

# **EVODE NEWS CIRCULAR**

## **ISSUE 66 - JANUARY, 1974**

### **AWARD TO CHAIRMAN - "AN HONOUR FOR ALL"**

As most of you may already, know the New Year's Honours List included the award of the C.B.E. to Dr. H. Simon.

The C.B.E. (Commander of the British Empire) was instituted in 1917 as a means of recognising services of distinction by civilians in the 1914-18 war. Since that time it has been awarded for outstanding service to the country.

In an interview Dr. Simon emphasized that whilst he had been greatly honoured with the award of the C.B.E., he also felt that this honour is extended to Evode and its employees.

Dr. Simon selected Stafford as his future home in 1937 whilst still resident in Germany, with the idea of establishing in England the manufacture of materials based on his work as an industrial chemist in Germany. He applied in October 1937 to the Home Office for a permit to emigrate, and permission was granted in December of that year. As a basis for his activities Dr. Simon purchased a considerable shareholding in Spic and Span Shoe Polishes Limited, Stafford, becoming a Director of that firm and at the same time establishing the origins of Evode Chemical Works Limited, as it was then known. This was eventually to overshadow the polishes, but, nevertheless, our "Dove" polish products were built up to become a nationally known commodity. Although in a very modest way only, Evode Chemical Works Limited was able to make some contribution to the war effort through the use of the special products developed by Dr. Simon, who, as soon as this was possible applied for British Citizenship, which was granted on January 7<sup>th</sup>, 1947.

## **EDITORIAL..**

The News Circular crisis issue. This issue started in a crisis because November returns did not give us enough newsworthy items to make it worthwhile to produce a News Circular at Christmas. We all know what has happened since then: It has been one crisis after another and as the Editor does not wish to get drawn into any political argument it seems that the only safe comment is the obvious one that it is not much fun for anybody. However, let this not stop us from expressing the hope that all our readers enjoyed a very happy Christmas and to wish you all a Happy New Year.

## **ABSENT FRIENDS**

We have had no news at all from Evode Industries Limited, but we were visited by Mr. F.B. Lynch, Managing Director, in December, 1973, so they are still in existence! It would seem that the raw material shortage which exists as a crisis in its own right has affected them rather more rapidly than it has us to date.

The other absent friend is Cox & Wright Limited where again we hope that no news is good news. However, Mr. M.E.J. Wright, Managing Director, has been seen in Stafford during December so we assume that they are all still alive and kicking. Similarly our associates Vik Supplies and Louis Holt are absent friends on this occasion.

## **MEANWHILE BACK IN GILLINGHAM,**

However, Allweather Evode Paints still seem to be very much alive and kicking judging by the items of news sent in, and if we major on the large orders recently reported for products sold under the Pitakote brand only more than £10,000 worth of business has been achieved. On top of this the South African Licensee Alumanation Water-proofing (Africa) are showing great excitement because of the success they are achieving with Pitakote Hi-

Build which they are selling under the name Pitan 100.

## **SALES NEWS FROM EVODE**

We participated in the International. Woodwork Exhibition at Olympia, which for us was very successful indeed leading to 270 enquiries.

We have received an order from Caravan International for almost 25,000 worth of Flashband.

We have received an order from Evode Inc., of the U.S.A. for 5,000 packs of Flashband in varying sizes.

Mr. A.W. Thorn of A.W. Thorn Ltd., Willennhall, Staffs, in company with our Mr. W. Griffin of E.W.S. Ltd., visited Evode Limited on Thursday, 29<sup>th</sup> November 1973 to discuss the Group's products and services in greater detail. In addition to visiting the adhesives, mastics and general laboratories, Mr. R. MacPherson of Allweather Evode Paints also joined the party for lunch. Mr. Thorn was so impressed that he arranged for a representative to be present during some part of negotiations with the N.E. of England local authorities visiting his works during the middle of December to facilitate the use of Evode products to the fullest extent in the manufacture of industrialised housing.

## **NEW APPOINTMENTS**

Mr. James E. Head, F.I. Mech. E., F.I. Plant E., Civil Engineer, has been appointed Works Engineer.

Mr. D. Buckingham has been appointed Process Development Chemist.

Mr. R.F. Jackson has been appointed Specifications Officer.

Miss Christine Lees has been appointed Telephone Receptionist in the Sales Office.

Mrs. M. Thompson has now joined Customer Liaison, Sales Office.

Mrs. V. Mackenzie has been appointed Secretary to Mr. A.J. Carwardine, Sales Office Manager.

Mr. E.J. Watts has been appointed Office Manager Evode (Export) Limited.

### **EVODE (EXPORT) LIMITED**

Mr. S.B. Knowlden, Director, returned from a visit to West Africa and Libya just before Christmas. He reports an excellent increase of business in Siera Leone compered to last year. In Ghana importation of building materials is now subject to the issue of a licence, and owing to the fact that Evo-Stik and Evomastic products have been fostered on that market, we are getting a good allocation for them. Nigeria continues to be a successful export market for our products, and in spite of present difficulties the amount of building work in Libya is expanding rapidly. Technoexpert--stroy, with whom we undertook large works in Tripoli-and Benghazi on the sports stadium, are doing a lot with us in Libya and we hope to get the roof waterproofing treatment for a new airport and a new hospital in Tripoli.

We were visited by Mr. Leuger of Rutli. Trading in Australia so that he could have Lurid: product training in preparation for the proposed visit of Mr. Knowlden in March this year.

### **OTHER INTERNATIONAL ITEMS**

Dr. H. Simon visited Evode Industries Limited on 19<sup>th</sup> November, 1973.

Mr. B.I. Liss and other senior sales executives attended a Distribution Division Sales Conference in Rome, which was designed to introduce our latest plans to our largest customers.

Mr. P.G. Baxter has visited our Dutch and Italian associates.

We were visited in November, 1973 by Mr. E. Nordahl of our Norwegian associates, A.S. Evonor, and

Mr. M.C. Tcherniak of Chemotechnica-Sintyl. Argentina.

Mr. Henry Cooper of Cooper Polymers U.S.A. our partners in the Evacor venture.

Mr. R.C. Meech of Canada.

Also from our Canadian company, Drecona we welcomed Mr. Art Gee and Mr. Dykeman.

We also had two visitors from our Spanish Licensees, Industries Seloc, Mr. Lenhardy and Mr. Regulez. Mr. Regulez was with us for ten days obtaining works and laboratory training.

Allweather Evode Paints were visited by Mr. J. Skelton from the Lebanon.

Mr. G.B. Barrett as Chairman of the Cement Admixtures Association attended the Annual General Conference and Dinner in Paris of the Syndicat National des Adjuvants pour Betons et Mortiers, the equivalent in France to the C.A.A. in Great Britain, held in the pavilion in the Avenue des Champs Elysees, and guests present included senior officials of Government Construction Departments and Testing Houses, also senior officials representing the major insurance companies approving materials such as admixtures for use in the construction industry. Whilst in Paris, visits were also made to the Paris office of Dye Arup of London, consulting engineers; Piano Rogers, architects; and the French Quantity Surveyors employed by these two British offices.

### **TRAINING DEPARTMENT**

Two series of courses have recently been organised and run by the Training Department.

One course, concerned the Highly Flammable Liquids and Liquefied Petroleum Gases Regulations 1972, and Safety, in which Mr. C. Stanley played a major part.

The course was attended by members of the Supervisory Staff, Works and Safety Committee and the Evode Fire Brigade, a total of 74 persons attending.

The second course was designed to give the Supervisory Staff of Evode/Vik production an appreciation of Work Study and the Factory Incentive Scheme, and Mr. G.W.T. Smith was the principal speaker. A total of 70 persons attended this course.

# **EVODE NEWS CIRCULAR**

## **ISSUE 67 - FEBRUARY, 1974**

### **THREE DAYS SHALT THOU LABOUR**

The three day week is still with us and now there will be a General Election before the next issue of the Group News Circular. What excitingly dreary times we live in

In the midst of all the National excitement, the changes announced at the end of November, 1973 affecting the Management structure of all the Companies in the Group have started to take practical effect as from 21<sup>st</sup> January. These changes, which follow broadly recommendations made by a group of consultants from the Manchester Business School, have nothing sinister about them - far from it - they are a positive attempt to give us even brighter prospects for the future.

The basic aim is to untangle and simplify the earlier lines of communication and to do the same with the earlier lines of responsibility by establishing a one man one job principle in the Management structure.

