

EVODE NEWS CIRCULAR

ISSUE 7 - JANUARY, 1969

NEW YEAR ITEM

We now have a new and distinctive front page which figures the new Company symbol, which some of you may be seeing for the first time. NEWS CIRCULAR wishes everyone a Happy and Prosperous New Year.

ALLWEATHER EVODE PAINTS

Runway Marking Paints to the value of £800 will be used at El-Adem Airport, Libya.

Mr. Gupta from India visited London Office in January, and during a holiday visit to Malta Mr. C. Golding made a number of sales calls, thus combining business with pleasure.

COX & WRIGHT

A brief visit was made by Mr. M.E.J. Wright to Messrs. Albeko Limited, C & W agent in Germany, and the Dutch agent - D.J. Mateijssen - was visited by Mr. W.T. Clifton.

Mr. Douglas Taylor has been appointed Manager of shop fittings for Fred Hawkes (Refrigeration) Ltd. Fred Hawkes (Refrigeration) Ltd., are associated with Fred Hawkes Ltd., a subsidiary of C & W.

On a festive note, the C & W Sports and Social Club Annual Dinner Dance was attended by Dr. H. Simon, Mr. & Mrs. B. Liss, and Mr. V. Vohralik. It was a pleasant and memorable event.

EVODE LIMITED,

Mr. J.D. Richardson has been appointed as our second Product Manager.

Following the retirement of Mr. R.C. McPhee - Sales Director, Mr. H. Liss has been appointed Sales Manager of the Building Chemicals and Bitumen Division, and Mr. K.J.C. Davies has been appointed Sales Manager of the Merchant Division.

Export sales included the first TWINSTIK order from Poland value £500.

OVERSEAS VISITORS

During December we were visited by Mr. Meulengracht - Managing Director of Gravquick and Mr. Nordahl of Evonor.

EVOMASTICS

Export sales of FLASHBAND to our Dutch Associate, Simson, totalled more than £21,000 for the first three months of the financial year. An order has been received from Turkey for over 200 kegs of Sealing Compound MRS.114.

Mr. C. J. Foreman has been appointed as Southern Regional Sales Manager, commencing 13th January, 1969.

VIK SUPPLIES

Again an export item, with the receipt of an order from South Africa valued at almost £4,000 for THERMOVIK

BSJ:MAB ,14:1:69.

EVODE NEWS CIRCULAR

ISSUE 8 - FEBRUARY, 1969

ALLWEATHER EVODE PAINTS

Mr. Roy Macpherson and Mr. Cyril Golding were appointed Directors of Allweather Evode Paints on Tuesday 4th February.

An export order has been received for EVOKOTE TYPE 23 valued at £3,600 and an order for over £1,000 worth of EVOPHOSS and PITAFLEX has also been received

Following contact by Mr. G.M. Moore of Evode's Architects and Engineers Service Department with Rendell. Palmer and Tritton - Consulting Engineers, the follow up by Mr. Sinnott has led to an order for over £2,000 for the painting of a new dry dock in Belfast.

COX & WRIGHT

Mr. M.E.J. Wright - Managing Director has recently been appointed to the Board of Evode Limited.

An overseas visitor last month was Mr. Vrechopoulos from Greece.

A new milling and boring machine has been purchased to speed up work on the beam press.

Dock strikes - this time in the United States - have been the cause of delays in the despatch of C & W machines.

EVODE LIMITED

Mr. J.F. Whitlam has been appointed Sales Manager of the Evo-Stik Industrial Division.

Mr. H.S.C. Welch has been appointed Sales Manager of the Evo-Stik Marketing Division.

Mr. V. Worth has been appointed by Gardner Merchant as Manager of the Canteen.

Overseas Visits . .

Mr. J.M. Binks and Mr. W. J. Langford will be visiting various European Licensees later this month, whilst early on in February Dr. H. Simon will visit Dia Prosim in France. Also, Mr. J.D. Roche - Assistant Export Manager will be going to the Middle East.

Overseas Visitors

During the last month we have been visited by Dr. G. Caldari and Mr. B. Zucchini, both of our Italian Associates, and also Mr. Th. W. Steenvoorden of Simson in Holland.

Mr. J. Connor and Mr. E.A. Stewart of the Laboratory attended a course to learn "1900 Fortran", a language studied for computer programming for scientific problems.

Attention is drawn to the Suggestion Scheme, open to all members of the Evode Group of Companies with unlimited awards. Particulars - Mr. T.L. Knowles, Personnel Officer, Stafford.

A new road tanker with a capacity of several thousands of gallons is now operating and is being used for delivering bulk cement additives of the Building Chemicals Division.

On the export front we have obtained orders from Hungary for 24,000 kilos of EVO-STIK 613/FB and from Singapore for almost 2,000-gallons of EVO--STIK 5390X.

Evomastics have received a Waterbar order valued at over £1,000 and the Building Chemicals Division have received an order from Teheran for over £1,000 worth of roof waterproofing- materials.,

EVODE INDUSTRIES

A second order for almost 4,000 rolls of EVO-STIK WEATHERPROOFING TAPE has been placed by Evode Industries.

EVOMASTICS

Mr. C.J. Foreman took up his duties as Southern Regional Manager for the Evomastics Industrial Division during January.

The Evomastics Industrial Sales Conference was held at Stafford in January and at the Conference Dinner Mr. Steenvoorden was a special guest.

The Sales Conference saw the introduction of a new product . - NEUTRAL POLEVOGUN - and a training session on Waterstops

An order valued at over £3,000 for PVC Waterstops has been placed by F. Shepherd and Sons. Contractors, for a dam in South Wales.

VIK SUPPLIES

Mr. K.H. Farey has-been appointed a Director of Vik Supplies Limited. Mr. Ken Robinson will visit Japan regarding Hi-Telac.

EVO-STIK 8454 polyurethane adhesive continues to gain greater and greater acceptance with footwear manufacturers.

