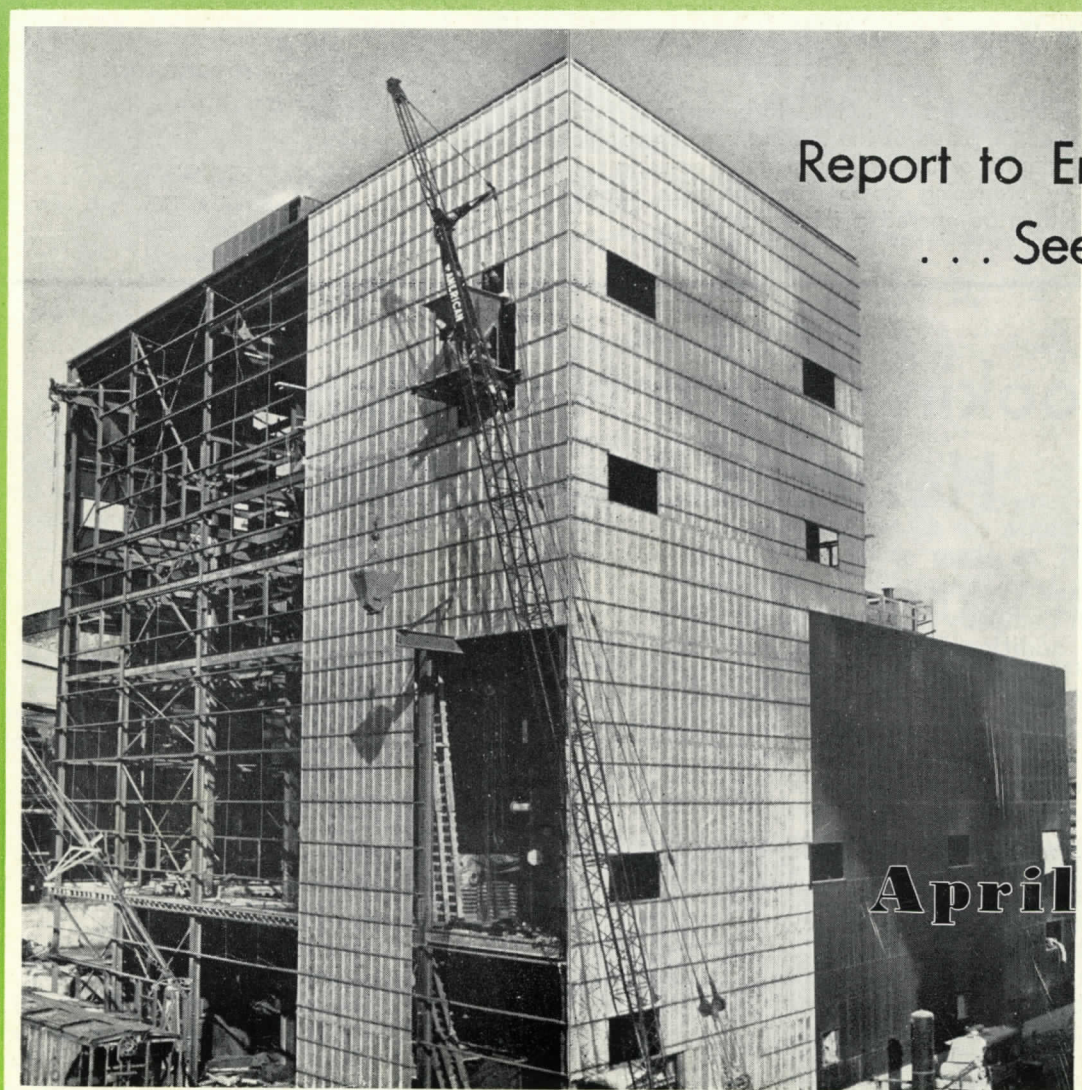


THE BROWN

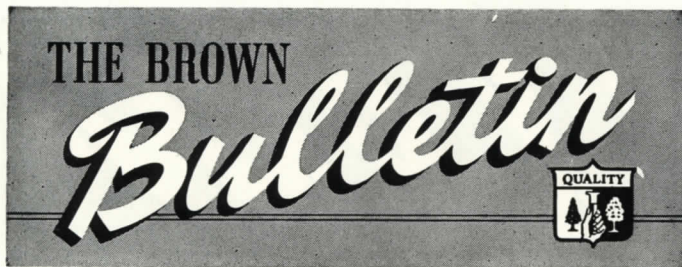
Bulletin

BROWN COMPANY — BERLIN, NEW HAMPSHIRE



Report to Employees
... See Page 3

April 1957



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

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APRIL 1957

VOLUME 5, No. 9

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COVER: This new plant, the first of its type to be installed in the Eastern United States and Canada, is the fourth magnesite recovery unit in the world. Substantial savings will be made by re-using cooking chemicals and by producing steam from materials normally wasted. It is scheduled to be operating this summer.

EDITOR

Brud Warren

EDITORIAL ASSISTANT

Evelyn Lipman

PHOTOGRAPHER

Victor Beaudoin

Looking For a New Home? Here's a Suggestion

Highland Park is expanding.

Brown Company has made available an additional large tract of land for the extension of the housing development and Contractor Leo J. Landry has announced plans to build 48 new homes in the area.

At present 39 families are living in Highland Park, a joint project of Brown Company and Local 75 of the United Brotherhood of Pulp, Sulphite and Paper Mill Workers.

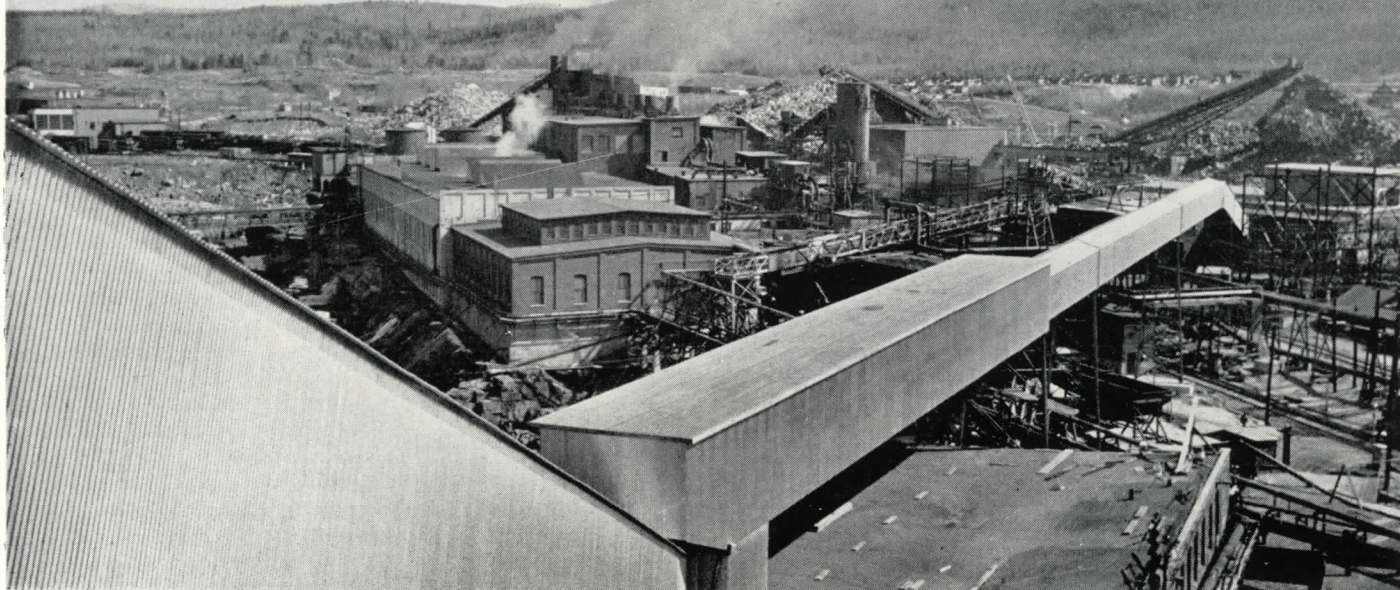
Mr. Landry said that a variety of home plans are available for families interested in modern homes at low cost. Each home is built on a lot of at least 10,000 square feet, and the cost of the home includes all painting, grading, landscaping,

walks and drives. All homes have full basements and forced hot water heat with oil burner.

Highland Park was conceived three years ago at the suggestion of Philip Smyth, the union's international representative. Brown Company has made the land available at a small cost and has contributed the services of surveyors and planning consultants.

Full information concerning owning a new home in Highland Park may be obtained from Mr. Landry at the housing development or at his home, 682 King St., Berlin. He may be reached by telephoning 2132-W or 2132-R.

Report to Employees



NEW CHIP CONVEYOR . . . This conveyor delivers chips from the modern wood room, now equipped with 110-inch disc, multi-knife chippers and vibrating chip screens, to the chip loft over the digester house. The conveyor replaces hundreds of feet of chain log conveyors.

by A. E. H. Fair
President

THE consolidated net income (profit) for Brown Company and its subsidiaries for the fiscal year of 1956 showed some improvement over that of 1955. Our consolidated net income this past year was \$2,611,504, compared with that of \$2,030,199 the previous year. That is an increase of \$581,305.

Our sales also increased during the last year. In 1956 our total sales were \$59,682,935. The previous year they were \$53,820,733. That shows an increase of \$5,862,202.

