

THE BROWN

Bulletin



April 1955

Brown Company and Brown Corporation Consolidated Results . . .

YEAR ENDED NOVEMBER 30, 1954

	Amount		Cents out of every dollar of income
WE PRODUCED AND SOLD GOODS TOTALING	\$66,969,748	or	\$1.00
1. Materials, Services, etc. Took	\$31,977,294	or	48¢
2. Employees' Wages and Benefits Took	24,262,376	or	36¢
3. Wear and Tear (Depreciation) on Plant and Equipment and Depletion for Wood Cut	3,080,958	or	5¢
4. Taxes Totalled	4,237,945	or	6¢
5. <i>Profit</i> : This is what was left out of a dollar of income, after taking care of the above charges. See note below showing how it was used	3,411,175	or	5¢
<i>Total Received From Customers</i>	<u>\$66,969,748</u>		<u>\$1.00</u>

» The people who invest their savings in Brown Company Stock furnish the Company with most of the money it needs for buildings, machinery, equipment, woodlands, and working capital. These people are entitled to dividends as a return to them for the use of their money by the Company, just as we must pay interest to banks or others when they lend us money for temporary use. However, the Common Stockholders have received no dividends, because the Company has needed to use its profits for other purposes.

LAST YEAR, PROFITS WERE USED AS FOLLOWS:

	Amount		Cents per dollar of income
Installment due on borrowed money	\$ 800,000		1¼¢
Dividends to Preferred Stockholders	931,295		1¼¢
Dividends to Common Stockholders	—		—
Equipment purchased for the Mills	1,679,880		2½¢
<i>Total Profits</i>	<u>\$3,411,175</u>		<u>5¢</u>



THE HEART OF BROWN COMPANY'S
New Era

A NEW PHOTO LOOKING DOWN THE ANDROSCOGGIN



WHERE WE STAND TODAY

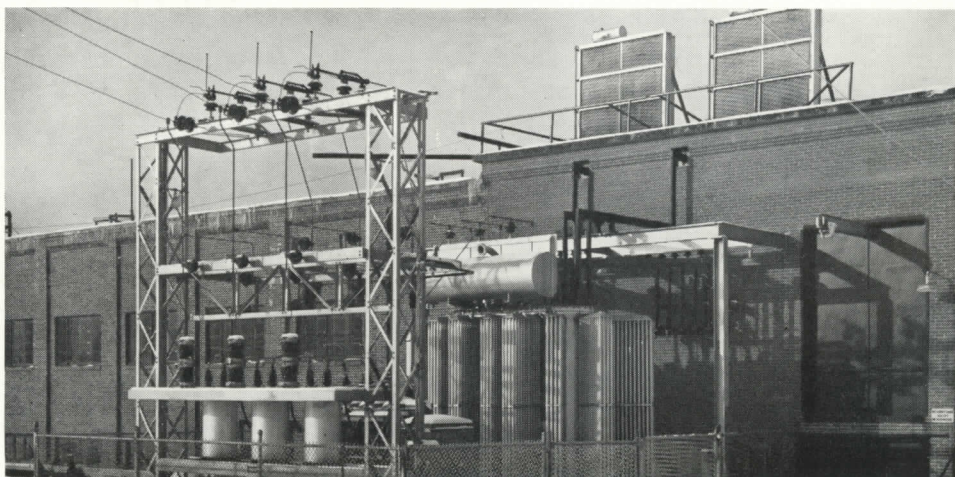


APRIL 1955

3

The 1954 Annual Report

1948



These new current transformers for the Chemical Mill were among the progressive improvements in plant and equipment made in 1948.

The annual report of our Company for 1954 has a special significance for every employee of Brown Company.

Actually, in reciting the details of the sale of our Canadian properties, the report records the start of a new era for our Company, and all who work for it.

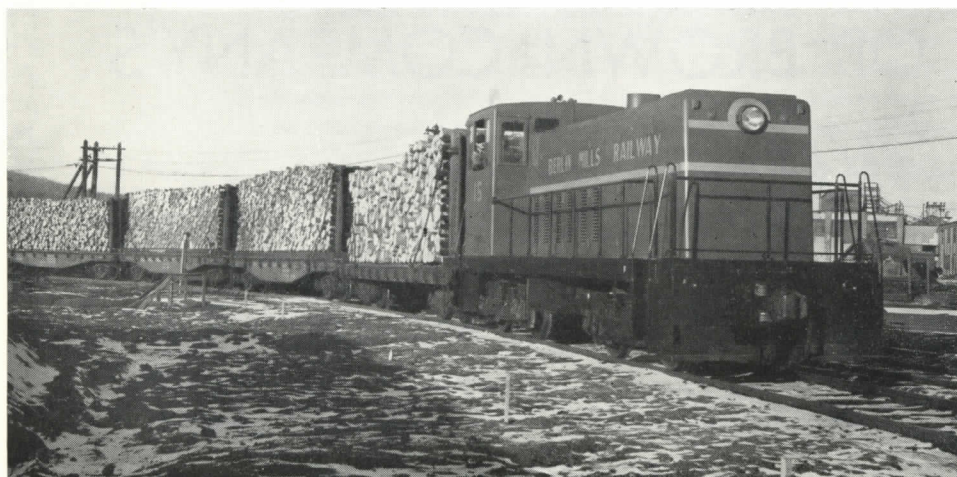
Now all our Company interests, as well as the future prosperity of Brown Company and its employees, are centered here in Berlin and Gorham. It is up to us to make this new era one of more prosperity and more jobs. It can be done!

On page 2 is a condensed statement of the results of operations for the year ended November 30, 1954. It is important to point out that this is a consolidated statement of the results for both Brown Company and its Canadian subsidiary Brown Corporation. The Canadian operations contributed a large portion of the earnings shown.

A careful reading of the Company's annual report for 1954 shows we are actually facing two of the most decisive years — for all of us — in the long history of our Company. The report shows we are in a good position at the moment. Management has voiced its confident belief that, in the long run, centering of all Brown Company's activities here in Berlin and Gorham will, quoting the annual report, "regain the earning power formerly attributable to the Canadian operations."

In 1955 and future years, Brown Company's operations in Berlin and Gorham must stand on their own feet; that is, the operations here in the United States must earn, by themselves, a fair return on the money invested in the business, because there will be no more income from the Canadian operation.

There has been a trend toward rising costs which must be



Modern locomotives perform efficient work on the Berlin Mills Railway. Since 1949, when they replaced inefficient steam locomotives, they have been hauling materials in and finished products out of Brown Company.

1949

1950



Another progressive improvement was in 1950 when the Riverside Paper Mill was modernized with the installation of a new hydrafiner and pulper with automatic controls.

reversed, because under today's competitive conditions we cannot increase our selling prices without losing business. As President Whittemore said in the annual report "... it is evident that the Company must redouble its efforts to machinery and equipment, and through the use of new obtain lower costs through greater efficiency, improved methods."