Going from the sublime to the ridiculous, you may or may not be relieved to know that the editorship of the Group News Circular remains unchanged.

### **CIVIC VISIT**

The Stafford Companies were honoured on Thursday, 31<sup>st</sup> January by a visit from the Mayor and Mayoress of Stafford, Councillor and Mrs. W. Simpson. The civic party toured the factory and laboratories and afterwards lunched with the Chairman, Dr. H. Simon.

### **NEW DIRECTION FOR EVODE HOLDINGS**

The changes to the individual Boards of Directors of the Companies in the Group have been well publicised in local and national press, and in the main our new directors are well-known to all of us. The exception to this

rule could be Dr. Derek F. Channon the newly appointed non-executive director of Evode Holdings Ltd. The following is a thumb-nail sketch based on information provided by Dr. Channon who is a chemist receiving his first degree in this subject from University College London. He then joined the Royal Dutch Shell Group with whom he was employed for a period of 10 years, and during this time he was involved in U.K. and some international activities of the Shell Group. Whilst with Shell Dr. Cannon was mainly engaged in the chemical activities of the company and spent part of his time in technical selling activities in the Midlands area, this including solvents and polystyrene.

In 1968 Mr. Channon went to the Harvard Business School on a Ford Foundation European Fellowship and emerged in 1970 as Dr. Channon having obtained his doctorate in business administration. During the time of the Fellowship he also was a lecturer at the Manchester Business School and he returned there as Senior Research Fellow Business Policy, which is his current position.

Dr. Channon has been involved in numerous consultancy operations both with and for well-known companies in the fields of manufacture and finance, and in addition to the time at Harvard has devoted several other periods to study overseas.

### **VISITS and VISITORS**

Mr. J.E. Linnell visited Drecona Industries Limited, Canada from 25<sup>th</sup> January to 7<sup>th</sup> February, 1974.

Cox & Wright report that Mr. W.T. Clifton has been on an extended trip overseas. He visited Portugal and Spain, where he was present at an exhibition showing Cox & Wright machinery, and then travelled on to the U.S.A.

Mr. J. Watts has just left for South Africa where he will be present at a small exhibition showing Cox & Wright machinery, together with that of CIC/Ralphs of Bath. After the exhibition he will stay in South Africa for H.F. machinery installations.

Mr. M.E.J. Wright also leaves shortly for South Africa to be present at this exhibition.

Mr. L. Mikolajewicz and Mr. R. Pinnock have both visited Spain regarding H.F. machinery.

We were visited by Mr. Th.W. Steenvoorden accompanied by Mr. Neutelings of Batu and Mr. Van Dyck of Simson, both of whom were visiting Evode for the first time.

Mr. & Mrs. Rangel of Evomex, Mexico visited us for one day early in February.

Last month we were visited by Mr. Michel. Rizza from the well-known French company Sinvyl, interested to cooperate with us on sales in France.

### **VISITS and VISITORS**

Mr. Neville Roseman visited us from Alumanation in South Africa to discuss certain technicalities on Flashband and place another large order for that material.

Louis Holt was visited by Mr. Nizar Hooda from Service (Footwear) Industries Ltd., Tanzania, and Mr. Alex Sharp, Hannah Shoes, Jamaica.

### **BOY GETS PROTECTION FROM ALLWEATHER**

News Flash ! - Pitakote Hi-Build has been applied to the underside of a large buoy in the Clyde river. This looked bad at first but is only one of a series of good news items from Mr. Kemp of A.E.P following the successful use of Company products in Scotland.

### **BRITISH RAIL - A.E.P. STRIKES AGAIN**

Orders valued at almost £9,000 have been received from British Rail for a variety of Allweather products.

### **ORDERS IN THE PIPELINE**

To prove that they are still capable of dropping themselves in it, Allweather have achieved orders worth thousands of pounds from sewage works and sewage works machinery manufacturers. In a clever piece of upstream marketing they also got an order from a new brewery at Runcorn.

### **MONSTER SALES FOR ADHESIVES**

Evo-Stik 5183 has been supplied to make monsters for the Dr. Who programmes on B.B.C. T.V.

Armabond Limited have placed with us a contract order taking more than 3,000 lbs. per week of hot melt adhesive.

The first bulk order of a special grade of Time Bond was shipped to Japan in January. Export hope this to be the first of regular contract business.

### **VIKTIM FULLY RECOVERED,**

Louis Holt tell us that the rebuilding of their factory is now complete and it is fully occupied. They also report an export order from Denmark for over £3,000 worth of heel stiffeners.

### **PNEUS FROM COX & WRIGHT**

Cox & Wright (Pneumatics) have moved to new premises, offices and warehouse, which have recently been constructed at the existing Cox & Wright premises. The area vacated by Pneumatics will be used as a developments department.

## NEW APPOINTMENTS

Mr. G.H. Barrett has been appointed Commercial Manager, Evode (Export) Limited.

Mr. J.D. Welsh, Technical. Representative for East Midlands has transferred to the Building Products Division from the Distribution Division.

Mr. E. Klepacki has transferred from the Bitumen and Building Chemicals Production Department to, the Finished Goods Stores and is appointed Staff Chargehand.

Mrs. S. Bird has been appointed Supervisor, Postal Services.

Mrs. Chinn has joined the Sales Office of Evode (Export) Limited.

Mr. Read has also joined the Sales Office of Evode (Export) Limited.

Mr. John Connor will be amongst a group of people visiting South Africa later in the year as part of a scheme sponsored by the Rotarians. As there was national competition for places in this scheme, it is quite a distinction for John to have been selected as one of the participants.

### **MR. R. C. MCPHEE**

We are saddened by the news of the death on 26<sup>th</sup> January of Mr. R.C. McPhee - "Dick" McPhee to many of us - who retired as Sales Director of the Building Chemicals Division of Evode in December, 1968 and shortly afterwards left Stafford to return to his native Scotland.

Dick McPhee was one of the first Evodians and keenly followed the activities of the 25 Club of which he had been a member since 1964.

The funeral took place on 30<sup>th</sup> January and was attended by Mr. & Mrs. J.J.E. Forman who represented the Company.

# **EVODE NEWS CIRCULAR**

## **ISSUE 68 - MARCH, 1974**

### **QUANDARY**

This is one of those editions where it is difficult to find a consistent theme, and on re-reading the items produced by our reporters, it is realised that part of the reason for the quandary about how to start off this month's News Circular is caused by the large number of changes that have been put into effect. There is no need to worry about this, it is what is known as a dynamic situation - when the changes turn out okay, then it is called a dynamic and progressive situation. Now that we are back to the five day week in theory and shortly, we hope, in practice, giving us the chance to really motor along once again.

### **CHAIRMAN HONOURED AT PALACE**

The attendance of Dr. Simon at Buckingham Palace on Tuesday, 5<sup>th</sup> March was well reported in several local newspapers, this being the occasion when Dr. Simon received the CBE at an investiture held by, Her Majesty the Queen.

### **OFFICE MOVES**

Speaking of Buckingham Palace reminds us that the new office block at Stafford is now occupied, largely by the various accountancy offices, but it is also the home of Evode (Export) Limited, the Training Department and Production Control. Any queries should be directed to Mr. J.A.W. Baldock, Head of Management Sciences.

### **SNAP**

Strange to say, Evode Industries have chosen more or less the same time to move their entire sales division into new premises adjoining the factory at Swords. These new offices are of the prefabricated timber type supplied by Wm. Pitcher & Son,

a leading manufacturer of these buildings in Ireland.

### **VIKIOUS CIRCLE**

Details of the new organisation of Vik Supplies Limited were announced during February. The aim of achieving maximum sales coverage is under the direction of Mr. K.H. Farey, Marketing Director, supported by two area sales forces as follows .-

#### **NO.1 AREA**

MR. C.W. COOPER  
MR. D.T. ISHERWOOD  
MR. G. MEE  
MR. C. CARTHY  
MR. E. HALL  
MR. A.C.A. MORTIMER

#### **NO: 2 AREA**

MR. P.N.V. SMITH  
MR. C. ESSAM  
MR. R. ABLETT  
MR. A. DRAGE  
MR. R.C. ADDIS  
MR. L.T. KILWORTH

No.1 Area comprises Lancashire, Leicestershire and the South West of England.

No. 2 Area Northamptonshire, Norwich and London.