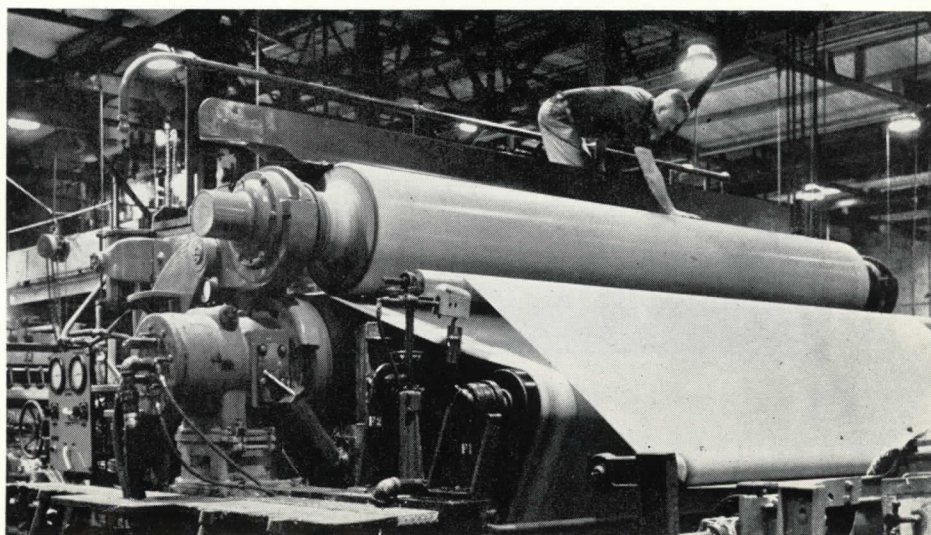
However, there are several things all of us must consider when we talk about our net income and

our sales.

A substantial portion of our increase in sales was due to our veneer and plywood mills at North Stratford, stock of which we acquired last summer. The sales of products made at North Stratford were \$2,245,421. That means that almost 40 per cent of our increase in total sales was due to North Stratford.

The same thing is true concerning our net income: A substantial portion of the increase of our net income was made possible by purchasing the operations at North Stratford.

AID TO PRODUCTION More uniform quality of paper and increased production are insured by this modern suction press roll for improved water removal at the wet end of the paper machine. This is one of three being installed at Cascade. The other two are scheduled to be in operation before the middle of the year.



Brown Company's 1956 Income and How it Was Used

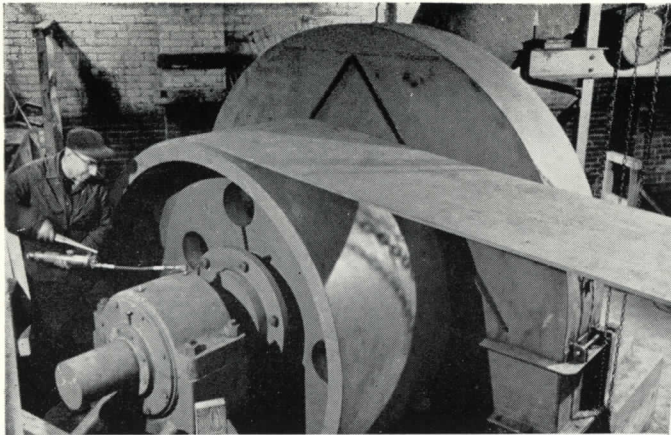
| | Amount | | Cents out of Every Dollar of income |
|---|---------------------|----|---|
| WE PRODUCED AND SOLD GOODS AND HAD INCOME | | | |
| TOTALING | \$59,682,935 | or | \$1.00 |
| 1. Raw Materials, Freight, Power, etc., took..... | \$31,283,742 | or | .53 |
| 2. Employees' Wages and Benefits took..... | 20,309,831 | or | .34 |
| 3. Wear and Tear (Depreciation) on Plant and Equipment and Depletion on Wood Cut..... | 2,433,571 | or | .04 |
| 4. Taxes totaled..... | 3,044,287 | or | .05 |
| 5. Profit: 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)..... | 2,611,504 | or | .04 |
| Total received from customers and others..... | <u>\$59,682,935</u> | or | <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 received dividends as a return to them for the use of their money by the company.

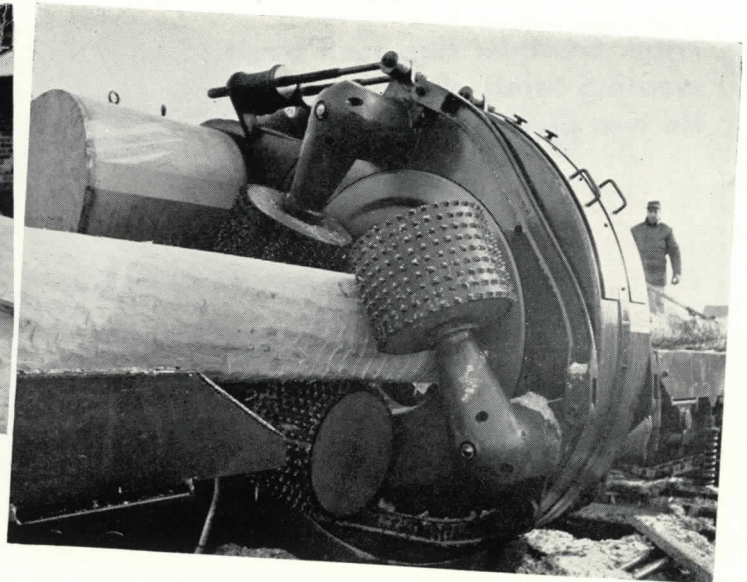
LAST YEAR PROFITS WERE USED AS FOLLOWS:

| | | | |
|---|--------------------|----|------------|
| Dividends to stockholders for the use of their money..... | \$2,591,020 | or | .04 |
| Re-invested in the business..... | 20,484* | | — |
| | <u>\$2,611,504</u> | | <u>.04</u> |

* Since the profit earned was barely sufficient to meet dividend requirements, there was little or nothing left out of 1956 earnings to apply toward expenditures for plant and equipment. The company spent \$10,655,132 for replacements and additions to plant and equipment in 1956, using cash acquired as a result of the sale of Canadian assets on December 1, 1954.



WOOD HANDLING IMPROVEMENTS . . . At the left is the new 110-inch, multi-knife chipper installed in the Burgess wood room. At the right is a Cambio debarker, which strips bark from hardwood logs.



The chief interest of Brown Company employees working in Berlin and Gorham is, of course, to see that Brown Company is successful. To be successful, a company must earn a satisfactory profit.

Our profit in Berlin and Gorham is a long way from what it should be. It is wholly inadequate to give investors a fair return on their money and, most important to the people of Berlin and Gorham, to furnish the funds necessary for further improvements.

Until our profit here is increased substantially, the security we want and need cannot be realized.

Our costs continued to rise during the last year. A comparison of 1956 and 1957 costs show some startling similarities. In each of the two years our materials and services took 53 cents of every dollar of income, employees' wages and benefits took 34 cents, depreciation took four cents and taxes took five cents. As our sales increased, our costs increased practically in the same proportion.

The answer to greater security for Berlin and Gorham is not an increase in prices of the goods we

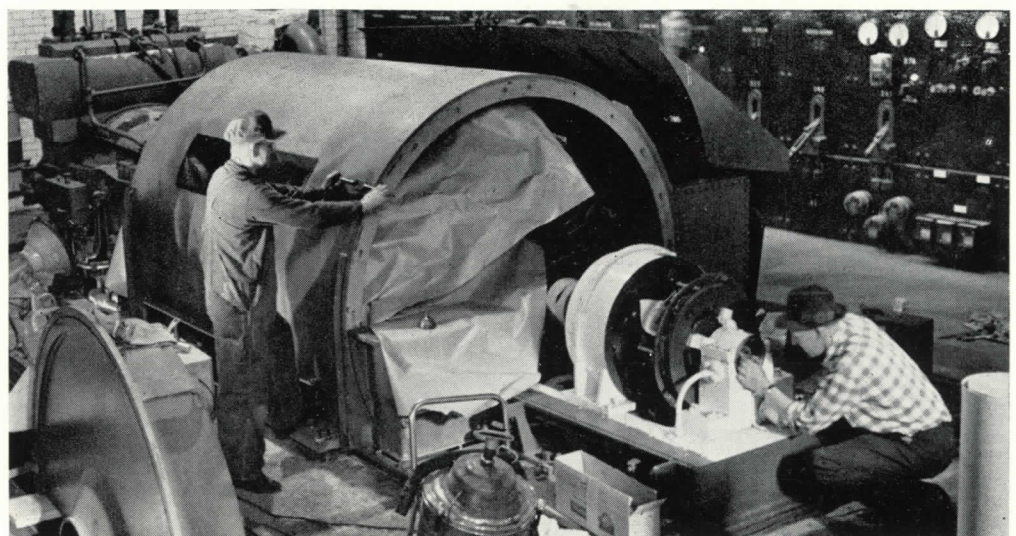
sell. Every opportunity to increase prices has been explored. Because of intense competition, prices can go only so high. If prices go above a certain point we price ourselves right out of the market and cannot sell our goods.

The answer to greater security in Berlin and Gorham is greater productivity and less waste of manpower and materials. We must manufacture our products at lower cost so as to maintain a reasonable profit margin.