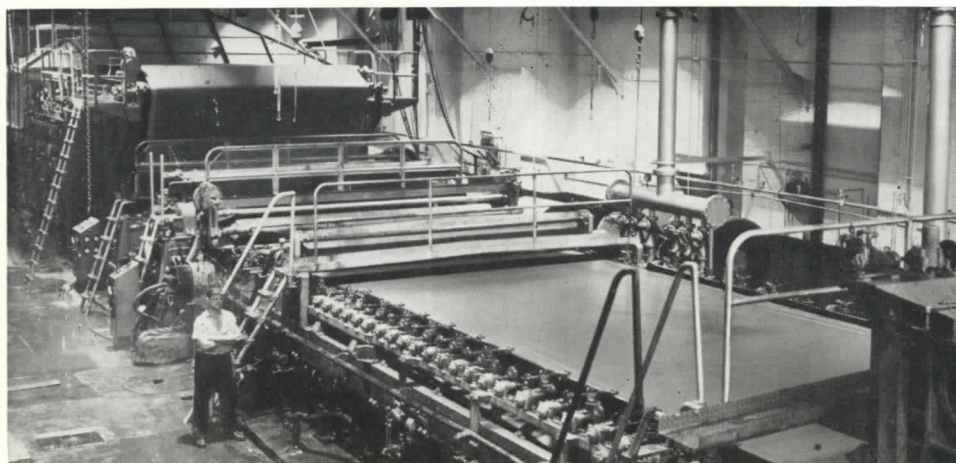
This calls for added effort on the part of all Brown Company folks, at every level of operations. To assist in this effort, the officers and directors plan to spend substantial sums of money in the Berlin area to provide more and better equipment, so as to be in position to produce more products of higher quality and lower cost. But these facilities alone will not reverse the trend of rising costs; there must be, in addition, a whole-hearted effort on the part of Brown Company employees to assist in this important program of cost reduction.

The annual report shows the sale of Brown Corporation brought to Brown Company about \$46,000,000 in United

States dollars, before U. S. taxes and some other miscellaneous items of expense in connection with the details of the sale. To almost all of us this seems a very large sum of money. It would seem to indicate that our Company is simply running over with ready cash, and in a position to meet almost any temporary reverse in business conditions.

President Whittemore has told our stockholders that 1955 and 1956 will probably be lean years in the Company's history, when compared with some years in the immediate past. To those of us not entirely familiar with the huge sums which have to be constantly spent to provide us with places in which to work, and with tools and machinery necessary to provide us with jobs, there can easily come the thought — "How could anybody be 'lean' when they had just gotten forty six million dollars?" The question could better be — "when they HAD forty six million dollars."

A large portion of the cash received from the sale of the Canadian properties has already been used. In February



The rebuilding of the No. 1 paper machine at Cascade, highlighted the continued improvements in 1951.

1951

1952



In 1952 this new Solka-Floc plant was completed, marking one of the progressive steps in more production in that year.

1955, the Company paid current bank loans totaling \$4,000,000. Then it repaid its long-term debt to the insurance companies totaling about \$13,000,000. It also called in and canceled all of its second preference stock at a cost of \$2,800,000. Its payments for income taxes, withholding taxes, and contributions to retirement plans have used roughly \$2,000,000. Payments for new mill equipment in 1955 already total \$1,000,000. After deducting the above items, there remains about \$23,000,000.

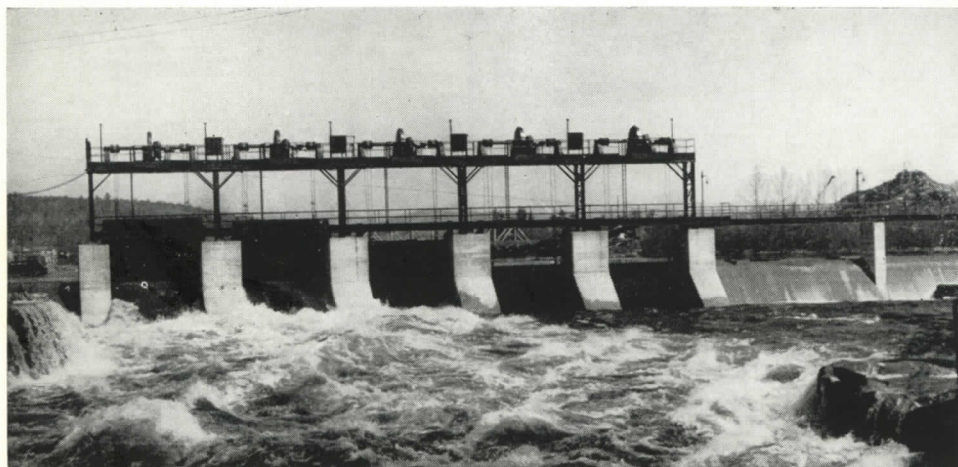
The Company has invested \$19,000,000 of this cash in marketable securities to provide funds which will be needed over the next several years to pay for the plant improvements mentioned above and other capital needs. This leaves about \$4,000,000 of which some cash must be set aside for payment of U. S. taxes relating to the money received from Canada; the remainder is needed for our regular operations to meet payrolls and bills for wood, chemicals, coal, supplies, trucking and other costs.

The amount of money which the Company plans to spend

over the next three years for plant improvements in the Berlin area consists of about \$10,000,000 of cash received from the sale of the Canadian properties, plus about \$6,000,000 of cash which it expects to obtain from the Company's future operations or a total of about \$16,000,000. This is equivalent to \$4,250 for each Brown Company employee in the mills, offices and woods.

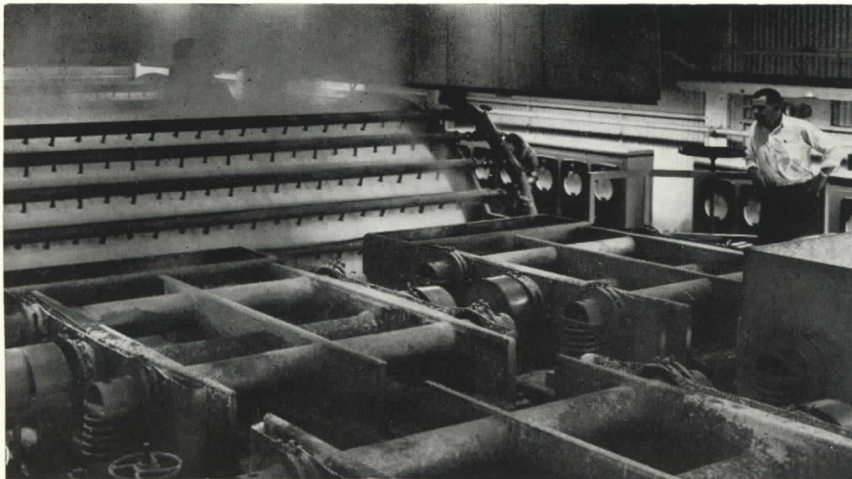
Some of the plant improvements have already been started, such as the new 220,000 lbs. per hour steam boiler, estimated to cost \$2,000,000. Orders have been placed for important parts of a new sulphate bleachery, estimated to cost \$3,400,000. Other large items include pulp screening and cleaning equipment, indirect heating equipment for the sulphite digesters, and chip handling equipment.

While management is entirely optimistic regarding the future of our Company, and the increased amount of employment it should provide as the expansion and improvement programs are completed in Berlin and in Gorham, it should be pointed out — emphatically too — that the



Lots of water goes over this 325-foot dam, completed in 1953. Diesel stand-by power equipment insures uninterrupted operations.

1953



New washers and thickeners were installed in the sulphite mill during the year, providing more efficient washing of raw stock, greater concentration of waste liquors, and reduced maintenance expense.

1954

actual future cannot depend on the actions of management alone. Far from it!