### **MEANWHILE BACK IN STAFFORD**

In addition to the appointments of Mr. C.E. Webb as Technical Director and Mr. D.P. Williams as Secretary, Mr. G.F. Matthews becomes Product Development Manager, Mr. J. Brotherton becomes Factory Superintendent; Mr. D. Bradley becomes Supervisor of Coating and Impregnation Department, and Mr. D. Boden becomes Chemist in Charge of the Vik Laboratory.



## **NEWS FROM THE SALES FRONT**

Just to show that there is something else going on apart from all this moving around, the following sales items are of interest. Evode (Export) have received an order for 1,500 full sized rolls of Flashband from our associates in South Africa - Alumanation Waterproofing Africa Limited.

The Vik Organisation tells us of a further large order from Denmark for heel stiffeners

Evode Industries have launched a new felt adhesive called (wait for it) "Felt-Stik" and J.P. Barret, Sales Manager, Shoe Trade Division has secured the sole agency for Hestika machinery.

Cox & Wright report that both Mr. M.E.J. Wright, Managing Director and Mr. J. Watts, Chief Technician have just returned after a successful business trip to South Africa. They attended a very successful exhibition of Cox & Wright machinery in Durban organised by Agent Colin D. Bailey.

The sales items from Allweather Evode Paints read, once again, like a page from o Who's Who of the Construction Industry - all the famous names are there : Gratifying orders for Pitakote Hi-Build and our chlorinated rubber paints are included.

## **KNOWLLEN JOINS MISSIONARIES**

Mr. S.B. Knowlden, Director of International Sales, Evode (Export) Limited will be a member of a Trade Mission to Australia organised by the Birmingham Chamber of Commerce and Industry. In addition to spending some time in Australia, Mr. Knowlden will be visiting our associates in Japan, Hong Kong, Indonesia, Singapore, Malaysia and India.

## **NEW APPOINTMENTS**

Mr. J.W. Bird has now transferred from the Marketing Department of Evode Limited and is a full-time member of the staff of Evode Waterproofing Systems Limited, being Marketing Manager for that Company. One of Mr. Bird's first tasks was to organise Sales Conferences for the E.W.S. field forces which were regarded as a great success by all participants.

Mr. R. Bates has joined the Special Projects Section of the Development Laboratories of Evode Limited. Mr. Bates was formerly a Chemist in the Group Research Laboratory.

Mr. P. Ghaut has moved from the Laboratory to the Marketing Department of Evode Ltd., as Personal Assistant to the Marketing Director.

Mr. M. Wheat has been appointed to the post of Service Manager (Ceramic Tile Industry) at Evode Limited, taking up his new duties on 1<sup>st</sup> April. Mr. Wheat is currently with Building Adhesives Limited.

Allweather Evode Paints have appointed Mr. Anthony Still as Area Manager for the Home Counties. Mr. Still was previously with the Rustoleum Corporation.

## **DRECONA WITH US ALL THE WAY**

Our Canadian subsidiary is now a wholly owned member of the Evode Group.

Although still small, Drecona is well established in Canada with a range of our Adhesives.

Mr. Art Gee has already taken over as Managing Director; Mr. Dave Dykeman is General Sales Manager and Mr. Clive Beard is responsible for Laboratory and Production.

Mr. J.E. Linnell recently spent ten days at Drecona in order to help with accounting and administrative matters.

# **EVODE NEWS CIRCULAR**

**ISSUE 69 - APRIL, 1974**

**SUGGESTION SCHEME SUCCESS**



**MR. V. VOHRALIK, MANAGING DIRECTOR OF EVODE LIMITED  
PRESENTS CHEQUE FOR AWARD TO MRS. JANET HILL.**

## **LUCKY NUMBER 335 WINS MAJOR AWARD**

Mrs. Janet Hill works in the Twinstik Department and was clever enough to realise that the original reason for wrapping rolls of Twinstik in a waxed release paper during the packaging process had disappeared and her idea that the release paper should be omitted thus saving its cost became eventually Suggestion No. 335. The suggestion was investigated under the normal provisions of the Suggestion Scheme and it was confirmed that wrapping the rolls with release paper was no longer necessary. The outcome for Janet was to be presented with a cheque for her idea as pictured above.

## NEW APPOINTMENTS

### OVERSEAS VISITS and VISITORS

Dr. H. Simon visited Somaco, our Associates in Portugal, on 18<sup>th</sup> and 19<sup>th</sup> March to discuss their plans for building a new factory and to meet their new Manager., Mr. Oliveira.

At the same time one of our oldest business associates Tito Pereira da Sousa were visited, who have achieved outstanding success with Evode Mellitot.

Dr. Simon also visited Industrias Seloc, Madrid, on the 20<sup>th</sup> March. Seloc are our Spanish Associates for adhesives. A new factory for the manufacture of gaskets and rubber extrusions has been completed, and is in full production employing some 70 people.

It incorporates an Adhesives Factory with the existing equipment already working. Two additional churns are in the process of being installed, and a hot melt plant is due for delivery during this month.

Paniker S.A., Barcelona, our Spanish Associates in Mastics, were visited on 21<sup>st</sup> March.

As President of B.A.M.A., Dr. Simon attended the V.E.K. (Federation of European Adhesives Manufacturers Associations) meeting on 22<sup>nd</sup> March in Barcelona.

Mr. J.A.W. Baldock has visited Evode Industries to assess their likely computer requirements.

We were visited by Mr. Henry Cooper of the Terrell Corporation, our partner in Evacor Resins. Mr. Cooper was here during the week beginning Monday, 1<sup>st</sup> April.

A visit was received to Cox & Wright by Mr. Aihara, the Soles Manager of the Industrial Division of Dodwell & Co., Tokyo, together with clients.

Mr. H. Gwyer, Mr. M. Parker and Mr. P. Millington have been appointed Stock Controllers.

### CURRENT SALES NEWS FROM ALLWEATHER EVODE PAINTS LTD.

Allweather. Evode Paints have supplied a considerable number of sales items from which it is very difficult to make a choice. Perhaps the following helped to emphasize the tremendous confidence that has been earned by the products devised and manufactured by our colleagues.

The month's orders from British Rail. totalled almost £6,000.

Almost £10,000 worth of chlorinated rubber paint system has been ordered for use on plant belonging to the National Coal Board.

Over £7,000 worth of epoxy resin paints been ordered by the Department of Environment for the protection of snow ploughs and gritters.

### NEWS FROM EVODE (EXPORT) LTD.

The main interest arises from our former colony in North America where Harvey Liss is now operating Evode Inc., who participated in the 1974 National Association of Roofing Contractors at New Orleans which resulted in many new introductions of Flashband. The sale of this product to roofers is continuing well and equals the forecast made for it. There is great optimism for the D.I.Y. pack of Flashband (Peel n' Stick) where it is hoped to sell 2,000 equivalent rolls per month.

### IN AT THE DEEP END

The Pitakote Hi Build coating applied to the Grey College swimming pool in South Africa had been damaged. Alumanation, our

Associates in South Africa, were called in to make repairs and college officials stood open mouthed when Alumanation's representative calmly proceeded to apply further Pitakote to the damaged areas while the pool was still full of water. They did not know wet surface application was one of the properties of the product.

### **CHARD ON THE TILES**

Mr. H.J. Chard was invited to deliver a paper at the Twelfth Annual Conference in Adhesion and Adhesives at City University, London, the title of his paper being Ceramic Tile Adhesives.

### **EXHIBITIONS AND CONFERENCES.**

The Distribution Division of Evode Industries Ltd., Swords exhibited at the Brooks Group open week in Dublin. The Brooks Group are one of the major Builders Merchants groups in Ireland and the exhibition promises to be very successful.

Reported as the most exciting exhibit at the National Association of Floor Covering Installers Show, New York, was the demonstration of the Silvaseam carpet seaming technique. This was demonstrated by the Fritz & La Rue Co., and Silvoseam is now ready for distribution in the U.S.A. under the exclusive direction of this company.

### **MORE BOOZE THAN NEWS**

A darts and social evening was held on Thursday, 20<sup>th</sup> March between Vik Rushden Office and the staff and works of Louis Holt, at the 'Bath Hotel', Shears\* on the Leicestershire/Northants border. Twenty-two took part and it turned out a most enjoyable evening. Louis Holt won by sheer weight of numbers. A further evening is to be arranged. There has been a further acquisition of a corner plot of land at Louis Holt to finish off the site.

Mr. S.D. Hill reports that the demand for toe puff materials has reached a record level. The outlook is bright but with fingers crossed regarding the raw material supply position.