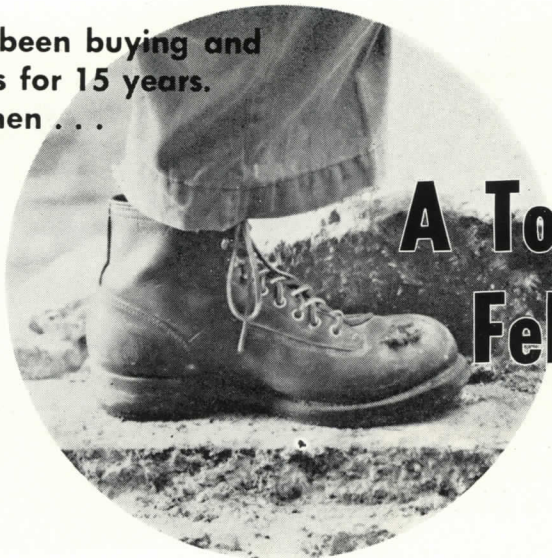
The people who have invested their money in Brown Company have made a tremendous contribution to better our efficiency through the building of new plants and the installation of new equipment. But success cannot be ours through new plants and equipment alone. Success for the future depends on the people who operate those plants and equipment — the people of Berlin and Gorham.

The future of every employee in Brown Company is in his own hands. You can make that future a bright one by helping to increase productivity and by helping to decrease waste.

ADDED POWER . . . Not only is new equipment being installed in all mills, but continual improvements are being made in areas that supply the power to run the new machines. This is the new 7500-kilowatt turbine generator being installed at the Heine Plant.



Frank Gauthier has been buying and wearing safety shoes for 15 years. He was prepared when . . .



A Ton Of Concrete Fell On His Toes

Frank Gauthier has been wearing safety shoes for 15 years — so he was prepared for the 2,000-pound block of concrete that dropped on his toe.

Frank is a leader of a demolition crew which was tearing down and

hauling away an old foundation at Burgess Mill.

He was on the truck inspecting the load when part of the load shifted. A big piece of concrete — 37 inches long, 29 inches wide, 14 inches thick and weighing a ton — fell four and a half feet and landed squarely on Frank's left foot.

"The block pinned my foot to the truck and it took two men with cantdogs to move it off," he declared.

"But I wasn't hurt a bit. You see I was wearing safety shoes. The only damage was a small scar in the leather of the safety shoe

top. The toe cap wasn't even dented."

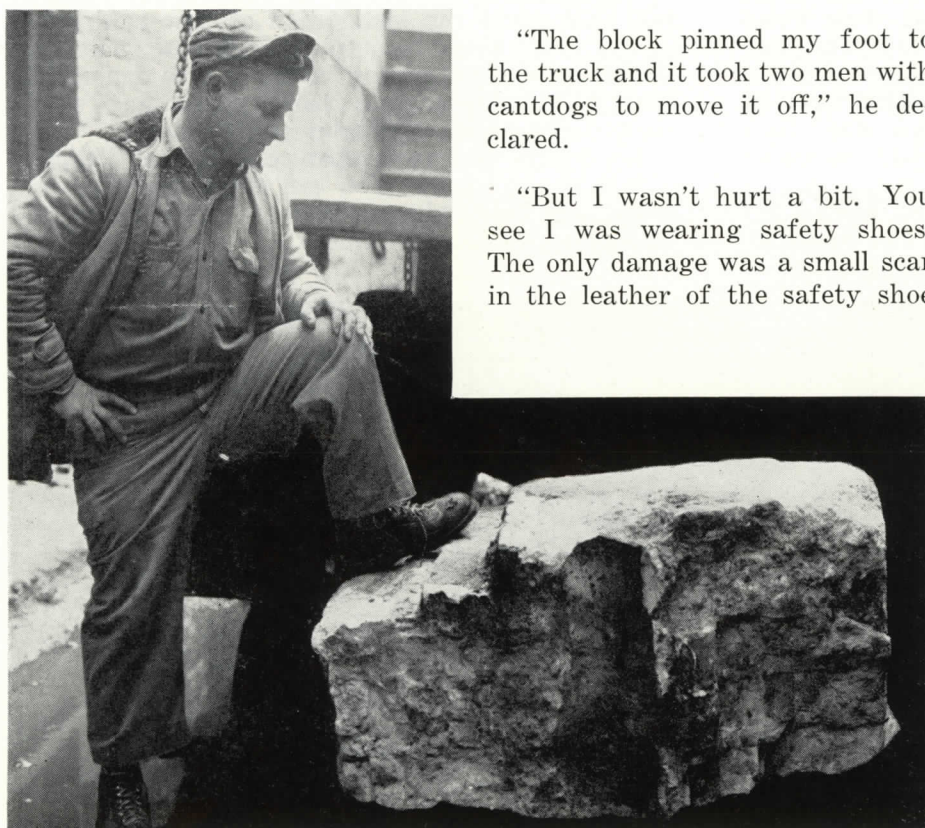
What would have happened if he hadn't been wearing safety shoes?

"That's easy to answer. I'd sure enough have lost my toes."

This wasn't the first time that Frank found out he was doing the smart thing by wearing safety shoes all the time. "I had heavy things drop on my feet twice before," he said. "But never anything like this."

He looked down at the slightly scarred safety shoe. "A fellow's crazy if he doesn't wear safety shoes on the job," he declared. "Maybe nothing happens for months, or even years. But when it does, it's awful nice to have those shoes on."

"THAT FELL ON ME" . . . Frank Gauthier and the 2,000-pound concrete block that fell four and one-half feet onto his left foot. Frank was uninjured— thanks to his habit of always wearing safety shoes while at work.





\$500⁰⁰ for an IDEA

A PAIR OF WINNERS . . . Glendon Utley (left), latest winner of \$500 for a suggestion, chats with Edwin Thresher, first \$500 winner.

A CHECK for \$500 — the third such check to be presented in the company — has been awarded to Glendon W. Utley, a sawyer at the Hardwood Sawmill, for a suggestion.

The award recognizes a suggestion which Mr. Utley made concerning the installation of a conveyor system to facilitate the resawing of certain lumber.

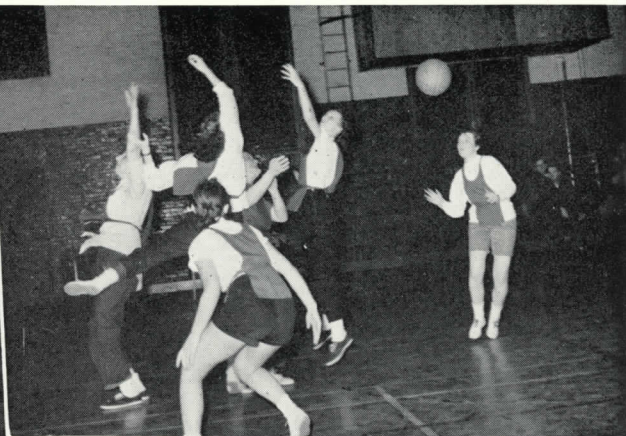
Mr. Utley is the second sawmill man to receive a \$500 award. The first was Edwin Thresher. A

\$500 award also was made to Clarence Monahan of Burgess Mill.

The presentation of the check and a certificate were made at ceremonies at the sawmill by Vice President Robert W. Andrews; Clauson Soule, manager of lumber manufacturing; Myrle Utley, tour foreman and father of Glendon, and John Fitzgerald, suggestion plan director.

A CHECK FOR \$500 Glendon Utley receives a check and a certificate in recognition of his suggestion at the Hardwood Sawmill. Left to right are Myrle Utley, tour foreman and father of Glendon; Mr. Utley; Clauson Soule, manager of lumber manufacturing, and Vice President Robert W. Andrews.





CHAMPIONS . . . Winners of the city girls' basketball title were, seated, left to right, Patty Thomas, Coach Ken Dickinson, Esther Lamarre. Standing, Bev Travers, Joyce Foley, Denise Tardiff, Janet Robichaud, Jackie Mason. In action, Bev Travers takes the ball as Mary Piper, Joyce Foley, Jackie Mason and Anita Bissett vainly try for the rebound.

A Pair of Pennant Winners

TWO PENNANTS, plus a play-off title in the winter 1956-57 record of Brown Company teams.

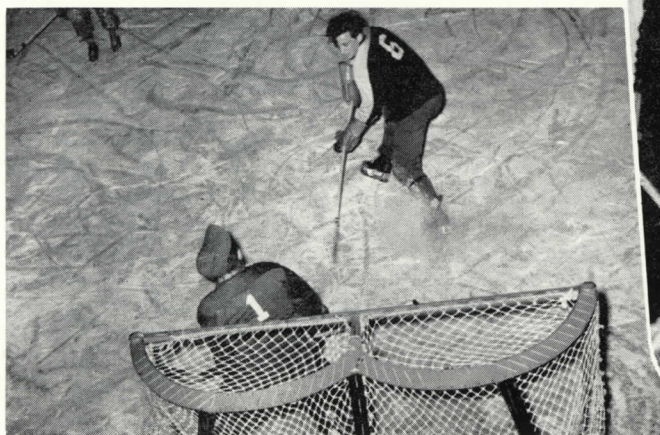
Both the girls hoop squad and the men's hockey team wound up at the head of their leagues over the regular season. Then the girls went on to capture the play-offs, defeating Curtis Hardware in the finals, 31 to 22.

The hockey club, strongest team in the league, fell before a surprising Red Wing team in the finals

of the play-offs. Brown Company won the first game, 7 to 5, lost the second 9 to 6, and then dropped a heart-breaking 5 to 4 final tilt.