Competition for the sale of the things we of Brown Company make is getting stiffer all the time. There are many other mills eyeing the customers of Brown Company. Managements of these mills are constantly striving to cut production costs and increase production amount standards, so they can price their products lower than those of Brown Company.

Production costs — which, of course depend partly on amount of production — are the largest single factor in the securing of orders in these days of stiff competition. Mills where employees allow production standards to lag, quickly find themselves losing customers to those where employees maintain a constant increase in production, and thereby

lessen the price of the product to the customer. Like all of us in our individual households, large purchasers buy where they can secure the best product at the lowest price.

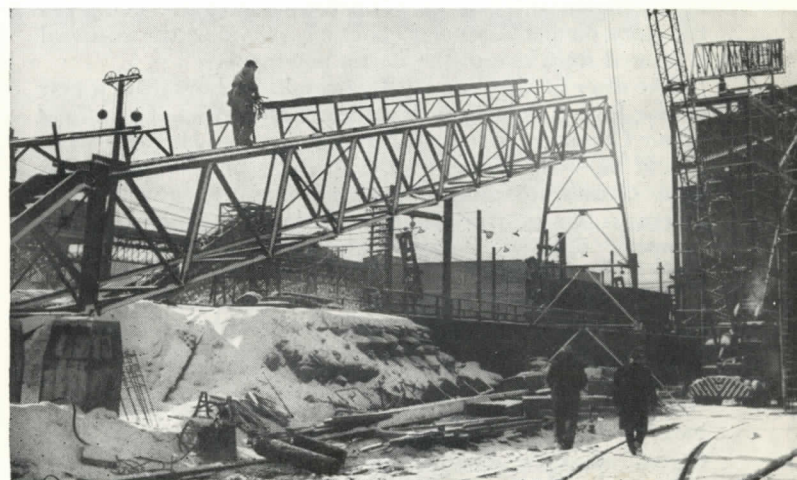
Incidentally, the old rule of the more sales the more need for production; and the more production, the more jobs available is still true in any company.

Summed up, our annual report for 1954 shows we of Brown Company are in an enviable position. The report indicates that, with proper diligence of both management and employees, Berlin and Gorham can look towards increasing prosperity and larger amounts of employment, provided we keep production costs down and likewise our amounts of production up.

Our prospects appear bright. But we have all got to keep "digging."

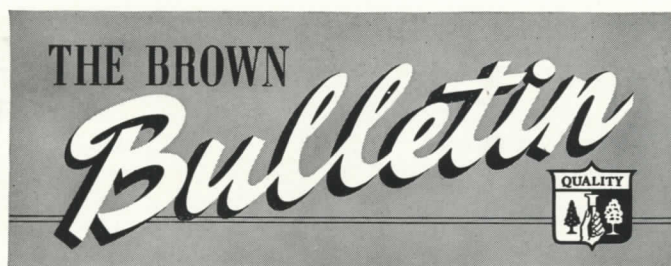


A new softwood sawmill, currently producing pine and spruce lumber at the rate of four million board feet annually, was constructed last year to round out our lumber operations.



Under construction are new steam generating facilities with related coal and ash handling equipment, designed to produce 220,000 pounds of steam per hour at far less cost than present inefficient equipment permits.

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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

APRIL 1955

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FRONT PAGE PHOTO:

Brown Co. wood in the Androscoggin River, ten miles north of Berlin.

A New Era

Everyone connected with Brown Company could well take the time to read, quite carefully, two of the articles appearing in this issue of The Brown Bulletin. They are the story on the Annual Report for 1954 and the editorial reprinted from one of the Berlin newspapers.

The story on the Annual Report tells of the start of a new era for Brown Company. It is the concentrating of all affairs of our Company here in Berlin and Gorham. It can — and should be — the start of an even more prosperous era for those of us who work for Brown Company, as well as for others in Berlin who depend, in large measure, on the prosperity of Brown Company and its workers, as to whether their business establishments are busy or "slow".

The 1954 Annual Report of Brown Company shows that management intends to spend a huge sum of money in enlarging and improving the plants which provide employment for so many who make their homes in Berlin and Gorham. But, as the story points out, the efforts of management — even though aggressive and progressive — are not enough. Every employee must get behind the "new era" effort and make sure that our Company is able to compete with others who are striving to snare the major share of orders for the type of products which we of Brown Company produce.

Almost all of us know that if we take care of the little things, such action assists, to a considerable extent, in assuring the success of our larger efforts. Along this line there is food for thought in the editorial which is reproduced in this issue of the Bulletin. Those who work for Brown Company know that there is no other towel produced, which is of better quality than our Nibroc towels. Likewise Nibroc tissue is at the top of the quality field.

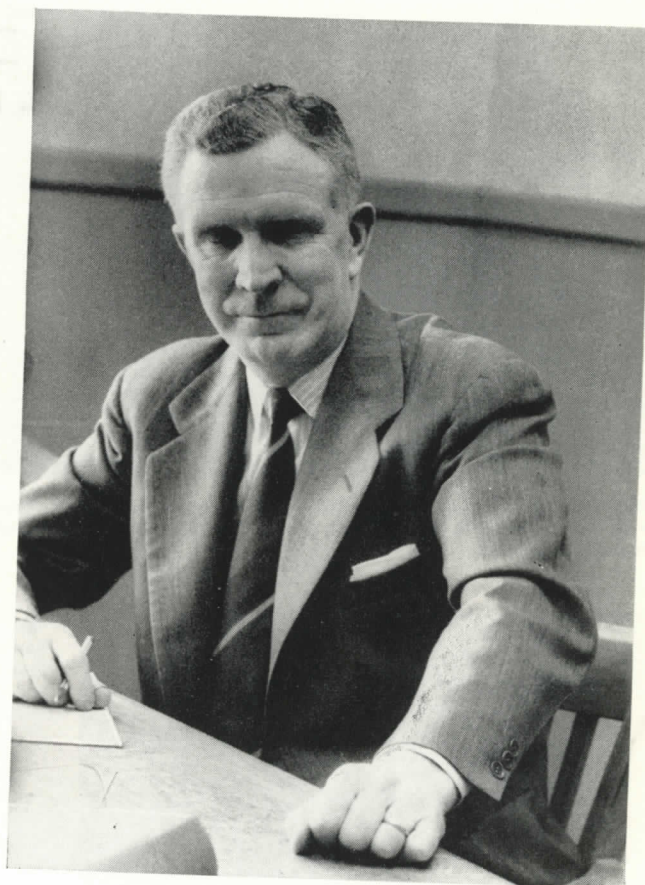
A Company sales force can do much towards making a product popular. But an even stronger force is the spoken word. Have you told your neighbors about the products made in the Brown Company plants? Have you made sure that they have at least tried them? Any such effort helps YOU.

It has always been true — and still is — that the more sales any Company secures, the more it has to produce. And, the more it has to produce the more jobs required for that production.

Let's all get behind this new era for Brown Company and make very sure that every one of us, no matter what his (or her) job, does everything possible to insure the success it can, and will be.



ALEXANDER B. WALKER



EDWARD T. THOMAS

New STAFF APPOINTMENTS

A. B. Walker and Edward T. Thomas have been appointed to the respective positions of Budget Director and Manager of Insurance and Credit, according to an announcement made April 12 by Stuart W. Skowbo, Treasurer.

