine, says Joseph Ruel. I've been here seven years and I like this job. The extra benefits are nice to have and the pay is good, too. I've worked on construction jobs in past years, but I like the Company much better.

It's all right, says Maurice Tanguay. I've been here for about three years and I've had steady employment. If a fellow wants to stay in Berlin, it's just about the only place to get steady work. I like it. My job with the Employment Pool gives me a chance to work all over the Company. If I get a job I don't like on one week, chances are I'll get something I do like on the following week.



I've been working for Brown Company for 38 years, says watchman Frank John. They've used me well and I like my job. We get good support and benefits. They worked hard to get me an easier job as I got older and I have no kicks. I have about one more year and then I plan to take my pension. I've worked in Lewiston, Rumford and Groveton and I like my work for Brown Company better than any other job I've had.



I like Brown Company, says Thomas Vashaw of the Crane and Tractor shop. I wouldn't have been here this long if I hadn't liked it. I worked in the mill departments for about 14 years. Before that I worked in the Woods department. I like the vacation plan, hospitalization and other benefits and Brown Company wages for mechanics are better than they are for other similar jobs in Berlin.

BROWNCO NEWS REVIEW

Tests Conducted For Brown Co. Scholarship

A total of six applicants recommended by the four high schools in the Berlin-Gorham area were tested Thursday, May 26 to determine the winner of Brown Company's eighth annual \$3000 scholarship awarded each year to a young man from the Berlin-Gorham area who shows promise and ability to continue in higher education in the fields of chemistry, engineering or forestry.

The winner will be selected following this series of objective examinations conducted by the University of New Hampshire Testing Service.

The June issue of the Brown Bulletin will contain a feature article on the outstanding student who wins the scholarship.

The Pay's the Thing!

The measure of a man's living standard is how much he can buy with the proceeds of his labor. Taking the wages per hour of the average worker in three countries and equating them to the cost of things they buy, it is estimated that the free American can buy a suit of clothes for 15 hours work, while a Socialist-inclined Englishman works 1 1/3 weeks for a suit, and a Communist-controlled Russian three weeks.



It's An Old Idea But A Good One

Mass production, the backbone of our economy and our standard of living, is not new in America. Way back in 1798, when each army rifle had to be made laboriously by hand—each part to fit one gun and one gun only—Eli Whitney evolved an unheard-of method of speedily forging and stamping out “standard” interchangeable parts and assembling them later.

Using the Whitney “mass production” method in 1807, a New England clockmaker began manufacturing 5,000 clocks a year instead of four, and selling them for \$5 instead of \$25. The idea caught on, been going strong ever since.

Persistence

Hear about the tired businessman who, after signing up for another big life insurance policy, turned a weary smile on the insurance agent? Said he, “Young man, you ought to feel very proud of yourself. I’ve refused to see five other insurance men today.”

“I know,” said the happy agent. “I’m them!”

Switch

A husband in St. Louis, Mo., recently inserted this To Whom It May Concern public notice in the local newspapers: “I AM responsible for all debts and obligations of my wife and am more than happy to be the provider for a woman who...has made the last 21 years of loving kindness the nicest years of my life.”

CHANGE OF ADDRESS

If you are now living at a new address, see your Personnel man and ask for a change of address form, complete it and return it. Address changes will then be made on Savings Bonds, Personnel records, Brown Bulletin, etc.



SLOPPY WORK LEADS TO HIGH COSTS OF REPAIR!

READ THE JUNE ISSUE

of

THE BROWN BULLETIN

FOR WINNING ESSAYS

AND PHOTOS OF THE WINNERS

of

Brown Company's

SAFETY ESSAY CONTEST

News AROUND THE PLANTS



BURGESS & KRAFT

By Jeannette Barbin

There have been crusades and crusades, but the most spirited of all is that of the Burgess gals to modify the Technical department calendar art!!! The March issue, for instance, conveniently blossomed out with the traditional 4-leaf clover in the most glaring and strategic area! The Burgess lads not to be outdone, and always alert, conveniently spotted in an industrial ad the face of a man depicted in scarlet hue with the printed notation, "Is my face red?" This was clipped to the May issue, leaving the offering of the month exposed but covering up the accompanying verse which is always much "a propos"—the verse. . .

"A woman is judged by her clothes

"That makes a lot of sense

"But a jury would have to dismiss her trial

"On the grounds of 'no evidence' "!!!