The other Brown Company team — the men's basketball squad — had rougher going over the season. But the Brownco's pulled a stunning upset in the opening round of the tourney to drop the Eagles, 56 to 48. The hoopsters lost to Eastman's in the semi-finals.

SHARPSHOOTERS . . . Winners in regular season play and finalists in the playoffs of the city hockey loop were, kneeling, left to right, Jules Payette, Oscar Carrier, Paul Cloutier, Romeo Labonte. Standing, Paul Theriault, Leo Roberge, John Garneau, Don Roy, Joe Ottolini, Bernard Ryan. In action, Bernard Arguin slips one by Red Wing Goalie Real Vezina.



What's Going On Here?

by Keith B. Jelly
Chief Industrial Engineer

Most people like to know what is going on. That is one reason why most of us read newspapers and watch television. Particularly when it is something which may affect our own jobs do we have a special interest in the things taking place around us.

It is for this reason that Brown Company feels that its employees would like to know, and should know, more about industrial engineering work — what its purpose is, what it is, and how it may affect their jobs.

In this article we want to face the issue squarely and “call a spade a spade”, believing that this will lead to better understanding, and through understanding benefit employer and employee alike. Therefore we frankly admit that industrial engineering work is one of the company activities which affect certain employees and cause some job changes. We shall also show why it is necessary and how the long range results will benefit all concerned.

What Industrial Engineering Is

There are of course many kinds of engineering: electrical engineering, which, as everybody knows, is concerned with electrical equipment and electrical power, etc.; mechanical engineering, which is concerned with design and manufacture of machinery; civil engineering, which is concerned with the design and construction of buildings, bridges and major construction projects.

Industrial engineering is engineering which is concerned with the application of engineering principles to industrial operations as a whole, fitting together machines and men to the best possible advantage. Its goal is to see that the company operates as efficiently as possible — that is, at the lowest possible cost.

In the pursuit of operating the company as well as we can, and at as low a cost as we can, the industrial engineer is merely one cog in the whole company organization. Every department, every manager, every foreman and every conscientious employee should be working toward this same goal — to make our company as prosperous as possible.

Why is this necessary? Everyone reading this article knows the answer if he stops to think about it. We are living in a free economy and the man who can make the best product at the lowest cost gets the business and prospers. The real “boss” is the consumer. If we do not match our competitors’ quality, cost and service, we will not prosper. If we equal or better it, everyone of us — from the president to the newest employee — will benefit in more security, more pay, more job satisfaction. The penalties for failing to do so are losing business to

competition, shutting down one department after another and possibly going out of business entirely.

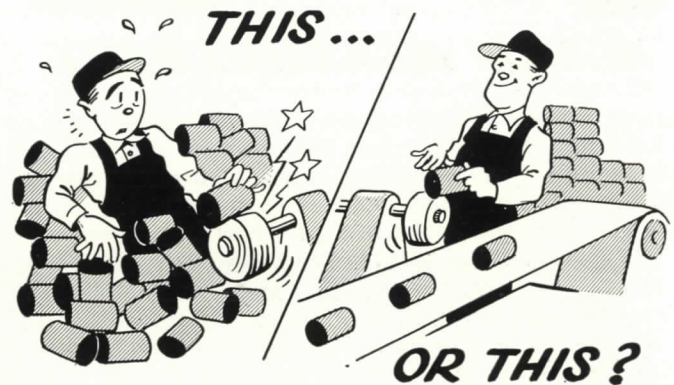
How Does Industrial Engineering Work

The industrial engineer takes on the study of a job or department with the idea of studying every operation in that department with the hope that every job can be improved in some way. Some call this work simplification, some call it methods engineering, some call it motion economy.

If we stop to think about it, we all realize that practically everything people do can in some way or another be done more easily and better, if we have the time, the interest and the determination to find the better way.

A few simple examples will point this out. If a man starts to paint his house with a small brush he soon realizes that a wider brush will do the job faster. If the brush is too large, it is hard to handle, and the job is poorly done. If he starts to do some garden work it soon becomes apparent that a wheelbarrow would reduce some of the labor involved. Even after these improvements have been made, further thought will usually show how still further improvements can be achieved.

Naturally, the industrial engineer has to go much further than just finding ways to improve a job. He



must study the cost of the old and the new method, the cost of making changes, and find out if the spending can be justified. This again is exactly the same as for the man at home. If he is going to garden an acre of land, it makes a lot of sense to get some good equipment, whereas, if he has only a ten foot square back yard garden, he can't justify very much expense.

So one of the important jobs of an industrial engineer is to find a better way of doing the job and determine if the improvements will pay for the cost. This aspect of the work helps the worker since it provides him with easier and better methods, and in some cases, with improved equipment for doing his work.

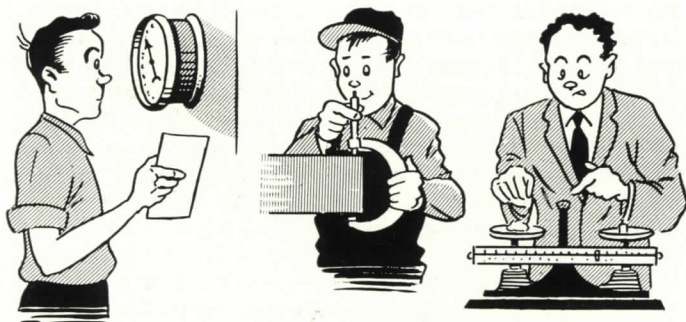
Industrial engineering is also concerned with the planning and scheduling of work. On any job three things have to be brought together at the right time, at the right place and in the right quantities. These three are men, materials and machines.

This sounds pretty obvious since the men are of no use if they have no material to work with, and neither men nor material are of use if the machine is broken down. It is also obvious that much time is wasted here and there by failing to plan for these three to fit together. This is also part of the industrial engineer's work.

There is a third phase of the industrial engineer's work which is perhaps the least understood, and the one which causes the greatest resentment among employees. This is the work measurement part of the job.

An Age of Measurement

How many of us have ever stopped to think that we are living in an **age of measurement**? Your first reaction may be to disagree, and to say that the modern age is an age of machines, or an age of



AGE OF MEASUREMENT

speed, or an age of science. But if we consider it carefully, we realize that the modern age, with all its technical advancement, is based on **measurement**. It was when man first learned to measure the things around him that scientific progress began.

A few examples will serve to show how dependent we are on measurement. A doctor must be able to measure temperature, the number of the white and red cells in our blood, and many other such things. The optometrist must be able to measure our vision. The machinist must be able to measure with great precision the diameter of a shaft.

In our own industry people who work in the laboratories, recording gauge, quality control, etc., are thoroughly familiar with the great importance of measurement. The cook in the digester house knows that he must be able to measure steam pressure and various other factors if he is to produce high quality pulp. In electricity we must be able to measure kilowatts, volts and amperes in order to use our equipment. Everywhere we look accurate measurement is a basic feature of our industrial way of life.

The Importance of Time

Our chief measurements are distance, weight and **time**. Everyone is aware of the importance of time.

As someone has said, "It is the stuff that life is made of." Its importance is so great that there is probably not a person in town without a watch or clock of some kind in his home.

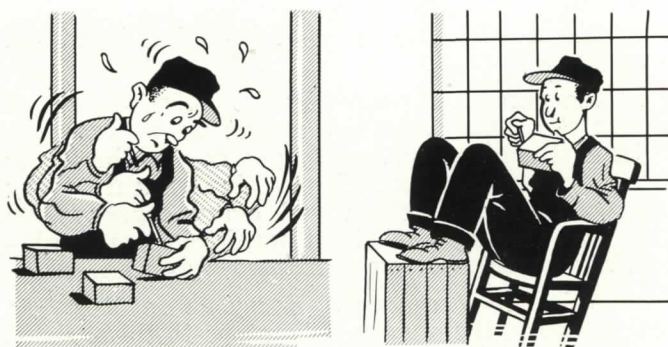
From long experience we all know the importance of time — what time we must get up in the morning in order to dress, have our breakfast and get to work on time. When we go on a trip we make a **time** calculation so that we will have some idea of when we will arrive. We figure out the speed at which we will drive and watch the speedometer which shows our speed in terms of time. We know how much time we need for sleep and we go to bed accordingly. Our entire lives are affected to an amazing extent by **time**, which is a **measurable** thing in minutes, hours, days, etc.

In industry time is an important factor. Fundamental to a successful business operation are **time standards** for our basic operations — a digester must cook a certain length of time, a paper machine runs at so many feet per **minute**, a lathe turns out so many pieces per **minute**. Always **time** comes into the picture.

There is nothing surprising then, or startling, about the idea of the measurement of time. A little thought will show how simple and logical it is to measure the work involved in any job in terms of time. When this is known, it can be determined how many men and how many hours are needed to do a job, how many pieces a lathe should turn out in a eight-hour shift, and so on. We call this "work measurement." Without such measurement we are only guessing, and can very easily guess wrong.

A Fair Day's Work

We promised to be frank and "call a spade a spade." Sometimes work measurement shows there are too many men on a job, or for some reason the output is less than can reasonably be expected as a "fair day's work." Work measurement gives us the facts as a basis for making the necessary changes to correct this.



NOT THIS... AND NOT THIS!

Often it is not the man's fault. Perhaps he is held up for materials, or his equipment is not running properly, so that his time is not effectively used. Perhaps his work is not well organized so that he has to be in two places at one time. When the job is studied and work content measured in terms of

time, these things can be determined and corrections made.