Mr. Walker began his association with Brown Company at its Canadian subsidiary, Brown Corporation, 35 years ago. After serving for seven years in the Accounting department of the Canadian operations, he was transferred to the company's general office, then located in Portland, Maine. While located at Portland, he organized the Company's first IBM Tabulating department.

In 1936, Mr. Walker was transferred to Berlin, New Hampshire, and worked on special assignments in the Accounting department of Brown Company. In 1944, he

was appointed Chief Woods Accountant. He became Chief Internal Auditor in 1946, and four years later was appointed Controller of Brown Corporation, a position he held until the recent sale of the company's Canadian holdings to the Canadian International Paper Company.

Mr. Thomas began working for Brown Company 30 years ago in the Woods department and was later assigned to work with the late D. P. Brown.

In 1944, Mr. Thomas became associated with the Credit department of Brown Company and was later advanced to the position of Assistant Credit Manager. Shortly thereafter, he became Supervisor of the Central Order Billing Section of the Accounting department. On November 1, 1952, he was promoted to the position of Credit Manager.



INSURANCE DIVISION . . . Manager Philip Twitchell completes 38 years' service. Left to right: Rita Roy, Zilla Stiles, J. Arthur Sullivan, Twitchell, Beverly Young, Edward T. Thomas, Vera West, Dr. Robert W. Kaschub, Juliette LePage, David Marquis, Lise Gagnon.



BURGESS BLEACHERY . . . Screen easy after completing 36 years'



← BARKING PLANT . . . Wood Sorter Ernest Drouin tries out the life of a gentleman of leisure at the end of 27 years' service.

Gifts and AS BROWN

The Bulletin photographer missed Treffle Lemlin, painter at the others in various departments who decided to enjoy a life of employees. Working associates of all those retired made such congratulations went gifts to the retiring. Cash purses and a lot of them sort of figured, Spring, with the fishin' season start really enjoying life.

KRAFT MILL . . . Digester Cook William Gagnon looks as if he is going fishin' after 40 years' service. The congratulating trio, left to right, Ovila Francoeur, Laurier Dion (Gagnon) and Geo. Dion.



BURGESS YARDS . . . After 43 years, Leader Joseph Norman Poulin, George Wessel, Luke Morin, Patsy, E. neau, Joe Leveille, Wilfred Bouchard, Leo Gagne, D.





Green Tender Michael Landry takes it easy after 45 years' service.



BURGESS YARDS . . . Sweeper William Martin calls it quits after 45 years' service. Offering congratulations (left to right) Leslie Baldwin, (Martin) Jeffrey Bergeron and Earl Henderson.

Gatherings...

FOLKS RETIRE

the Chemical Mill when he retired after 46 years' service. He, like
e of retirement, starting last month, was congratulated by fellow
sure the retirement day was a gala event, and with a stream of
d other gifts were given to the fortunate gentlemen. We suspect
n on, was a pretty good time to hang up the working clothes and

NAPOLEON RHEAUME . . . ➔
Enjoys life after 49 years at
Brown Co.



eph Patsy is feted by his associates. Left to right: Ben Dale
, Emile Jutras, Steve Alamandi, Elmer Beaulac, Romeo Dande-
Donald Marrois.

TRUCKING DEPARTMENT . . . Foreman Ralph "Chick" Stewart calls it a day after 36 years. Left to right: Allen
Henley, Frank McKay, Wm. Poulin, F. Boulanger, Heney Holland, Dick Bilodeau, Stewart, Albert Robichaud,
Wm. Hennesey, Geo. Wessel, Godias Boutin, Roland Caouette, Robt. Boutin, E. Trembley, Con Snigger.





Champ Dube Holds The Winner's Cup

DUBE DOES IT!

Best Bowler Beats All Rivals

Brown Company Misses Top by 1/2 Point

Brown Company workmen, who doff their caps to none in the skills of their various jobs, just barely missed taking top bowling honors when they rolled against International Paper Company, Oxford Paper Company and S. D. Warren Paper Company alley experts at "The Big 20" in Scarborough, Maine, last month.

Brown Company's Roland Dube, who is a specialty man at the Bermico Plant, came off with top individual honors in the hotly-contested tournament. Dube captured the prize for top total of nine strings. In addition he also walked off with the three-string honors, and to cap his perfect record his single string of 133 was the best posted by anyone during the tournament.

The team point standing, when the alleys had been cleared of the competition was as follows:

	Points
S. D. Warren Co.	14
Brown Company	13 1/2
International Paper Co.	11 1/2
Oxford Paper Co.	9



DIVISION "A"

BROWN CO. (3 1/2)				
Lafleur	79	92	91	262
Keene	88	110	94	292
Crotto	83	88	105	276
Dube	110	98	109	317
Napert	102	113	82	297

TOTALS 462 501 481 1444

INTERNATIONAL PAPER CO. (1/2)				
Bernard	96	86	104	286
Baston	88	94	106	288
Nichols	90	129	82	301
White	93	94	78	265
Labbe	95	91	86	272

TOTALS 462 494 456 1412

BROWN CO. (3)				
Lafleur	93	101	107	301
Keene	100	104	100	304
Crotto	85	127	82	294
Dube	102	96	104	302
Napert	120	98	92	310

TOTALS 500 526 485 1511

OXFORD PAPER (1)				
Murphy	94	92	118	304
Lannon	98	94	88	280
McCormack	96	103	105	304
Martin	107	112	94	313
Welch	95	105	95	295

TOTALS 490 506 500 1496

BROWN CO. (1)				
Lafleur	90	100	88	278
Keene	107	113	92	312
Crotto	83	92	96	271
Dube	87	120	133	340
Napert	101	92	116	309

TOTALS 468 517 525 1510

S. D. WARREN (3)				
Bernard	104	90	119	313
Carras	97	103	109	309
Shane	95	107	101	303
Beauvier	102	109	115	326
Leconte	102	104	101	307

TOTALS 500 513 545 1558

DIVISION "B"

BROWN CO. (1)				
Gagne	80	112	81	273
Kimball	99	95	96	290
Caron	97	103	94	294
Nolan	119	98	98	315
Martin	102	88	113	303

TOTALS 497 496 482 1475

INTERNATIONAL PAPER CO. (3)				
Hamilton	94	84	128	306
Dupont	122	104	92	318
Dufour	88	78	113	279
Gilbert	114	88	97	299
Jacques	96	96	93	285

TOTALS 514 450 523 1487

BROWN CO. (1)				
Gagne	111	100	113	324
Kimball	99	83	92	274
Caron	92	99	79	270
Nolan	90	86	121	297
Martin	89	94	91	274

TOTALS 481 462 496 1439

OXFORD PAPER CO. (3)				
Redmond	108	100	97	305
Jess	92	110	99	301
Breton	103	94	90	287
Fournier	99	88	100	287
Whytock	108	90	87	285

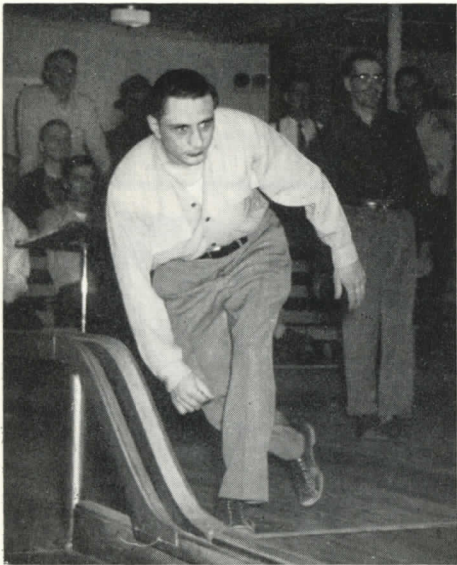
TOTALS 510 482 473 1465

BROWN CO. (4)				
Gagne	88	98	89	275
Kimball	100	108	93	301
Caron	83	88	91	262
Nolan	112	83	83	278
Martin	84	133	101	318

