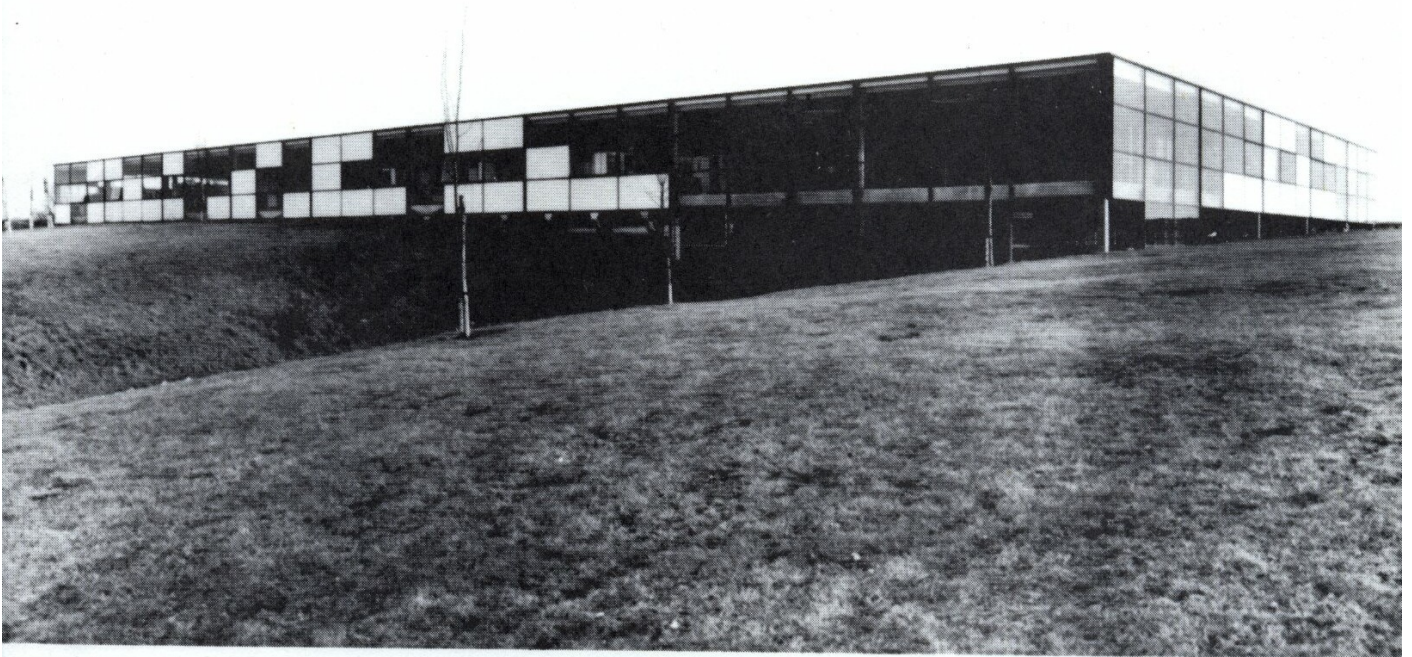


EVODE NEWS CIRCULAR

ISSUE 81 – JANUARY/FEBRUARY 1977



Patscentre International, the science and technology centre for PA Management Consultants Limited. The building which incorporates THE EVODE SYSTEM of roof waterproofing has recently been awarded the Financial Times Industrial Architecture Award for 1976. THE EVODE SYSTEM was, of course, applied by Evode Waterproofing Systems Limited.

EVODE INDUSTRIES 21st ANNIVERSARY

Unfortunately, we do not have a black and white photograph of this event and black and white is the type that we can re-produce in the news circular. The above anniversary was celebrated at a party on 17th December, 1976 which was attended by DR. H. SIMON and MR. & MRS. A.H. SIMON. Apparently DR. SIMON added interest to the proceedings by telling some "Paddy" jokes, but, even so, an enjoyable evening was had by all. Inscribed pens were presented to members of staff with 21 years service, who included MR. F.B. LYNCH, MR. D.R. BURKE, MR. N. GREEN, MR. J. DIGNAM, MR. M.J. SCAHILL and DR. H. SIMON.

EVODE (EXPORT) LIMITED

The gallant gentlemen of Evode (Export) who are fighting to restore our balance of payment still find time to report some items for your News Circular. First of all, the editor has just earned a black mark by referring to 'gentlemen' because MRS. JUNE RYAN has been appointed Marketing Assistant. Another new appointment is that of MR. PAUL RUBIN, B.A., as Export Product Manager for FLASHBAND, POLKA and ROK-RAP. He brings the experience of two years work in West Germany and as a point of interest, his father, DR. WALLACE RUBIN, may be known to some readers because of his association with Kelsey Roofing and Kelseal Limited.

FLASHBAND was displayed at the International Building Exhibition in Brussels during February.

We were visited by MR. RAMADEN ISKARDARANI, Manager of GTC Limited, Kuwait, for training in preparation for a joint venture on the manufacture of Evode products in Kuwait, and during January and February there have been frequent sales visits overseas to the U.S.A. and Canada (MR. DAVID DUNLOP), Austria (MR. TONY

MORETON), Holland (MR. MIKE STEAD) and Denmark (MR. GORDON BARRETT)

We have received an order for £76,000 worth of SPANFIL fillerboard which is to be used in Iraq.

CORRIGENDUM

On behalf of Evode (Export) Limited we have to issue a corrigendum, which for those who don't know, means that we got something wrong last time. Apparently in the item about the testing of Evode's new airfield sealant we omitted to point out that MR. B. BROOKES of Evode (Export) Limited did all the preparatory and organisational work leading to this successful test.

ARE VIK PUFFED OUT ?

Vik have received an order for 60,000 pairs of toe puffs from Sweden and have started deliveries expected to reach 15,000 pairs per week to William Lamb Limited of Wakefield, as well as an order for 5000 sq m of VIKFORM from a company in Bilston.

There has also been considerable interest in the hot melt adhesive products sold by the company, and of particular interest Clarks Limited of Street are to place a contract for hot melt coating of some of their materials for heel covering.

ALLWEATHER EVODE PAINTS LIMITED

The 1976 Annual Sales Conference was held at Gatton Manor Golf and Country Club in December when all representatives were presented with their "Thanks a million" pewter tankards. MR. BARRIE LISS and DR. BARRY JACKSON from Group attended for part of the Conference. The "In House" training programme was conducted by Messrs. NEWCOMBE and HUNT of the Chemical Industry Training Board.

The Training Board were so impressed with our enthusiasm that they waived their charge for providing the training facilities.

November and December 1976 provided the usual harvest of orders valued at £1000 plus. The largest of these was £19904.00 for export to Saudi Arabia.

RAY ASTALL captured business to the value of £7290 for EVOLUSTRE DIPPING ENAMEL.

BASIL WHEATLEY captured an order value £3118 for PITAKOTE HI-BUILD aggregate system.

JOHN HOPE captured an order for £2199 for EVO-ZIN and THIXOCHLOR.

DAVID MACKENZIE captured orders for paint for export steelwork destined for the Middle East valued at over £7000. THIXOCHLOR system specified.

NEWS ITEMS FROM EVODE LIMITED

The facilities of the National Exhibition Centre at Birmingham were used in February to launch three new products - READIGROUT, EASIFILL and CLEAN-AWAY.

Gray & Nicholls, Roberts Bridge Sussex are probably the world's leading manufacturers of cricket bats and have recently tested SAFE 80 in the manufacture of the handles with great success and in fact have recently placed an order worth over £300 for this product.

ConCargo Ltd., of Weston-Super-Mare have placed an order for 167 kegs per month of BITUMINOUS STRIP and S.I.A.C.O. Ltd., makers of abrasive papers, have placed an order for 56 rolls of POLKA per month until further notice. The representative responsible is MR. P.J. TREBY and MR. G.N. HOWELL got the ConCargo business whilst MR. J. DAVIES opened the batting for SAFE 80 in the Gray & Nicholls test.

MR. G.G. MORRIS has been promoted from Northern Regional Manager to Divisional Sales Manager, Building Consumer Division and MR. H. LAWLEY becomes Northern Regional Sales Manager whilst MR. B. PIX becomes South-West Regional Sales Manager. Your editor thought at first that MR. LAWLEY and MR. PIX had joined us in 1842 and 1852 respectively but realised later that these were the territories that they had previously covered as salesmen.

MR. MYERS has joined the Marketing Department working with MR. C. SQUIRRELL.

The company was visited by MR. D. HENDERSON M.B.A. the newly appointed Marketing Manager of Evode Inc., U.S.A. and MR. A.H. SIMON visited our U.S.A. company in January.

DR. H. SIMON represented the company at the French Adhesive Manufacturers' Association Congress in Paris during December 1976, that is the Syndicat Francais des Colles et Adhesifs.

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Evode Limited started the year with four new products aimed particularly at the DIY scene. The reproduction below of one of the handouts announcing these products gives a good idea of what they are. These new lines were launched at a Spring Fair at the National Exhibition Centre, Birmingham.

NEW EVO-STIK FACES For 77

EVO-STIK EASIFILL
the all purpose filler:



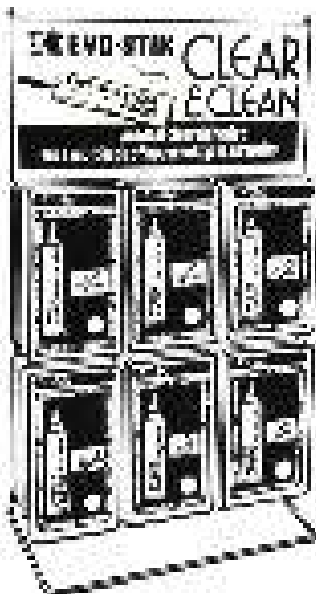
400 g 600 g

EVO-STIK CLEAN-AWAY
the D.I.Y. cleaner:



Blister packs only

EVO-STIK MINI CLEAR & CLEAN:



Blister packs only

EVO-STIK
W-WHITE READIGROUT
ready mixed
grout:



600 g 1 kg

INTERNATIONAL EVENTS

MR. H. VENTON of Evode Limited attended a FEICA meeting in Paris in March, this was a meeting of the Adhesives in Building Working Party.

REG. ROSEMAN of South Africa and MARIO HAFTEL of Brazil visited Allweather Evode Paints.

MR. W.J. LANGFORD of Evode (Export) visited our Associates in Spain in February.

We have been visited by VADIM BYTENSKY who recently joined the Group as Chemist at Drecona Industries, Canada. We were also visited by MR. J.E. REID, Technical Director of Evode Industries, Dublin.

MR. PAUL RUBIN and MR TONY MORETON spent some time in Germany in March to arrange the promotion of FLASHBAND through our own company instead of through our Dutch Licensees as previously. Evode A.G. are also taking part in the "Dach and Wand" Exhibition in Karlsruhe and in the MEC Building Materials Exhibition in Dubai.

MR. S.B. KNOWLDEN, Director of Evode (Export) is visiting Nigeria, Ghana and Sierra Leone to promote sales of our products.

MR. ART GEE, President of Drecona Industries, Canada, was on holiday in the U.K. with his family and visited Stafford on 21st and 22nd March.

MR. W.J. LANGFORD and MR. H.J. CHARD visited France and Germany, 4th - 8th April.

MANAGEMENT CORNER

When in charge - ponder
When in trouble - delegate
When in doubt - mumble

These gems of guidance are attributed to MR. CYRIL GOLDING.

On the 14th January, 1977, Works Director of Allweather Evode Paints, BERT PUPLETT said "Goodbye" to Gillingham. A farewell party was held and suitable presentations made. What might have been a sad occasion turned out to be a very happy one in the event. Visitors included NORA HEILBRUN (Widow of Founder Max W. Heilbrun) ALBERT WADE (another Founder), LES TAPLIN from Carless, JACK KING from TOK.S., and MIKE GANNON from Berry Wiggins.

London Office was well represented by MIKE PHILLIPS and CHRISTINE LEONARD. All the Works and Lab. Staff were also present and a number of Area Managers.

AMERICAN COLUMN

FLASHBAND is not yet well-known but it is now distributed across the entire United States, so writes HARVEY LISS, Executive Vice President of our U.S. Company, Evode Inc. FLASHBAND is being supplied to the U.S. Army, Navy and Air Force, sales being specified by the Port of New York Authority, Kennedy Airport, New York, Newark Airport, Los Angeles Airport, Long Island Railroad etc. rhea product has been exhibited at the National Home Improvement Show New Orleans, at the Heating and Ventilating and Air Conditioning Show in Chicago and also at the National Roofing Contractors Association Convention in Atlanta. Incidentally, at this latter Convention we were represented by MR. J.R. WILLET'S, Director of Evode Waterproofing Systems who are members of the NRCA. We hope to be able to publish future items about the continued success of FLASHBAND in the U.S.A.

FLASHBAND AND WINE PARTY

We received a telex from the Dover Harbour Board asking for the current price of FLASHBAND. When we quoted the finish and size required we were told that neither mattered because the .use the Harbour Board made of FLASHBAND relied on its adhesive

and 'water' proofing qualities. 'We cut a piece, warm it up and stick it on any drum that comes into the Port and is leaking, mostly these are large plastic drums of PLONK that require sealing.'