We believe that **most** people **want** to do a fair day's work. We know some that do not, and you know some that do not, but we are talking about the majority. The average man feels much better at the end of the day if he feels that he has really earned his day's pay. Such a man has nothing to fear from work measurement.

Just what do we mean by a "fair day's work?" In measuring the work involved in a job the company does **not** expect anyone to work the entire eight hours, or abnormally fast. In setting work standards **allowances are made** for a man's personal needs, for rest and for minor delays. On most work this allowance is 15% of a man's working time, but on extremely difficult jobs this percentage is increased to permit more rest. A man is **not** a machine and this allowance makes an adjustment for that fact.

In addition, the definition of a "fair day's work" specifies a "**normal pace**" only. A man is not expected to work faster than normal except in emergencies. What is "normal" you may ask? Take walking as an example. A man walking at three miles per hour is generally considered throughout industry to be walking at a normal pace. If a man wants to increase this pace, (in other words walk faster) he can thereby increase the time he has for rest. If he is walking at lower than normal walking pace he can logically be expected to walk faster than he has been doing.

There doesn't need to be any argument. While this can't be measured with the precision of a micrometer, each of us knows in his own mind when he is working at a normal pace, and when he is not—and the time study analyst knows it too.

Moving pictures of dozens of operations have been developed in industry to establish a national picture of normal pace. These films are used by the Industrial Engineering Department and are available to anyone who is sufficiently interested.

Many unions today have their own industrial engineers, who are frequently called in to consult with management's industrial engineers in resolving questions. They work together, using the same basic accepted standards which are used by unions and management engineers everywhere. American industry in general is applying modern scientific techniques to organize work effectively, to find the simplest and best way to do a job, to establish reasonable and fair standards for a "fair day's work."

The company is not out to press for more and more work without limit, but to establish reasonable levels of performance. When cases are found where output is above reasonable levels of performance corrective action will be taken. When below it will be corrected also.

We pointed out earlier that the result of such work might mean some temporary dislocations. There is no doubt that in some cases it will do so. But we are living in a changing world. Every new technical advance, every new piece of equipment affects somebody's job. Time and methods study may do so too. However, the goal is a better company and a more prosperous company, which will in the long run lead to prosperity for all employees.

That has been the pattern in American industry — production of more and more goods with less and less labor which increases the standard of living for all. The fundamentals are simple. That has been the way of life which has brought us to the highest level of general prosperity ever known, at any time, in any country, anywhere.



GREATER PRODUCTION
LOWER COSTS
BRIGHTER FUTURE

BROWNCO NEWS REVIEW

Sherman Twitchell and Edmond Hamel, Both With Company 40 Years, Are Promoted To Supervisory Posts At Burgess



SHERMAN TWITCHELL

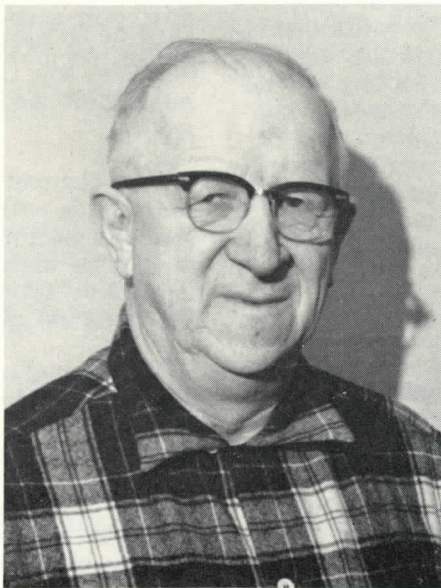
Two long-time employees of Brown Company have been promoted to supervisory positions at Burgess Mill.

They are Edmond Hamel and Sherman Twitchell, who have been named raw stock foremen at the sulphite plant.

Mr. Hamel joined the company in 1918 in the old Kream Krisp Plant. He was with the Maintenance Department and the Window Frame Mill until 1922, when he went to Burgess as a digester helper. In 1925, Mr. Hamel went into the acid room as an acid maker. Seven years later he transferred to the Chemical Plant as an acid maker, and then returned to Burgess in a similar capacity in 1949.

Mr. Hamel was the first winner of a major award in the company's Suggestion Plan.

Mr. Twitchell has been at the Burgess Mill in the sulphite digester room since he joined the company in 1917. Among his various jobs were those of wrenchman, acid tester and acid runner. In 1950 he was named a digester cook.



EDMOND HAMEL

He is a graduate of Berlin High School.

Relax, Enjoy Yourself — Join the Community Club

It's time to renew your membership in the Berlin Community Club.

Or, if you have not been a member, it's time to get in on the fun and enjoy the opportunities the club gives you and all members of your family.

The Community Club is headquarters for a good time for all. There are facilities for swimming, basketball, badminton, track, bowling and dozens of other health-giving, fun-giving bits of recreation.

A family membership is only five dollars a year. Your membership will be good until April 30, 1958.

Join the Berlin Community Club!

Sons Of Company Men Win Two Top Science Prizes

Sons of two Brown Company employees have won top honors in the North Country Science Fair.

Leo Morin, son of Cleophas Morin of Power and Steam, and Maurice Renaud, son of Laurier Renaud, a foreman with Burgess Maintenance, will represent New Hampshire in the National Science Fair in Los Angeles. Both are Notre Dame High School students.

Shelburne Power Men Find Bald Eagle In Androscoggin

by Sylvia Oliver

Many strange things are fished out of the river, but nothing quite as startling as what Glen Cole, operator of the Shelburne Hydro Station saw floating near a boom—an American bald eagle.

Joe Thorne, with the aid of a cantdog was able to reach the bird, which weighed 15 pounds and had a wing spread of seven feet. He immediately notified Conservation Officer Paul Doherty of the find.

He Likes His 'Chute

A former Brown Company employee has become an active member in the "Caterpillar Club."

Rexford Rich, now an airman first class, parachuted to safety when a C-119 Flying Boxcar crashed near Columbia, S.C. As Airman Rich declared: "It was quite an experience."

THANK YOU

I want to thank all my many friends and especially co-workers for their fine gifts and kind remembrances during my convalescence.

Edward Remillard

Herr Urges Plan To Prevent Recurrence Of 1948 Fires

Northern New Hampshire's forest fire prevention record in 1956 of only two acres burned was the best in the 46 year history of the New Hampshire Timberland Owners Association, C. S. Herr, association president, declared the other night. But at the same time, he urged adoption of a plan for increased fire patrol activity in extremely hazardous periods to prevent a recurrence of 1948 when 32 fires burned 751 acres in the Androscoggin and Connecticut River Valleys.

Mr. Herr, who is vice president in charge of woods operations for Brown Company, recommended the group adopt a plan under which seasonal fire patrol employees might be used in other capacities by land owners and other agencies during periods of wet weather conditions when their services are not fully utilized. "If such a method of operation could be worked out," he continued, "it would then be possible for the association to double or triple its patrol activities during the extremely hazardous periods by utilizing funds it had conserved during the period when these patrolmen were employed by some other agency."

The association operates nine fire patrols covering 607,250 acres of timberland in northern New Hampshire. Members of the Timberland Owners Association share the cost of the patrols through an assessment of one cent an acre.

In his report to the annual meeting of the association, Mr. Herr said that only seven fires broke out last year burning two acres in the Androscoggin and Connecticut River Valleys patrolled by the association. "Our record in fire prevention was an outstanding one in 1956," he declared, "but we cannot rest on our past performances. This is another year. An extremely dry year could bring about the same type of conditions that existed in 1948 when 32 fires burned 751 acres in the two valleys."

At the annual business meeting, Mr. Herr was reelected president of the association. Other officers

Finnish Forest Engineer Visits Here



VISITOR . . . Olli A. Sarantola (right), forest engineer for Oulu Osakeyhtio, Oulu, Finland, chats with Brown Company Vice President C. S. Herr during a visit here. Mr. Sarantola has been spending some time traveling in the United States and eastern Canada studying woods methods and techniques.

named include F. E. Moses of Groveton, vice president; Daniel J. Horan of Berlin, secretary-treasurer, and Merit Bean of Errol, W. A. Ruch of North Stratford, Robert S. Monahan of Hanover, Lee Ab-

bott of Bangor, Maine, and H. V. Hart of Deferiet, N.Y., directors.

Speaker at the dinner was Attorney Arthur J. Bergeron of Berlin, who discussed the history of northern New Hampshire.

Digesters No. 1 and Rear Admirals Repeat Winning Performances; Chem-Floc, Lt. Generals Also Victorious

It's getting to be a habit with the men of the Burgess Digesters No. 1 bowling team and the Rear Admirals.

The two teams finished first in the second round, duplicating a feat they both performed in the first round. And in doing this, both

teams improved their won and lost records.

Meanwhile, Chemical - Floc and the Lieutenant Generals moved up from second place spots to win second round titles in their divisions.