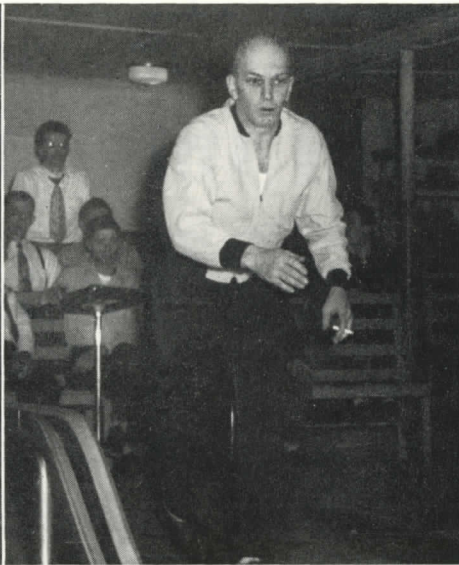
TOTALS 467 510 457 1434

S. D. WARREN (0)				
Beatty	83	85	81	249
King	85	93	106	284
Tucker	88	105	89	282
Robichaud	96	110	82	288
Buotte	89	81	93	263

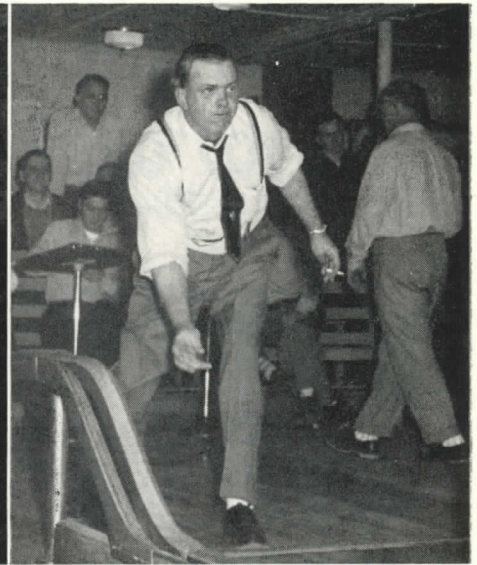
TOTALS 441 474 451 1366



NAPERT



HAZZARD



WEBB

BOWLING LEAGUE PLAYOFFS

MILL LEAGUE — In round robin playoffs with winners decided by total points made, the Chemical-Floc team (Webb, Hazzard, Caron and Napert) took the title by taking 5 points from Bermico No. 1 (Hanson, Page, Robitaille and Dube) and 4 points from Burgess Laboratory (Keene, Parker, Monahan and Birt) for a total of 9 points. Bermico No. 1 finished second with 4 points.

MEN'S OFFICE LEAGUE — In a 4 string final playoff match, the Lt. Generals (Landrigan, Carrier, Styles and Murphy) defeated the Rear Admirals (Sharpe, Marquis, Roy and Sullivan) 4-1. In the semi-final matches the Lt. Generals defeated the Tech. Sgts. (Donaldson, Dale, Bouchard and Martin) 4-0 and the Rear Admirals defeated the Commanders (Almand, Waldie, St. Pierre and Doherty) 4-0.

GIRL'S OFFICE LEAGUE — Army (Lois Leavitt, Pauline Dutil and Donna Jordan) defeated Bates (Janet Robitaille, Julia Alonzi and Lola Paquette) 4-1 to win the championship for the third straight year and gain permanent possession of the trophy. Lois Leavitt was high for the winners with a 346 total pin fall and Lola Paquette took top honors for the losers with a 343 total.

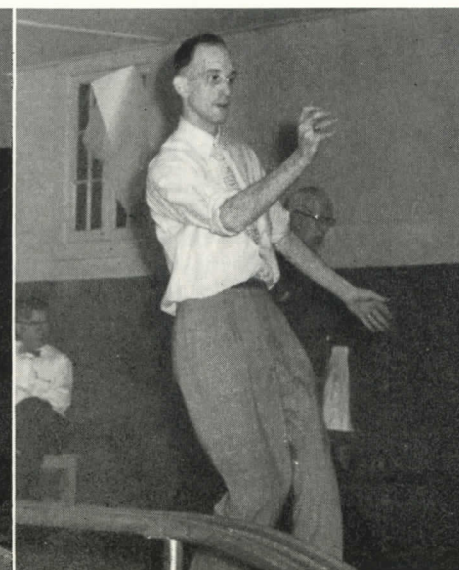
Ash Hazzard's 4 string total of 403 and Dave Marquis' high single of 133 topped all bowlers in the playoffs.

High average bowlers in each league for the season were: **MILL LEAGUE** — Ben Napert 97, **MEN'S OFFICE LEAGUE** — Thomas Styles 94, **GIRL'S OFFICE LEAGUE** — Genise Alero 89.

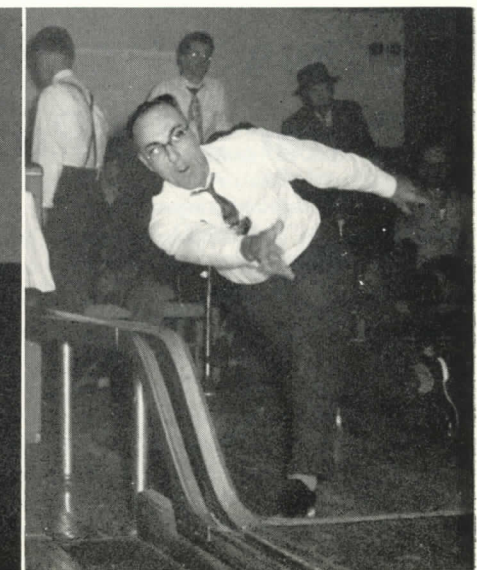
MARQUIS



WALDIE



ROBITAILLE



Is Yours the Brown Company Youngster who will **WIN THIS BIKE?**



SOME BIKE. . . Three Brown Company family youngsters look over the top prize. Left to right: Norman Ayotte, son of Victor Ayotte; Patricia McGillan, daughter of Joseph McGillan and Donald Bildeau Jr.

Deadline Extended to May 15 for SAFETY ESSAYS— **7 Other \$20 Prizes Waiting for Your Boy or Girl**

DAUGHTERS and sons of Brown Company employees are really hard at work in an attempt to win the fully equipped bicycle which will go to the grand prize winner in the Safety Essay Contest.

Scores of entries came piling in shortly after distribution of the March issue of the Brown Bulletin. As announced in that issue, any youngster of grade school age (1st thru 8th grade) is eligible for an award, provided of course, their father is an employee of Brown Company.

The recent display of the grand prize bicycle at the Curtis Hardware Store brought another rush of entries. There is still time for any Brown Company youngster to win one of

the prizes. But, you've got to hurry now, for all entries must be received not later than May 15.

Each essay must be not more than 300 words, must be the work of the boy or girl, and should deal with the subject "I WANT MY DAD TO WORK SAFELY BECAUSE . . ."