### **ANY EXCUSE WILL DO**

Mr. B. Liss and Mr. J. Cardy visited ICI Runcorn on the 26<sup>th</sup> and 27<sup>th</sup> March to discuss new developments in chlorinated rubber paints. Whilst in the area they took the opportunity (excuse ?) of visiting the new Bass Charrington Brewery where our coatings are extensively used.

# **EVODE NEWS CIRCULAR**

## **ISSUE 70 - MAY, 1974**

### **EVODE GROUP IT'S AN ILL WIND**

Soup and coffee for the shop floor workers of a Rushden engineering firm have raised £40 for the town's old people.

Cox & Wright Ltd., gave the refreshments to the 70 workers on the long shifts during the three-day week.

The only payment the men had to make was a weekly 10p donation to a charity fund.

£40 of the £50 raised was presented to Mr. George Marriott, chairman of the Rushden Senior Citizens Goodwill Committee.

Mr. C.W. Sawford of the firm's senior management made the presentation.

### **EVOSET GOES ADRIFT**

Peter Stainsby, a representative in the Distribution Division, came across an interesting use for EVOSET. When the coaster "Selectivity" sprang a leak off Falmouth it was brought into Penryn for repairs. Apparently concrete containing EVOSET was used to plug the leak whilst the ship stood on the mud at low tide. She floated off on the incoming tide, but more leaks were found calling for more EVOSET concrete. There is no information on the success of these repairs.

### **EVODE WATERPROOFING SYSTEMS LIMITED**

E.W.S. have now completed their removal from Grayfriars to Common Road, and as the following contracts show it is definitely a case of business as usual.

One variety of roof waterproofing suits Heinz.' - Following the completion of one contract for H.J. Heinz they were so pleased with the

results that E.W.S. have been awarded further contracts for roof water-proofing warehouses at their food processing factory at Kitts Green, Wigan worth a further £12,500. The specification includes finishing with EVODE SILVERFILM because it is important that temperatures within the warehouses are carefully controlled.

Evode Waterproofing Systems have recently completed a contract involving the sealing of 30,000 foot run of  $\frac{1}{2}$  in and  $\frac{3}{8}$  in vertical and horizontal expansion joints incorporated in the new and impressive Douglas House and Shopping Complex now nearing completion in Newcastle-upon-Tyne City Centre; POLEVOGUN and VERTILAST were used

One of the largest and totally enclosed covered concentrations of wholesale buildings and warehouses in the U.K. is being erected on a 22 $\frac{1}{2}$  acre site in the centre of Birmingham. Because of their ability to provide a total service of supply and apply E.W.S. Limited have been appointed by the main contractors, Holland, Hannen & Cubitts (Midlands) Limited to seal all the vertical and horizontal joints of the buildings for the fish and poultry markets in this new project. POLEVOGUN and MONOPOL were used.

### **ALLWEATHER EVODE PAINTS LIMITED**

PITAN/EVODYNE chlorinated rubber paints remain the number one product of the Company although closely followed by PITAKOTE HI-BUILD. This month the orders reported for chlorinated rubber paints run into thousands of pounds. Sales to British Rail in April topped over £10,000.

### **VISITORS TO THE GROUP**

In recent weeks we have been visited by Mr. Finney, Chief Chemist of Elvolac our Associates in South Africa.

Mr. Stavros Aneyotos of Stavimport Clearing Co., visited Vik Supplies Limited regarding products of the Company in Cyprus, also from Cyprus visiting Vik was Mr. Peter Groutides, Production Manager of Shoemex Limited.

Evode Limited was visited by Mr. Takamori on of Kasei Japan. Mr. J.E. Reid of Evode Industries, Dublin and Mr. Rizza of Sinvil S.A., France.

Mr. Takamori. also visited Allweather Evode Paints who were equally pleased to welcome Mr. Rig. Roseman from Alumanation, their Associates in South Africa and Mr. G. Nicmanis of their prospective licensees in Australia.

### **NEW APPOINTMENTS**

Mr. David Gannon has joined E.W.S. as Estimating Clerk to cope with the increase in quotations.

Mr. J. Kail, A.C.M.A. will be joining the Group in June to fill the Management information and Control Systems appointment.

Mr. D.J. Adams, B.Sc., has been appointed Process Development Engineer in the Process Development Department. He was formerly a Development Engineer with Turner. Bros. Asbestos.

At Cox & Wright Limited Mr. B.G. Kennett, C.Eng., M.I.E.R.E., M.S.E.E., has joined the Company and is in charge of Electronic and Electrical Development. He was previously with I.T.T. as an Applications Engineer in the Valve Division.

At Allweather Evode Paints Limited Mr. Barker has been appointed Area Manager in Kent and Mr. Bartle has been transferred to Essex.

### **EVODE (EXPORT) LIMITED**

Mr. S.B. Knowlden, Director of Evode (Export) has recently returned from a comprehensive and successful sales tour mainly in Australia and the Far East. He reports, amongst other things, an interest in TIME BOND from Japan and expanding sales of EVOMASTIC SEALING COMPOUNDS in Singapore and Malaysia. EVO-STIK also figures here as we have just received an order from Singapore for 25,000 litres of EVO-STIK 6555.

### **EXHIBITIONS and CONFERENCES**

E.W.S. Limited had an Exhibition Stand at "Specibuild", Earls Court, London, 22<sup>nd</sup> - 26<sup>th</sup> April. The exposition was specially designed to attract Architects and was organised in sections in which related building elements such as roofing finishes, wall finishes, windows etc., were brought together to make it more logical for visitors so that they could easily compare the merits of different products.

In answer to a request from Mansfield Shoe Co., Mr. D.E. Boden gave a lecture on the preparation of upper and soling material to an audience of some forty foremen and operatives of this company. An interesting discussion followed, and copies of the lecture have been requested by the Management.

### **ALL GOD'S CHILLUN**

Vik report that demand for the Company's products remains high and that toe puff despatches often exceed one-million pairs weekly.

### **MASTER PAINTERS**

Your Editor has the following items from Allweather:

1. On the 20<sup>th</sup> June, 1974 Mr. T.G. Sinnott will have been with the Company for 25 years. He looks much older since he joined.

2. On the 4<sup>th</sup> July, 1974 Mrs. E.A. Wells will have been with the Company for 25 years. Mrs. Wells looks no older since she joined.



# **EVODE NEWS CIRCULAR**

**ISSUE 71 - JUNE, 1974**

## **EVOMASTIC POLEVOGUN SEALS 30,000 FT RUN OF EXPANSION JOINTS ON NEW OFFICE AND SHOPPING COMPLEX IN NEWCASTLE-UPON-TYNE**



Evode Waterproofing Systems Limited have completed a contract involving the sealing of a 30,000 ft run of  $\frac{1}{2}$  in and  $\frac{3}{8}$  in vertical and horizontal expansion joints incorporated in the new and impressive Douglas House office and shopping complex which has recently been constructed in Newcastle-upon-Tyne city centre.

Douglas House, which is being constructed by Sir Robert McAlpine and Sons (North Eastern) Limited for London and Overseas Properties Investment Company Limited, was designed by Architects Newman, Levison and Partners. Consulting Engineers are Andrews, Kent and Stone with Basil Cohen and Partners acting as Quantity Surveyors.

The picture shows Plevomastic sealant being applied at this contract.



## **NEWS FROM. EVODE (EXPORT) LIMITED**

From May 20<sup>th</sup> - 25<sup>th</sup> we were visited by Mr. Harvey Liss, Vice President and Treasurer of our American subsidiary, Evode Incorporated. The purpose of the visit was to discuss our future policy in the U.S.A.

Mr. M.B. Stead commenced an overseas sales tour on 2<sup>nd</sup> June to visit customers and agents in Cyprus and the Middle East. He hopes to introduce new products such as Evo-Stik 6555, the introduction of which has resulted in great interest and new orders.

### **CHAIRMAN VISITS ASSOCIATES IN NORTH AMERICA**

During May, Dr. H. Simon made an extensive journey around North America for discussions with our various Associates there. These included Drecona Industries Limited, Canada (29<sup>th</sup> April to 1<sup>st</sup> May), Cooper Polymers Inc., Massachusetts (2<sup>nd</sup> - 3<sup>rd</sup> May). Cooper Polymers are our Associates in Evacor Resins Limited. Evode Inc., New Jersey (6<sup>th</sup> - 7<sup>th</sup> May) and Evomex S.A., our Mexican Associates between 8<sup>th</sup> and 10<sup>th</sup> May.