The most ambitious undertaking of the crusade will be for September—the verse to this one:

"This girl had a suitor

"The most foolish in the land

"Successfully he wooed her

"Then asked her for . . . her hand"!!!

It will be interesting to note what the counteraction to this one will be!

L. R. Baldwin is sporting a brand new hard top Packard in cream and black with red interior including a red steering wheel. Man, she's a beaut!

Francis McMann flew from Boston to Syracuse, New York to spend the week ending May 2nd, checking up on tests conducted throughout various companies on a new paper product.

Plant Engineer L. R. Baldwin and Mrs. Baldwin left Wednesday, May 4th, for Islip, L. I., New York, to be at the bedside of his ailing father, R. W. Baldwin, who suffered a heart attack the previous week. Brother William and family are flying in from Panama. Mr. Baldwin will meet another brother, Kenneth, in Flushing; both will journey to Islip from there.

Mary Marcou vacationed the week ending April 30th with sister, "Toady"

(Mrs. Douglas Kaiser) in Augusta, Maine. Both were on a shopping spree that Tuesday in Lewiston, Maine. Molly had only one gripe—it rained all week!

Estelle Caron was in Portland, Maine, week ending April 23rd where she submitted to an operation on her eyes at the Maine Eye and Ear Infirmary. During her two weeks' absence, Estelle was replaced by Valerie Lamontagne, a senior at Berlin High.

Paul Grenier and Mrs. Grenier are on vacation at this writing. If we know Paul, there will be much to report on his return.

Ernest Gagne of the Evaporator Crew, Kraft, has returned to work after a 10-week absence.

Little Daniel William Amero was born to Mr. and Mrs. Donald Amero, April 2, 1955. Daddy Amero works at the Bleachery.

Retired last month were Philip Drouin from the Wood department, Michel Landry from the Bleachery, Napoleon Rheume from the Dryers, and William Gagnon from the Kraft mill.

Transferred were Dennis Corriveau and Francis Parent—both from the Dryers to Cascade.

New additions to Burgess are Normand Gagne from the Employment department to the Kraft mill and Richard Duguay from Riverside.

Reported out sick were Armand Labbe from the Dryers, Bernard Chaput from Waste Wood, and Rene Roy from the Wood department.

Back to work from our sick and disabled list were Wilfred Roy to the Sheds, Joseph Therrien to Yard as well as Alfred Mercier, Wilfred Dugas to the Wood department, Derv Vaillancourt and George Audet to the Dryers, and Scott Parker to the Chemical Laboratory.

MACHINE ROOM

By Herbert Connolly

T. Arnesen and Gus Oleson have been doing some traveling to get their supply of smelts. They tried their luck at Sebago, Maine, and at Millbrook. Arnesen was doing the supervision and Gus was doing the dipping.

Don Dube is trying hard to get some fish from the river, but he isn't having any luck. He thinks he needs a spinning outfit to get some big ones. Don did get his limit of smelts, however!

BURGESS LAB

By Clarence Lacasse

Scott Parker traveled to the Veterans' Hospital in Boston, Mass., for a check-up in April.

Fernando Labonte is all smiles lately! And you would be, too, if you were in his shoes, or rather, behind the wheel of his brand new hard-top convertible Buick.

William Brideau will again serve on the Negotiating Committee of the coming labor-management work contract meeting.

Congratulations to Harold "Red" Graves on his appointment to Commander of the Dupont Holmes American Legion Post in Gorham, N. H.

By Gerard Laperle

George Barlow hooked a 2½ lb. trout and Arthur Boucher a 17 in. square tail as their contributions to the initial catches of this year's fishing season.

Alphonse Roy of the Millwrights recently underwent surgery at the Mary Hitchcock Hospital in Hanover. He is presently convalescing at home.

On vacation week ending April 30th, were Alphonse Therriault and Albert Ramsey of the Machinists, and Romeo Desilets of the Oilers.

Congratulations to Amos Chaisson upon his retirement April 30th. Amos says he has 42 years of service, of which 5 years were spent at the Cascade Beater Room and the remaining years with the Woods department. Amos was presented with a traveling bag, shirt, socks, and tie by his co-workers. May you have many years of good health, Amos!

Also worthy of congratulations is John E. Lepage who became a grandfather twice on the same day. We honestly believe John should be on the "I've Got A Secret" television show.