The complete rules were outlined in the March Bulletin. If you don't have them available, a copy will be mailed you on request to the Public Relations Department at Brown Company.

Eight Brown Company youngsters are going to be pretty proud when this contest is ended. Better make sure NOW that your boy or girl is one of them.

BROWNCO NEWS REVIEW

Lawrence Conway Passes On

The recent death of Lawrence G. Conway, 39, woods department chief of cost control, came as a shock to his many friends and acquaintances at Brown Company. He died Saturday, April 23, at the Mary Hitchcock Memorial Hospital, Hanover, where he had been a patient for about one month.

He was born in Berlin, the son of Henry and Frances Marshall Conway. A veteran of World War II, he served for nearly four years with the 86th Infantry division. He began his Brown Company career in 1936.

Educated in local schools, Mr. Conway was a member of the Berlin Lodge of Elks, No. 618, and was a parishioner of St. Kieran's church.

Henry Eaton Honored By Chemical Society

Henry A. Eaton, Manager of Brown Company's Chemical and Floc plants has been named New Hampshire State Chairman for Chemical Progress Week, which is to be celebrated throughout the country the week of May 16. The observance is sponsored by the Manufacturing Chemists Association, Inc. with its objective to bring home to all citizens the importance of the chemical industry in their daily living, and its importance to all the country in the national security effort.

Boys in Brown Company families who are considering what career they will pursue after graduation, will find, the national bulletin of the society points out, that the industry will need many more executives in the coming future. Chemical companies were offering an estimated 3,000 jobs for technical or scientific graduates last June. The industry, it is predicted, will be four times as large as it is now, 20 years hence.

The association also points out that if a young man is considering pursuing a technical career that he should crowd as much math and science as he can into his high school curriculum.

GARDEN LOTS AGAIN

Garden lots will be available for Brown Company employees again this year. Since there will be only a limited number of lots, employees desiring garden space should apply at once to the Public Relations Department. Call Auto Tel. 379 or New England 46, Ext. 9. Time limit, May 27.

\$3,000 Scholarship Waiting For Some Berlin or Gorham Boy

Some fortunate young man now attending Berlin High School, Notre Dame High School, Gorham High School, or St. Patrick's High School will shortly be selected for the Brown Company Scholarship.

The Scholarship, worth \$3,000 to the winner as payment for his studies at any of 19 universities, will enable him to major in engineering, chemistry or forestry, so as to prepare himself for a possible future executive position with the Brown Company's technical staff.

Each of the four high schools will recommend up to three candidates. Those recommended will take a competitive examination, conducted by the University of New Hampshire testing service, to determine the winner. Consideration of a candidate is based on evidence that he has chosen to enter engineering or similar technical fields at a university; that he has attained high scholastic achievement in his four years at high school; that he ranks better than the average in intelligence; has evidence of capacity to work with others; and is of good character and has emotional balance.

The selections of the candidates are made in May each year by the authorities at the four high schools. If you know of some youngster who might qualify for the competition, why not tell him about it now. The choice is also made in May each year.

Fishing Contest

With the opening of the trout season just ahead, the Millsfield Sportsman's Club (Brown Company employees) announces that it will again sponsor its annual fishing contest.

Each month, cash prizes of \$2.50 will be awarded to the Brown Company employee who brings home the heaviest fish of the following kinds: salmon, squaretail trout, rainbow trout, pickerel and horned pout. Second prizes of \$1.50 and third prizes of \$1.00 will also be given each month.

An extra prize of \$2.50 will be awarded for the month of May for the heaviest fish of any of the above kinds weighing more than two pounds.

Here are the rules for the contest:

1. Opening date is May 1. Closing date is August 31.
2. The contest is open to all Brown Company employees.
3. All fish entered in the contest must have been caught in waters of Coos County.
4. Official weights will be taken at Curtis Hardware Store during store hours only.
5. Weighers will not divulge any official weights of fish until the end of each month, when regular notice will be published.
6. One person may receive no more than one prize in each month.



New Phone System

Effective immediately, when placing a call to Gorham distinguish this call from local Berlin calls by requesting of Brown Company telephone operator the "GORHAM CENTRAL," as distinguished from placing local Berlin calls when the request should be "BERLIN CENTRAL."

This request is being made due to a change in our telephone equipment operation and affects *outgoing* calls to Gorham only.

As this change in service results in lower telephone cost to the Brown Company, it is requested that in the case of necessary personal calls to Gorham, employees use this service exclusively even though it may require a wait for the line.

SALES OFFICES

NEW YORK OFFICE

by R. C. Sloat

Overheard on the party wire that J. G. Skirm wasn't feeling up to par, so investigation found the poor dear was laid low with the good, old-fashioned 1918 flu. That differs from the 1955 variety in that you are 37 years older. (Lucid deduction.) Needless to say, he didn't think it was funny at the time — it left him that weak.

After thorough examination by Internal Audit in Berlin, the New York office was added to the private wire teletype system, connecting us with all Berlin mills, and the General Sales office in Boston. This will reduce typographical errors greatly, wherein incorrect material was being shipped, and at the same time will expedite transmission of pertinent data between New York, Boston and Berlin.

Apropos to the new teletype system, the edition TELEPHONE TOPICS, FEBRUARY 1955, published monthly for the employees of the New England Tel. & Tel. Company carried a very interesting and informative feature article entitled "The City that Trees Built" — all about our own Berlin, New Hampshire! There were pictures of Brown Company, its employees, products, natives, surrounding countryside, in addition to the telephone story. It was so good, it made Rose Paulin homesick! Many thanks to Harold R. Peterson, Long Lines Department of A.T.&T. for bringing it to our attention.

Our heartfelt sympathy is extended to Ann O'Connor Eaton and her family on the recent loss of her sister, Anita.

BOSTON OFFICE

by Mary Pontonio

Many Brown Company men honored at APPA-TAPPI convention

At the annual meeting of the American Pulp & Paper Association and the Technical Association of the Pulp & Paper Industry (APPA-TAPPI) held at the Waldorf-Astoria in New York during the week of February 20th, many Brown Company men were honored by appointments to important committees serving the Industry.

Berlin personnel was represented by C. S. Herr, Vice President in charge of Woods Operations, who was elected to the Board of Directors of the American Pulpwood Association, representing the Northeastern Region.

N. L. Nourse, Vice President in charge of Sales was named a Director of the United States Pulp Producers Association representing the New England Region.

Gilford F. Henderson, Manager of the Paper Division, received two appointments. He was named Chairman of the Bleached Converting groups of the Sulphite Paper Manufacturers Association, as well as being elected to the Executive Committee of the Kraft Paper Association.

The Tissue Association selected William T. LaRose, Manager of the Towel and Tissue Division as its Chairman of the Paper Towels group.

Walter A. Littlefield was re-elected Chairman of the Statistical Committee and of the Technical Committee of the Tissue Association. He is also a member of the Statistical Committee of the APPA.

During the Convention, the Salesmen's Association of the Paper Industry (SAPPI) also held their luncheon. John G. Reynolds, Advertising Manager was a member of the Luncheon Committee which entertained 1700 members and guests.

Eugene O. Hanson was re-elected Vice President of this Association for New England.

One of the principal speakers at the meeting of the Export Committee of APPA was N. C. Nelson, Manager of Foreign Sales for Brown Company.