### **FACTORY AND PRODUCTION NEWS**

Mr. S.D. Hill tells us that two new large adhesive coating contracts have been obtained and are being processed in the Factory. One involves coating 20,000 sq yds for the production of an optical polishing cloth and the other involves the adhesive coating of PVC foam for British Leyland Cars.

### **FACTORY JOB EVALUATION**

Job descriptions for all Factory hourly paid employees are in the course of preparation. The next step will be to obtain agreement with the relevant job holders over the content of the job descriptions. The Working Party Committee for Factory Job Evaluation will then be asked to "score" these jobs in preparation for the final stages of job evaluation.

Job evaluation for the Offices will follow the Factory job evaluation.

### **NEW APPOINTMENT**

Mr. H.C. Bedford, B.Sc. (Econ.) F.I.P.C. has been appointed to the post of Inventory Manager, Evode Limited with effect from 15<sup>th</sup> July, 1974, reporting to Mr. J.M. Binks, Works Director.

### **NEWS FROM VIK AND LOUIS HOLT**

Managing Director, Mr. K.J. Robinson, is visiting Finland and Denmark during the first week in June and Mr. A.C.A. Mortimer tells us that the total production of toe puffs and stiffeners during the week ending 25<sup>th</sup> May was 1,186,943 pairs.

### **SOME NOTABLE ORDERS FROM ALLWEATHER EVODE PAINTS**

The following are just a few of the sizable orders obtained for the products manufactured by our friends in Gillingham. They certainly show the wide range of industry using Allweather products.

£1100.00 by Basil Wheatley and Jack Baxter - Thixochlor - Rail Tankers for Imperial Smelting Corp.

£1066.00 by Jack Baxter. - Pitan Universal Metal Primer and Evonamel for Sherry Storage Tanks for Harvey's of Bristol.

£1297.00 by Gerry Sinnott - Pitakote Hi-Build for Abattoir Project.

£1126.00 by Jim Bartle - Thixochlor - Steelfields Ltd., handling equipment.

£1349.00 by John Hope - for the Department of the Environment - Pitakote Hi-Build.

**The Company was also pleased to welcome the following visitors in May :**

Mr. B. Gilbert-Smith from Lebanon.

Mr. Stavros Anayotos from Cyprus.

Mr. Malik Gorgus from Turkey.

# **EVODE NEWS CIRCULAR**

**ISSUE 72 - JULY, 1974**

## **ANOTHER SUGGESTION SCHEME SUCCESS**



Pictured above is Mr. Keith Crutchley receiving his award for the success of Suggestion No. 281 from our Chairman Dr. H. Simon. Keith's suggestion gave a method of improving efficiency and reducing the cost of production of Evomastic Bituminous Sealant SPS/3, and the method derived from this suggestion was originally adopted in January, 1973.

Keith joined Evode in 1957 and has now worked here for 17 years and is a Chargehand in the Adhesives Factory.

## **NEWS FROM THE SALES FRONT**

The Building Division report an order from Banbury Buildings Limited for Grey Flashband to the value of almost £4,500.

We have secured the contract for coating PVC trim used in British Leyland Marina and Allegro cars with EVO-STIK 8958.

Allweather Evode Paints again report a lot of sales successes from which the following are extracted :

As a result of Mr. Freddie Kemp's work in Scotland we received orders for EVOGUARD and PITAGUARD to the value of £3574.00 for National Coal Board work at Monktonhall Colliery. Mr. Freddie Kemp obtained a further order for the same project for PITAKOTE HI-BUILD to the value of £2275.00

British Rail in Kent ordered THIXOCHLOR and PITAN/EVODYNE Chlorinated Rubber Paints to the value of £4342.00

Mr. Gerry Sinnott has obtained a firm specification for two coats of PITAKOTE HI-BUILD and one coat of PITAKOTE STANDARD WHITE to cover 10,000 sq metres of concrete on four buildings for Phillips North Sea Refinery at Greatharn. Whilst the order is not expected to be placed until this month, he advises that it will be worth over £8000.00

Evode Waterproofing Systems Limited also report a number of sizable contracts, both for roof waterproofing and mastics, and amongst these are -

Royal County of Berkshire, roof waterproofing maintenance work at schools, value £9,000 plus.

Roof waterproofing of new office block for P.A. Management Consultants at Cambridge, value £7,500.

Resealing seven storey head office block of the International Banking Organisation, Schroder Wagg Ltd., value £10,000 plus.

Resealing a 15 storey Bowring building for the Tower Property Co., Ltd., at Tower Hill, London, value £14,000.

An E.W.S. advertising campaign aimed at roof maintenance resulted in an unusually high response both in terms of enquiries received and written quotations issued as a result. Based on this success, this maintenance campaign will be continued, and in addition, there will be a new campaign aimed at the architectural market on the theme of 'The Evode Roof - Any Colour, Any Shape.'

## **NEW APPOINTMENTS**

Mr. L.E. Timpson joined Evode Waterproofing Systems Limited on 3<sup>rd</sup> June as Representative in the territory comprising Ox, Bucks, Berks and Hants.

Allweather Evode Paints Limited have appointed Mr. Bruce Gilbert-Smith as their Resident Area Manager covering the Middle East.

Evode Industries Limited have appointed Mr. J. McCormack responsible for the smooth running and sales development of their Roofing Division, and Mr. N. Morton joins the Building Division of the same Company to promote the Evode range to the construction industry.

Miss D. Sullivan has joined Evode (Export) Limited.

## **VISITORS TO AND FROM THE GROUP**

Evode Industries had the pleasure of Dr. H. Simon's company on Wednesday, 26th June on the occasion of Tim Twomey's departure from Evode Industries. Tim Twomey left Evode Industries to join Mitsui Ltd., who are setting up a factory in his home town - Cork.

Dr. Simon paid tribute to Tim Twomey's contribution to Evode Industries development and presented him on behalf of the Directors with some silver for himself and his wife.

Mr. Peter Goodman from Ajax Distributors Ltd., Australia, visited Evode on 13<sup>th</sup>/14<sup>th</sup> June.

Dr. H. Simon visited our licensee in Holland on 17<sup>th</sup>/18<sup>th</sup> June.

Cox & Wright Ltd., received the following visitors recently -

Mr. R. Geysler of Budget Footwear, South Africa.

Mr. Johnson of Piccanni Shoes, South Africa.

Mr. Gardiner and Mr. G. Geysler of Shoe Corporation, South Africa.

Mr. Gore of Vinnell Shoes, New Zealand.

Mr. Masrulleh and Mr. Abdul Latif of Sardar Boot House, Karachi.

Mr. Bhatti of Sadard Industries Ltd., Lahore.

All of the above very interested in Floform machines with good potential for orders.

Mr. Victor Manual Garcia of Industries Resistol, South America.

Mr. S.B. Knowlden, Director of Evode (Export) Limited will be visiting West and East Africa, Ethiopia and Malta early in August.

Another visitor to Evode was Mr. Svendsen from our Norwegian Licensee, Evonor, on the 7<sup>th</sup> and 8<sup>th</sup> July.

### **PARTICIPATION IN EXHIBITIONS AND CONFERENCES**

Mr. A.J. Turner and Mr. M.E. Chard presented a paper on Hot Melt rubber based and other adhesives to a conference of the Plastics Institute at the Leofric Hotel, Coventry during June.

Mr. W.T. Clifton (Director); Mr. M. Hoogervorst, Mr. A.G.N. Beattie and Mr. L. Mikolajewicz were in attendance at the Europlastique, Paris Exhibition.

Mr. L. Mikolajewicz then travelled to Poland to attend the Poznan Fair and visit certain customers.

You may have noticed a display of ceramic tile adhesives in the entrance hall which heralded the launch of our own tile adhesive range at Sales Conferences on the 27<sup>th</sup> and 28<sup>th</sup> June.

### **REPORT FROM MR. J. LIVINGSTONE CONNOR**

Last year we reported that Mr. John Connor had been selected by Rotary International to join a group of business and professional men on a tour of Southern Africa, and we are happy to be able to print the following report on the journey which has been provided by Mr. Connor.

In characteristically elephantine fashion we report the recent visit of an Evode employee to Southern Africa. John Connor (Management Sciences) was selected by Rotary International to join a group of five business and professional man on a two month Group Study Exchange tour of a Rotary district overseas, the purpose being to promote international understanding and goodwill, and to foster personal contacts between people of different countries.