SPECIAL ITEM

The Climax Chicago Blues Band had their first L.P. record released on Friday 7th February on the E.M.I. /Parlaphone label. The lead guitarist - Mr. Peter Haycock - works in the Laboratory at Stafford. Other members of the band are also employed in the Laboratory of another Stafford Company.

BSJ:MAB
February . 1969.

EVODE NEWS CIRCULAR

ISSUE 9 - MARCH, 1969

ALLWEATHER EVODE PAINTS

A Sales Meeting will be held at Gillingham on the 20th March.

The new Gillingham factory extension will be fully operational by the end of March.

Mr. B.J. Wheatley of Northern Division has successfully negotiated projects at several Fisons factories. An example is the complete external re-paint at Fisons Pharmaceuticals Ltd., Loughborough using PITAKEM, PITASTEEL, EVOTECT and PITANEX SANDKOTE.

Mr. J.A. Andrews has been appointed to cover Yorkshire, Northumberland and Durham from the 10th March.

COX & WRIGHT

A party from the Toyo Rayon Company Ltd., visited the works accompanied by representatives of Mitsui & Co.. Ltd.

A number of items will be exhibited at Kobe in Japan in April prior to installation in factories.

Cox & Wright have recently installed an Elgamill which can handle components up to 18-ft., x 3-ft., with facilities for milling, drilling and boring over the whole area.

EVODE LIMITED

New Appointments

Mr. J.A.S. Bennett has been appointed Northern Regional Manager - Evo-Stik Industrial Division with effect from 1st March. Mr. Bennett joined us 8 years ago.

Mr. P.J. Lane has been appointed Production Controller.

Mr. A.J. Homan has been appointed Senior Design Draughtsman.

Mr. A.C. Talbot has been appointed Adhesives Technologist.

Mr. W.R. Hibberd has been appointed Assistant Analyst

On the export side, the British Pavillion at Expo '70 in Japan will be roofed with Evoprene - an area extending 2,000 sq. yds.

Overseas Visits

Dr. H. Simon is visiting North and Central America during the early part of March, including Canada and Mexico.

Mr. V. Vohralik is visiting Holland and Mr. W.J. Langford will be travelling to Norway, Germany, Holland and Italy.

London Office was broken into during the night of 3rd/4th February, and the damage caused indicated that the intruders were vandals rather than professional burglars.

Mr, C. Stanley - Fire and Safety Officer has been elected Chairman of the West Midland Industrial Fire Brigade Association.

Our Transport Department received a letter praising one of our drivers for assistance to a fellow motorist in appalling weather conditions. The driver, Mr. H. Illott, was described as "A great credit to' your organisation".

EVODE INDUSTRIES

Mr. W.J. Evers, Secretary of Evode Industries Limited, has been appointed to the Board.

Mr. D.R. Burke has been appointed Sales Director of the Industrial Adhesives Division of Evode Industries Limited.

EVOMASTICS LIMITED

There is good news from export with a large order for FLASHBAND from Sweden. POLEVOMASTIC is being supplied in bulk to Valke Osaakehtio in Finland and Evonor in Norway.

MONOPOL will also be used on the British Pavillion at Expo '70.

Mr. Hedges has been very active with Waterbar specifications, including the Ring Road, Masshouse Circus, Birmingham. Also, in Nottingham a job which includes over 30,000 ft. run of VERTILAST.

FLASHBAND has been specified on the Farnborough G.L.C. Overspill Scheme where our Architects and Engineers Service Division report that over 150,000 ft. may be used.

VIK SUPPLIES

The PRINTAPUFF machine is being exhibited at the Bologna Fair by our Italian Associates Ditta Fratelli Zucchini. Mr. R. Ecclestone is in attendance at the Fair.

A large contract order for Hi-Telac has been received from G.U.S. Footwear Ltd.

THERMAFLO injection moulding compound continues to gain acceptance.

BSJ:MAB March, 1969.

EVODE NEWS CIRCULAR

ISSUE 10 - APRIL, 1969

ALLWEATHER EVODE PAINTS

An order for epoxy coatings worth more than £1,500 has been received from Abu Dhabi and a valuable contract has been obtained from the West Midlands Gas Board.

Overseas visitors included, from Norway Mr. J. Grimeland of Nordiske Destillationsverker A/S and Mr. Oskoui of Adinco in Iran

COX & WRIGHT

Emphasis again this month seems to be placed on overseas visitors who included Mr. Shigeaki Mitsuoka and Mr. Masakazu Takahashi of Koshin Shoe Co., Ltd., Japan, and Mr. H. Van Peteghem of Du Pont de Memours International, Geneva.

EVODE LIMITED

Dr. H. Simon visited Canada and Mexico early in March. The Canadian visit, of course, included our Associates, Ercona Adhesives Limited in Toronto. All being well, the visit to Mexico City will result in a new Licensee arrangement.

Mexico has a surprisingly high population of over 45,000,000 and an impressive general industrial development. During his stay Dr. Simon had an interview with the British Ambassador and was invited to a dinner of the English Chamber of Commerce in Mexico City where the main speaker was Mr. Anthony Crossland.

NEW APPOINTMENTS

The last month seems to have been a memorable one for new appointments so we have grouped them altogether, they were :-

Mr. D. J. Le Maistre appointed Data Processing Manager

Mr. M. Bond appointed Computer Operations Manager

Mr. Fuller, Mr. Dean, Mr. Daley, Mr. Greatorex, Mr. Webster have all been appointed as new representatives of the Building Chemicals and Bitumen Products Division.

Mr. Lane has been appointed Production Controller

Mr. C.E. Harvey appointed Insul and Flooring Products Manager

Mr. M. Turner appointed Process Development Manager

Mr. J.R. Melville appointed Process Development Chemist

It also seems to have been a vintage period for visitors to the Company and it is difficult to know where to start. Etiquette probably demands that we mention first of all the visit of Their Worships the Mayor and Mayoress of Stafford.

Next must be mentioned one of our oldest friends Mr. Tito Piero de Sousa from Portugal who has been selling MELLITOL for at least 15 years. Mr. de Sousa was accompanied by his Sales Manager, Mr. C arna II. Other visitors included Mr. Atkinson, the newly appointed Managing Director of Universal Grinding Wheel Company.