BERMICO

by Eugene Erickson

Girls were recently born to Mr. and Mrs. Norman Lavoie and to Mr. and Mrs. John Dolak, respectively. Our belated congratulations to each and every one of you!

Three of our Miscellaneous men have returned to work after being on our sick list for a spell. They are Hubert Legere, Herbert Balser and Herbert Berry.

Uncle Sam has finally released our boy, Roland Bergeron and we are all glad to see him back in our midst.

Omer Roy, the floor cleaner, is a real authority on the fight game. He is one of the true followers of Nat Fleischer, the boxing and wrestling writer. To Omer, these two sports are the greatest and he is always willing and able to argue any point on these subjects with anyone and at any time.

We are sorry to report that Albert Leclerc, Ovila Girouard and Donald Roy are on our sick list at this writing.

While looking through our sick and disabled list, we note with satisfaction that three more employees have returned to their work, namely "Buck" Perry, Kenneth LaRock and Lionel Vaillancourt.



BURGESS & KRAFT

By Jeannette Barbin

The Women's Club Dance held at the Chalet on March 15, 1955, featured a most unusual style show this year. The men were to dress in old-time women's attire. Some of the models were Plant Manager L. M. Burns who appeared in a motoring habit; Maintenance Supervisor E. J. Chodoski bedecked in riding attire; "Buck" McKeon courageously ventured forth in a "nightgown"! Dick Jordan appeared in full regalia—skirts, petticoat, and flowers; but the prize of the evening was Dick Hall whose pantaloons insisted on parting company with the gentleman. Yet, in spite of this, reports are that Mr. Hall carried off the mishap with complete dignity. He may have lost his pantaloons, but never his poise! Make-up was by Leo Cloutier and the men appeared in wigs and extra curls on the forehead, via use of the eyebrow pencil.

Congratulations to Bob Henderson of the Purchasing department promoted last month to Purchasing Agent. He is the son of our own Burgess Personnel Man Earl Henderson.

Lucille Morris, who has been seen at Burgess in connection with her work on retirements, recently suffered a painful foot operation. We are happy to report that "Lu" is now well on the mend though she will be out for some time yet.

Deepest sympathy is extended to Martha Jane and Fannie Smith on the recent loss of their mother.

February and March have been notable for the births of baby girls (all 7-pounders) to Mr. and Mrs. Albert Blanchette . . . to Mr. and Mrs. George Devoid . . . and to Mr. and Mrs. Roger Richer.

According to our records, the past month brought to Burgess the following changes in Personnel. —

Returned from military service were Saul Rosenberg to the Digesters, Richard Lemieux to the Wood department, and Raymond Fisette to the Dryers.

Transfers from Employment were Bernard Chaput to Waste Wood, Laurent Bilodeau to the Wood department, and Gordon Nichols to the Acid department; from Cascade — Robert Landry to the Chemical Laboratory as well as Harold Graves and Theodore Pelchat to the Waste Wood department.

Men leaving Burgess were Raymond Bilodeau from the Waste Wood department to Bermico Dryers, and Richard Roy from Kraft Screens to the salaried payroll — Engineering. Richard is taking an ICS course in Mechanical Engineering.

Retired was Aurele Royer from Maintenance, March 1, 1955.

Out sick were Wilfred Roy from Pulp Storage, John Lapierre and Alphonse Roy from Maintenance, Henry Dube from the Crane department, Wilfred Pouliot from the Yard, George Audet and Robert Laforce from the Dryers, and Scott Parker from the Chemical Laboratory.

Hearsay has it that Henry Therrien has traded his Chrysler for a Ford.

Arthur Bouchard was lucky enough to witness the fourth game of the Stanley Cup Hockey Play-offs between the Boston Bruins and the Montreal Canadiens.

Friends and co-workers of Arthur Betz will be sorry to learn that he was, at this writing, a patient at the Veterans' Hospital in White River Junction, Vt.

By Gerard Laperle

Mr. and Mrs. Louis Bartoli certainly deserve our sincere congratulations on the recent birth of a bouncing baby boy!

Sincere condolences are extended to the family of Normand Gagne who died suddenly at his home, March 12. The late Mr. Gagne was an employee of the Yards.

Sympathy is also extended to the Bouchard Family on the loss of their mother.

Mr. and Mrs. Gene Letourneau recently attended the wedding of Irving Morrison in Boston, Mass.

It seems that Val Albert and Mr. Jelley encountered quite a snowstorm on the way back from a trip to New York City on company business, March 20, 21, 22. Says Val, "We did a lot of car pushing and finally winded up by buying tire chains."

Shop Supervisor Pete Ryan has all of our best wishes for a speedy recovery.

When Joseph Patsey and William Martin retired on April 1, 1955, it was not without the very best wishes for a happy retirement from all of their co-workers. Both men were presented with a purse of money as tokens of remembrance for their faithful service to the company. Mr. Patsey's work record dates back to 1912 at the Burgess Yards and, we are proud to add, stayed in the same department until his recent retirement. As for Mr. Martin's career with the company (Billy, as he is better known to us), his started in 1910 at Burgess where he worked in different departments, the last six years before his retirement as a janitor.



RESEARCH & DEVELOPMENT

By Joan Provencher and Joan Weiss

It's nice to see Ed Gutoff back on the job after a period of absence from the office due to illness.

Our ski expert, Bob Hoos, is as of March 17, 1955 a member of the Armed Forces.

We all miss the familiar face of Joseph Gamache who recently retired. Mr. Gamache was presented with a sum of money as a remembrance of all his friends at Research.

We understand Albert Hickey has returned to his work in the Bleaching Lab after a spell of illness.

Condolences are extended to Corinne Tondreau whose grandfather, Albert Tondreau of Berlin passed away recently.

Congratulations to the John Bigls who welcomed a 7 lb. 9 oz. baby girl, Carol Lee, on March 6, 1955.

Dominic Rano attended the Annual Stewards' Banquet on March 17, 1955.



CHEMICAL & FLOC

By Ash Hazzard

Arthur Rivard has proven the old saying that "you can't keep a good man down" by returning to work.

Jerry Gingras and his pretty little wife have every reason to be proud of their baby girl born Labor Day last. We understand she's a "cutie".

Ben Napert, Ralph Webb, Placid Caron and Ash Hazzard of the Chemical and Floc bowling team came out tops in the second round. Will let you know what the finals bring!

Leo Lapointe of the Chlorine department is seen operating number six Cell House and doing fine.

Best wishes to Zeke Peabody who recently returned home from Hanover after an operation. The boys sent Zeke their thoughts for a speedy recovery via a big sunshine basket.

Good luck to Donald Plante of number 5 in his venture into "the land of cliff dwellers."

Deepest sympathy is extended to Bob Riva on the loss of his father.

We are certain that Bob Payeur has already received many complimentary remarks on his new Ford Convertible.

All of us are sorry to note that Aime Devost is still out after a recent operation.