As it happened the Rotary district to which John's group was sent comprised five countries, namely South Africa (Transvaal province only), Swaziland, Mozambique, Rhodesia and Malawi: a corresponding group from these countries will visit Staffordshire and Shropshire next Spring to complete the exchange.

Apart from meeting notables such as Ian Smith, the Prime Minister of one of the South African homelands, innumerable mayors,

senior civil servants and professional people, the group visited places of interest in each of the five countries. In fact they spent more time in Rhodesia than anywhere else; touring the whole country and staying in Salisbury, Bulawayo, Kariba, Victoria Falls, Fort Victoria, Wankie Game Reserve and several other lesser known places. In Mozambique, Villa Peri was perhaps of special interest in view of the guerrilla activity - a few days after the group's departure a party of civilians were killed by terrorist gunfire on the road outside the motel in which they stayed. Game spotting in South Africa's Kruger Park was another attractive part of the tour, but they didn't need to visit a game reserve to see the wildlife. Where England has road-signs warning of deer Rhodesia has 'elephant' signs; and the bump as the car hits a six foot puff adder lying on the main road for warmth brings home the wild and undeveloped nature of these countries even more than having to stop half-way up the A1 whilst a herd of elephant crosses over.

As an experience the trip was unique, since it enabled the group to get deeper than the normal 'tourist' level of contact into the fabric of each country they visited. Each member of the team is now expected to recount their experiences and offer conclusions about what they saw to Rotary Clubs and other interested organisations.

### **EVODE '25 CLUB'**

The Tenth Annual Dinner was celebrated recently and there will be full coverage and a photograph in the next issue of the Group News Circular.

### **EVODE INDUSTRIES PITCH & PUTT CLUB**

Despite torrential rain twenty members of the Evode Industries Pitch & Putt Club took to the course to compete in yet another of their gruelling competitions. Topping the table was Mr. Jim Barrett - Sales Manager - Shoe Trade Division, who was later presented with the winners trophy.

## **CHANGES IN THE GROUP NEWS CIRCULAR**

Your Editor is at present flogging his brain to the bone on a project to reconsider the objectives of the G.N.C. and its distribution. If any reader has any ideas of what our objectives should be i.e. what the G.N.C. is supposed or is trying to do, or suggestions for improving ways and means of getting its contents read by more people within the Group, please leave a brief handwritten copy of it either with Dr. B.S. Jackson or in his Secretary's office.

# **EVODE NEWS CIRCULAR**

## **ISSUE 73 - AUGUST, 1974**

### **TENTH ANNUAL DINNER OF THE EVODE '25 CLUB'**

#### **NEW MEMBERS AND OFFICERS OF THE EVODE '25 CLUB'**



The Tenth Annual Dinner of the '25 Club' was celebrated this year at the Tillington Hall Hotel, when 32 Members and Guests were present. The occasion was especially enjoyable as the President of the Club, Dr. H. Simon, made presentations to 5 new members as well as an Honorary member. The new members are standing from left to right, Mr. H.H. Taylor, Mr. R.C. Dale, Miss S. Wall, Mr. E.J. Newman and Mr. G.H. Clarke.

In recognition of a long and valued association with Evode Ltd., Mr. Tito Pereira de Sousa of Portugal was, last year, elected an Honorary member of the Club and made the journey this year with his guest, Mr. S. Carnall, to receive his presentation from Dr. H. Simon.

Members of the Club were particularly delighted that the past Chairman, Mr. J.J.E. Forman and Mrs. Forman, were able to join them this year. Dr. H. Simon made a special announcement that the Club Committee had granted Mr. Forman the title of Vice-President in recognition that he was the founder member of the Club some 10 years ago.

The highlight of the evening was provided by Mr. Cyril Golding who gave a sparkling performance of magic in his own special style. Magic is no more than a hobby for Mr.

Golding, who is a Sales Director of Allweather. Evode Paints, but even so his brilliance with sleight of hand has led to his election as a member of the exclusive Inner Magic Circle.



## **NEW APPOINTMENTS**

Mr. D.J. Le Mestre has been appointed to the position of COST OFFICE MANAGER as from Monday, 29<sup>th</sup> July, 1974.

Mr. H.C. Bedford has been appointed INVENTORY MANAGER.

Mr. L. Currie has been appointed STAFF CHARGEHAND.

Mr. J.F. Roeton has transferred from the Engineering Planning Department to the WORK STUDY DEPARTMENT as a Work Study Engineer.

Mrs. Anne McLaren has joined the CUSTOMER LIAISON SECTION.

Mr. Peter Constantine has joined the General Projects Development Laboratory as a LABORATORY ASSISTANT.

Mr. G.A. Dell left Allweather Evode Paints on 26<sup>th</sup> July, 1974. His successor, as CHIEF CHEMIST, is Mr. A.W. Fell who joins the company on 2<sup>nd</sup> September, 1974.

Mr. W. Hutchinson has joined Allweather Evode Paints as AREA MANAGER in the North East.

Mr. A. Burden will be joining Allweather Evode Paints this month as AREA MANAGER in Yorkshire.

Mr. E. Timmins joined Allweather Evode Paints in July as AREA MANAGER in the Home Counties.

When Mr. Wane leaves Allweather Evode in October, his territory will be covered by Mr. R. Tregenza who joins the Evode Group after a few year's absence.

## **VISITS TO AND FROM THE COMPANY**

We were visited by Mr. Chivers from O.K. Bazaars, Zambia.

Mr. Alake from the Nigeria National Supply Company Limited.

Mr. David Dunlop visited the Channel Isles from 29<sup>th</sup> July to 2<sup>nd</sup> August and early in August Mr. S.B. Knowlden begins a sales visit to Nigeria, Ghana, Kenya and Tanzania.

## **EXHIBITIONS OR CONFERENCES**

Dr. Malcolm Welch, Development Manager, General Projects Evode Laboratory attended a conference on "Movements in Concrete" at the Cement and Concrete Association during July.

To promote the launching of the Company's own range of ceramic tile fixing products the Building Division, in conjunction with Mr. M. Wheat, Service Manager for the Ceramic Tile Industry, have been holding a series of lunchtime Seminars in the major cities, aimed largely at tiling contractors. Among those cities visited have been London, Bristol, Leeds, Birmingham, Manchester, Southampton, Newcastle-upon-Tyne and Nottingham.

## **JOB EVALUATION,**

Since news of Factory Job Evaluation first appeared in the News Circular, considerable progress towards completion of the exercise has been achieved. All Factory jobs should be evaluated by the end of August.

The next phase of the Job Evaluation necessary to ensure the "equal pay for equal work" requirement of the Equal Pay Act, 1970, will be to evaluate Office jobs. This will be started during the early autumn.

## **NEWS FROM THE SALES FRONT**

Allweather Evode Paints again report some good orders for our products, including the following :

Mr. Wheatley and Mr. Baxter worked together to obtain PITAN METAL CONDITIONER and

THIXOCHLOR order worth £1867.00 for the Fleetwood Docks RD/R0. This is the first part of the order only.

Mr. Kemp received orders for N.C.B. work in Scotland worth £2646.

Mr. Wheatley obtained an order for N.C.B. work worth £2146.

Sewage Works Machinery and Plant Manufacturers ordered ETCH PRIMER, THIXOCHLOR, EVOPRIME ONE, PITAKOTE STANDARD and EVOKOTE PITCH EPDXY ENAMEL worth £2108. Midlands Area.

### **A LESSON IN SELLING**

In view of the shortage of sales items, it might be appropriate to reproduce the following item supplied by Mr. Cyril Golding, Northern Sales Director of Allweather Evode Paints Ltd.

A newly hired Salesman wrote his first Sales Report to Head Office :

"Dear Sir,

I have seen this lot what hasn't never but nuthing from us and I soled them a thousand quids worth of stuff. I am goin on to Manchester where I have a cupple of contacts".

Before he could be given the sack, this letter came from Manchester :

"Dear Sir,

I cum hear yesterday and up to now have soled them twenty four thousands quids worth".

The following morning the two letters were tacked to the Sales Staff Bulletin Board with this memo from the Chairman :

"We bin spending two much time trying to spel instead of sel. You shud get out and do what he dun".