Mr. Arthur Williams of L.J. Williams (Marketing) Limited, Trinidad - our new Licensees in the West Indies.

Mr. Lucas and Mr. Soued both from our French Licensees, Dia Prosim.

Mr. Oskoui of Adinco in Iran also visited Stafford to receive training in the subject of our Roof Waterproofing System.

Perhaps the following items may help to pay for all these new appointments and visits. The Company's first Blister Packs have been introduced; Resin W and Household tubes have been presented in this fashion.

There have been large export orders for the EVOPRENE, Roof Water-proofing System and FLASHBAND.

The Birmingham Roofing Felt Systems Limited have started a very large job with our Roof Waterproofing materials worth many thousands of pounds. This is on the roof of one of the Dunlop Company Limited's factories.

Since their formation in November the Merchant Division opened in March their 250th new account.

EVODE INDUSTRIES

Evode Industries also welcomed Mr. Williams of L.J. Williams (Marketing) Limited, Trinidad during his visit to Evode Limited.

EVOMASTICS LIMITED

The retirement has been announced of Mr. D.W. Massey, one of our star salesmen, associated with Evomastics Limited since the very earliest days of the Company, and he has created a lasting good-will for us in his territory.

As a result of the visit of Mr. Roche - Assistant Export Sales Manager - new business has resulted in the Lebanon for Evomastics Limited products.

Evomastic will be used to seal the new Parliament Buildings in Norway. The mastic

will be supplied and applied from Evonor our Associate in Norway.

VIK SUPPLIES

The Company has received visitors from Toyo Rayon of Osaka, Japan, the manufacturers of Hi-Telac. The visitors were :-

Mr. K. Okazaki, Technical Manager of Toyo Rayon

Mr. K. Yamaguchi, Marketing Manager of Toyo Rayon

Mr. I. Hattori, Sales Manager of Toyo Rayon, Hamburg

Mr. Ishimoto, Mitsui Ltd., London.

Since the visit we have successfully negotiated new contracts with U.K. shoe manufacturers for their products.

BSJ:MAB April. 1969.

EVODE NEWS CIRCULAR

SPECIAL EDITION - APRIL, 1969

A SPECIAL EDITION DEVOTED TO THE "EASYWAY" PROMOTION

Evo-Stik, in conjunction with the journal "Practical Householder", are introducing the "EASYWAY" promotion which is a major exercise in public relations and point of sale promotion devoted entirely to the "Do-it-Yourself" and adhesive markets. One of the principle objectives of this "EASYWAY" promotion is to encourage the rapid growth of selected "Do-it-Yourself" jobs.

This special edition is intended to give us all more of the background to the "EASYWAY" promotion which is as follows :-

Britain's leading Do-it-Yourself" magazine, "Practical Householder," is featuring a complete series of illustrated articles over the next twelve months related to the use of Evo-Stik products. These articles are also available for publication in all leading home interest magazines and national and provincial newspapers. This exclusive editorial backing for Evo-Stik products has been welded into an exclusive point of sale promotion to achieve the maximum sales benefit for each Evo-Stik product featured in the articles. This will be achieved in the following way :-

1) For each D.I.Y. job featured in the articles a special illustrated instruction will be prepared called "Evo-Stik EASYWAY Guides." Promotional Salesmen will issue these cards to retailers as free - giveaways with the relevant Evo-Stik product. The guides will strengthen the role of the retailer as a D.I.Y. consultant and help him sell everything required for each job alongside the Evo-Stik product.

2) In addition to the "EASYWAY" guides there are eye-catching display units, guide dispensers and shelf strips for the featured Evo-Stik products. Around these we will encourage the retailer to build displays of other D.I.Y. materials specified in each article.

3) As an encouragement to achieve the best displays possible the "D.I.Y. Trade" magazine is organising a competition for retailers based on the "EASYWAY" scheme. The first prize for the best display will be a Fold Rolex watch and a family holiday for four in Torremolinos. In addition there will be silver cigarette boxes as prizes for heat winners.

4) The "EASYWAY" promotions will be a major item during each selling cycle over the next twelve months. A special edition of 'Impact' has been distributed to 8,500 retailers and, Wholesalers, introducing the scheme in detail.

The first "EASYWAY" promotion features two Evo-Stik products, 863 and 873, coupling them with "Evo-Stik EASYWAY Guide" to the construction of new ceilings and new floors.

BSJ:MAB 22:4:69

EVODE NEWS CIRCULAR

ISSUE 11 - MAY, 1969

ALLWEATHER EVODE PAINTS

Senhor Orrils of our Spanish Licensees, Asfaltex will visit London for discussions later this month.

There have been excellent reports about PITALAC Clear Lacquer on the decks of Q.E.2, and our Chlorinated Rubber Paint has been selected for use on another new ship for J. & J. Denholm Limited.

An additional Cowles Dissolver operating this month will be aid to increased production.

Mr. J. Cardy - Managing Director will attend a Dinner at the Guildhall in July at the invitation of Mr. Edward Heath. The event is in connection with Britain's proposed entry into the Common Market, and members of the Cabinet and Shadow Cabinet will be present.

COX & WRIGHT

Mr. M.E.J. Wright - Managing Director accompanied by Mr. J. Watts visited the United States in connection with the installation of an H.F. Press.

Mr. D.R. Leslie attended the Enots Conference at Wishaw.

The Travelling Head Press attracted overseas visitors, including Mr. F. Kanak of Dunlop, Australia, Mr. B. Meus of Fabmac Limited, Haiti and Mr. Samiel of the Novelty Shoe Company, Jamaica.

EVODE LIMITED

On the 28th April the Company was visited by Group Captain C. Clarke, Commanding Office of R.A.F. Stafford. In a letter of appreciation, the high morale of our Company was commented on.

We were also visited by Mr. J.B. Molloy of Radbone Clarke & Company Limited our agents in Nairobi and also M. Soued of Dia Prosim our French Licensees.