So, next time you drink a bottle of wine that has a bitumen flavour you will know which way it came into the country o

ALLWEATHER PAINTS A PRETTY PICTURE,

Recent orders include almost £8 000 worth of THIXOCHLOR Chlorinated Rubber Paint for the N.C.B. and £2 500 worth of the same product for an Albright & Wilson Chemical Plant.

British Steel Corporation ordered EVOPRIME ONE and EVOTECT worth over £3 500 and a British Rail specification for London Bridge steelwork was obtained, value over £4 000.

MR. ROY MACPHERSON, Sales Director, has been promoted to Membership of the Institution of Corrosion Science and Technology from the grade of Associate Member.

Our heartiest congratulations are extended to BETTY WELLS upon her appointed to Head of Laboratory Services. Betty joined Allweather in 1949 as a Laboratory Assistant. As a result of her studies at the North West College of Technology she obtained her H.N.C. in Chemistry. Since 1961, Betty Wells has served the Company as Chief Technical Advisor.

To keep pace with the increasing orders, a new production machine for the manufacture of paints has recently been delivered to the factory at Gillingham.

WHAT ABOUT EVODE ?

Not to be outdone by sister companies, Evode Limited also report some interesting sales items.

PETER LANGRIDGE has recently sold to Berman Bros. (Panels) Ltd., a Hardo Machine and negotiated an adhesive contract for THERMAFLO 7506 natural worth £10 500.

An order has been received for BITUMINOUS STRIP, value approximately £7 000 from Concargo, Weston-Super-Mare.

Veitchi (England) Ltd., ordered £4 000 worth of EVODEK.

Department of Supply Management Materials (Army) at Bicester ordered EVO-STIK 5007/3 valued at £2 000.

Domcraft Ltd., Speke, Liverpool are running an Evode promotion commencing March 17, opening order obtained by MR. R.A. BOYD (Building and Consumer Products Division Representative) value £25 000.

MISS EVODE 1977

A week-end trip to Belgium and Holland was awarded to the winner of the Miss Evode Competition by MR. J.R. GILLOW, Director of Land Travel, who was a judge for the competition.

The winner MISS ALISON MOSS, Cost Office, duly received the promised invitation and between March 4th - 7th visited Belgium and Holland and says she had a wonderful time, especially enjoying the canal boat excursion in Amsterdam.

SPORTS AND GALA DAY

MR. J.G. JONES tells us that the Sports & Social Club will once again be holding a Sports and Gala day on JUNE 4th, which is a SATURDAY. The Committee welcomes anyone who is willing to assist with or suggest any new ideas that might improve last year's event. Please contact MR. J.G. JONES or the PERSONNEL OFFICE.

SAFETY NEWS

The Evode Limited General Policy on Health, Safety and Welfare has been revised and extended, and copies of the reprinted document are to be circulated to all Evode employees during the course of April. Should anyone find by the end of the month that they have been missed, copies are obtainable from the Wages and Training Departments.

The Policy document has been issued so that we conform with the requirements of the Health and Safety at Work etc., Act, 1974, and it describes the Company's sincere commitment to matters of health and safety. It includes information on the constitution of the Evode Safety Policy Committee and on the tasks to be undertaken by this body, such as the setting up of Area Safety Committees, all to provide a forum for discussion of safety matters between employer and employees.

Safety representatives have been appointed by each of the "recognised trades union operating on the Stafford site, and a three-day training course has been provide' the Company for them.

These arrangements are substantially those which will be required by HASAWA Safety Representatives and Safety Committee Regulations, but we are more than a year ahead of the date when the regulations are expected to become enforceable.

Each safety representative is familiar with the operations which are carried –out in his area and with the potential hazards which may exist. His main duties are at the moment to represent other employees in his area on matters of safety, and to investigate on their behalf potential hazards, dangerous occurrences, causes of accidents and general complaints about health and safety matters.

A list of the safety representatives, naming the area for which each is responsible is given below.

NAME	UNION BY WHOM APPOINTED	SAFETY COMMITTEE ON WHICH REPRESENTED	LOCATION FOR WHICH REPRESENTATIVE IS RESPONSIBLE
MRS. C. ANTHONY MR. B.J. BUTLER MR. L.M. FLETCHER MR. K.D. HARTLAND MR. D.H. JOHNSON MR. G. POOLE MR. H. POWELL MR. M. WATWOOD	T & G W U T & G W U T & G W U T & G W U T & G W U ASTMS(FSBU) T & G W U T & G W U	Production Area Safety Committee (Chairman : MR. K. LEWIS)	Adhesives Department VIK Supplies Factory Adhesives Department Bitumen Department Evacor Resins Building Mastics Factory Twinstik Factory Mastics Factory
MR. A. FINDLAY MR. J. HUGHES MR. R. NISBET MR. C.S. OWENS MR. P.F. PLANT MR. P. PORTER	ASTMS(FSBU) EEPTU T & G W U T & G W U EEPTU T & G W U	Engineering Area EEPTU Safety Committee (Chairman : MR. M. RISBEY)	(Provisional Representation until eligible member of ASTMS is available) Pipe-fitting Shop Engineering Shop Carpenters Shop Electricians Shop Engineering Shop
MR. C.C. COTTON MR. T.P. JOHNSON MR. A.J. LEWIS MR. M. RYAN	T & G W U T & G W U ASTMS(FSBU) T & G W U	Inventory Area Safety Committee (Chairman: MR. H.C. BEDFORD)	Transport Fork Lift Truck Drivers Finished Goods Stores Finished Goods Stores
MR. K.G. HANLON MRS. A. McLAREN	ASTMS (Lab) ACTSS	Offices & Laboratories Area Safety Committee	Laboratories Offices

MR. G.B. PEASE MR. J.A. WATT	APST ASTMS (Offices)	(Chairman : MR. H.F. MATTHEWS)	Laboratories Offices
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The sales staff of Vik Supplies Limited were the victims of a product training session at SATRA, the Research Association for the Shoe Industry, and the above photograph shows one of the training sessions in progress.

MAPLE LEAF FOR EVER

We seem to have successfully established direct contact with our Canadian colleagues at Drecona Industries Limited, so give pride of place to the news from that quarter.

MR. A.L. GEE was here in Stafford during March and Drecona received a visit from MR. A.H. SIMON during May. Drecona are currently processing an export order of carpet seaming tape for New Zealand for around 11,000 rolls and have also supplied 2,000 gallons of Drecona 9031 carpet adhesive for installations at Calgary International Airport.

A new member of staff, MRS. S. MCGREGOR joined the sales/order desk as a replacement for MRS. A. AINSWORTH who has left and will shortly be joining the ranks of motherhood.

EVODE REPRESENTED AT KARLSRUHE EXHIBITION

An exhibition devoted to roof waterproofing and wall Dishing was held in Karlsruhe during 19th - 22nd May and Evode (Export) Limited. had a Stand at the exhibition which was generally well attended, and DR. B.S. JACKSON, who attended this exhibition on behalf of Evode Waterproofing Systems Ltd., was very impressed by the great emphasis on specialist bitumen products for roof waterproofing, which gave the impression that this part of our business still has a lot of mileage in it.

BON MOTS FROM ALLWEATHER EVODE PAINTS

Having started off Stafford site let us continue that way for a time. A.E.P. seem to be collecting unusual interpretations under the heading "Who said that ?" For example - Red lead graphite - writing on wall by Italian communist; Carbon black - good French taxi; Alloprene - greetings Mr. Preene; Catalyst - lop-sided moggie etc. Anybody got anything they want to contribute ?

On the sales side A.E.P. continue to contribute orders almost, as the saying goes, too numerous to mention, for example, in April/May some of the principal orders for PITAKOTE HI-BUILD (and not all of them by any means) totalled more than £10,000 including work on the new Sharjah Airport where FLASHBAND is also being used.

DEREK REED has been appointed Safety Advisor in addition to his role in quality assurance and recently attended a CAPITB training course at Manchester on the subject followed by a three-day course in London with the British Safety Council.

We are also pleased to announce that MR. STANLEY WERREN has been promoted to a new position of Development and Process Chemist. MR. WERREN, a qualified paint technologist, has been with the company since November 1970 and holds several qualifications in the specialist field of corrosion technology.

TRENDS IN ENDERBY

MRS. E. DANIELS has retired after 30 years service with Vik/L. Holt. MRS. DANIELS was Forewoman in the Skiving Department,

Mr. P.N.B. SMITH has transferred from General Products Sales to Polymer Division concentrating on the sales of PVC and other compounds to the footwear industry and general industries. MR. SMITH will be working in conjunction with MR. R. ABLETT.

MR. K.J. ROBINSON has recently completed a sales visit to our agents in Jamaica and he also visited the Bixby Corporation, U.S.A. for whom we are the U.K. distributors.

The reorganisation of Vik administration and the move from Stafford to Enderby is now complete and the following ladies have joined the staff.

MISS C. ANTHONY - Telephonist
MRS. B. BRAND Invoice typist
MRS. S. MARKILLIE - Accounts Department
MISS A. BROOKES - Order Department

Talking about orders, the demand for toe puffs has increased considerably now that manufacturers have changed back to normal shoe production instead of sandals and the order book now exceeds one-million pairs.

DOES ANYTHING HAPPEN AT STAFFORD

Yes, quite a lot, but there is precious little news for this issue about sales activities, so we will start with the only bright spot, which is that as a result of the visit by MR. S.B. KNOWLDEN, Director of Evode (Export) Limited to Nigeria, the order book to that country has expanded by £100,000 at the very least.

There has been a lot of activity in the fire and safety liaison area with MR. C. STANLEY attending and taking part in a series of functions throughout April, including being the guest of the Mayor of Stoke at the Annual Lunch of the North Staffordshire Fire Prevention Association. There is also to be a special evening discussion for Safety Officers of Mid and South Staffordshire at Stafford when our new products in the fire protection field, INTUGARD and INTUCAULK, will be introduced.

There have been a number of visits and visitors.

MR. H.J. CHART) and MR. W.J. LANGFORD of Evode (Export) Ltd., have visited Italy and France and MR. M.B. STEAD of the same company has made a sales journey covering most of the Middle Eastern countries. Several

executives of Evode (Export) Limited took part in the Karlsruhe exhibition.

We were visited by MR. DAKMAK from Ghana and MR. I. YEATES from the African Explosives and Chemical Industry of South Africa, also MR. AWAN who has joined our Associates, General Trading Company of Kuwait.

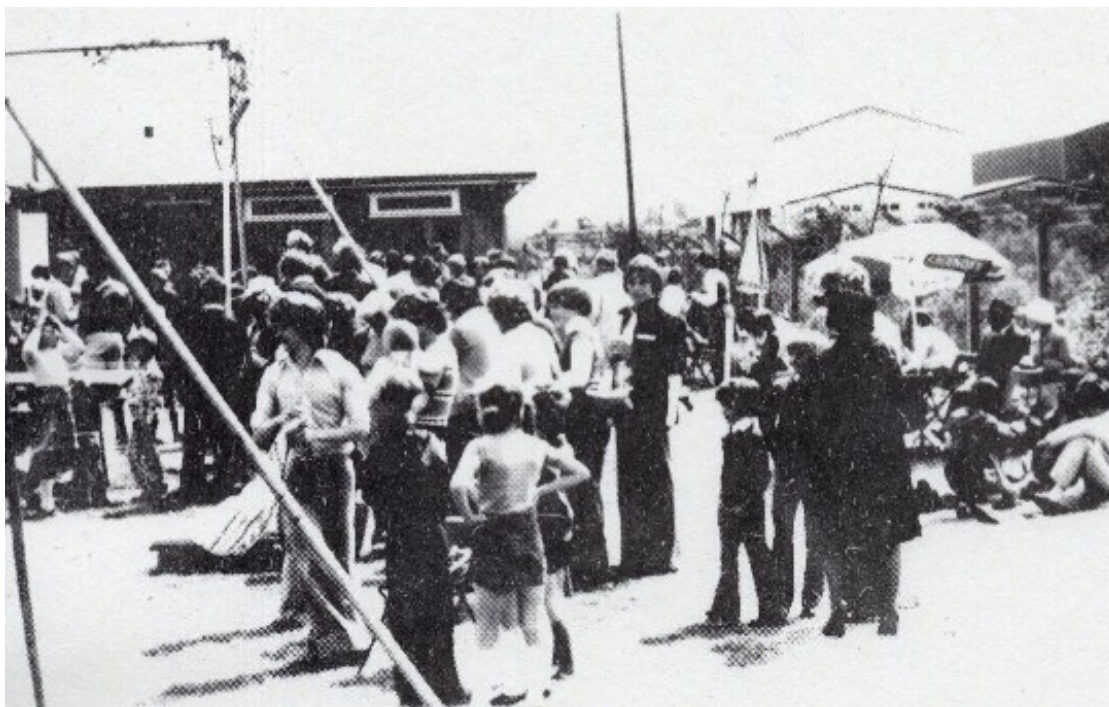
DR. B.S. JACKSON visited our Associate Company, Emfi in France during May and also journeyed to Scotland to give a lecture to the Edinburgh City Architects Department.

The Annual General Meeting of FEICA was held in Paris and our companies were represented by MR. V. VOHRALIK, DR. H. SIMON and MR. H.J. CHARD. The total delegation from all U.K. companies was 9 and there was a useful discussion on E.E.C. Legislation related to our type of product and how FEICA might influence Legislation moves at Brussels. The Norwegian adhesives industry is now represented within FEICA and one of the highlights of the meeting was a lecture on the Chemistry of Polymers by Professor Dr. Riess of the Ecole Superior de Mulhouse.