Keith Anderson, we understand, is sporting a brand new Studebaker.

Roland L'Heureux, an ardent, over-anxious fisherman, recently suffered an injury to his knee while getting his fishing gear in top shape for the opening day. Chances are that Roland missed out on the first day of fishing.

Joseph Therrien of the Yards has returned to work after a three-month absence due to an injury.

Rocco Alonzo was one of the lucky winners at the A.V.F.G.A. Banquet. He won a spinning reel.



BERMICO

By Eugene Erickson

Joseph Leroux, "Wild Joe of Bermico," was recently on our sick list but is back at work now.

Our deepest sympathy is extended to Robert Moreau and family on the loss of his wife and to Rene Gagnon and family on the loss of his brother.

Condolences are also being extended to Martin Cooper on the recent death of his mother.

We gladly note that Donald Roy, Herbert Berry and Arthur Valliere are back with us after a spell of illness.

Still on our sick list, however, is Oliva Girouard who is recovering from an operation.

Emile Fillion is feeling mighty proud of his son who was placed on the New England All Star Hockey Team in the recent school boy tournament.

Congratulations to Cecile Roberts, daughter of Rene Roberts, our electric truck driver, on her winning first prize in a dancing contest.

Felicitations are also extended to Mr. and Mrs. Omer Hachez on the birth of a daughter, March 16, 1955.

Best of luck to Barbara Kilbride and Martha Webb who are leaving the company.



CHEMICAL & FLOC

By Ash Hazzard

"Mac" McLaughlin, our "ol'-blood-and-guts of hereabouts," is out sick at this writing. Best wishes for a speedy recovery, "Mac!"

Charlie Belanger is our early bird for vacation land.

Albert Dube of #6 runs a close second for time out to enjoy spring for two weeks.

Bob Boulanger has left the Cell House group to join the painting crew.

Henry Coulombe received our wishes for his speedy recovery via a sunshine basket.

The ol' shooting iron has drawn competition from here on in with the bow and arrow. Our "Davy Crockett" of the day, Marcel Moore, with Bob Payeur running second, sounds off the battle cry for A. Stone.

We are sorry to hear that Aime Devost is at the Vets Hospital.

Flash!! Ben Napert, Captain of the Chemical Floc bowling team, has guided his men to victory after four years. Congratulations to you and your team, Ben!

SALES OFFICES

(NEW YORK)

By R. C. Sloat

Your roving reporter caught up with the National Paper Trade Association Convention at the annual conclave of customers, distributors, and Brown Company personnel held this year in the Jansen Suite, Waldorf-Astoria. We had the extreme pleasure of meeting the better-halves (wives) of many of our eminent managers and salesmen, namely, Mesdames Helen Robinson, Vera Mullaney, "Ronnie" Thomas, "Marge" Gillespie, and we understand, Alice Scanlan was there, too. We had met the wives of Bill LaRose and Gil Henderson previously, but it was nice to see Mary and Anna once again.

Wending our way through some 350 people, we noted Jack Leo, Lone Star Paper Company, formerly manager of Towel Sales, with his wife, also Jack Elton, formerly manager of Export Sales.

A phenomenon was accomplished when the husbands of Rose Paulin and Rosemary Sloat made their presence known. Cliff Paulin was resplendent in his Air Force blues, as was Bob Sloat in his business suit.

N. O. Robinson, District Manager Towels & Tissue, tells us Good Friday was not to his advantage when he was driving back home only to have a New Jersey driver plow into the back of his car to the tune of \$500.

C. W. Mark, Paper Sales, also had an automobile mishap during a heavy rainfall in Long Island. It seems the water rushed down an incline so fast the sewers couldn't take the overflow, so Bill's car was inundated when traffic forced him to stop. How hazardous can a job get? And you "don't hardly get new cars no more!"

Fred Wardwell, Berlin office, along with Harold Moley, Boston office, came to town to track down paper complaints and wound up getting drenched during one of our April cloudbursts. Bill LaRose was in the same cloudburst, but he was between-planes to Cleveland. Better luck next time, men!

We dislike thinking wives and employees time their visits but once a year, so please feel free to stop by to say hello when you are in the big city.



RESEARCH & DEVELOPMENT

By Joan Weiss and Joan Provencher

Congratulations to Bob and Marjorie Jodrie on the birth of a daughter, Gail Jean, April 12!