### **SPORTS SOCIAL CLUB**

The new premises of the Evode Sports & Social Club official opened on Tuesday, 30<sup>th</sup> July. The opening ceremony was performed by the Club's President, Dr. H. Simon, who has long been associated with and supported the Club's activities. The new premises provide excellent surroundings for relaxation by any standards and are well worth patronising.

### **SPORTS PAGE**

Golf enthusiasts of the British Adhesives Association fought for the "Glue Pot Trophy" at Sandy Lodge Park, Rickmansworth, Herts. Of the 32 competitors 4 were from Evode. Glue Pot winners throughout its existence were either Starch Products or Corn Products members.

Stapleford Cup - In this event Mr. A.E. Stewart came first and Mr. K.J.C. Davies equal second.

# **EVODE NEWS CIRCULAR**

**ISSUE 74 – SEPTEMBER & OCTOBER, 1974**

**EVOMASTIC MONOPOL ONE-PART POLYSULPHIDE SEALANT, WHITE IN COLOUR, BEING GUN-APPLIED AROUND ONE OF THE MANY SPECIALLY TREATED WALL PANELS AT BIRMINGHAM'S NEW WHOLESALE FISH AND POULTRY MARKETS.**



The Contract is being carried out by the Sealant Contracting arm of E.W.S. Ltd., about whom not much is heard in the News Circular so here is some proof that they are actually working quietly but effectively.

## NEW APPOINTMENTS

Evode's new Director - MR. K.J.C. DAVIES has been appointed to the Board of Evode Limited and he now has the total responsibility for all the divisional sales of the Company.

MR. P.L.C.H. RICHARDS has been appointed Sales Manager of the Distribution Division.

MR. P.G. BAXTER has been appointed Acting Production Manager.

MR. STEPHEN LEEK joined Evode (Export) Limited in August as Export Assistant.

MR. L. CURRY was promoted to Electrical Foreman with effect from 1<sup>st</sup> October.

MR. ARTHUR NEWBON joined Evode Limited on 1<sup>st</sup> October as Assistant Training Officer to assist in the preparation and implementation of training programmes for factory personnel.

## OVERSEAS VISITS AND VISITORS

The Chairman, DR. H. SIMON, visited Berlin on 23<sup>rd</sup>-25<sup>th</sup> September in order to view for our Dutch Licensee and ourselves the machinery and premises of a large rubber and plastics factory which will shortly come up for auction. In addition, the Berlin Agents of Bate our German Associates were visited and the Chairman included a short trip into East Berlin via Checkpoint "Charlie" to see what is "behind the wall".

MR. T.Q.D. DUNLOP, Managing Director of Evode (Export) Ltd., and MR. W.J. LANGFORD, Licensee Laboratory Manager, visited Elvolac and Alumanation, both of South Africa, during September.

MR. M.B. STEAD of Evode (Export) Ltd., is to visit West Africa in October and the Far East and Middle East in November.

MR. W. GRAMKOW, the new Sales Manager of Elvolac our South African Licensee, visited Evode during September. He also visited Evode Industries, Eire and Simson, Holland.

MR. N. RIZZA of Sinvil S.A., France was at Stafford on 5<sup>th</sup> and 6<sup>th</sup> September to discuss Evode's entry into the French market, which is currently being considered.

MR. C.J. KEIJZER of Simson our Dutch Licensee visited us early in September, also in September we had three visitors from Evode Industries Ltd., MR. KELLY, Production Manager, MR. GALLAGHER, Assistant Factory Foreman and MR. BARTLEY, Works Control Chemist.

MR. P.J. SKELLERUP of Skellerup Industries, New Zealand visited Evode on 6<sup>th</sup> August.

We were visited by MR. NOZAKI of the East Asiatic Trading Company to discuss the Sale of ceramic tile adhesive: a in Japan.

We were visited by MR. OPSHAW, Building Economist and MR. J. EVANS, Architect from Brockhouse Steel Structures regarding the waterproofing of a number of schools built for UNISEF in South Vietnam with the Evode Roof Waterproofing System Type 100.

## NEWS FROM THE SALES FRONT

Evode (Export) Limited through the endeavours of MIKE STEAD have obtained orders from Richard Costain for over £4,000 worth of cementitious tile adhesive for use on a housing project in the Arabian Gulf and from Gulf Construction, Bahrain over £5,000 worth of various building products of which almost £3,000 is for Polevognun Light Grey.

It is also expected that Evode (Export) Ltd., will be taking part in a trade exhibition in Tokyo during March 1975.



The Louis Holt Division of Vik Supplies have told us of a further order from Denmark for heel stiffeners worth more than £2,000.

An order for 5,000 yards per week of Silvaseam has been obtained which will be used to make up large areas of carpet for export to the U.S.A.

Allweather Evode Paints Limited seem to have got involved in another brewery, telling us that a wide selection of materials is being used on the new Charles Wells Brewery in Bedford and a first order obtained by ERIC TIMMINS has been received for Bitugel and Evonamel.

An order from the Far East for almost £2,000 worth of Pitakote Hi-Build was obtained by Evode (Export) Limited.

Orders for paint for Luton Abbatoir are worth more than £2,000.

The National Coal Board continue to place sizable orders for a variety of products. Several orders recently being secured by MR. BASIL WHEATLEY.

## **OFFICE AND FACTORY NEWS**

### **Supervisory Training**

All Factory Supervisory Grades attended an initial training course entitled "Human Relations" and "Communications", during August/September.

The Course was organised by the Training Department, and the lecturer was Mr. Harry Hutton of West Midlands Management "Development Centre. It was held at 'The Crispin', Stafford, and covered an evening, plus one full day. A total of 52 personnel attended in four groups. The Course was highly successful and more Supervisor and Manager Training Courses are being organised for the future.

## **Survey of Training News**

To meet the requirements of the Rubber & Plastics Processing I.T.B., the Training Department will be conducting a 'Survey of Training Needs' during October/ November, to determine each Department's Training needs for the immediate and near future. All Stafford based Companies will be covered in the Survey, and Training Programmes will be prepared subsequently, based on, and reflecting, the findings of the Survey.

## **NEW EQUIPMENT FOR VIK**

A new 2M Dixon Hot Melt Coating Plant is to be installed at Stafford.

## **ROOFING CONFERENCE**

Evode Waterproofing Systems Limited participated in the International Conference on Roofs & Roofing held at Brighton in September. The Technical Paper submitted by the Company was accepted by the sponsors of the Conference who included the Agreement Board. The authors of the Paper were DR. B.S. JACKSON, MR. H.E. AKERMAN, MR. S.B. KNOWLDEN, MR. H. VENTON and MR. J.R. WILLETTS and the Paper was presented at the Conference by DR. JACKSON.

## **DOCTOR AT LARGE**

MR. ROBERT BATES, Technical Officer in the Industrial Products Laboratory has been successful with the thesis that he submitted for the degree of Doctor of Philosophy. The thesis produced by DR. BATES was entitled Studies in the Nature of Adhesive Tack, and was based on work carried out by him in the Group Research Laboratory.

Other examination successes have been MR. STEPHEN WILKES who has passed City & Guilds Chemical Technicians Certificate Part 3 with a Credit, MR. JOHN BEBBINGTON obtained his Higher National Certificate in Chemistry and MISS

MARGARET SHELLEY passed her. Ordinary National Certificate in Chemistry.

The next 200 Club will commence on approximately 4<sup>th</sup> November. Any members wishing to be included please contact the Secretary.

## **SPORTS & SOCIAL CLUB**

The Club visited Littleton Colliery on the 10<sup>th</sup> September and their reporter gives us the following details :

We were taken to the depth of 1000 ft down the No. 2 shaft, while underground the party covered approximately 4 miles. This included a short journey on the locomotive transport and a visit to the coal face.

The mining area covers 7 square miles north and south of the shafts, 22 miles of locomotive roads, 14 miles of airways; 5 production faces — average tonnage per week 20,000. 1900 men are employed on 3 shifts, 7 ¼ hours per shift.

Reserves of coal 140,000,000 tons lie towards Stafford, this is the area that will be worked in the future.

Electricity for the Colliery per quarter is £16,000.

## **200 Club Draw**

The first 200 club draw took place on the 10<sup>th</sup> October, 1974 at Evode Sports & Social Club; the draw was made by Mr. J. J.E. Forman. Mr. & Mrs. B. Liss were also present on this occasion. The large audience were entertained by the very talented Don and Eric Reid.