Negotiations to move Evode Waterproofing Systems Limited to a new situation off the Stafford site are nearing completion.

A new appointment to the laboratory is DR. M.J. COOK, who joined us in April to lead a new team to be known as the Ventures Group whose function is to provide us with strengthened forward development potential.

EVODE SPORTS & SOCIAL CLUB - JUBILEE SPORTS & GALA DAY



A most enjoyable day, one that we hope the children will remember. The highlight of the afternoon was the selection of the Miss Jubilee Liueen, won by RITA PEACE. (Rita's father works in the Bitumen Department). All of the 16 sporting events were well supported, all the children taking part received a prize also each child that attended the Gala Day was presented with a pennant to keep as a souvenir of the Queen's Silver Jubilee. MR. J.G. JONES would like to take this opportunity to thank all Committee Members, their wives, husbands and friends, ALISON MOSS - Miss Evode, and also members of the Evode Football Team, for their efforts in making this occasion a successful one.



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SILVER JUBILEE DINNER FOR EVODE 25 CLUB



Five more members of the Evode Group team have achieved their Silver Jubilee of service with their companies and have joined the 25 Club on the occasion of its 13th Annual Dinner at Tillington Hall Hotel, when 61 members and guests were present.

The photograph shows the five new members together with Officers of the Club and in case you do not recognise people with clean faces and suits, they are from left to right MR. H.H. TAYLOR, Chairman, MR. R. GEHEB, MR. C.H. BURTON, DR. H. SIMON, President, MR. B.C. PREECE, MR. W.H. WEAVER, MR. D.S. FERGUSON, Secretary and MR. J. SCANLON.

Everyone spent a thoroughly enjoyable evening and the presentations to new members were made by DR. H. SIMON, President of the 25 Club. As on a previous occasion some light entertainment was provided by MR. CYRIL GOLDING, a Director of Allweather Evode Paints by his adept exhibition of "table" magic which delighted and amused all present.

NEW BOYS (AND GIRLS)

At the other end of the scale we welcome quite a number of new entrants to the Group.

MRS. PULFER (LIZ) has joined Drecona Industries Limited in Canada and will handle the Order Desk.

MR. STEPHEN CORFIELD joined Evode (Export) Limited as Export Clerk in May.

MR. R.S. GRIMES joined Evode Limited as Marketing Research Co-ordinator and MRS. M. BANKS as Test Products Manager - Ventures Marketing.

We also welcome new area representatives in the Building and Consumer Products Division of Evode Limited. DAVID BEALE, South-West Region, NORMAN SMITH, Scottish Region, PHILLIP NORRIS also South-West Region and NEVILLE BROWN South-East Region.

NEWS ITEMS FROM OVERSEAS

MR. DAVID DUNLOP has just returned from a sales tour of Scandinavia in order to increase our sales of FLASHBAND and EVOSEAL B0.

We were visited by PETER CLAYTON, Director of our Agents in Nigeria and also from Nigeria came MR. OPIA who is interested to start up a waterproofing service for us there.

Details for two "Turnkey" operations on the African Continent have been finalised. These arrangements permit us to produce our products locally by exporting to the countries concerned raw materials partially processed in Stafford. The saving in transport costs allows us to be much more competitive at the point of sale.

MR. J.E. LINNELL, Financial Director of Evode Holdings Limited, visited Drecona Industries Limited, Canada during July.

Vik Supplies Limited have received an order from Austria for 13 000 square metres of FLEXIVIK toe puff material, and similarly from Sweden an order for 60 000 pairs of CELAVIK toe puffs.

MR. C.E. WEBB, Director of Vik Supplies Ltd., has visited our Associates in Italy Ditta Fratelli Zucchini to discuss joint ventures in the shoe trade.

NEWS FROM THE HOME FRONT

MR. C. STANLEY, Fire and Safety Officer, gave a talk in June to a Management Course of the Imperial Group Limited at Bristol. Obviously opportunity was taken to mention some of our new products in the fire prevention field.

Vik Supplies tell us that after a poor start to the year because of the large quantities of sandals in production the sales of toe and heel stiffeners have now improved considerably and have reached a new peak for the year of over one-million pairs.

Evode Sales Office have given us the following personalised items.

MR. MIKE MAVIR area representative Building & Consumer Products Division, following persistent sales effort since the introduction of the HI-WHITE range, has now been successful in converting the Walter Tipper Group of Builders Merchants to stockists with an initial order worth more than £1 000.

Apparently during a period of 3 days in June MR. W. CUMMINGS, area representative Building & Consumer Products Division, pulled orders to the value of £14 000, but what he did with the other 27 days is not recorded.

Likewise, MR. M. TAYLOR pulled orders totalling over £16 000 during one week in June.

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The above photograph was published in the Birmingham Evening Mail for July 13th and we thought we would get a copy for reproduction in the News Circular. It shows a 6 ft tall Beefeater made by wrapping a chicken wire frame in ROK-RAP and is the work of art pupils at Boldmere Middle School.

CARRY ON PAINTING

Wherever you paint you prime first and Allweather Evode Paints have a well proven range of primers including the unique EVOPRIME ONE which is substantially free of toxic pigments and does not have the expense and problems associated with them. Recent satisfying orders repeated are - one worth £10 000 per annum just for EVOPRIME ONE alone. On a Polish PVC plant an order for PITAKOTE HI-BUILD and EVO-ZIN primer worth £20 000. Ashopton Viaduct is being painted with PHB and looks like using more than £20 000 worth of the product. Another export order for a project in Vietnam is taking £6 000 worth of the primer EVO-ZIN.

EVODE (EXPORT) LIMITED

Having mentioned a couple of export successes by A.E.P. it is natural to carry on with some news from our export company. We have recently appointed a Distributor for FLASHBAND in Norway and have already had orders for more than £16 000 worth of the product. Selling products like this abroad needs a lot of back-up activity both in the way of selling tours and exhibitions. For example, we are engaged this year in an exhibition in Dubai, a special presentation of the company's products to architects, engineers and agents in London at the Ivanhoe hotel and also an exhibition at the British Export Marketing Centre in Tokyo which will be in co-operation with our Distributors the East Asiatic Trading Company.

MR. PAUL RUBIN visited Germany in August to support the marketing of FLASHBAND and EVOSEAL 80 in that country.

RECENT PERSONAL EVENTS FOR COMPANY PERSONNEL

MR. D. OWEN has joined Allweather Evode Paints at Gillingham as Cost Accountant.

MRS. B. SHAW has joined Evode (Export) Ltd., as Secretary to the Directors.

There have been a number of professional successes as well. MR. STAN WERREN of A.E.P. has passed Part I of the Diploma in Management Studies and MR. R. MACPHERSON, Sales Director of A.E.P., has become a member of the Institute of Marketing.

For other examination successes see the next page.

Finally, a much pleasanter subject than talk of examinations. We are very happy to report the marriage of MISS JO CATTERMOLLE in September. Jo (now Mrs. Miller) has been at Evode since 1955, being responsible for establishing our analytical services. Also, we are likewise happy to report the marriage of MR. DAVID WARD of the Customer Service Department to MISS MARGARET SHELLEY of the Analytical Laboratory.

VISITS TO AND FROM THE COUNTRY

Vik Supplies at Enderby were visited by MR. JOHN DAVIS of Bixby, a U.S. company with whom we have trade associations, and MR. JOHN RIDER of Colin D. Bailey our South African Associates. MR. and MRS. COLIN BAILEY of the same company also visited Stafford in September. Stafford was also visited by engineers MR. R.E. GARZA and MR. J.M. OCADIZ of Protexa S.A., Mexico with whom we have a joint venture in that country.

MR. N.C. MacDONALD and DR. M.J. WELCH visited Akzo Chemical Co., in Manheim, Germany.

DR. B.S. JACKSON was a lecturer at an International Symposium on roof waterproofing held in Washington D.C., U.S.A. in late September. He also spent some time visiting American chemical companies and spent a few days working with our associate company Evode Inc., in New Jersey.

MR. G.B. PEASE gave a talk on DIY adhesives in Bristol at the September meeting of the Bristol branch of the Oil and Colour Chemists Association.

TAIL ENDER FROM VIK

Vik have now installed at Enderby a granulating machine which is fully employed in extending their interest in plastics products by granulating PVC, polystyrene and other plastics. This is the first project for MR. G.F. MATTHEWS following his move to Enderby where he and his family are now settled in at the near-by village of Cosby.

TRAINING - EXAMINATION SUCCESSES

We are pleased to announce that the under-mentioned personnel have successfully passed their appropriate examinations, taken during the 1976/1977 College/Polytechnic course session.

NAME	DEPARTMENT	COURSE
ADDISON P.	S.P. LABORATORY	B.Sc. HONS. (APPLIED CHEM) 2ND YEAR.
BARLOW D.	G.P. LABORATORY	HNC (CHEM) - 1ST YEAR
BEBBINGTON J.D.	G.P. LABORATORY	GRAD. R.I.C. (PART II) (FINAL YEAR)
BOTT S.	G.P. LABORATORY	CHEM. TECH. (T5)
BOULTON J.C.	BUDGET ACCOUNTS	I.C.M.A. FINALS
FAIRHOLM D.W.	CONTROL LABORATORY	I.W.M. FINAL
HANLON K.	PROCESS ENGINEERING	H.N.C. (CHEM) FINAL
HELPS S.	PRODUCTION SERVICES	I.W.M. FIRST YEAR
HOCART S.	ANALYTICAL LABORATORY	B.Sc. HONS. (APPLIED CHEM) 2ND YEAR
HORAN P.J.	G.P. LABORATORY	CHEM. TECH. (T5)
JACKSON R.F.	PRODUCTION SERVICES	D.M.S. FINAL YEAR
JONES P.V.	EVACOR	D.M.S. FINAL YEAR
MARSDEN D.	PURCHASING	INST. OF PURCH. SUPPLY DIPLOMA
O'LEARY S.	PURCHASING	INST. OF PORCH. SUPPLY DIPLOMA
PENTON M.E.	S.P. LABORATORY	H.N.C. (CHEM) FINAL
ROGERS S.	E.W.S. LIMITED	I.C.M.A. FOUNDATION 'A' and 'B r
TALBOT A.C.	PRODUCTION SERVICES	D.M.S. FINAL YEAR
TILL P.A.	CONTROL LABORATORY	CHEM. TECH. (T4)
TURNER J.	ANALYTICAL LABORATORY	CHEM. TECH. (T6)
WAITES P.	S.P. LABORATORY	H.N.C. (CHEM) FIRST YEAR
WARD D.J.	TECH. SERVICES	GRAD. R.I.C. (PART II) FIRST YEAR
ALLEN J	SALES ADMIN. (AUDIO)	SHORTHAND/TYPING (5T4)
BATES S.	WORK STUDY	TYPEWRITING I
BEGLEY L.P.	COST OFFICE	ONCBS I
BELLERBY B.J.	COST OFFICE	ONCBS I
CARTER P.	PRODUCTION CONTROL	ONCBS I
CONSTANTINE P.	S.P. LABORATORY	CHEM. TECH. (T2)
CROWLEY M.	CONTROL LABORATORY	CHEM. TECH. (T2)
DODD M.	ENGINEERING (APPRENTICE)	EITB INTEG. COURSE
GANNON D.	E.W.S. LIMITED	ONCBS I
GILBERT K.	CONTROL LABORATORY	ONCS I
CRAY J.	ACCOUNTS	SHORTHAND/TYPING FIRST YEAR
GRIGGS J.	PURCHASING	SHORTHAND/TYPING (ST4)
HAROLD A.M.	ACCOUNTS	SHORTHAND/TYPING FIRST YEAR
HAZELHURST D.	EXPORT	C.L.T. - FIRST YEAR
HOLMES B.	CONTROL LABORATORY	CHEM. TECH. (T2)
HOPE F.	CARPENTERS	NEBSS
LAKE T.	G.P. LABORATORY	ONCS II
MARKES D.	CONTROL LABORATORY (EX VIK)	CHEM. TECH. 'T3'
OWEN J.	E.W.S. LIMITED	SHORTHAND/TYPING (ST3)
RILEY R.	BATCH LOG OFFICE	C.L.T.I

EVODE NEWS CIRCULAR

**ISSUE 86 - NOVEMBER/DECEMBER 1977
JANUARY/FEBRUARY 1978**

SPECIAL ITEM ON EVODE (EXPORT) LIMITED

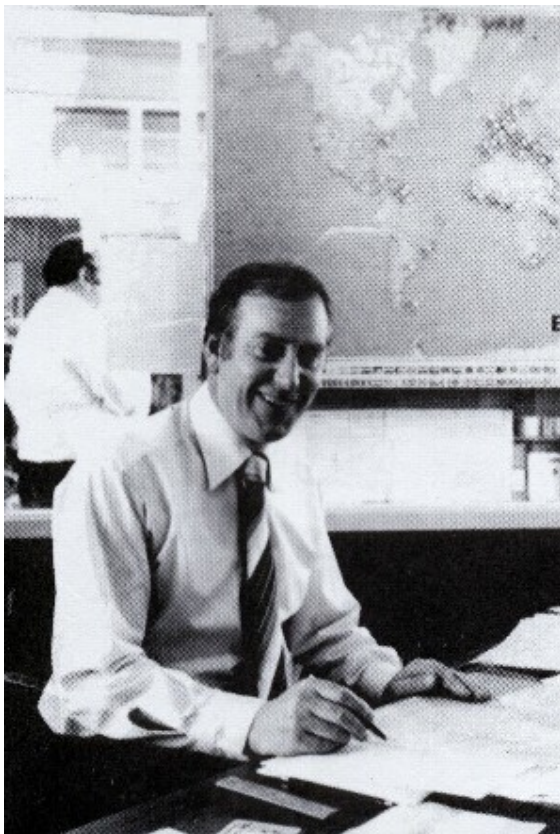
In this News Circular there are frequent reports on visits overseas and visitors from places with strange sounding names calling on us in Stafford and it has been suggested that it is about time we devoted some special space to the activities of Evode (Export) Limited, the company from whose Stafford offices the vast majority of our overseas activity is co-ordinated.