In the latter part of April, Dr. Simon visited two licensees, Werner & Mertz and Simson.

Following the recent transfer of the paint manufacturing activities from Surface Coatings Factory to Gillingham.

Surface Coatings Department have been transferred to the Building Chemicals Group, and will in future operate as part of that Group.

Mr. E. Winter will remain in charge of Surface Coatings, including the various activities which are being transferred to it, and will be responsible to Mr. T. Wojtulewicz.

Mr. G.G. Morris has been appointed Northern Regional Manager. Evo-Stik Marketing Division

Mrs. N.M. Carr has been appointed Assistant to Sales Manager Evo-Stik Industrial Division.

Mr. G. Corfield has been appointed Assistant to Sales Manager Evtik Marketing Division

Mr. C.E. Clowes has been appointed Promotional Representative for North and East London

The 'Easyway' Sales Scheme was launched at Meetings held in London and Manchester on April 22nd and 23rd respectively. London and Midlands Representatives attended the former and Northern and Scottish Representatives the latter. Dr. H. Simon and Mr. Barrie Liss were present in London. Mr.

A.T. Collins, Mr. E. Canahan and Mr. Bernard King also attended. Mr. A.T. Collins is Managing Editor of 'Practical Householder' and its monthly circulation of 300,000 copies per month makes it the largest D.I.Y. magazine in the World. Mr. Canahan is the Editor of 'Practical Householder'. Mr. B. Kip is Managing Director of Interflow Ltd., producers of 'Impact' and P.R. Company to Evode Limited for a number of years.

Mr. R. Johnson has been appointed Assistant to Sales Manager Merchant Division.

Mr. B. Mollams has been appointed Assistant to Sales Manager Building Chemicals and Bitumen Division.

In the first few weeks of selling FLASHBAND, almost £3,000 worth has been sold by Representatives of the Building Chemicals Division.

The Sports & Social Club have acquired premises in Mount Street, Stafford and it is hoped that with the aid of volunteer help it will soon be possible to announce the opening date.

Export Manager – Mr. S.B. Knowlden plans a visit to Malta, Cyprus, East Africa and South Africa, and Assistant Export Manager, Mr. J.D. Roche will be visiting the Middle East and Far Eastern countries, including Thailand and Malaysia.

The EVOPRENE System is being considered for further work of prestige importance in Bermuda.

In Canada, Ercona Adhesives are producing and selling large quantities of Hot Melt coated carpet seaming tape.

EVODE INDUSTRIES

Mr. F.B. Lynch – Managing- Director and Mr. W.J. Evers visited Stafford recently.

The Company has established a Roof Waterproofing Division which has started very well, having completed £6,000 worth of work and with £18,000 outstanding.

Also, a recent agreement with Jointseal Limited for contracting work will contribute to the Company's expanding mastics turnover.

EVOMASTICS LIMITED

Mr. E.A. Bostock has been appointed Assistant to Sales Manager Evomastic Industrial Division.

VIK SUPPLIES

A further contract for 30,000 square feet of Hi-Telac has been negotiated with G.U.S.

The recently introduced "Thermaflo" Injection Moulding Compound is now selling at the rate of 5-tons per week.

Recently our arrangements of the Sales Force have given Mr. R. Gill responsibility for London and the South-West, and in the newly formed Midlands Area, Mr. C. Flack takes charge of all Adhesives Sales and Servicing and Mr. P. Smith will be responsible for all impregnated materials.

BSJ:MAB May, 1969.

EVODE NEWS CIRCULAR

ISSUE 12 - JUNE, 1969

ALLWEATHER EVODE PAINTS

Mr. H.M. Cook has been appointed Chief Chemist with effect from 2nd June, 1969.

The EVOGUARD HI BUILD system has been selected by the B.B.C. for 12 masts and towers including those at Alexandra Palace and Holne Moss.

COX & WRIGHT

The company are participating in the Atlantic City Machinery Exhibition, and will be attended by Mr, W.T. Clifton and Mr.JJ Watts. Mr. Clifton will be continuing his journey to Japan after the exhibition and visiting Hong Kong, Singapore and Athens on the return journey.

Mr, M.E.J. Wright - Managing Director visited Messrs. Albeko at Frankfurt, and the company received visits from :-

Mr. Harry Earle of Johnsons, Australia.

Mr. Meys Senior of Haita, regarding H.F. Press

Mr. McKinlay of Australia.

Mr. Lee Mateijsen and Mr. Anton Mateijsen in company with Mr. Ros of Knoek and Ros of Holland.

EVODE LIMITED

New appointments include Mr. P. Billingham as representative for the Building Chemicals Division in the West Riding of Yorkshire.

Mr. G.A. Lloyd took up the position of Assistant Cost Accountant on 4th June.

Mr. Titley has joined the staff of the Export Office.

The company was visited by Mr. A. Collins - Managing Editor of Practical Householder and Mr. P. Morris - Publisher of Practical Householder.

The Building Chemicals Division of the company is participating in The Three Counties Show at Malvern.

Mr. J.M. Binks - Group Chief Engineer visited our licensees in Germany, Italy and Holland during early May. The purpose of the visit was to discuss common engineering problems and to see new machinery being built.

Mr. S.B. Knowlden - Export Sales Planner and his Assistant Export Sales Manager, Mr. J.D. Roche are both at present on an extensive selling tour overseas, and a visit is expected from our agents for Ghana - E. Osborne Ghana Limited.

Mr Th Steenvoorden – Managing Director of Simson our licensee in Holland and Mr. E. Nordahl - Managing Director of Evonor our licensee in Norway will be visiting Stafford in the middle of June.

Mr. N.C. MacDonald - Chemist in Charge of the Industrial Products Laboratory presented a paper entitled "Hot Melt Adhesives" at a Conference on Adhesives in Building sponsored by the Plastics Institute.

One hundred and fifty-four people attended the Annual Dinner Dance at the Staffordshire Yeoman. Awards were made to the football team for the Pageant Cup and Second Division Cup. Personal awards were made to Mr. K. Mottershead who won the Stafford Amateur Individual Table Tennis (Division 3) and Mr. G. Poole winner of the first John Mowels Memorial Trophy (fishing) awards

were also made for the 1969 inter-departmental activities.