MILL LEAGUE

Division A

| | Won | Lost | Ave. |
|-----------------------|-----|------|------|
| Burg. Digesters No. 1 | 25 | 7 | .781 |
| Chemical | 18 | 14 | .562 |
| Bermico No. 1 | 17 | 12 | .531 |
| Onc | 16 | 16 | .500 |
| Metal Ends | 16 | 16 | .500 |
| Bermico No. 3 | 13 | 19 | .406 |
| Bermico No. 2 | 13 | 19 | .406 |
| Inst. Control | 9 | 23 | .281 |

Division B

| | Won | Lost | Ave. |
|-----------------------|-----|------|------|
| Chemical-Floc | 23½ | 8½ | .734 |
| Bermico No. 4 | 22 | 12 | .687 |
| Cascade Machines | 22 | 12 | .687 |
| Burg. Digesters No. 2 | 21 | 11 | .656 |
| Burgess Lab. | 16½ | 15½ | .516 |
| Cascade Maint. | 10 | 22 | .312 |
| Kraft Mill | 9 | 23 | .281 |
| Bermico No. 5 | 5 | 27 | .156 |

OFFICE LEAGUE

Division A

| | Won | Lost | Ave. |
|----------------|-----|------|------|
| Lt. Generals | 22½ | 9½ | .703 |
| Brig. Generals | 19 | 13 | .594 |
| Majors | 18 | 14 | .562 |
| Master Sgts. | 17 | 12 | .531 |
| Commodores | 16 | 16 | .500 |
| Tech. Sgts. | 14 | 18 | .437 |
| Sergeants | 13½ | 18½ | .422 |
| Seamen | 9½ | 22½ | .297 |

Division B

| | Won | Lost | Ave. |
|---------------|-----|------|------|
| Rear Admirals | 26 | 6 | .812 |
| First Sgts. | 19½ | 12½ | .609 |
| Sgt. Majors | 18 | 14 | .562 |
| Corporals | 16½ | 15½ | .516 |
| Ensigns | 15 | 17 | .469 |
| Commanders | 13½ | 18½ | .422 |
| First Lieuts. | 10 | 22 | .312 |
| Privates | 8 | 24 | .281 |

News AROUND THE PLANTS

Hail to the Queen



A QUEEN IS CROWNED . . . Lydia Bockman of the Cascade Towel Room is crowned queen of the 1957 Berlin Winter Carnival by New Hampshire Governor Lane Dwinell. At the left is Lucille Charest, also of the Towel Room, who won the title in 1956. The crown bearer is Nancy Fysh, daughter of Ken Fysh of the Woods Department.



BERMICO

by Rosaire Brault

Sympathies are extended to Armand Jacques on the recent loss of his mother, and to Rosaire Labbee, on the recent loss of his father.

Back from early vacations are Sherman MacKenna and George Toothaker, who worked on his house.

Mr. and Mrs. Rosaire Brault announce the arrival of a baby boy.

Seen around town in new cars are Victor Goyette and Don Welch.

Back to work after a short illness is Lita Samson of the Shipping Department.

Out sick at this writing are William Suffill, Oliva Girouard and Rene Gagne.

RECORDING GAUGE

by Tony Cellupica

Congratulations to our newest member, Roland Roy and Mrs. Roy on the birth of a son.

Our supervisor, Harold Thomas, was on the sick list recently, but he is back on the job.

Hector Leblanc spent a few days at the St. Louis Hospital. It seems that was the only place that could keep him quiet since his hockey team had such a poor season. Remember the saying, Hec. "wait 'till next year."

Stanley Roy crossed us up. He went and bought a snappy looking new car.

Dwight Fortier finally got his station wagon, a "Sierra Gold" special, no less.



CHEMICAL & FLOC

by Alf MacKay

Ash Hazzard and his orchestra, the well-known "Aces" are now available for wedding receptions, anniversaries and dances — just phone 1271-W.

Don Plante, date ice-out expert, was again host for a king-sized treat for the boys.

Robert Vien has forsaken his old model for a new make.

Richard Lemieux has returned from a wonderful week's vacation.

The boys from the Cell House send Aime Devost their best wishes. He is confined to the hospital at White River Junction.

Ed Perrault is sporting around in his new "swept-wing" something or other. Bill Lapointe is the proud possessor of a new car, as well as a new TV set.

Bob Horne has returned from a three-weeks' vacation spent in Florida.

Harold Vashaw reports excellent fishing in Maine.

Bob Routhier and Al Lavoie represented the Floc Plant at the hockey finals in Providence.

The famous picture of Bill Raymond's daughter Paula, which appeared in all the Boston papers last year, is in print again. It was published on the cover of "Panorama," Boston's official guide magazine. The photo shows Paula (now Mrs. Descesari) surrounded by amaryllis, and was printed to call attention to the 86th New England Spring Flower Show.

Our outdoorsmen are getting their boats and motors ready for spring. If you see a couple of flashes of smoke up Magalloway River, it won't be jets — it will be Milton Thurlow and Leonard Ainsworth cruising around in their boats.

Co-Workers Honor Henry Johnson



FORTY-FIVE YEARS SERVICE . . . Harold Johnson, salt purification foreman at the Chemical Plant, is feted by fellow workers as he retires from the company. Front row, left to right, Raymond Lefevre, Oliver Berube, Walter Hazzard, Alfred McKay, William Raymond, Mr. Johnson, George Reid, George Gale, Oscar Hamlin, George Roy. Second row, Albert Turcotte, Leo Murphy, Harvey Roberge, Albert Guilmette, Gus Napert, Robert Vien, Robert Horne, Guido Mattassoni, Cecil Manton, Earl Philbrick, Robert Vashaw, Locke McKenna. Third row, Anthony St. Hilaire, Adelard Rivard, Robert Dufresne, Norman Hayes, Adelard Pinette, Clarence Cleson. Fourth row, Reny Patrick, Jr., Arthur Vezina, Albert Stone, Adelard Valliere, Norman Lowe, George Lafleur, Eugene Marshall, Harry Sullivan, Edward Leclerc, Victor Dutil, Fred Vallis, Glendon George.



CASCADE

by Robert Murphy

Everyone misses Amedee Rivard since his retirement on March 1. We all welcome Richard Andrews, who is replacing him.

Cecile Parent, our nurse, is the envy of all the Cascade girls. She has one of those 1957 "dream cars"—a golden biege model. It sure is a honey.

Congratulations to Mr. and Mrs. Peter Landers on the new addition to the family.

Louise Peloquin is floating on a pink cloud these days. Her engagement has been announced to Tappan C. Fitzgerald. Tappan is employed at Cascade Mill, and Louise is secretary to Paper Division Manager Carl von Ende. Congratulations to you both! Tappan plans to leave shortly for service with the Army. Louise has accepted a position of stewardess with American Air Lines.



BURGESS & KRAFT

by Gene Erickson

We are all sorry to see Lennie Jodrie resign as shop steward after doing such a splendid job for years. To you goes a well done.

Alger Stiles was hauling some wood with his truck when he had three blowouts on the same trip. It certainly was a black Friday for Alger.

Congratulations to Mr. and Mrs. Peter Thomas, who became proud parents of a bouncing baby boy. The Lab boys send congratulations to both of you.

Two Lab men recently visited in Manchester, N.H. and Boston, Mass. They were Roger Dutil and Bob Travers, who both had a wonderful time.

John Nadeau shamed Harold "Red" Graves into standing by his Alma Mater, Lynn English, in the New England Tournament against our local school, Notre Dame. But he was amazed at the outcome. He will never forget the team they faced there.

DALLAS

by R. E. LaPlante

Brown Company has moved its Southwest District Sales Offices to new quarters at 505 North Ervay Street, Suite 712, in Dallas, Texas.

Our office serves the states of Texas, New Mexico, Oklahoma, Arkansas, Louisiana, Mississippi, Tennessee and Alabama.

Raymond E. LaPlante is regional salesman for the Bermico Division. Ray's dad, Arthur LaPlante, of the Berlin Office Service Department, has been with Brown Company for many years.

Norman W. Henderson is district sales manager for the Nibroc Towel and Tissue Division, with headquarters in the Dallas office. Norman is the son of G. F. Henderson, general sales manager of paper products. Norman covers the states of Texas and Oklahoma for the Towel and Tissue Division.

Ray and Norm are both residents of Plymouth Park in Irving, a suburb of Dallas.

ENGINEERING DEPT.

by Merna Joudrey

Members of the Engineering Department wish to extend their deepest sympathy to Henry Stafford and family on the death of his mother.

Bernard and Mrs. Covio spent a few days visiting their daughter and family in Boston.

"Norway" and Mrs. Johnson returned from the southland in March. Norway is a converted Floridian and is singing the praises of that state. The Florida Chamber of Commerce can take it easy now that Norway has taken over their advertising.

Congratulations to Willie and Betty Bertrand on the birth of a daughter.

STENOGRAPHIC DEPT.

by Eleanor Pettingill

Jean Bissett and Lucille Morin enjoyed a week's vacation in Norfolk, Va.

A Half Century With Brown



FIFTY-ONE YEARS SERVICE . . . That was the record of Amedee Rivard, pulp supply clerk at Cascade Mill, pictured here as fellow employees wished him good luck at the time of his retirement. Kneeling, left to right, Joseph Rozek, John Toppy, Larry Poisson, Bob Murphy, Verne Clough. Second row, Louise Peloquin, Mr. Rivard, Rollie Lepage, Cecile Parent, Lorraine Alati, Pearl Murphy, Beverly McKenna. Third row, Henry Lepage, Conrad Waldie, Pat Hinchey, Reggie Murray, Thomas Stiles, Carl von Ende, Clifford Dauphney, Don Vachon, Carleton MacKay, Clinton Bixby, Leo Patry, Angus Locke, Don Sloane, Ken Gallant, Dick Andrews, Donald Gilmore, Walter Hearn, Ralph Rogers, Clarence Robinson, Chester Bissett.



MAIN OFFICES

by Jeanne Bouchard

Vacations in Florida are popular here at the main office. Those who have decided to pick up an early "tan" are Dr. George Day, Van Woolsey, Alec Walker and Stuart Skowbo.