Evode (Export) Limited, the company responsible for the sale of a major part of the Group's products, services and know-how overseas, continues to contribute greatly to the success of the Evode Group of Companies.

The turnover for 1976/77 for Evode (Export) Limited showed an increase of 15% on last year's figure.

In addition to its own activities, Evode (Export) Limited services the accounts of the newly formed company, Evode A.G., E.M.F.I., Evode Industries, Evode (N. Ireland), Evode Inc. and Drecona.

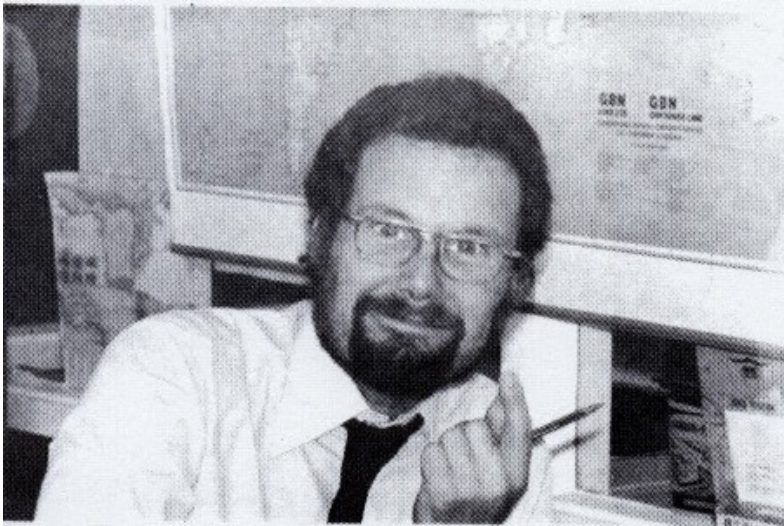
It will be appreciated by other members of the Group that a great deal of paper work is necessary to progress an order for the U.K. To progress an order for overseas the amount of paper work involved is greatly increased. Documents such as Bills of Lading, Air-way Bills, customs declaration forms and Certificates of Origin are required even for the smallest order.



PHOTOGRAPH SHOWS

MR. E.J. WATTS

EXPORT OFFICE MANAGER



MR. R.A. READ

SENIOR EXPORT CLERK

PHOTOGRAPH SHOWS

To promote the Group's products, Evode (Export) Limited takes part in various exhibitions all over the world. MR. M.B. STEAD (Export Sales Manager) and Mr. G.B. Barrett (Commercial Manager) were on duty at the Company's stand at the Middle East Construction Exhibition in Dubai from October 30th to November 5th and MR. S.B. KNOWLDEN (Sales Director) was on duty at E.E. Ltd's stand at the Building Materials Exhibition in Tokyo from November 29th to December 3rd. E.E. Ltd., recently held a Product Presentation at the Ivanhoe Hotel in London promoting the Group's products for the Building Industry. The exhibition was well supported and was visited by many architects, civil engineers and contractors. The B.B.C. World Service also went along and was particularly interested in INTUGARD and INTUCAULK on which they are hoping to carry out further media P.R. Although presentations of this type are carried out by E.E. Ltd., the U.K. side of the Group benefit also, as many of the people attending are involved in projects in this country.

A great deal of organisation, co-operation and hard work is required to ensure that any exhibition is well presented; but to exhibit overseas is a mammoth task. Co-operation is vital in order to assemble displays, literature, samples etc., for packing and despatch, complete with all the required paper work in advance in order to ensure that all dead-lines with shipping companies are met and delivery at the exhibition site is on time.

Exhibitions apart, it is not generally realised just how difficult it can be to organise a routine sales visit abroad. Certainly they are not the "Spanish-type package holiday" some people imagine them to be. Here again, planning has to start well in advance particularly if one is travelling outside Europe. Hotel accommodation in such areas as the Middle East and Africa, for example, is a constant problem and even though confirmed reservations may be made before leaving the U.K. there is no guarantee that a room will be available on arrival at your destination. The goodwill of our local agent/distributor has to be relied on very greatly in such cases and if he has not received a reasonable service from us, then he may be disinclined to offer us any in return. Last minute changes to flight schedules are another problem to be coped with, as very often these call for alterations to carefully booked hotel arrangements with all the difficulties this entails. Not least of the "bugs" which can cause a great deal of hair-tearing is to find that a carefully prepared itinerary can be completely ruined, due to a local or religious holiday suddenly being declared in the area to be visited. This phenomena is a fairly regular occurrence in the Middle East, where religious holidays depend at certain times of the year on the relation of Earth's position to that of the Moon. As nobody knows in

advance just when the signs will be right, it is not possible to allow for this in one's plans. The latest casualty through this type of event was the Product Presentation due to be held by our Jordanian distributor in Amman. After ensuring that all relevant samples and literature needed were despatched to him in time for the presentation, at almost the last minute an Islamic religious holiday, the "Adha" was called which has meant a postponement of the event.

Although there appears to be little fuss being made on the surface when a member of E.E. Ltd., is planning a sales visit, it is worth remembering that these problems, coupled with the visa application form filling, vaccinations to be had and the other many details involved are in fact happening just the same.

RECENT COMINGS AND GOINGS

MR. S.B. KNOWLDEN, Director of Evode (Export) Limited travelled to Tokyo to support our participation in the Building Exhibition at the British Trade Centre where FLASHBAND and ceramic tile adhesives were featured. New orders were obtained from this exhibition which was in conjunction with our Japanese Agents Toa Boeki Kabushiki Kaisha,

MR. E. LEUGER of Ajax Importers our Associates in Australia visited us on 21st December, 1977.

MR. E. BENGTSSON of A.H. Andersens EFTF A/S, Copenhagen, visited Enderby.

MR. S.B. KNOWLDEN is away again now on a tour of African States to expand sales of current products and introducing new ones.

MR. M.B. STEAD is visiting the Middle East.

MR. G.B. BARRETT and MR. W.J. LANGFORD are attending the Hanover Fair at which the company are exhibiting to Architects and Engineers in Europe.

DR. H. SIMON, Chairman, intends to visit Zucchini our Italian Associates this month. He and MR. A.H. SIMON have recently visited our Canadian Company, Drecona Industries and Evode Incorporated in the U.S.A.

MR. A.A.R. COBBOLD and DR. B.S. JACKSON of Evode Waterproofing Systems Limited visited Hamburg to investigate a new type of roof insulation.

ALLWEATHER EVODE PAINTS LIMITED

Export seems to be the order of the day with our paintmaking friends as well, and in November/December orders were received from Poland, Iran, Oman, Bolivia, Holland and Nigeria. The Polish order is for a range of paints specified for a new petrochemical complex and the total value of this business so far is over £100 000.

MR. HOPE formerly worked for Evode surface coatings division, and both he and MR. KEMP were entertained to a retirement luncheon in Stafford given by the Group Chairman DR. H. SIMON. It seems that saleswise JOHN HOPE's swan song was an order for more than £4 000 worth of EV0-LED to be used on a new marina.

THE CARPET ADHESIVE BAGGERS

The only other item of sales news reported is also from overseas, where Drecona Industries tell us that they have sold over 5 000 gallons of carpet adhesive for new office complexes in Ottawa and in Hull, Quebec. Drecona also took part in a recent floor covering exhibition held in Ontario.

NEW APPOINTMENTS

MR. SIDNEY WYNN-SIMMONDS has been appointed as Managing Director of Evode (Export) Ltd.

MRS. HAZEL BRADSHAW has joined Evode (Export) Ltd., by transfer from the Transport Dept.

MR. VADIM BYTENSKY has been appointed Vice President Research & Development at Drecona.

MS. ELAINE LUNACE has also joined Drecona.

MR. DAVID YOUNG is the new Area Manager and takes over JOHN HOPE'S old territory and staying with Allweather, congratulations to NORMAN WANE on his appointment as Southern Regional Manager.

MR. J. HARGREAVES takes over MR. WANE'S old territory.

MR. ROBIN TOMKINS, Group Personnel Executive has been appointed a Director of Evode Ltd.

MR. GERALD BRIMLEY has joined VIK Supplies Limited as representative for the North of England area.

CONFERENCES AND EXHIBITIONS.

Evode Waterproofing Systems Limited were exhibitors at PEMLC at the National Exhibition Centre in Birmingham. PLMEC is devoted to the maintenance and repair of buildings.

Evode Waterproofing Systems Limited held their Company Conference in Blackpool in November.

MR. M. WHEAT and MR. M.E. CHARD gave a lecture to a conference of the West Midlands Productivity Association just before Christmas.

MR. H.J. CHARD has been asked to give a lecture entitled "How Adhesives Work" at a British Adhesive Manufacturers Association Conference in April, and at the Plastics and Rubber Institute `symposium to be held in May, MR. N.C. MacDONALD, Technical

Director of Evode Limited will deliver a paper on the subject of the testing of adhesives.

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TRAINING CERTIFICATE AWARD



MELVIN DODD is a Maintenance Engineering Craft apprentice and works in the Engineering Department. Melvin joined the Company from school on the 16th August, 1976. He spent the first twelve months full-time at Stafford College of Further Education following First Year Craft Training as recommended by the Engineering Industry Training Board. The Company have taken on Craft Apprentices before but Melvin is the first to follow this pattern of training. He is seen here receiving his First Year Training Certificate from MR. TED HEAD our Chief Engineer. The certificate was awarded to Melvin by the Engineering Industry Training Board for satisfactory completion of First Year Training. Also pictured is MR. TONY GARBETT, Training Officer.

NOW YOU KNOW WHAT THEY ARE SAYING ABOUT US IN HONG KONG

Serving the Hong Kong construction industry since 1887.

The Cement Marketing Co. Ltd.

- Gullplast-one of the new Blue Circle textured finishes, for interior and exterior use.
- High Bulld, a Blue Circle textured finish, noted for its versatility.
- Multiflek, a Blue Circle multicolour spray applied interior finish.
- Cement manufacturers (including white, coloured, Sulphate Resisting, High Alumina, & etc.)
- Waterproofing and concrete additives, including the Lillington range.



Evode Export Ltd.

Manufacturers of "Flashband",
"Peel & Stick" aluminium-faced
instant sealing and
waterproofing strip and tape.

Dawson, McDonald &
Dawson Ltd.

Manufacturers of "Portaspray"
oil free portable spray
painting equipment
unbeatable for applying
decorative and protective
materials.



See us at Stands 64 and 70 at the British Industrial Exhibition.



Green Island

Cement Company Limited.
G.P.O. Box 526, Hong Kong
Telephone: 3-654241



Green Island Cement Company, Evode (Export) Limited's distributor of FLASHBAND in Hong Kong, recently participated in the '78 British Industrial Exhibition in Kowloon.

EVODE FLASHBAND was well advertised in the local press and created great interest exhibition. Among the VIPs to visit the stand was H.R.H. the Duke of Kent.
at the

EXPORT NOT A MONOPOLY

Allweather Evode Paints report several outstanding export orders with over £16 000 worth of paint being supplied to a new PVC factory in Poland and £15 000 worth for the steelwork of a textile factory in South America.

Vik Supplies Limited, not to be outdone, have achieved from BATA, Zambia, a very large order for stiffener material and a further large order for FLEXIVIK toe puff material through our French Associates, Societe Chemique Emfi.

DRECONA ON THE CARPET AND FLOORED BY CUSTOMERS

Large overseas orders for our adhesives are no longer even a U.K. monopoly ! Our Canadian Associates, Drecona Industries Ltd., report several large orders for carpet fixing adhesive, one contract for 12 000 gallons in March and another for over 10 000 gallons starting in May.

VISITORS FROM OVERSEAS

We were visited by ARNO HERPE our new Agent for FLASHBAND in Rio de Janeiro and the Pacific Islands.

PARTICIPATION IN CONFERENCES AND EXHIBITIONS

A.E.P. and I.C.I. Limited are holding a joint seminar in April in London for 60 consulting engineering partnerships, the subject being "The benefits of chlorinated rubber coatings".

MR. H.E. AKERMAN gave a short talk on "Labelling required by the EEC Directive on Paints, Varnishes, Adhesives etc." at the CIA Conference "Chemical Distribution into the 80s" at the Metropole Hotel, N.E.C., Birmingham on 16th February, 1978.