Harold McPherson and Ray Roberge attended the Eagles' Bowling Banquet, April 17.

Vi Moreau recently visited the Experimental Paper Lab with her 2-month-old baby girl. Reports are the baby's "cute as a button."

Dr. G. A. Day, Director of Research, traveled to Germany on business.

Howard Webber, a junior at Dartmouth College, whose proud father, R. A. Webber, works in this department, has been awarded a Senior Fellowship which entitles him to a year of independent study. He is one of eight members of his class to receive this honor. He has also been named a Rufus Choate Scholar.

Happily announcing the arrival of daughter Lisa Faye, are Mike and Millie Chomack! Lisa was born in the wee hours of April 19. Mike reports that the baby weighs over 7 pounds but was still too excited to know the exact weight as this is his first experience as a father.

If you think Dr. Morse is looking a little thin, you may gather it is because his wife and two boys have been on a visit with her parents in San Francisco, California. Have fun cooking, Doc!!

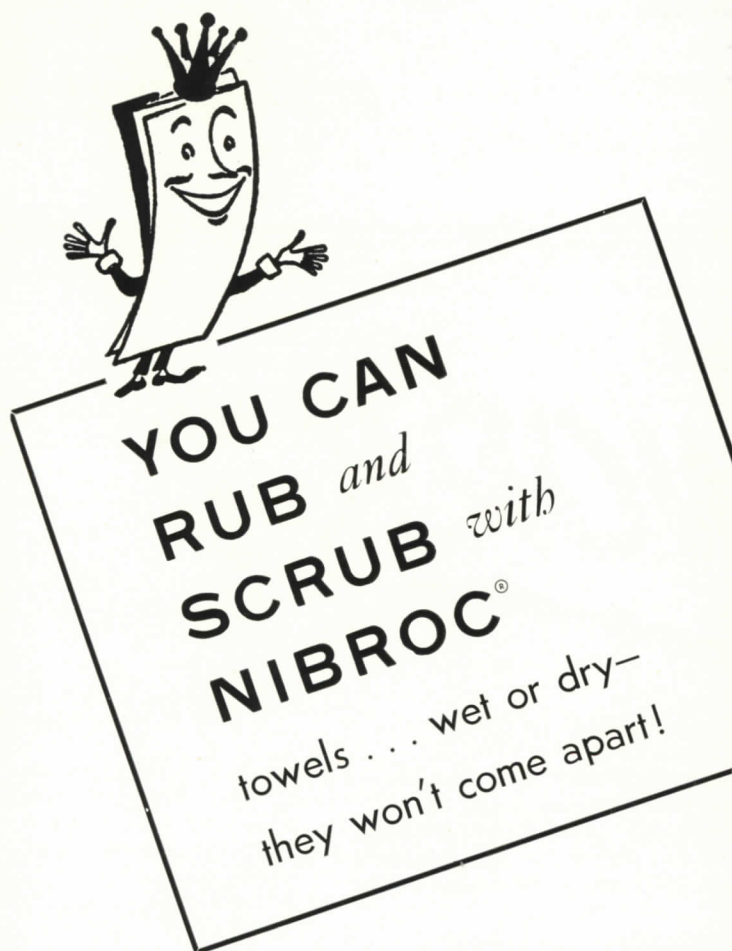
"Pete" Pinette has been praising Ed Lynsky not only as an engineer but also as an excellent teacher of electronics.

Very deserving congratulations are extended to Lois Leavitt of this department, Donna Jordan of Internal Audit, and Pauline Dutil of Stenographic. We are proud to add that theirs is the only team to retire the Brown Company Women's Bowling League trophy by winning the championship three years in a row.