Mr. and Mrs. Kenneth Hawkes vacationed for a week in Hampton and Manchester, N. H., and Boston.

Eleanor Coolidge spent her week at home. Alfred Croteau visited in Lewiston during his vacation.

Mr. and Mrs. Walter Forrest were week end visitors in Boston recently.

The Powers models have nothing on us. At the recent style show held at City Hall, Janet Hamel and Patty Thomas exhibited many a chic model.

CENTRAL ORDER BILLING

by Julie Alonzi

Rita Gagnon was thrilled to be able to have been in Providence, R.I., to see her Alma Mater (Notre Dame) defeat Hamden, Conn., which made them the New England Hockey Champions.

A bridal shower was given in Milan, in honor of Doris Wheeler—and it was a real surprise.

INDUSTRIAL ENGINEERING

by Genise Amero

Congratulations to Mr. and Mrs. W. S. Hutchins, who are the proud parents of an 8-pound, 2-ounce baby boy, Walter James. This is their second child.

We nearly had a national champ in our midst at the recent winter carnival. Robert Young of this department was going to attempt to break all records, but decided he wasn't in tip top shape this year. However, he's going to train all summer, and perhaps try next year, he says.

Clark Peterson is sporting a new car. Very nice, Clark.

Your correspondent spent a week's vacation skiing at Stowe, Vt.

PURCHASING DEPT.

by Irene Markovich

Girls of the Purchasing Department attended the bridal shower given Pat Wentworth at the Berlin Mills Fire Station. Pat will be married to Dick Poliquin on May 11.

Ann Theresa Barbin was in Boston recently to purchase a gown for the coming wedding of a school friend in Lawrence, Mass. Ann will be a bridesmaid.

ONCO

by Robert Valley

We express our deepest sympathy to Archie Gagne and Edith Wentworth on their recent loss of family members.

Recently, we had three of our co-workers out on the sick list, Ethel Piper, Emile Michaud and Tommy Sullivan.

Two new additions to the Onco Finishing Department are Lucille Wilde and Louise Coulter. We spread the welcome mat for you both.

Any information on a second-hand helicopter will be appreciated by Robert Gagne of the Coater. He says his auto just won't keep up with the 5 o'clock traffic.

Listening to Russ Marquis, Phil Farrington and Calvin Jordan, you'd almost think fishing season was here. When the time comes, and they get a good sized one (with proof), we'll let you in on it.

The girls of Purchasing also went to the Country Club Inn recently and enjoyed their first visit there very much. At this time, Rita Gagnon and Yolande Landry of the Central Order Billing Department and Mrs. Olive Lacroix, joined in this monthly get-together.

Van Woolsey attended the New England Purchasing Agents Association meeting and dinner held in Boston. Accompanying him on this trip were Mrs. Woolsey and daughter, Jane.

Hot Stuff

Henry Stafford of Engineering, is now sporting a ventilated jacket. Seems that Henry covered about one-half mile walking around the plants recently and kept smelling something burning. He conscientiously sniffed everyone he met, but couldn't trace down the odor. He finally decided to give up his detecting and reached into his pocket for his pipe. Fortunately, the pipe was still there and still smoldering, but the pocket was just about gone. That peculiar odor had been Henry's jacket going up in smoke!

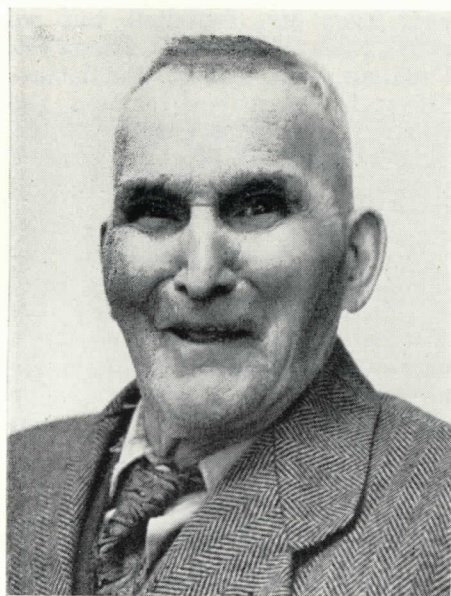
Solomon Smith 89, Hikes 4 Miles Daily To Keep Fit

by Ovila Valliere,
Secretary-Treasurer

Solomon H. Smith, oldest member of the Golden Age Club, celebrated his 89th birthday on St. Patrick's Day.

You never would guess from talking with Mr. Smith that he is a day over 70. He walks with a quick, firm step, and his eyes sparkle all the time he talks with you.

"I walk three or four miles every



SOLOMON SMITH

day," he declared, "and I always feel fine."

Mr. Smith was born in Mount Gideon, Albert County, New Brunswick. His was a big family — 11 brothers and a sister. Two brothers are living — Sanford Smith, 82, a farmer in eastern Maine, and Silas Smith, 83, of Moncton, New Brunswick.

"I came to Berlin in June, 1895, and went to work the next morning at the Burgess Mill," he declared. "My first job was loading and unloading the cars. I was foreman on the electric generators from 1914 until 1922, and later served as a millwright. I was the first man to run a baling press at the Burgess. At one time, I was in charge of all the motors on the river.

APRIL 1957

GOLDEN AGE CLUB



ENTERTAINERS AND ENTERTAINED . . . Young people of Berlin and Gorham have volunteered their services to present regular entertainments for members of the Golden Age Club. A dancer, a comedy team and a trumpeter were the first entertainers. Here they pose with some of the members of the club. Seated, left to right, Irene Gauvin and Suzanne Jones of Notre Dame High School, Solomon Smith, Edmond Leveille, Robert Catello of Berlin High School, Sue Ann Gagnon of St. Patrick's Grammar School, Joseph Leblanc. Standing, Mrs. Emelie Fredette, Joseph Fredette, Mrs. Albert Boucher, Mrs. Joseph Roberge, Mrs. Joseph Vaillancourt, Albert Boucher, Joseph Dumont, Theodore Martin, Adolph Rousseau.

by Ovila Valliere
Secretary-Treasurer

The Golden Age Club is happy to report that 32 new members have joined since January.

Attendance is very good. More people are coming to play cards than ever before. Our monthly birthday parties, movies and talks all add to the enjoyment of the club.

Mike Grigel and his son-in-law, Francis Brannen, flew to Florida recently for a two weeks' visit. Enroute, they had to stop at Bunnell, Fla., because of bad weather. They visited Sarasota and Palm Beach and reported that Florida is a very nice place for a vacation. It took them a day and a half to fly back to Berlin.

Officers and members of the Club extend their sympathies to the families of Delphis Parent and Henry Tremblay.

Henry Morrisette was called to Ashland, N.H., recently upon the death of his brother-in-law, Edgar Mansfield.

President Leo Frechette was called to Lewiston, Maine, for the services for his brother-in-law Louis Poussard.

Our sincere sympathy to Mr. and Mrs. Morrisette and Mr. and Mrs. Frechette.

"I went to the International Paper Company to run their sulphite room. Then, I returned to the Cascade mill, where I took charge of repairs on the paper machines for about three years. From there, I went to British Columbia to help build the Powell River Paper Company. I finally returned to work for Brown Company, until my retirement. All told, I spent about 22 years with Brown Company.

"If I was a young man again, I would stay right with Brown Company.

"If anything should happen to Brown Company, I should pity this Androscoggin Valley."

Mr. Smith had four children, two sons and two daughters. One son, Everett Smith, is living in Berlin. Mr. Smith is proud of his 12 grandchildren and five great-grandchildren.

In his retirement, he finds time to offer his services to the custodian of the Baptist church, and is always busy with his tool kit helping out the neighbors.

Perhaps the secret of keeping young at 89 is keeping active mentally and physically. At least, Solomon Smith is a shining example.

WOODS DEPT.

WOODS CAMPS

by Joe Robichaud

March 15th rolled 'round and found the winter hauling pretty well buttoned up. Things went as planned despite a mild spell which tied things up for a week.

In the Parmachenee Area, there remains but one camp (Long Pond Depot) which stays open year round. Long Pond Camp is headquarters for the Parmachenee Area and houses the men who are working at various jobs. These jobs can be done to greater advantage in the spring of the year. The men also provide so-called "springing-out jobs." These projects include moving logging camps from cut-out areas to new timber stands and getting boats and driving camps ship-shape for the spring drive.

Road maintenance crews are constantly filling in frost heave holes to permit necessary traffic to continue throughout the spring break-up. They also overhaul bulldozers, electric light plants and other mechanical equipment at the Long Pond Garage.

In the Lakes Region, Lincoln Pond No. 1 Camp remains open. A sizeable crew is employed on the tractor job. I am told this job is scheduled to run through spring break-up.

The situation is much the same in the Androscoggin Region, where one camp, Swift Diamond No. 1 remains open. This camp is also engaged in tractor logging and may run through spring break-up.

Some look forward to the springing-out period. I certainly do, because it permits me to be home every night. For the past three years, I have been working for Maurice Quinn, woods mechanic and civil engineer, during the spring breakup. Our project is the installation of the sprinkler system at the old airport.

Larry Parsons, the district logging superintendent for the Parmachenee Area, left for a three weeks' vacation in California. Larry and his family took to the airways. Burt Corkum is taking over in his absence. Burt is right on the job, directing this and that project. Any spare moment finds him rum-

maging around old pick poles, bateau oars, cantdogs and what have you. You see, his pet project is the spring lake drive, and he's checking over his wangin.