The Chairman, DR. H. SIMON, attended the European Sealant Manufacturers Conference

in Munich in February. Also, as the current President of the British Adhesive Manufacturer Association he attended the opening ceremony of the new headquarters building for 3M's (Minesota Mining & Manufacturing Co.) 3M's have a wide range of interests, but these include adhesives and sealants.

Drecona Industries took part in the Quebec Floor Covering Show early in the year and will be participating in the Ontario Floor Covering Exhibition that will be held in Toronto in April.

Evode (Export) Limited participated in the Constructa Exhibition in Hanover in March. Several executives visited this exhibition, but the principal support from the U.K. was provided by MR. G.B. BARRETT, Commercial Manager, Evode (Export) Limited, who was on duty on the stand for the duration of the exhibition.

On the 4th April our Fire & Safety Officer, MR. C. STANLEY, was one of a winning team of four safety officers who represented South and Central Staffordshire in a quiz competition on fire and safety matters against a team from North Staffordshire.

The quiz was held at Stone Fire Station where the winning team was presented with the Challenge Trophy.

On the 12th April, MR. STANLEY was invited to give a lecture to Fire and Safety Officers at Wolverhampton on 'Means of Escape' and the Fire Precautions Act.

OVERSEAS VISITS

MR. A.A.R. COBIOLD, Managing Director of Evode Roofing Limited, visited the U.S.A. to represent the Company at the NRCA Annual Exhibition and Convention.

MR. H.J. BINNINGTON, Marketing Manager Consumer Products and DR. M.J. WELCH, Development Manager, General Projects,

visited a raw material supplier in Germany to discuss the manufacture of silicone sealants.

DR. H. SIMON visited our Italian Associates, Fratelli Zucchini in February and it is now expected that they will visit us later in April.

APPOINTMENTS

MR. E.J. WATTS of Evode (Export) Limited has been made a full member of the Institute of Export.

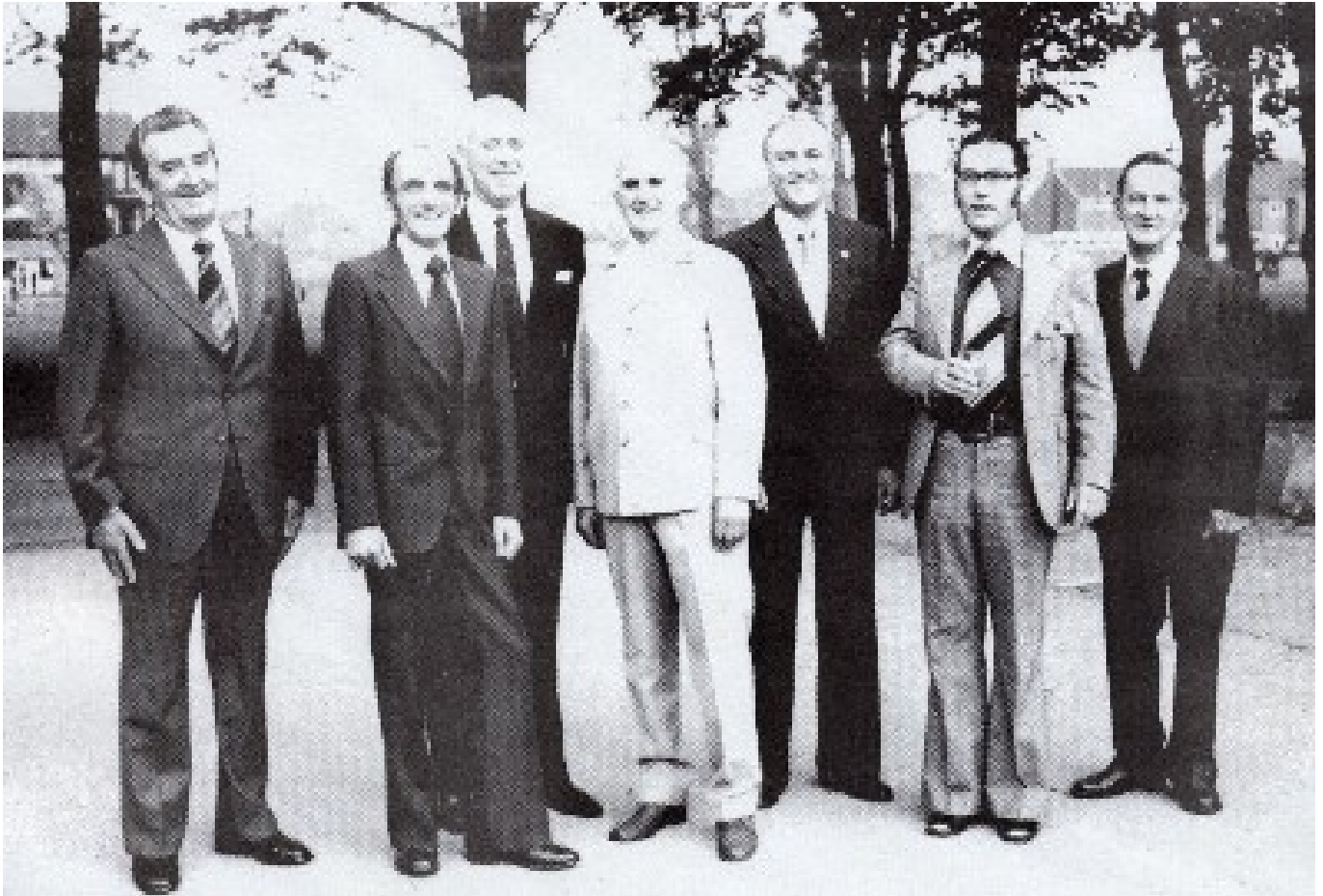
TAILPIECE – LOCAL DOGS PLEASE NOTE

Two trees of the type EVODIA DANIELLI have been planted in front of the Office Block.

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ISSUE 88 – MAY/JUNE 1978

THE EVODE '25 CLUB' FOURTEENTH ANNUAL DINNER



The Evode '25 Club' celebrated its Fourteenth Annual Dinner at Tillington Hall Hotel on 19th May, 1978 when 66 members and guests were present. On the photograph, from left to right are - MR. C. HUNT (new member), MR. J.K. SHARDLOW (new member), MR. G.B. BARRETT (Chairman), MR. J.J.E. FORMAN (Vice President), MR. D.S. FERGUSON (Secretary), DR. B.S. JACKSON and MR. A.L. BURTON (new members).

Presentations to the four new members were made by MR. J.J.E. FORMAN, which comprised the gold '25 Club' badge, scroll, tie and a gift of the new member's choice.

Entertainment was provided by PAUL LISS and his selection of banjos and songs and the table-magic of CYRIL GOLDING.

VISITORS FROM OVERSEAS

MR. REG ROSEMAN from South Africa. He represents our FLASHBAND distributors and is now very interested to import ROK-RAP.

MR. DE SOUSA and MR. S. CARNELL who have represented us in Portugal for many many years, originally selling MELLITOL and EVODYNE and now also FLASHBAND. Both gentlemen are members of the Evode 25 Club and attended the Annual Dinner during their visit.

MR. ATALLO from Khartoum who is interested in using our roof waterproofing system and FLASHBAND.

MR. JACKSON, First Secretary of the British Embassy in Panama came to discuss marketing in South America.

MR. KEN SHELDEN came to discuss new contracts for EVOMASTICS in Australia, particularly POLEVOMASTIC.

OVERSEAS VISITS

The Chairman, DR. H. SIMON, recently spent a holiday in Mauritius and took the opportunity to visit our Agents there. He was very pleased to find that EVO-STIK is well known all over the island, which has almost 900, 000 inhabitants.

MR. W.J. LANGFORD of Evode (Export) Ltd., and MR. H. VENTON of Evode Ltd., journeyed to our French Associates, Emfi during April on a technical support visit.

MR. G.B. BARRETT of Evode (Export) Ltd. is visiting Australia in June to get further sales of FLASHBAND and POLEVOMASTIC and to introduce some new products to the Continent.

DR. M.J. WELCH visited the Bayer Chemical Company in Germany during April.

DR. H. SIMON attended the European Adhesives Manufacturers General Assembly held at Vienna during April.

MR. S.J. WYNN-SIMMONDS, Managing Director of Evode (Export) Ltd., has visited Middle Eastern countries to expand the sales of our products in that region and he is also a regular visitor to our base in France, Emfi, to encourage the expansion of the sales of our products in Western Europe.

NEW APPOINTMENTS

MRS. JENNY SIBLEY transferred to Evode (Export) Ltd., in April.

ATTENDANCE AT CONFERENCES

DR. B.S. JACKSON attended an International Conference on Paint Technology held at Heathrow 23 - 25 May.

MR. G.S. GREEN has attended a course at North Staffs Polytechnic on the subject of toxic hazards.

Our Associates in Canada, Drecona Industries Ltd., took part in the Annual Ontario Floor Covering Show in April.

NEWS FROM THE SALES FRONT

Two items from overseas, the first being that Vik Supplies Ltd., have secured an order for over 10, 000 litres of 8638 polyurethane cement, the order coming from Jamaica.

Evode (Export) Ltd., report a very successful new launch of FLASHBAND in Hong Kong through our new Agents The Green Island Cement Co., who are a subsidiary of Blue Circle in the U.K.

Allweather Evode Paints Ltd., report an order valued at over £20, 000 for EVOPRIME ONE, THIXOCHLOR TRAVELCOAT AND THIXOCHLUR to be used on steelwork at Sheerness Docks. This order was secured by Messrs. WHEATLEY, BELL and BAXTER.

An order for over £25 000 worth of P.M.C., THIXOCHLOR TRAVELCOAT and THIXOCHLOR has been received for steelwork at the National Coal Board. The representative responsible for this order is MR. WHEATLEY.

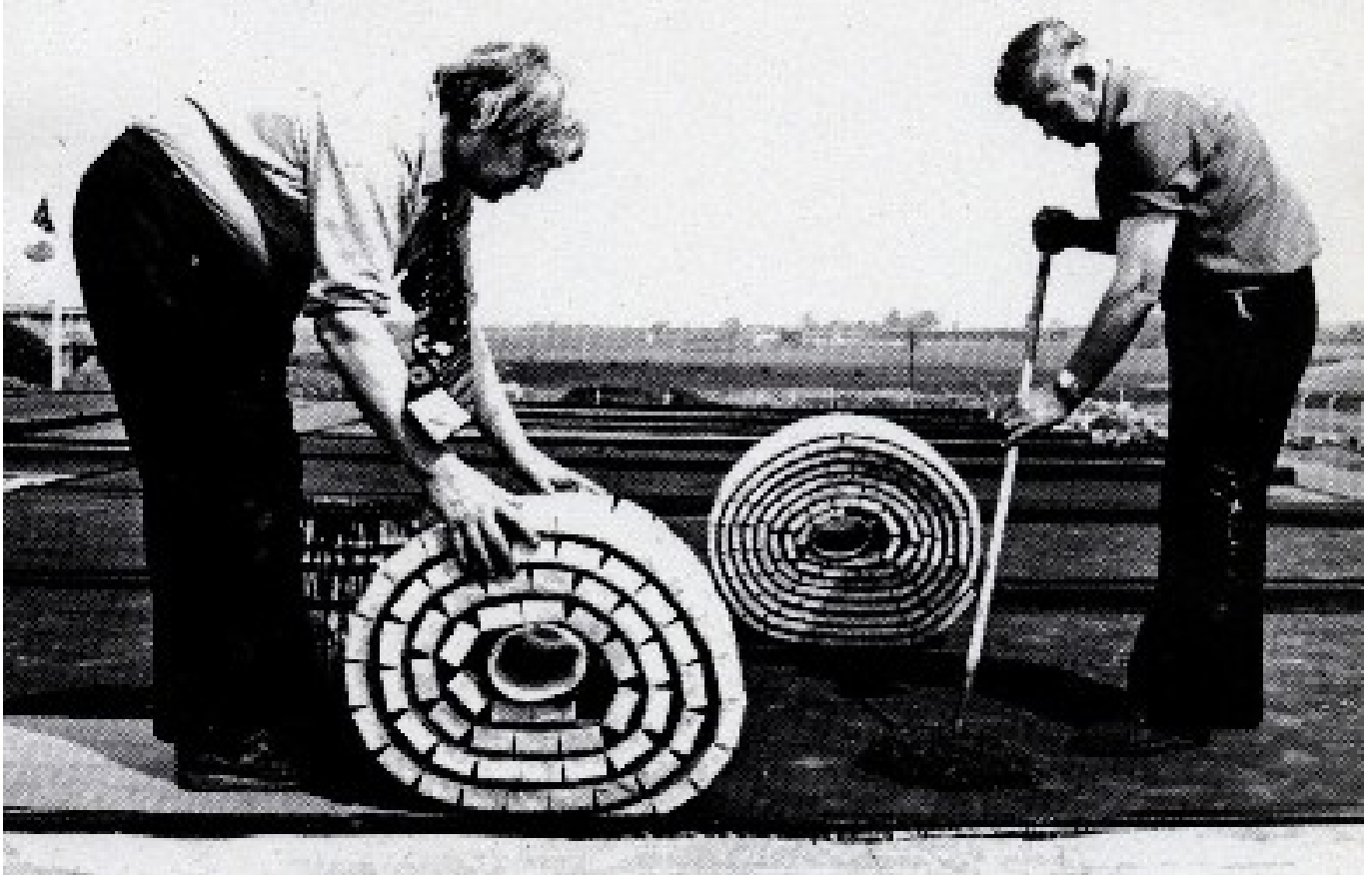
Over £18 000 worth of EVO-ZIN AG, THIXOCHLOR and E.P.E.E. for the Ministry of Defence, Stirling has been obtained by MR. KEMP.