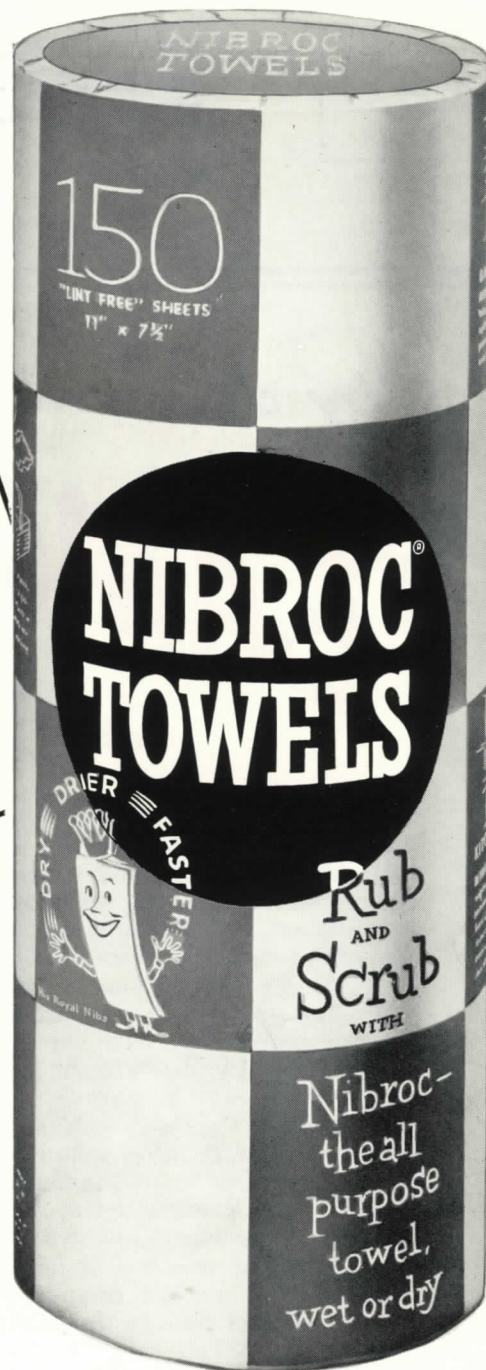
We welcome Pat O'Connor, recently of the Traffic department, who has now joined the Research Library staff.

Mr. and Mrs. Phil Glasson are rejoicing over the birth of a step-great grandson, Philip Francis McManus, born in Boston, recently. (If this particular item proves to be too complicated for you, direct your inquiries to P. S. Glasson, automatic telephone number 298)!

Joan Weiss spent two weeks in Washington while on vacation where she visited with relatives.

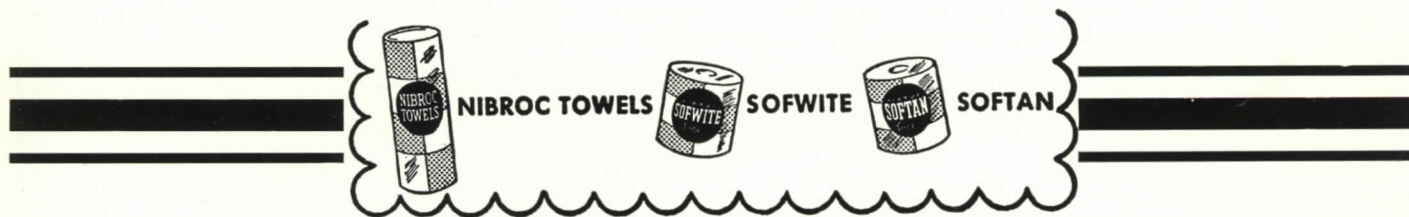


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Why do we need **TEAMWORK?**

It's obvious that the fellow we're really working for—the CUSTOMER—can't buy everything he is asked to buy. Hundreds or thousands of products and services are bidding for his dollars. As he walks along the street, as he opens his newspaper or magazine, turns on his radio or TV set—he is almost constantly asked to BUY.

We at Brown Company ask him to buy our products, too. But the products we manufacture here at Brown Company are in competition with the same types of products made by other manufacturers in the same fields. Naturally, that competition is tough because they want to sell their products, too.

Brown Company salesmen know darned well they are competing with other manufacturers; they are right on the firing line. Our men of management live with the thought of competition every minute; it's their job to find ways to keep ahead of the others in the field.

A lot of the rest of us, in the shops and offices, don't realize that we are competing, too. We should also think about competition. In the final analysis, sales rest on QUALITY and COST.

Bringing quality up and costs down is a teamwork proposition. The first employee to touch the raw material is a member of the COMPETING TEAM, just as is the man who sells the finished product, and so it is with everyone, all along the line.

It's your job, as an individual, to get on the "team" and work hard for GREATER PRODUCTION, HIGHER QUALITY AND LOWER COSTS. If we can attain these three important goals,—nothing in the world, short of a disaster, could stand in the way of Brown Company's success.