EVODE INDUSTRIES

The message from Evode Industries told us that there was nothing special to report, that everybody was too busy working flat out to maintain this year's record turnover ! If this item sounds a bit Irishi it is the fault of the Editor.

EVOMASTICS.

Regional Sales Meetings were held at the beginning of May for the Evomastics Industrial Division Sales Forces.

The Division was visited by J. Vlock of Fox Steel Company, U.S.A. following contact made during the visit to the U.S.A. last year by Mr. A. J. Carwardine - Sales Manager.

Outstanding orders include over £2,000 worth of POLEVOMASTIC for use on the Midland Links Motorway and the Rootes Group Factory at Coventry, and 900 reels of 6" FLASHBAND for a job at Farnborough.

Recently introduced products continue to be successful with a single order of over £800 worth of MONOPOL to be used on the Norwich Union Building at Birmingham, and £500 worth of EVOMASTIC GX-5 to be used on 240 houses at Skelmersdale New Town. GX-5 is also used extensively by Sectional Concrete Buildings Limited, their orders this month totalling over 3,000 C.30 cartridges. Also, the-Steel Company Wales have placed an order for over 2000 reels of 4" EVOSWATHE,

VIK SUPPLIES

Visits were made to Eire by Mr. C. Carthy to deal with THERMLFLO one-way sole bonding and by Mr. R. Ecclestone to deal with PRINTAPUFF installations.

There have been further sales successes with THERMAFLO Injection Moulding Compound and 2 adhesives, EVO-STIK 5709 lasting cement and THERMAFLO 8423 have been well received by several large companies.

BSJ: MAB June , 1969.

EVODE NEWS CIRCULAR

ISSUE 13 - JULY, 1969

ALLWEATHER EVODE PAINTS

Over £12,000 worth of Primers and Paints will be used in Quata on steelwork of Army Barracks. Orders for part of this project, totalling £11,000, have now been booked.

Two other export orders valued at over £500 have also been received.

Overseas visitors included :

Mr. B. Moore of Sale Tilney, Japan,

Mr. Th.. Steenvoorden of Simson, Holland, and Mr. E. Nordhal of Evonor, Norway.

COX & WRIGHT

The new extensions of Offices, Drawing Office and Stores are now completed, and personnel installed.

The Company has participated in :

Atlantic City Machinery Exhibition and

Interplas at Olympia.

There were a number of overseas visitors during the month, including :

Mr. Leo Mateijssen of Holland, and

a party of Representatives of the Japanese Shoe Trade from the Morito Company.

EVODE LIMITED

There were numerous visitors this month, and apart from others mentioned elsewhere in this issue, the Company was visited by :

Mr. Steenvoorden and Mr. Keijzer of Simson, Holland,

Mr. Nordhal or Evonor, Norway, and

M. Soued and M. Audureae of Dia-Prosim, our Associates in France.

The visitors from Dia-Prosim were particularly interested in the D.I.Y. and other retail activities of the Evo-Stik Marketing Division.

The Evo-Stik Marketing Division launched "Easyway" Scheme No.2 at the end of June.

Recent New Appointments

Mr. D.L. Gee as Assistant Budget Accountant

Mr. A.G. Davies as Head of the Stock Audit Section

Mr. T. Dunn in charge of Engineering Planning and Work Study Department

Mr. A.G. Hill Representative for Scotland, Evo-Stik Industrial Division

Although the Company often receives letters praising its activities, there have been two worthy of special mention.

The Construction Industry Training Board sent a letter of thanks and congratulations for the assistance from Mr. C.E. Harvey, Insul and Flooring Products Manager, at a Training Course organised by them.

The second letter was from The General Iron Foundry Company Limited who praised the efforts of Mr. K.J.C. Davies, Sales Manager, and Mr. T. Bemister, Representative of the Merchant Division in promoting the products and sales policy of Evode at a meeting of the Sales Representatives of General Iron Foundry.

The 16,000 sq.ft. extension to the Container Store is almost complete, and will be in operation at the end of July.

The Building Chemicals Division has received a very considerable order for a roof waterproofing contract from Thomas De La Rue Company Limited of Gateshead. The contract is worth over £11,000.

The Division has also received an order for 300 packs of Evoscreed to be used in a new building for I.C.I. Limited.

It should be mentioned that many orders originate as Specifications obtained by the Architects and Engineers Service Division who operate from Evode London Office. Recent Specifications include sealants and waterproofing materials on three bridges in Essex where the sealing work will involve the Evomastics Contracts Department and Evomastic has been specified for 1,000 houses in Crawley, Sussex.

On the export front, Mr. S.B. Knowiden, Export Sales Manager, has returned from a visit to Malta, Cyprus, Ethiopia, Kenya, Mauritius and Zambia, and reports continuing orders and great interest in our products overseas.

EVODE INDUSTRIES

Mr. H.S.C. Welch, Sales Manager of the Evo-Stik Marketing Division, visited the Company at the end of June.

VIK SUPPLIES

The Thermaflo 105 Injection Moulding Compound introduced this year is still selling well ahead of expectations. The Company also received an order for 65,000 yards of Thermovik from Japan.

The Company was also included in the visit of the party from the Morito Company and the order for Thermovik followed this visit.

The Company also took part in an exhibition for Northern Shoe Manufacturers which was based on the Vik/Cox & Wright Northern Depot.

Other overseas visitors included :

Dr. Ishimoto of Mitsui, Japan, and

Dr. Schneider and party of Werner & Mertz.

EVODE NEWS CIRCULAR

ISSUE 14 - AUGUST, 1969

There has been an overwhelmingly favourable response to the new layout and type face used in the last issue of The Group News Circular. Although on this occasion the type face is different again, we hope that very shortly we shall be able to produce every issue with a clearer, more presentable appearance.

ALLWEATHER EVODE PAINTS

Export orders to a total value of almost £2,000 have recently been received.