IS THERE A DOCTOR IN THE HOUSE ?

The alterations and additions to the downstairs area of "The House" are intended to provide a new First Aid area which hopefully will soon be in use and will be a big improvement on the old arrangements.

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NOVEL INSULATION PRODUCT LAUNCHED UY EVODE ROOFING LIMITED

TEKURAT was launched in the U.K. on July 11th by Evode Roofing Limited. TEKURAT is a multi-layer roll-on over-deck roofing insulation comprising an upper layer of roofing felt, a core of polyurethane insulation with a reinforcing membrane and a profiled aluminium vapour check.

TEKURAT's design provides a unique solution to the problem of accumulation of dampness in insulation.

TEKURAT LAUNCH CONTINUED

A series of interconnected vapour channels on the underside, known as the respiration zone, provides a unique solution to the problems of ventilation and condensation in flat roofs. These channels are vented to atmosphere either at the eaves or by means of vents. Moisture vapour migrating to and within the roof escapes to the atmosphere instead of being trapped in the insulation.

TEKURAT has been in extensive use in West Germany since 1966 and independent tests there have shown that the greater dimensional stability, the respiration zone and the smaller number of seams in the waterproofing layer provide roofs not only of a better appearance but also of much longer term durability.

VISITORS FROM OVERSEAS

Evode (Export) Limited received three visitors from Japan with an interest in marketing some of our products in that country. They were also visited by MR. CADER who is interested in the possible manufacture of EVO-STIK 528 in Sri Lanka.

Allweather Evode Paints Limited were visited by DR. FAUZI HUSSAIN, Chairman and MR. FATHY M. EL HAWARY, Chemist, both from the Alexandria Petroleum Co., Egypt. The Company was also visited by MR. A. HUSSAN, Chairman of Pan Arab Equipment & Contracting Co., Kuwait.

Evode Roofing Limited were visited by HERR HANS HENKEN, Marketing Manager of Hapri, the company who are the suppliers of TEKURAT.

OVERSEAS VISITS

DR. H. SIMON, Chairman, visited our French Associates, Emfi on 13th July.

NEWS FROM THE SALES FRONT

Allweather Evode Paints report several orders in excess of £5 000 for chlorinated rubber-based paints, EVODYNE, THIXOCHLOR and TRAVELCOAT, the record for an export order for TRAVEL COAT to Aqaba worth more than £16 000. Also featured are several £5 000 plus orders for PITAKOTE HI-BUILD, again the record being £9 000 worth to Aqaba.

Vik Supplies Limited report an order for 10 000 metres of FLEXIVIK from Vienna and a further 3 000 metres from our French Associates, Emfi.

NEW APPOINTMENTS

MR. ANDREW BEAUMONT-MARKLAND has joined Evode Roofing Limited as Sales Manager for insulation products.

SPORTS FIELD REDEVELOPMENT

Evode Holdings Limited have approved the development of a sports field to the rear of the Sports and Social Club. Work will commence immediately and it will replace the existing football field.

SOCIAL CLUB REPORT

Your Editor has received a copy of the Social Club Report which the Sports and Social Club Committee hope to produce every four months. If you have any item that you would like to see included in the next edition, please contact the Secretary or a member of the Committee.

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Pictured above is our new Chairman. Mr. Wright was elected to this post following the death of our Founder and first Chairman Dr. H. Simon.

After nearly 30 years in the Automotive and Related Industries, during which time he was the boss of several companies, Mr. Wright retired in 1977 as Chairman and Managing Director of Perkins Engines Group Ltd.

Following his retirement Mr. Wright met Dr. Simon and other Directors on several occasions to discuss an invitation to join the Board of Evode Holdings Limited as a non-executive Director, hence his interest in the Company and its future was well developed when the death of Dr. Simon led to the invitation to become the new Chairman.

DR. HERMANN SIMON, C.B.E.,

The memorial service held on Friday 15th September 1978 was widely attended by employees, associates and friends from all over the world.

That Dr. Simon was much loved and esteemed has been evidenced by the letters of condolence flooding in from all quarters of the globe.

Dr. Simon was a leading technologist in our areas of business and in addition had a reputation for straightness and honesty that won him the respect and admiration of the industry and of some of his toughest competitors.

Dr. Simon always urged us to look to the future and pay scant attention to the past which is why this token of remembrance follows the introduction of his successor.

NEWS IN GENERAL

Our reporters have sent items which show that the usual hubbub of activity surrounding our products, those who make them, and those who sell them continues on a world wide basis. Apart from this comment the listing of individual events and activities does not seem appropriate to this issue.

BSJ/TAJ/OCTOBER 1978

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JANUARY 1979

RETIREMENT OF JACK BUTLER



Pictured above is MR. J. BUTLER, accompanied by MRS. BUTLER, receiving a retirement gift from MR. V. VOHRALIK, Managing Director of Evode Limited.

Entering the site will not seem the same without his stalwart figure in the Gatehouse, but we wish him luck for a long and happy retirement.

Most of the items have come from overseas for this edition, but there are a few small U.K. items to start with.

Vik tell us that they were visited by MR. P.J. WRIGHT, our new Chairman, at the end of November 1978 and also by an executive of Bixby International of Massachusetts with whom they have business associations.

Allweather Evode report several recent orders of value more than £5000, which included -

Paint for the steelwork at Aqaba port sheds, valued at more than £16 000, and in the U.K., paint for the Lady Bay Bridge worth almost £19 000.

THE 3E CORPORATION

Our representation in the U.S.A., through Evode Incorporated has now ended but will continue through the 3E Corporation which acts as Agent. The 3E Corporation has been formed by MR. HARVEY LISS formerly Vice President at Evode Incorporated, and the 3E's involved are ENVIRONMENT, ECOLOGY and ENERGY.

DRECONA INDUSTRIES LIMITED

We are still directly represented on the North American Continent through Drecona Industries Ltd., in Canada whose President MR. A.L. GEE, is a regular contributor of items to this News Circular. In the latter part of 1978 Drecona were visited by MR. A.H. SMON, Vice Chairman and Chief Executive, Evode Holdings Ltd., and MR. B.P. FLETCHER, Sales and Marketing Director of Evode Limited, and MR. GEE visited Stafford during October 1978.

Drecona seem to do particularly well with carpet adhesives, as overall bonding seems to be an established procedure for fixing in Canada. They report selling it by the truck load to their distributor in Western Canada plus a usage of around 4000 gallons in local

government offices and 2500 gallons to another carpet contractor.

Drecona are also hopeful of a new product in the ceramic tile adhesive field, where North American practice calls for a very long open time of the applied adhesive film together with good water resistance, and these seem to be supplied by Drecona's latest formulation.

EVODE AROUND THE GLOBE

Overseas Visits

Towards the end of last year MR. S.J. WYNN-SIMMONDS, Managing Director of Evode (Export) Ltd., visited Nigeria to look at the market and the possibilities of local manufacture. MR. S.B. KNOWLDEN, Director International Sales, Evode (Export) Ltd., also visited Nigeria where there are certain problems over the country's reduced financial budget. EVO-STIK is continuing to sell very well and still commands its lead as the most popular adhesive on the market. He also visited Kenya where a new Cumflow mixer has been purchased to expand the local manufacture of EVO-STIK adhesives which cannot be imported in a finished form but master batches are allowed, as made at Stafford. This should lead to quite a considerable expansion of business in the area.

Whilst not being able to visit Uganda and Tanzania, telephone discussions took place with our people in Kampala and Dar Es Salaam and here again the local manufacturing units which we have established are steadily expanding, both on a very profitable basis from master batches made at Stafford.

MR. KNOWLDEN has also made a business trip to new territories of Colombia and Panama and included visits to our distributors in Trinidad and Barbados and the U.S.A.

Overseas Visitors

MR. CHARLES PARKER visited us at Stafford from our Agents, Allen & Elliott in Freetown, Sierra Leone. Business is still quite good there for Evode products in spite of the limited finances and tight licensing position. Demonstrations were given on FLASHBAND and it is anticipated this will be established in the next 12 months.

On visits, particular attention was given to the Furniglas range and by coincidence our Agent in Nigeria has been negotiating with Solignum for the agency for 18 months and is now delighted to be able to deal with us direct.

Other visitors to Stafford were MR. HENRY U from Hong Kong on EVO-STIK adhesives and MR. THIRTLE from Sale Tilney, Japan on the manufacture of adhesives in Japan.

Exhibitions

Both MIKE STEAD, our Export Manager based in Dubai, and BARRY BROOKS, our London Sales Engineer, manned our stand at the Middle East Construction Exhibition in Dubai, 29 October to 4 November, 1978. Thereafter, BARRY BROOKS returned to the U.K. via Egypt where we are hoping to establish some marketing arrangements and also a large contractor who is interested in the use of our products for his projects.

NEW APPOINTMENTS

MR. C. SMITH joined Evode Limited on 2nd January. He will fill a dual role of Departmental Management of the Coatings and Impregnation area and also an off-site responsibility for the control and development of the Furniglas manufacturing unit at Hatfield, (for the latter he will report to MR. R. SHEARING).

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During the first 5 months of this Financial Year, the Building & Consumer Products Sales Division of Evode Limited has attended more than 50 evening Trade Shows and Exhibitions. This means a lot of hard work, both in preparation and attendance during "unsociable hours", although the hours can seem a lot more sociable when you get the chance to meet Kate O'Mara.

ALLWEATHER EVODE PAINTS LTD.

Although sales have been less than hoped for, partly because the bad weather that we have had makes it impossible to paint steel structures out of doors, there have been some very nice individual orders, including –

The National Coal Board - over £14 000.

British Steel Corporation - £10 000.

Clyde Structural Steel - £5 000.

and there are some very nice export contracts, including –

£28 000 worth of paint to Egypt and £25 000 worth of paint for use in protecting Aqaba Port Sheds.

In January MR. R. MACPHERSON, Sales Director and MR. J. CARDY, Managing Director, visited a plastics production factory at Wloclawek in Poland where large amounts of our paint were used last year.

EVODE AND EXPORT SALES ITEMS

The Building & Consumer Products Sales Division deal in some astronomical figures. For instance, during the last 9 weeks they sold 2 000 000 square feet of FLASHBAND, 700 000 units of wood working adhesive and 1 800 000 units of EVO-STIK 'IMPACT'.

These sales are by no means automatic in spite of our well-known products, for even today almost 70% of our total business is obtained by our salesmen in face-to-face inter-view with the customer.

Evode (Export) Limited will be exhibiting at the Building Exhibition to be held in Tokyo in May, and they have announced that a licence has been completed for the manufacture of our cement-based ceramic tile adhesive in Japan.

CANADIAN COMMENTARY FROM DRECONA

The Company was visited by MR. A.H. SIMON in February.

In January MR. A.L. GEE attended the Chicago Floor Covering Show and members of Drecona staff have taken part in both the Quebec and Vancouver Floor Covering Shows.

The poor state of the Canadian economy is keeping business below expectations, but recent developments include two new ceramic tile adhesives, and over 6 000 gallons of one of these have been sold.

OTHER OVERSEAS ACTIVITIES

DR. B.S. JACKSON visited the U.S.A. at the end of February. The main purpose of the visit was to attend the National Roofing Contractors Association Convention and Exhibition in Houston, Texas on behalf of Evode Roofing Limited.

Two companies in the Boston area were also visited; one a paint company visited on behalf of Allweather Evode Paints Limited and the other being K.J. Quinn of Malden, Massachusetts who make specialist polyurethane polymers. This visit was prompted by the fact that the owners of K.J. Quinn are related to the Quinn company of Northampton purchased by the Group earlier this year.

MR. G.B. BARRETT has visited licensees and potential customers in Scandinavia, and along with MR. BARRY BROOKE has secured the first export order for our new Airfield Sealant D200.

Evode (Export) Limited are now negotiating to manufacture adhesives and to market them and other products in Central and Southern America, and the first order for FLASHBAND has been received from Brazil.

An item from our Associates Emfi in France tells us that M. ALEX MENDLER has been appointed a CONSEILLER DU COMMERCE

EXTERIEUR DE LA FRANCE (i.e. COUNCIL MEMBER FOR NATIONAL EXPORTS COMMITTEE, AN OFFICIAL BODY FOR PROMOTING EXPORTS). He will serve on the sub-committee for the chemical and pharmaceutical industry.

Vik Supplies have reported a further order from Roumania for NUTRIM bonding film; this has a value of £2 000.

MR. A. MACGREGOR of our Associates Colin D. Bailey visited Vik Supplies in December last year.

SOME SPORTS & SOCIAL ACTIVITIES

Congratulations are in order to Committee Members whose efforts have raised a contribution of £400 which will assist with the landscaping of the new sports field.

Details of the 1979 Inter-Departmental knock-outs are now on the noticeboards, and again the Directors are cordially invited to enter the five-a-side darts, the date being Friday, 11th May.