Before things came to a close in the Parmachenee Area, a cribbage tournament was set up. First honors went to Johnny Poirier and Warren Johnson. Urban Keenan and your correspondent were runners-up. The consolation game was won by Bill Pickford and Burt Corkum.

WOODS OFFICE

by Lorraine Bisson

Kendall Norcott has undergone surgery at the New England Hospital in Boston. During his stay at the hospital, Ken received several pints of blood. Although replacement of this blood to the blood bank is not required, Brown Company people more than replaced it at the recent Bloodmobile in Gorham. Donors included Daniel Bennett, John Bork, Harry Carney, Joseph Dube, Marie Dube, William Dupont, Ivan Elger, James Grant, William Hamlin, Leon Hawkinson, Warren Johnson, William Johnson, Urban Keenan, Carleton MacKay, Raymond Mitchell, Alton Oleson, Mamie Oleson, John Poirier, Roland Ramsay, Joseph Robichaud, Louis Roy, Albay Paige, Edward Reichert, Martha Jane Smith, Donald Sweeney and Rodney Webb.

The following men attended the New England Section Meeting of the Society of American Foresters in Boston: C. S. Herr, Gordon MacIntosh, Raymond Mitchell, Leon Hawkinson, John Renoux, Rodney Webb and Daniel Bennett.

Howard Finnegan has returned to work after receiving treatment at the Mercy Hospital in Portland.

The James Bates are the proud parents of a first daughter, their third child. Congratulations!

WOODS ACCOUNTING

by Peg Bartoli

We all wish to express our deep sympathy to Louis Roy, on the loss of his brother, Philip. Philip was a cookee at Parmachenee Camp No. 9.

Louise McKee, one of our high school helpers has finished her work with us and has returned to school.

NEW YORK

by Rosemary Sloat

We were ever so fortunate to have had a short visit recently from Phil Twitchell on his way from Florida back to Portland. The wanderlust has really bitten him, but he hasn't been feeling too well lately. We gave him the most recent Bulletin to read, and it made him homesick when he got to the feature "Insurance Covers Them All," an operation he knew well when he worked in Berlin.

It wasn't good enough to have a visit from Mr. Twitchell, but we got a nice long letter from Bill Callahan. The pith of the letter: "How to be a pest around the house". He hasn't changed a bit, glad to report, but does it seem possible he's been gone from Brown Company five years?

Another day was made extremely pleasant by a telephone call from E. H. Maling, inquiring on the status of Brown personnel. It is nice to remember, but it is far nicer to be remembered.

Some of the girls wined, dined and showered Martha Alexander with bon voyage gifts. Martha was, and still is, secretary to F. G. Coburn, one-time president of Brown Company. She and her sister are taking a six-month trip abroad to see such countries as Spain, France, Italy, Lebanon, Egypt (they hope), Greece, England and "home" to Northern Ireland before they embark for the States, October 1. A memorable evening was had by all.

L. F. Whittemore, A. E. H. Fair and S. W. Skowbo made a visit to our New York quarters when in town for a director's meeting. The following day, we were pleased to have Col. Maurice Forget, one of our directors from Canada, stop by.

John Crosson of the Boston office, spent almost a week in New York with our Paper Sales representative, C. W. Mark.

POWER AND STEAM

by Sylvia Oliver

Louis Rancourt has just purchased his new 1957 car.

THE BROWN BULLETIN



RESEARCH & DEVELOPMENT

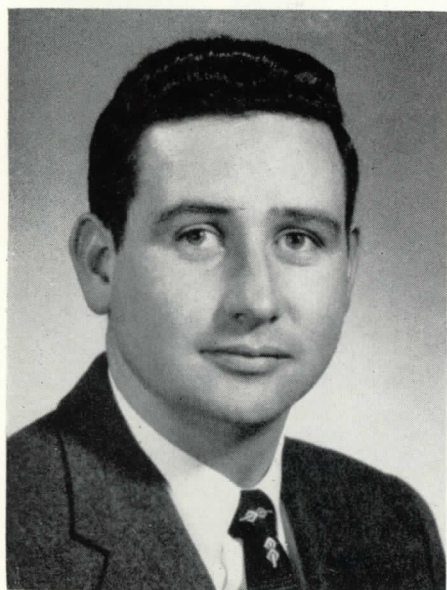
by Joan Weiss

Lillian Brunnelle attended the hockey tournament in Providence.

Out sick at this writing are Romeo Drapeau and Joe McGillen.

A second child, a daughter, was born to Dr. and Mrs. Leo Kruger. They have named her Nancy.

Two Join Product Order Division At Boston Office



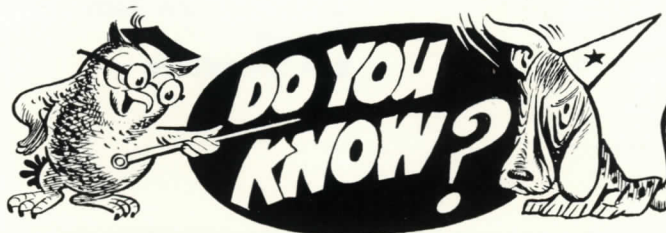
PAUL F. GRAHAM

Two men have joined Brown Company at the Boston Office in the Product Order Division.

They are Paul F. Graham, order clerk, and Henry J. Hart, coordinator.

Mr. Graham, a resident of Canton, Mass., majored in sales management at Burdett College, from which he was graduated last January. He is a veteran of two years' U.S. Army service.

Mr. Hart, a resident of Randolph, Mass., majored in finance at Boston College, receiving his bachelor's degree in 1952. He served three years with the Army.



Berlin workers get the biggest pay checks of anyone in any city in New Hampshire? Latest figures compiled by the New Hampshire Division of Employment Security show that the average annual wage per worker in Berlin is higher than in any other city in the state . . . \$152 more a year than in Somersworth, \$465 more a year than in Manchester, \$808 more a year than in Franklin.

Fifteen hundred farmers and other woodlot owners sell wood

to Brown Company? Each year private woodlot owners provide about 200,000 cords of wood for the mills in Berlin and Gorham . . . about half of all the wood the company uses. Each year, these private woodlot owners receive nearly \$5,000,000 from the company for their wood. Brown Company and these tree farmers work closely together so that the farmer will have a continuing crop and so that he may realize the greatest value from his woodlot.

BOSTON

by Don Clement

More vacation news! Amid snow and cold weather, three of the Boston "Musketeers" trekked southward to the warmer, sunnier shores of Florida for a solid week of fun and frolic at Miami Beach.

Barbara Foley, Mary Murray and Marie Driscoll were the sun-drenched threesome, and had bronze faces to prove it. Which just goes to prove that Florida must have something . . . especially during these frigid winter months.

The rest of us are looking forward to those same balmy breezes heading northward and vacations on Cape Cod or the mountains of New Hampshire (natch!). Ah, but that's still a few months away, day-dreamers.

The Boston Office Bowling League is heading for the home stretch at this writing and will have completed their first season by the time this reaches the presses . . . a very successful one, too. It kind of looks like there will be very few changes between now and the end of the season. The Red Sox currently hold the lead and, unless the

Yankees, White Sox or Indians gang up on them en masse, they should go on to take the playoffs and the trophies.

Doris Purington holds a one-point lead in season average and should win out in this department, as well as high three string and high three average. Vin LaPorte still holds high single with 119 and, although several have challenged this figure, it still stands.

We welcome Margaret Florio to our Boston office. "Marge" is handling our sales statistics records. She held down a similar position with Raytheon Manufacturing Co. for the past eight years.

We also wish to re-welcome Al Malia to the Boston Office. Presently recovering from his long illness, Al dropped into the office recently and never looked better — according to those who have known Al — and for those of us who haven't had the pleasure of working with him, we wish him a quick return.

THANK YOU

Many thanks to my fellow workers and friends in the Chemical and Floc Plants for the gift I received at the time of my retirement.

Harold A. Johnson

From Public Relations
Dept., Brown Company,
Berlin, N. H.

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in the 1956 National
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First Award: Purina Dog Chow, by Continental Can Co.: "Beautifully reproduced dog illustrations and colorful layout insure effective display in any position."

Second Award: Nescafe Vending Machine Instant Coffee, by American Bag & Paper Corp.: "Letterpress printed, heat sealed bag gives effective protection... at economical cost."

Honorable Mention: Pillsbury Pancake Mix, by Arkell & Smiths: "Realistic illustration by letterpress process printing and adequate protection distinguish this package."

Honorable Mention: Motion Sickness Bag, by American Bag & Paper Corp.: "Water-proof bag... is much more compact and more convenient in handling and disposal."

These outstanding paper bags made with Nibroc White not only won first and second awards, but took two out of three honorable mentions, in the Paper Bag Division of the 1956 National Flexible Packaging Competition.

MAKE YOUR PACKAGE A WINNER!

If you want colorful, economical, sales-winning packages that protect your flour, rice, tea, coffee, cake mix, dog food or other products... and catch and hold attention at point of sale, do as the prize-winners do. Use Nibroc White paper for your bags. It sells faster! For samples and more information, write or phone our Paper Sales Division, Dept. XX-00, in Boston.

BROWN COMPANY
BERLIN, N. H.

General Sales Offices: 150 Causeway Street, Boston 14, Mass.

The advertisement tells the story
... the story of Brown Company
quality as developed, produced
and maintained by the people of
Brown Company.