The British Airports Authority have ordered over £1000 worth of road line paint for road and runway marking.

Several large bridges are currently being protected with Company products, these include

The Raith Bridge, Lanarkshire and the British rail Bridge at Neath.

Painting of the steelwork for the new Capper Pass Refinery at Ferriby, Yorks has started. This project will use a considerable quantity of our coatings in the coming months.

COX & WRIGHT

Mr. Alan Hood has been appointed as a specialist representative with the company's Pneumatic Division.

Recent important orders for the Building Chemicals Division include

2,000-gallons of Evokey obtained by Mr W. Griffin, and

300 packs of Evoscreed obtained by Mr. D. Wordsworth.

The Evoscreed will be used at the I.C. I. Research Centre.

The Merchant Sales Division has been more active than ever. A special "mail out" campaign on Flashband to Merchants in Nottingham and Surrey was carried out at the end of Jul, and as a result, in two weeks we sold 2 times as much Flashband as we had sold in the previous seven months to the Merchants in that area. Success is also being achieved with certain Centralised Buying Organisations that cater for the need of groups of Merchants. An example the Great Central Merchants Buying Group who will now devote special promotional effort to selected products at regular intervals, the products for August/September being :

Evomastic GP and Evode Mortar Plasticiser.

The Mercian Group of Merchants - the largest in the country - intend to hold a special promotion of our products in September.

Among interesting adhesive orders was one obtained by our Indian Associates :

Lloyd Bitumen Products Private Ltd., who have sent us a copy of an order from His Majesty The King of Nepal for Evo-Stik 'Impact' Adhesive 510.

With the objective of improving the service provided by the Marketing Department, it has been re-organised into two product groups, each with a Product Manager.

Mr. J.W. Bird has been appointed as the new Consumer Product Manager, and

Mr. K. Mullineux as his Assistant.

The Company was visited by :

Mr. G. J. Inglis - Director of Skellerup Industries Limited, New Zealand, of which our New Zealand Associates, Guild Rubber Company Limited, are a fully owned subsidiary.

Dr. H. Simon - Managing Director has made good progress following the surgery for repair to a damaged Achilles tendon. He returned to the office surprisingly soon (on 25th July), but it will still be some weeks before he is fully mobile again.

As most Employees will be aware, the Sports and Social Club's new premises at Mount Street, Stafford are now "open for business". All club members are welcome to partake of the facilities offered, which include a licensed bar, discoteque, coffee bar and an attractive games room.

EVOMASTIC INDUSTRIAL DIVISION

Mr. A.J. Carwardine - Sales Manager has been elected Vice Chairman of the Sealant Manufacturers Conference. This Conference comprises representatives of the major sealant manufacturers who meet regularly to discuss items of mutual importance and interest.

VIK SUPPLIES

Mr. V. Vohralik Managing Director visited Canada early in August for the purpose of, amongst other things, attending a Board Meeting of our Canadian Associates, Ercona Adhesives.

There appears to be good prospects for the sale of our new range of stiffener materials and orders for Themaflo Injection moulding Compound continue to increase.

COX & WIGHT

The Company's Chief Electrician has visited Greece regarding track installation.

The Company was visited by :

Mr. Eckstein from South Africa

Mr. K. Haverson has joined the Company's Sales Force.

The Company are part of the British Consortium involved in the Moscow "OBUV" Exhibition.

EVODE LIMITED

The Company was visited by :

Mro P,J. Farrell of the Electric Reduction Company of Canada with whom Ercona Adhesives are associated,

Mr. C. Keijzer and Mr. Lechner of our Associates in Holland (Simson) and Germany (Bata) who also spent some time at Allweather Evode Paints.

Mr. J. Whitelam, Sales Manager of the Industrial Adhesives Division, accompanied by Mr. H.J. Chard, Adhesives Chief Chemist, made a visit to Germany in the latter part of August.

There have been a number of new appointments, including:

Mr. J.R. Willetts, M.Sc., C.Eng., M.I.C.E., A.M.I.H.E, to the position of General Manager, Roof Waterproofing Contracts Division.

Mr. A. Gee has been appointed Manager of Erceno Adhesives with effect from 1st October.

Mr. Ron Read the present Manager at Ercona has been promoted within the parent organisation, Erco, and joins their Paper Pulp Division.

Outstanding orders include the following :

30,000-yards of Cast Film 6485 for Riding Hall Carpets of Halifax.

2,000-gallons of 8414 for Stewarts & Lloyds of Glasgow.

25,000 tubes of Evo-Stik 1009 for. Norprint of Boston.

50,000 feet of Flashband for structural waterproofers.

Flashband also continues to attract attention overseas and our Associates in Canada, Ercona Adhesives, are interested in this product which will be featured in the Spring catalogue of the Simpson-Sears Company.

Also on the export front a large order has been received for Evoswathe from J.T. Chanrai of Sierra Leone.

The Secretarial Service Centre has been provided with an automatic typewriter.

EVODE INDUSTRIES

To cope with increasing demands for the Company's products, a new Gardner mixer has been installed greatly increasing the production capacity on materials like Mellitol and Floor Levelling Compound,

It is also hoped to see the installation of an additional 250-gallon churn and a 750-litre Lenart mixer before the end of this year.

The Company was visited by :

Mr. G.J. Inglis, Director of Skellerup Industries Limited of New Zealand who happened to be holidaying in Ireland, and

Mr. J.E. Linnell, Company Secretary.

THE EVODE SPORTS AND SOCIAL CLUB

The Evode Sports and Social Club's new premises at Mount Street, Stafford, will be officially opened by Dr. H. Simon, President, on Friday 12th September, 1969.

EVODE NEWS CIRCULAR

ISSUE 16 - OCTOBER, 1969

ALLWEATHER EVODE PAINTS

Evodyne TCR has been specified by British Rail for at least seventeen giant container cranes in various parts of the country.

An order for Pitakote floor paint worth more than £1,000 has been received from Rolls Royce Limited.

Road marking paint to the value of £2,000 is to be shipped to Saudi Arabia.