New activities include karate every Monday (contact M. RYAN)

Car maintenance every Thursday (contact B. SMITH)

and the ladies yoga class commences on Monday, 16th April.

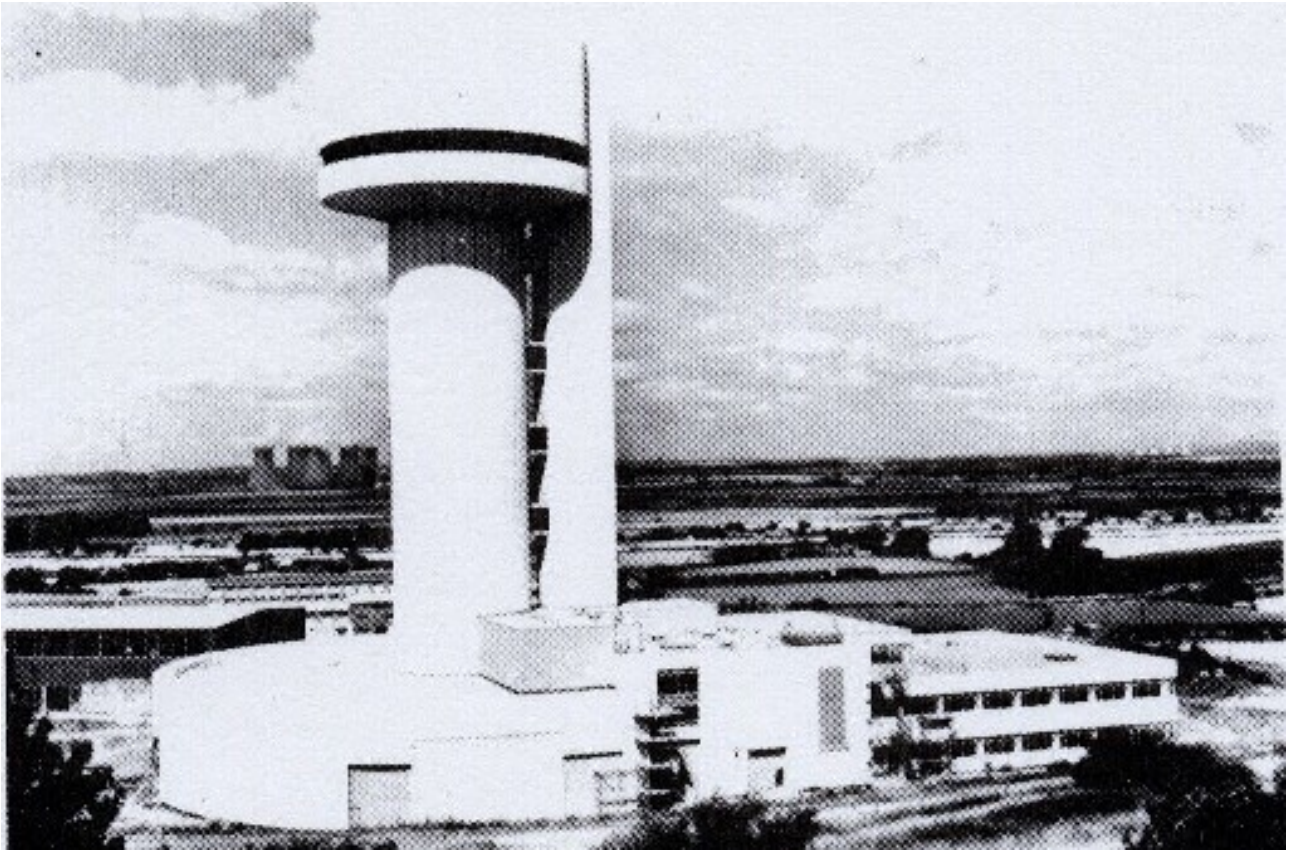
EVODE NEWS CIRCULAR

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STAFFORD RANGERS WIN 2 : 0 AT WEMBLEY



On May 19th Kettering Town were the losers when they came up against Stafford Rangers at Wembley. The victors cup was on exhibition for a time in our entrance hall and MR. IAN SIBLEY and MR. JOHN FERNEYHOUGH are pictured making sure that it did not go astray. Evode was involved because throughout the season they have been the most generous sponsor and the loan of the cup was in recognition of this. MR. FERNEYHOUGH is a Director of Stafford Rangers and MR. SIBLEY is Assistant Secretary



APPLICATION OF EVODE TWO PART AND ONE PART POLYSULPHIDE SEALANTS HOUSING THE WORLD'S LARGEST VAN de GRAAFF ACCELERATOR

Sealing joints between the concrete cladding panels at the top of the Science Research Council's new Nuclear Structure Facility at Daresbury, near Warrington, proved a tall order for Evode Joint Sealing Limited's contract team, both because of the working height and the difficulty of access. But they set their seal on this scientific, and architectural, pace-setter, the biggest installation of its kind in the world.

Picture by courtesy of the Science Research Council.



Have you heard about KNUCKLES, the new hand cleaner product of Evode Limited ?

NEWS FROM THE SALES FRONT

BUILDING A CONSUMER PRODUCTS DIVISION OF EVODE LIMITED

Commencing with the start of the Fourth Sales Cycle of the year, the New Kitchens for Old" campaign was launched, which will run - supported by strong advertising - until the Autumn. Briefly the campaign will encourage and show the D.I.Y. enthusiasts how to renovate their kitchens, using laminates, kitchen fittings etc., and of course, provide the opportunity for the use of a range of EVO-STIK adhesives. One of the products being COLOURSEAL, which is fast becoming one of the Division's top volume selling products.

VIK SUPPLIES LIMITED

A large order has been received for SYNVIK heel stiffener material. An order for 3000 sheets of Quinn's CALOREX stiffener material was placed by S. Edge & Sons of Bilston, and some excellent results have been reported with FLEXIVIK material coated with the new EVO-STIK PM hot melt adhesive. Orders in excess of £75 000 are anticipated.

ALLWEATHER EVODE PAINTS LIMITED

A.E.P. report orders in excess of £5000 from the Yorkshire Water Authority and from the National Gas Turbine Establishment for the product THIXOCHLOR, and export business for PITAKOTE HI-BUILD valued at over £20 000. Orders have been received from Trinity House for EVODYNE for use at five lighthouses.

PARTICIPATION IN TRADE EXHIBITIONS

DR. B.S. JACKSON was present at the National Federation of Roofing Contractors Conference at Harrogate. During the year a Committee of the Federation, of which he is the Chairman, has produced the first Code of Practice for the application of liquid roof

coatings of which our own product EVODE PASTE I is a prime example.

Vik Supplies Limited took part in a shoe component exhibition held in Leicester and executives of that company visited the Pirmasens International Shoe Machinery and Components Exhibition.

The third of a series of joint seminars organised by A.E.P. and I.C.I. was held in London and was a great success. The purpose of these meetings is to promote the benefits of chlorinated rubber coatings.

VISITS AND VISITORS

MR. K.J. ROBINSON of Vik Supplies recently visited the K.J. Quinn Company in the U.S.A. and Vik Supplies were visited by executives of Bixby International of the U.S.A., some of whose products are sold by us in the U.K.

We were visited by MR. HARVEY LISS of the 3E Corporation U.S.A. during April and also by two well established Nigerian customers, MR. N. GONADE and MR. I. YINOLAKAS. Also in April we were visited by MR. MAUREL who is interested in the possibility of local manufacture in Mauritius and is responsible for long-term co-operation in Saudi Arabia. We also had a visit from our Norwegian Licensee in the shape of our old friend MR. NORDAHL.

APPOINTMENTS

MR. D. LEES, A.C.M.A., is appointed Management Accountant, Evode Ltd.

MR. G. CORK is appointed Management Accountant, Evode (Export) Ltd. and Evacor Resins Ltd.

MR. K. JONES is appointed Trainee Accountant, with special responsibility for Evode (Export) ECGD and Credit Control.

MR. A.C.A. MORTIMER has been appointed Product Sales Manager of Vik Supplies Limited.

Worthington 2 : 0 to take the Sunday League Trophy.

MR. K. FINLINSON has been appointed Production Manager at Enderby Factory and MR. B. RUTHERFORD has been given the total responsibility for the despatch of all products from Vik Supplies Limited.

MRS. M.A. COCKERILL has been appointed Sales Liaison Manager, Vik Supplies Ltd.

DRECONA INDUSTRIES LIMITED

Our former subsidiary in Canada was sold in May when H.B. Fuller of Canada acquired the Group's shareholding in Drecona.

GENERAL ACTIVITIES

The Staffordshire Fire and Safety Quiz trophy was won for the second year running by the Mid and South Staffs Fire Prevention Association at Hanley on the 3rd April. Our Fire and Safety Officer is Chairman of the Association and was a member of the winning team.

Visitors to the Fire and Safety Department during April included MR. S. SMALLWOOD attending a safety course at Nottingham University and MR. J.B. THURSTON, Group Safety Officer for R.M. Douglas Construction Ltd., of Birmingham.

On Saturday 5th May, 1979 three members of the Sports & Social Club Committee (MR. B. SMITH, MR. J. BROWN and MR. F. CHAMBERS) took part in a foldingy race organised by Stafford Boat Club. They finished fourth out of twenty and they also raised a total of £30.00, £15.00 going to the Hazlestrine Arm Canal Restoration Fund, and the other £15.00 to our Sports Field Fund.

Congratulations to GRAHAM TURNER and members of the Sunday Football Team. On Sunday 20th May, 1979 Evode beat Bass

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Vik have recently been invited to give a presentation of their products to the Bata Organisation, which was held at the Holiday Inn, Leicester.

It may also be of interest to know that we have negotiated an order for £250,000 and a further one for £27,000, which may well be the largest single order ever received by our company.

We made a point of discussing in broad terms the products of the Evode Group because it was felt that this could be of interest to Bata in the maintenance of their very large factories, particularly from the point of view of flooring and roofing, as well as the construction of new buildings.



BOB MANSELL recently retired after over 25 years service with Charles A. Quinn & Co., Ltd. He was presented with a cheque and a Black & Decker Workmate at a friendly farewell gathering.

Export seems to be picking up generally - Quinn report that a shoe manufacturer in Agra, India has placed an order for water-based shoe finishes.

Allweather Evode Paints were visited by Alumanation South Africa recently and a picture of the employees of this company appears below.



Alumanation handle our product FLASHBAND, which seems to have attracted a lot of attention overseas lately. A substantial order has been received from Nigeria where discussions are in progress about the slitting of FLASHBAND, which would greatly extend its exports through FLASHBAND. FLASHBAND sales in Trinidad have trebled since last year.

MR. S.J. WYNN-SIMMONDS, Managing Director of Evode (Export) Limited, is a member of a Trade Mission to Ecuador organised by the Birmingham Chamber of Commerce.

NEW APPOINTMENTS

PHIL RICHARDS, General Sales Manager of Evode Limited has been appointed Director of Sales, Evode Limited and also becomes a Director of Furniglas Limited. This appointment reflects the increasingly valuable contribution which Phil has made to the successful running of both Industrial and B&CP Divisions during the past three years.

Another Sales Director, MR. CYRIL GOLDING of Allweather Evode Paints, got involved in a shoot-out whilst on holiday in Florida. His motel was invaded by four armed killers, who were captured by armed police, after the guests had been shepherded out of the motel in the dead of night. Phil might like to note this for his next holiday, and if he wants sunshine and sand, stick to Rhyl

Apparently in the last issue we misrepresented some recent appointments at Vik Supplies. MR. K. FINLINSON was appointed Factory Manager and not Production Manager as reported and MRS. B. BRAND has been appointed Sales Office Supervisor reporting to MRS. S.M. DAVIES, who has been given overall responsibility for the Sales and Accounts Departments.

MISS K. MEECHAM and MISS J. HALDEN have joined Evode Limited as Laboratory Assistants.

MR. M.H. HUNTER, Manufacturing Manager of Allweather Evode Paints Ltd., has been made Works Director responsible for the Gillingham Factory.

MR. G. ORCHARD has been appointed Development Chemist at Allweather Evode Paints Ltd.

The responsibilities of both these gentlemen are very wide judging by a recent advertisement placed by Allweather, which gave the name of the company as ALLWEATHER EVODE PANTS LIMITED.