The major prizes went to the following people :

Prize Name Department

- |         |            |            |
|---------|------------|------------|
| 1. £100 | C. Scales  | Transport  |
| 2. £ 59 | A.D. Till  | Vik        |
| 3. £ 30 | J. Roberts | Churn Room |

## **HONOUR FOR HARNETT AND HARVEY**

In recognition of their support for the Institution of Professional Salesmen during its founder stage, Founder Feilsowhips have been awarded to MR. MIKE HARNETT, Evode Industries and MR. COLIN HARVEY, Evode Limited.

# **EVODE NEWS CIRCULAR**

## **ISSUE 75 – NOVEMBER & DECEMBER, 1974**

### **CHRISTMAS EDITION 1974**

Here we are again at the Festive Season and we have the happy task of sending Editorial good wishes for Christmas and the New Year to all our readers. I wonder if we shall ever look back on 1974 and say, "those were the good old days", what a thought : To inject a little humour into the proceedings your Editor has decided to hold a competition, this time one \*or limericks. You know the sort of thing - "there was a young lady from etc." and so on. To avoid accusation of male chauvinism, an entry beginning "there was a young man from .... etc." would be equally acceptable. The rules are :

1. As Many entries per person as you like.
2. The "place" has to be the name of one of the Divisional Companies i.e. "There was a young lady from Vik .... etc."
3. The entries ideally should be clean but humorous or at the worst dirty but publishable, and there will be a first, second and third prize, the Editor's decision being final in the matter.
4. Last date for entries TUESDAY, 14<sup>th</sup> JANUARY, 1975 and the results will be published in the February edition of the Group News Circular.

Entries should be addressed to DR, B.S. JACKSON, COMMON ROAD, STAFFORD.

### **AROUND THE DIVISIONS**

#### **COX & WRIGHT LIMITED**

MR. W.T.G. CLIFTON, Export Director visited the Atlantic City Exhibition followed-by customer contacts in several States.

A visit was also paid to the Caribbean ,There good contact was again made.

MR. A.H. MACGREGOR of Colin D. Bailey, our South African agents visited us. Whilst in the area he visited several factories where it is hoped useful contact was made.

MR. R. TURNER of Watson Shoes. South Africa.

Cox & Wright exhibited machinery at the Atlantic City Exhibition in the U.S.A., and also participated in the BRSI/ISMEX Exhibition at Harrogate.

A very successful exhibition has been staged at Cox & Wright premises in Rushden. This is in conjunction with CIC/Ralphs of Bath, and has created much interest amongst shoe manufacturers in the vicinity. The latest H.F. equipment,, together with some smaller machinery has been on show. A similar exhibition is to be staged at the Waterfoot Depot.

MR. FRANK WAKELING retired in November after 40 years service and it is intended to include more information on this item in a later issue.

### **EVODE (EXPORT) LIMITED**

Like all selling exporting means that the salesmen have to get out and about calling on potential customers and working to convert their interest into a firm sale. The main difference is that the places where our customers live sound more exciting than Bognor Regis or. Biggleswade. In their more recent work MR. S.B. KNOWLDEN, Sales Director and MR. M.B. STEAD, Sales Manager have betwe them visited the Channel Isles including the quaint island of Sark, Sierra Leone, Liberia, Ivory Coast, Ghana, Hang Kong, Singapore, Thailand, Iran, Bahrain, Lebanon and Portugal.

We have had an excellent first order from Japan for FLASHBAND, a product which will be featured at the Tokyo Exhibition in March, 1975.

MR. A.J. MORETON joined the Company in October as Marketing Manager. He brings

considerable experience of overseas marketing with him and in an earlier job he was resident for some years in Western Europe.

During the second week in December Evode (Export) are holding an exhibition in London.

## THE EVODE SYSTEM HELPS KEEP NUCLEAR PROTOTYPE SUBMARINE SHIPSHAPE



General deterioration of nearly 4,000 square yards of pitched roofing covering the building which houses the only land-based nuclear submarine prototype in Britain has been remedied by treating the entire roof area with THE EVODE SYSTEM of roof waterproofing.

The building is part of the naval shore station H.M.S. Vulcan at Dounreay in the extreme north of Scotland. Although located in an area subjected to severe high winds the treatment took Evode operatives only four weeks to apply.

By specifying THE EVODE SYSTEM it was possible to waterproof the entire roof and enable activities to continue within the building.



## **ALLWEATHER EVODE PAINTS LIMITED**

MR. T.G. SINNOTT has got an order from Redpath Dorman Lang, value almost £7,000. This is for paint for the steelwork of the Doha Bus Garage, Qatar.

Our involvement in the North Sea Oil saga increases with sales in MR. TREGENZA'S territory to the value of more than £4,000. The paint being purchased by G.E.C. Turbine Generators for work in connection with the Shell Brent platform.

The contractor for the Fleetwood Docks steelwork contract engineered by MR. BAXTER and MR. WHEATLEY has ordered chlorinated rubber paint worth more than £3,000.

Allweather Evode Paints welcomed to Gillingham their new Chief Chemist MR. A.W. FELL who joined them on 2<sup>nd</sup> September.

A welcome is extended to MR. DICK TREGENZA the new representative in Staffordshire and MR. N. BELL for the county of Kent. Both have seen previous service with the Evode Group.

## **EVODE LIMITED**

2,000 yards of SILVASEAM FR have been sold to the British Aircraft Corporation for use in Concorde. This is a fire retardant grade designed for the Civil Aviation field.

The works fire brigade received instruction on breathing apparatus and rescue procedure at the Mines Rescue Station, Hednesford. This completed a training course started earlier in the year.

Dust control continues to receive attention in various parts of the factory as part of the programme of improving the working environment. It is hoped that the contracts already placed for equipment in the new Materials Store, the Bitumen Factory and the Varnish Kitchen will lead to commissioning

before January 1975, and the installation of equipment in the Adhesives Factory during March 1975 has been approved.

A new type of filling machine made in Germany by H. Schwerdtel of Munich will give a much needed improvement of capacity for packing GUN-O-PRENE and some special packs of sealants.

MR. H. VENTON represented BAMA at the European Adhesive Manufacturers Association in Dusseldorf.

MR. A.J. TURNER visited the International Packaging Exhibition in Port.,.

MR. V. VOHRALIK and MR. H.J. CHARD presented one of the Papers at an Institute of the Rubber Industry Symposium discussing recent trends in adhesive types.

EVO-STIK POLKA is to be exhibited at News-Tec the showcase of the newspaper and magazine industry.

MR. W. PITCHFORD has joined the Marketing Department as Market Research Manager. Prior to joining Evode, Mr. Pitchford attended the Manchester Business School.

Good wishes for their retirement go to the following :

MRS. E. GODWIN after 19 years service

MR. J. SPROULE after 14 years service.

Following completion of the job evaluation exercise for the Factory, a similar exercise for the Office weekly paid staff has started well. The Working Party Committee has been formed and they have agreed with the triter: to be evaluated. "Bench mark" jobs have been decided and evaluated and will be used for reference purposes when evaluating other similar jobs.

**VIK SUPPLIES LTD., and  
LOUIS HOLT LTD.**

The first order from Finland for toe puff material has been received.

MR. G.F. MATTHEWS, MR. D.E. BODEN and MR. C.E. WEBB attended the BBSI Conference at Harrogate in November.

MR. ALEX. MACGREGOR of Colin D. Bailey, South Africa visited both Stafford and Enderby early in November.

**EVODE INDUSTRIES LIMITED**

There seems to be an absence of news from Evode Industries except that we know that since the last News Circular we have been visited by MR. F.B. LYNCH, Managing Director. and MR. A.H. SIMON has visited Swords. Stafford was also honoured by a rare visit from MR. DENNIS BURKE, Director.

**NOTE FROM OLD EVODIAN**

Your Editor had a letter from MR. J.J.E. FORMAN, previously a Director of Evode Limited Amongst other things he mentioned that during a recent visit to Birmingham Airport "In the Airport Building there were more police-men than passengers and visitors, but what caught my particular attention was that all nooks and crannies, and all recesses were being boarded up with plywood, and the sticking of the plywood was done with EVO-STIK WOODWORKING ADHESIVE." Sounds a good idea for cutting down the hiding places for infernal machines.



It was grey, had long ears, and ate grass.

An entry from MR. F. HOYLE, an E.W.S. Representative for the North-West area was also considered amusing, but political considerations prevent us from printing it in a publication that might end up in the hands of people outside the Organisation.

Prizes in the form of selected boxes of chocolates have been presented to the three prize winners.