SALARIED PERSONNEL CHANGES

Fourth and Fifth Periods		
NAME	FROM	TO
William Armstrong	Industrial Engineer	Superintendent of Finishing, Bermico
Lillian Brunelle	(Temporary)	Stenographer, Purchasing
Peter Landers	Timekeeping	Labor Dist. Clerk, Cascade Maintenance
Lorraine Lessard	Purchasing	Clerk-Typist, Manufacturing
J. Angus Morrison	Personnel Man	Assistant Manager, Industrial Relations
Stuart McCallum	(Hired)	Office Boy & Stock Clerk, Boston
Margaret Hulme	(Hired)	Stenographer, Steno Pool, Boston
Mary Puntonio	Steno Pool, Boston	Secretary, Sales Promotion, Boston
Leon Delacey	(Hourly)	Beater Room Tour Foreman, Cascade
Arthur Goyette	Sr. Clerk, Engineering	Trucking Foreman, Const. & Maint.
Robert Henderson	Assistant Purchasing Agent	Purchasing Agent, Purchasing
Patricia O'Connor	Traffic	Research & Development
Richard A. Roy	(Hourly)	Utility Man, Engineering
Ernest St. Laurent	Utility Man, Engineering	Sr. Clerk, Engineering
Cecile B. Saucier	Cascade	Clerk-Typist, Traffic
Nancy Wheeler	Purchasing	Steno-Clerk, Onco
Van R. Woolsey	Asst. Purchasing Agent	Asst. General Purchasing Agent, Purchasing

BROWN COMPANY **PRODUCTS** ARE PROCESSED AND USED IN MANY WAYS

➤ **SOLKA FIBRES**, a group of pure wood fibre grades possessing soft, strong but silklike properties, made by Brown for conversion into such articles as cellophane, photo prints, letterheads, boxed stationery, invitations, facial tissues, butter wrappers, etc.

➤ **SOLKA-FLOC**, a pure, fine cellulose powder; used in the manufacture of cigaret filters, welding rod coating, rubber soles and heels, and molded plastics; also used in filter presses when filtering oils, alumina, caustic soda and many chemicals.

➤ **NIBROC PAPERS**, a wide variety of engineered papers, both bleached and unbleached, made to customer specifications for conversion into flour bags, gummed tapes, sandpaper, potato bags, carpet yarns, resin-treated table tops, coffee bags, pressure-sensitive tapes, etc.

➤ **NIBROC INDUSTRIAL TOWELS AND TISSUES** are the world's largest selling industrial towels, and with the tissues they provide highest grade washroom service in offices, factories, stores, schools and hospitals.

➤ **NIBROC ROLL TOWELS, AND SOFWITE AND SOFTAN TOILET TISSUES** are made for household use, giving homemakers highest quality products of the type which made the name Nibroc famous.

➤ **NIBROC KOWTOWLS** are large, strong paper towels used on dairy farms for washing cows prior to milking, and for keeping equipment sanitary.

➤ **BERMICO SEWER PIPE** and connection fittings, made of tough wood fibre impregnated with special coal tar pitch, are used as house connections to sewer or septic tank, for drains and downspouts, and for non-pressure irrigation systems.

➤ **BERMICO PERFORATED PIPE** and connection fittings are used in septic tank disposal beds, foundation drains, and in land drainage as on golf courses, farms and orchards, marshlands, athletic fields and industrial areas.

➤ **BERMICO CONDUIT** is also made of pitch-impregnated cellulose fibres, and is designed specifically for encasing electrical wires underground.

➤ **ONCO** is a tough, durable, leatherlike material made of Solka fibres impregnated with compounds which impart a lasting resilience. It is used in making hat bands and cap fronts, handbags, wallets, belts and imitation leathers, and is a leader in the field of innersoles for shoes.

➤ **CHEMICALS** include Chlorine for bleaching pulps, paper and textiles, and for water purification by municipalities and schools; Chloroform for use as a solvent by pharmaceutical houses; and Soda Bleach for use by textile plants and laundries.

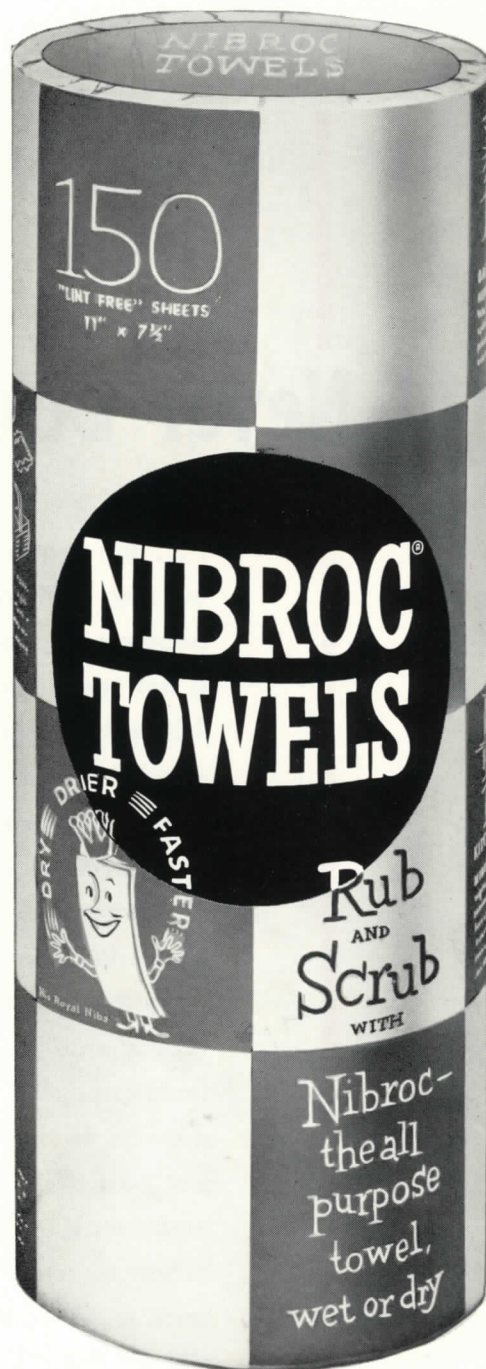
➤ **BROWN COMPANY HIGH GRADE LUMBER**, principally yellow birch and hard maple, is now being produced for general use; it is sold through Atlantic Lumber Company of Boston, Mass. Brown Company is also producing spruce dimension lumber and graded white pine lumber in increasing amounts.

MORE WIPES PER ROLL THAN ANY OTHER TOWEL

That's the **NEW**



Why don't you tell your neighbors
about the finest towel they can
buy? . . . We should make sure that
everyone in Berlin uses the
towels, and tissue, you make at
Berlin. . . . The larger the sales, the
more we have to make. . . .
The more we make, the more jobs
in making them.



Get Your Neighbors to Buy
NIBROC PRODUCTS

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

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

"I Never Buy in Berlin!"

... this comment is too often heard from people who live in our city, work in our mills or other local business concerns. These people take pride in boasting about the fact that their money is not spent here in Berlin but is taken to larger cities, 75 or 100 miles away. Nothing is stylish or good enough in our local stores . . . yet these same persons find it "stylish and good enough" to receive their pay checks from these same industries and concerns where they are employed. Is this not illogical? The progress of our local industrial and business concerns depends largely on the purchases made in Berlin.—Brown Company representatives have recently asked that we purchase Nibroc products in our local stores. The more purchases made of these products, the more work Brown Company will be able to provide for the citizens of Berlin. If our businesses receive their just part of trade, they, their employees, the families of their employees, will contribute greatly to the development of progress, and all will benefit. We are all dependent on one another. Thus, if commerce and industry prosper in this city, it will be for the benefit, advancement, progress and the future of one and all. Let us all stand behind Berlin's industry and commerce.

—An editorial from *Le Journal*, Berlin