Overseas visitors included :

Senhor Ramon Orrils from Spain, and

Mr. C.R. Nassey, Manager of Messrs. Ali Sayegh Partner & Trading Co., of Kuwait.

COX & WRIGHT

The Company has participated in the following exhibitions :

Semaine du Cuir in Paris, and

'OBUV 69' in Moscow.

The Company exhibited their machinery on a consortium stand at the fair, Representatives of the Company at the fair included :

Mr. M.E.J. Wright; Mr. W.T. Clifton and Mr. J. Watts.

Mr. G.F. Wright was in attendance at the Semaine du Cuir.

Mr. R. Pinnock visited Greece in connection with track installation.

Overseas visitors to the factory included :

Mr. Frans Lennarts of South Africa.

Mr. Alistair MacGregor of Colin Bailey Ltd., South Africa.

Mr. Howard Hoffman of Continental Products & Machinery, Nashville, U.S.A.

Mr. Nishi of Koshin Shoes, Japan.

Mr. Witold Borzeszkowski and Mr. Szymanski of Starogard Shoe Factories, Poland, and

Mr. Hertz Brewitz of Albeko, Germany.

EVODE LIMITED

MR. E. PEAK

After 21 years service with the Company, Mr. Peak retired from his post of Group Production Manager.

Recent Sales Conferences included :

The Sales Conference of the Marketing Division, and

The Builders' Merchant Division.

At the Marketing Division Sales Conference, Evo-Stik Clear Adhesive was launched, a vitally important new product for the Division. Also launched was a special pack of Flashband under the "Evo-Stik" trademark. There were several overseas visitors to the Conference, including :

Mr. Art Gee, Manager of Ercona Adhesives Ltd., Canada.

Mr. F.B. Lynch, Managing Director of Evode Industries Limited, and

Mr. D. Burke, Sales Director of Evode Industries,

At the Builders' Merchant Sales Conference, two products were introduced to the Division for the first time, they were :

Evomastic Decorseal Sealant, and

Evo-Stik Floor Levelling Compound.

The past successes and healthy outlook for the future of this our newest Sales Division were stressed at the meeting.

Typical of such success stories was the announcement that after a trial order at one branch, Norland Services had placed an order for nearly 2,000 rolls of Flashband for distribution to all branches. Both Sales Conferences were attended by Dr. H. Simon, Managing Director.

Following the Marketing Division Sales Conference, Mr. S.B. Knowlden, Export Sales Manager, visited the Channel Isles and reports an excellent "sell in" for new Evo-Stik Clear Adhesive, New Evo-Stik Flashband and Decorseal.

The Industrial Adhesives Division has obtained a large coating (30,000 yards) order from Riding Hall Carpets.

The roof of the British Pavillion at Expo '70, Tokyo, has now been waterproofed with Evoprene rubber-based roof waterproofing system.

Despatch of many orders is now made much more speedy by the installation of a telex link between Stafford and the Reigate Depot, which means the direct and immediate receipt of invoices at Reigate via telex.

New appointments include :

Mr. C.C. Cooper, B.Sc., as Group Production Manager.

Mr. A.J. Bemister promoted to Southern Regional Manager for the Builders' Merchant Division.

Mr. B. Bradshaw, Sales Office Assistant Building Chemicals.

Overseas visits made by members of staff included :

Visits to Germany and Italy by Mr. V. Vohralik, Director.

Mr. H.J. Chard, Adhesives Chief Chemist, visited Germany, and

Mr. W.J. Langford, Licensee Laboratory Manager, visited Portugal

Mr. J.D. Roche, Assistant Export Sales Manager, represented the Company at 'OBUV 69'.

Visitors from overseas included :

Mr. A. Gee of Ercona, and

Mr. B. Collings from Laminex in Australia.

EVODE INDUSTRIES

Work is well advanced for the launch of the new Evo-Stik Clear Adhesive, which will be launched on 1st November supported with a full colour advertising campaign in the National Press.

Visitors to the Company included :

Dr. H. Simon, and

Mr. H.S.C. Welch, Sales Manager for the Merchant Division who was accompanied by Mr. G. Morris.

A "new" appointment is the return of Mr. J. Reid to the Evode Organisation. Mr. Reid was, for several years, a Chemist in the Laboratory at Stafford and will no doubt be remembered by many people there. Mr. Reid joins Evode Industries on the 1st December as Production Chemist.

EVOMASTIC INDUSTRIAL DIVISION

New appointments include :

Mr. W.E. Bowden as Representative for Suffolk, Norfolk, Cambridgeshire and Hertfordshire.

Fire, particularly the spread of fire, is always a potential threat to the safety of people in homes and factories, and regulations in recent years have been aimed at making buildings safer in this respect. In anticipation of this, Evomastics developed a special sealant, "Flamseal", which, apart from possessing some fire resistance, also had the property of swelling when heated so that a positive seal could be maintained in the joints between various parts of a building which might otherwise allow immediate passage of flame. Although Flamseal has been a slow starter, the new Building Regulations are now being enforced, and in recent work, Flamseal has been specified by such eminent authorities as Ove Arrup and the British Airports Authority. Examples include :

Sealing dividing walls of a new car park at London Airport.

Sealing around fireproof walls in a private housing scheme in the West End of London.

To seal a fireproof wall in the Paradise Circus Underpass, Birmingham.

VIK SUPPLIES

The death of Miss P. Cartwright is recorded with regret. Miss Cartwright was employed in the Vik Sales Office for 8 years and retired in April, 1968.

Overseas visitors included :

Mr. A. MacGregor of Colin D. Bailey of South Africa, and

Mr. Art Gee of Canada also visited the Company whilst in Stafford.

Mr. V. Vohralik, Managing Director, visited Germany and Italy in connection with shoe trade matters, and elsewhere has been mentioned our interest in 'OBUV 96', Moscow.

Mr. C.E. Webb, Chief Chemist and Technical Manager will address a Shoe and Allied Trade Research Association seminar to be held at Corby on the subject of Hot Melt Adhesives for lasting and sole bonding.