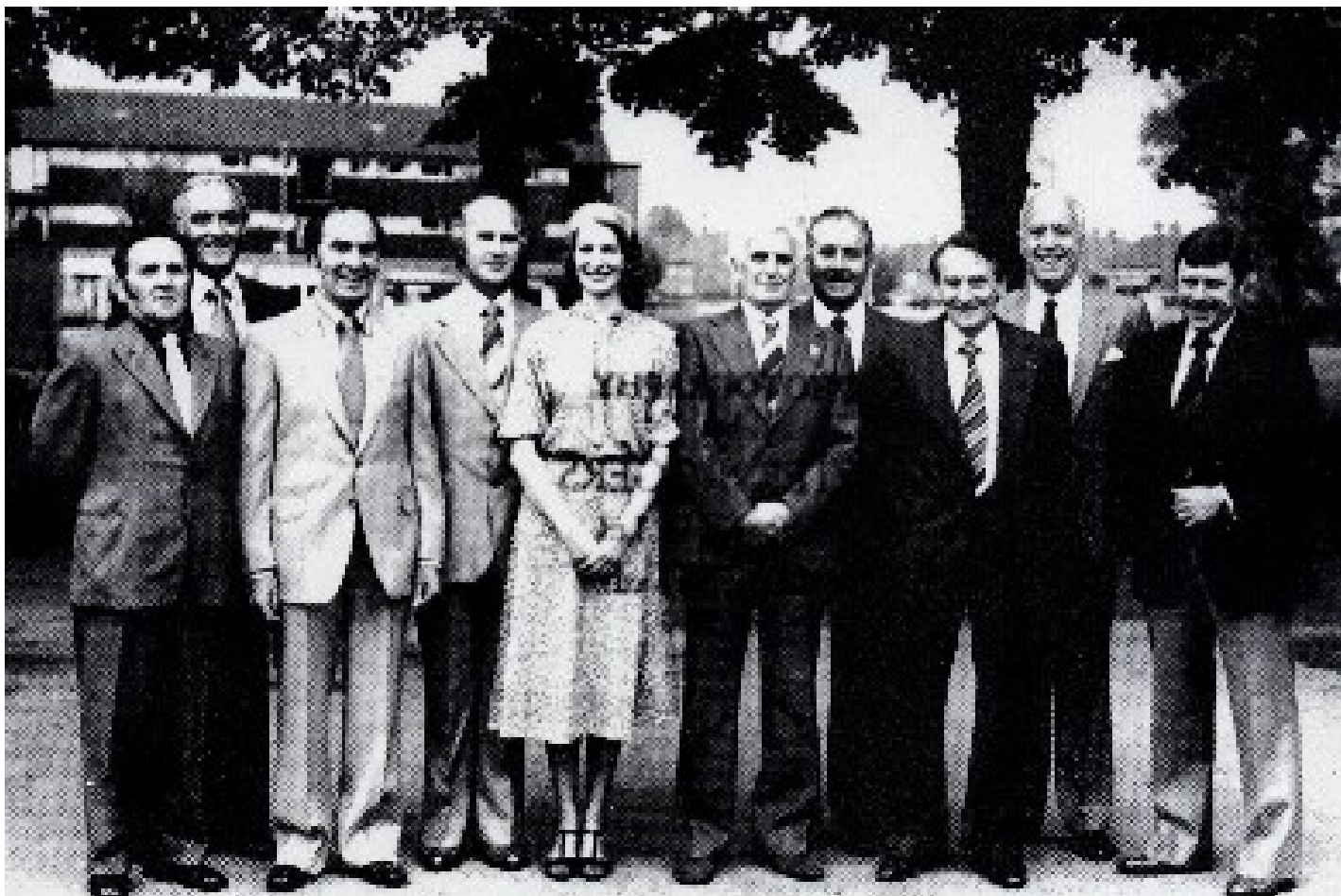
EXHIBITIONS AND OTHER ACTIVITIES

It is reported that there will be a Mayoral visit to Evode Limited and Evode Roofing Limited on Friday, 2nd November, 1979.

The Directors of Evode Roofing Limited made a presentation of the activities of the company to the Institute of Municipal Building Managers and the Institute of Housing Managers at Houghton-le-Spring, where there was an audience of over 100. As a side effect, this led to the biggest ever contract order received by Evode Joint Sealing Limited.

EVODE '25 CLUB' FIFTEENTH ANNUAL DINNER

The Evode '25 Club' celebrated its Fifteenth Annual Dinner at Tillington Hall Hotel on 8th June, 1979, when 79 members and guests were present.



On the photograph, from left to right are :

STAN SPALEK (new member); DON FERGUSON (Secretary); STAN SIMS (new member); EVAN WINTER (new member); MYRA WALL (new member); JOHN FORMAN (President); CYRIL WOOTTON (new member); RAY ALLSOP (new member); GORDON BARRETT (Chairman); ROY ECCLESTONE (new member)

Presentations to the seven new members were made by Mr. Forman, which comprised the gold '25 Club' badge, scroll, tie and a gift of the new member's choice.

A most enjoyable evening was spent by all present at this informal "get-together" of long service employees.

EVODE NEWS CIRCULAR

ISSUE 95 – OCTOBER/NOVEMBER/DECEMBER 1979
JANUARY 1980

**LA MAITRISE
SAINT-EVODE**

CHORALE MIXTE DE LA CATHÉDRALE

regroupe
des enfants et des jeunes
(filles et garçons)
des adultes
(dames et messieurs)

en vue
des Offices à la Cathédrale
(grégorien - polyphonie - chants français)
et des auditions occasionnelles

Renseignements et inscriptions
à partir du 15 septembre
à la Maitrise Saint-Evode - 3, rue Saint-Dominique
à partir de 18 h. 30 (sauf le jeudi)
Tel. 71-22-22
et à la Cathédrale - Tel. 22-22-22

Les cours de voyage et de formation locale sont gratuits
pour les membres de la Maitrise

**HEDRALE
ROUEN**

This snapshot from a holiday-maker raises some intriguing questions ! Has Heaven gone D.I.Y. ? Don't let it give us a "holier than thou" attitude.

EXPORT & OVERSEAS ACTIVITIES

The spread around the world of the products of Evode Limited continues unabated following the integration of Evode (Export) Limited within the main activities of Evode Limited.

MR. G.B. BARRETT made a sales visit to Dubai in the Middle East just before Christmas and we were visited by MR. SLINGER representing the company Stokvis who sell FLASHBAND in Holland.

MR. AWAI of our Associates in Trinidad spent a week in Stafford on product training, and considerable expansion of the sales of our products is expected in Trinidad. It is also hoped that we might make greater progress in the South American market.

Some old friends are still with us, as evidenced by the visit of DR. G. CALDARI of Fratelli Zucchini s.r.l., for the purpose of finalisation of their new Agreement and to discuss the introduction of new products to their sales range.

However, just to prove that it is not only Evode Limited who are active overseas, Allweather Evode Paints Limited's recent exports were to Jordan, Holland and Riyadh and Vik Supplies Limited have received a further order for 150,000 toe puffs from Sweden. MR. A.C.A. MORTIMER of Vik visited their Dutch Agents during a visit which also took in several Dutch shoe manufacturers.

Charles A. Quinn reports that the shoe manufacturers Bata in Malawi have an interest in 'water-based shoe finishing products and that this resulted from the demonstration of products given to the Bata Organisation in Leicester last September.

Charles A. Quinn were also visited by MR. LEIGH QUINN and MR. JOHN QUINN from K.J. Quinn & Co., of Malden, U.S.A.

EXHIBITIONS AND CONFERENCES

At the recent exhibition of building products, Interbuild, held at the N.E.C., Birmingham, the Group's activities were represented by the presence of Evode Roofing Limited with a stand devoted entirely to their new roof insulation product TEKURAT. A great deal of interest is reported and Evode Roofing collected literally hundreds of sales enquiries to follow up.

Vik Supplies Limited took part in the Pre-Selection Exhibition held at Bath in November 1979, and CALOREX stiffeners produced by Charles A. Quinn were also featured on the Vik stand. Vik also took part in an exhibition featured during a seminar held by the Shoe and Allied Trades Research Association at Kettering in December.

In co-operation with I.C.I. Limited, Allweather Evode Paints Limited have recently completed a film featuring their chlorinated rubber paint systems. This has been and will be featured at meetings sponsored jointly by A.E.P. and I.C.I., before invited audiences of potential paint users and specifiers.

On the 28th November, 1979, MR. C. STANLEY, Fire and Safety Officer, was guest speaker at the Burslem Rotary Club where his subject was "Safety in the Industrial and Commercial Field".

NEW APPOINTMENTS

MR. DAVID WINTERBOTTOM, F.C.A., joined us on Wednesday, 2nd January. He is Finance Director Designate of Evode Holdings Limited. He has been Financial Director of a number of different companies, and just before joining us Mr. Winterbottom was with the Industrial Division of Arbuthnot Latham, Merchant Bankers.

MR. C. STANLEY has been re-elected Chairman of the Mid and South Staffordshire Fire Prevention Association. He is also Vice

Chairman of the West Midlands Industrial Fire Brigades Association.

There have been some changes in the Development Laboratories dating from the 2nd January.

MR. D.J. FENN is now Section Leader in the Ventures Development Laboratory following the move of

DR. M. COOK to become Section Leader responsible for Hot Melt Adhesives and Coating Development Projects for the Industrial Division of Vik Supplies Limited. At the same time MR. W.F. KEATING will move to Dr. Cook's Section.

MR. J.D. EARLE is now Pilot and Process Plant Manager reporting to DR. M.J. WELCH.

MR. M.E. PENTON will move to the General Projects Development Laboratory where DR. R.S. WHITEHOUSE continues as Section Leader to head the Adhesive General Projects Section.

EVODE NEWS CIRCULAR

ISSUE 96 –AUGUST 1980

EDITORIAL NOTE

This is our first edition in 1980 because, unfortunately, the number of items received has not been sufficient to warrant our normal number of issues. Apologies are offered, therefore, for the fact that some of the items might be rather "dated".



ASSOCIATION OF 25 YEARS RECOGNISED

Pictured above (left) is MR. STANLEY R.C. CARNALL receiving his 25 Year Club Membership Badge from MR. W.J. LANGFORD of Evode Limited (Export). The Badge was presented by MR. LANGFORD during his visit to Portugal where MR. CARNALL and his company Tito Pereira de Sousa have had a long standing association with us, manufacturing and distributing MELLITOL in Portugal.

EVODE '25 CLUB' SIXTEENTH ANNUAL DINNER



Evode '25 Club' Members and their guests enjoying their Annual Dinner at Tillington Hall on Friday, 16th May.

During the evening new Members received badges and gifts from the Club's President, MR. JOHN FORMAN.

Ten employees Joined the '25 Club' this year :-

MR. O. DUFFY,	MR. E. KLEPACKI,	MR. S.E. TAYLOR,
MR. F. HARRISON,	MR. H.F. MATTHEWS,	MR. A.E. LOFT,
MR. I. SANDALOWICZ,	MR. B. WOJTULEWICZ,	MR. T.A. GREATHOLDER and
MR. J.E. LINNELL.		

The '25 Club' now has 58 members with lengths of service ranging from 25 to 43 years.

GENERAL OVERSEAS ACTIVITIES

Most of the items received this year have involved Evode overseas. In the outward going sense tours to sell our products have been made to Holland and Belgium, Japan, Hong Kong and other countries in the Far East, Australia and Nigeria. There was a special building trade exhibition in Osaka, Japan which featured some of our products. We have also received the following visitors, all of whom are involved in the selling of our products overseas, but mainly adhesives and FLASHBAND.

MR. KIRBY and MR. PARIS from Nigeria, MR. MEHTA from Tanzania, MR. JOSHI from Zambia, MR. MAUREL from Mauritius, MR. P. GOODMAN and MR. E. LEAUGER from Australia, MR. JAN HVERVEN, Distributor in Norway and MR. ARNO HERPE, Agent in the Pacific Isles.

Particularly interesting following the visit of MR. G.B. BARRETT to Japan has been the orders for ROK-RAP which will be used to repair and protect the brickwork on chimneys of houses.

NEW PRODUCT AND MARKET DEVELOPMENTS

Considerable investment is being made to exploit the large market of energy conservation. Evode Roofing Limited are making a great effort in 1980 to ensure the establishment of the unique roof insulant TEKURAT, this being the year of "TEK SPEK" which is intended to make sure that other roofing contractors know about TEKURAT and use it, in addition to our own considerable usage of the product in roof insulation contracts. We were also very pleased to have a visit from MR. H. PRIGNITZ of the company Hapri in Hamburg, who is the inventor of the product.

ROK-RAP is also finding use in insulation work as a protective bandage over insulation

used on pipework, a good example of this being on process pipes on the B.P. Oils Refinery, Grangemouth, Scotland.

FOOTNOTE

In spite of a general downturn in the Shoe Industry, Vik Supplies report that they are very busy with some of their impregnated stiffener materials. Again export is featured involving a large order for P.V.C. and stiffener materials sent to Zambia plus a large order from Russia which made use of the company's adhesive coating service.

NEW APPOINTMENTS

The beginning of the year saw the arrival of MR. D.S. WINTERBOTTOM as Financial Director of Evode Holdings Limited, and later on MR. V. VOHRALIK and MR. A.A.R. COBBOLD were also appointed to the Holdings Board. Recently, MR. B.P. FLETCHER has been appointed to the Board of Allweather Evode Paints Ltd., as Marketing Director.

MRS. H. BAKER joined Vik Supplies Ltd., (Quinn Division) as Sales Promotion Representative.

MRS. M. BARKER has joined Evode Holdings Limited as Secretary to the Chairman, MR. A.H. SIMON.

EASY QUESTIONS ?

The Mid and South Staffs F.P.A. have won the County Fire and Safety Quiz Competition for the third year running. our MR. C. STANLEY, Fire and Safety Officer, was a member of the winning team !

SHEPHERD IN AUSTRALIA

It was good to receive news of our former fiery Northern Regional Sales Manager, MR. DOUGLAS SHEPHERD, who we hear is alive and well and between beers keeping the natives at bay in Australia. Douglas has asked to be remembered to all those who, like your editor, can recall the "Good Old Days". In his retirement Douglas still has an interest in paint but this time as an artist and, as you might imagine, he has also been successful in selling some of his work.