EVODE NEWS CIRCULAR

ISSUE 17 - NOVEMBER, 1969

ALLWEATHER EVODE PAINTS

The October sales turnover was the highest monthly figure in the history of the Company.

An order for over £1,000 worth of Pitanex—Sandkote was received from Malta.

The Company's paints will be used to produce a huge Union Jack on the roof of the British Pavillion, Expo '70, Tokyo.

Overseas visitors included :

Dr. Walter Maass of Austria.

COX & WRIGHT

Mr. D.R. Leslie attended the Norgren Conference at Stratfordon—Avon.

Mr. Lee Mikolajewicz is in Australia in connection with installation of H.F. Press.

Overseas visitors included :

Mr. Johnson of Australia.

Mr. Genaro da la Garza from Mexico.

Mr. Adam Borzeszkowski and Mr. Wladysl.aw Piechota of Poland.

EVODE LIMITED

Dr. H. Simon, Managing Director has recently visited Canada and our Associate Company, Ercona Adhesives Limited, and he reports that the outlook from our venture in Canada is brighter than ever.

From his visit Dr. Simon also came to an agreement on the terms of establishing manufacturing facilities in Mexico for our adhesives and sealants.

During the month, the Company was visited by :

Mr. Th.W. Steenvoorden, Managing Director of our Associates in Holland.

The Company was also visited by :

Mr. D. Jackson and two colleagues, these three gentlemen being involved in the activities of the Building Industry Training Board. The appointment of Mr. Jackson being mentioned in a recent issue of the Stafford Newsletter.

Dr. B.S. Jackson, Director, was a speaker at a symposium on Cement Admixtures on the 6th November at the Royal Aeronautical Society. This was attended by about 250 people representing all aspects of the Construction Industry.

The activities of the Company have also been mentioned favourably in recent newspaper articles in The Times 29:10:69 and The Financial Times 5:11:69.

A recent appointment is that of :

Mr. T.G. Good as Senior Design Draughtsman.

Recent orders for adhesives include 300—gallons of Evo-Stik 613 for Rolls Royce, Derby, and 200 gallons of Evo-Stik 528 for Park Royal Vehicles N.W.10.

There was an export order from Zambia for 200 rolls of Twinstik.

In other fields our Roof Waterproofing System is specified on the Salford University Lecture Theatre Block, an order worth over £6,000.

EVODE INDUSTRIES

Only one item of news but that very cheering. The new Evo—Stik Clear launch is a tremendous success, Mr. Burke and his Representatives having achieved a 90% coverage ,of all outlets, who are very impressed with the new product and its presentation,

EVOMASTIC INDUSTRIAL DIVISION

The beginning of the financial year saw Regional Sales Meetings held in London and Stockport.

Mr. L. Ramsey has been appointed Representative for the North—East.

Outstanding orders include :

Newcastle Meat Market — re—sealing joints with Polevopour, value over £3,000.

Extensive use of various types of Evobar at the new Stourport Generating Station.

Estuary Caravans have ordered 10,000 C.30 cartridges of G.P. White.

Recent Flashband orders include :

10,000 rolls from Simson in Holland and over 1,000 rolls from Dia Prosim our Licensee in France, who also have taken part in a D.I.Y. exhibition in Paris.

VIK SUPPLIES

Mr. Colin Essam, formerly Factory Manager of Charles Lewis Footwear Limited joined the Company as London Area Technical Representative on 1st November, 1969.

Polyurethane System 8454 continues to gain in popularity.

EVODE NEWS CIRCULAR

ISSUE 18 - DECEMBER, 1969

ALLWEATHER EVODE PAINTS

The Company's Sales Conference will be held in London on Friday 12th December.

In order to increase production of certain products, a 100-gallon Ball Mill is being installed at the Gillingham Works.

EVODE LIMITED

Our French Licensees were visited by

Dr. H. Simon on the 17th and 18th November. This Licensee has reached an agreement with "Valentine", a large French Paint Factory dealing with decorative paints and the 'Do-it-Yourself' market. "Valentine" will handle five of our adhesives For D.I.Y.

Our Norwegian Licensees were visited by :

Mr. W.J. Langford, Manager of the Licensee Laboratory.

Overseas visitors to the Company included :

Mr. & Mrs. Leal of Somaco our Portuguese Licensees who were accompanied by Mr. Lull's brother and his wife.

We were also visited by :

Mr. C.J. Keijzer and three other gentlemen from Simson our Dutch Licensee.

Mr. Ekholm and Mr. Aho of our Finnish Licensees will be visiting Stafford early in December.

New appointments include :

Mr. H.W. Day as Sales Representative in the London area - Merchant Division.

Mr. R.J. Binnington has been appointed a Product Manager for the Evo-Stik Marketing Division and the Merchant Division.

The Secretarial Service Centre should have its audio equipment installed shortly. At first its service will extend to Sales, Administration, Credit Control., Costing and Export, with other sections to follow.

F.W. Woolworth & Co., have placed an order for Evo-Stik Clear to be delivered to all their branches, and they have also agreed to order Evo-Stik Flashband for selected trial stores.

An order for 750-gallons of Evo-Stik 873 has been received from the Taylor Woodrow Construction Company.

EVODE INDUSTRIES LIMITED

We are very pleased to report that Mr. James Reid has now taken up his appointment as Production Chemist.

EVOMASTIC INDUSTRIAL DIVISION

New appointments include

Mr. R. Thompson as Sales Representative in Scotland,

Recent interesting orders include :

3,500-rolls of Flashband ordered by Simson our Dutch Licensee.

100 gross GX-5 have been ordered by Spiroflite.

The orders for Polevogun from Crane Fruehauf are now running at almost 2-tons per week.

VIK SUPPLIES,

The Company is to hold an exhibition at its Northern Depot in collaboration with Cox & Wright Limited and the Inter—national Shoe Machinery Company Limited.

Mr. K.J. Robinson visited Bayer Chemicals in Germany.

An order for over 20,000 yards of Thermovik has been placed by Sale Tilney our Japanese Licensees.