



BROCK-CASTER

BROCKWAY MOTOR TRUCKS
FACTORY AND GENERAL OFFICES • CORTLAND, NEW YORK

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D.E.S. FEATURES A.P.A.

BROCKWAY STANDARDS MEET APA'S DETAILED REQUIREMENTS

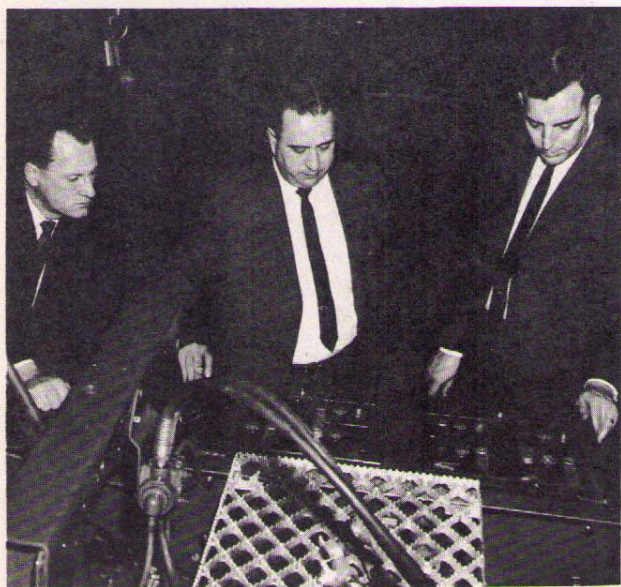
The February 1967 issue of "Diesel Equipment Superintendent" contains a special feature article about Dick Melosh, maintenance vice president of APA Transport Co., and the role Brockway Motor Trucks are playing in his operations.

Dick stated that he has been able to cut his standard 4 page spec sheet down to about 1/2 page because he has found a tractor that closely matches APA's standards, namely, the Brockway 300. APA's spec sheet shows some 92 items detailed. Of these items, all but 17 are standard on the Brockway 300.

With such attention to details, it's significant that Dick was able to find a tractor so much in line with his requirements.

Dick states "The closer I get to my goals, the more I can control maintenance costs. And very important, with the shortage of mechanics we all have, I can maintain a higher ratio of trucks to mechanics with quality construction. That's the best answer to the mechanics shortage I know of."

The article clearly emphasizes that what are optional quality components on other makes are standard quality components on a Brockway.



FLEET SALES

Fleet Sales continue in the field and indications are that fleet owners are pleased with the performance of their Brockway Trucks. In fact, the following is a list of some of the companies and their recent purchases for replacements or additions to already existing Brockway fleets:

A.P.A. Transport Corp. North Bergen, N.J.	20	Model N359T's
Bond Transportation Inc. Woodbridge, N.J.	9 5	Model N257TL's Model N257T's
A & A Truck Service Cortland, Ohio	10	Model E457T's
Blue Ridge Fuel Co. Bronx, New York	10	Model N260TX
Lampl Asphalt Paving Dravosburg, Pa.	4 7 6	Model N359TL's Model C358LL's Model N359LLL's
Refined Syrups & Sugars Inc. Yonkers, N.Y.	9	Model N257T's
Nantam Systems, Inc. Carlstadt, N.J.	32 2	Model 358TL's Model N457T's
Yankee Lines, Inc. Akron, Ohio	21	Model K459TL's
Pic-Walsh Freight Co. St. Louis, Mo.	18	Model K459TL's
Penn Yan Express, Inc. Penn Yan, N.Y.	14	Model N358T's
Paperboard Trucking Corp. Whippany, N.J.	10 4	Model N257TL's Model C358LL's
Matlack, Inc. Lansdowne, Pa.	25 20	Model E257TL's Model N257TL's
Yorgia Trucking Co. Wheatland, Pa.	10	Model E457TL's
Church Leasing Co. Mt. Airy, N.C.	8	Model N457TL's
Genesee Brewing Co. Rochester, N.Y.	8	Model N257T's

EMPLOYEES MAY BUY COMPANY STOCK THROUGH PAYROLL DEDUCTIONS

An announcement has been made permitting all employees of Brockway Motor Trucks, Cortland, N.Y. to purchase common stock of Mack Trucks, Inc. at market value through payroll deductions on a monthly investment plan. The plan was made public in an announcement released by Mack on January 13, 1967. Principal advantage of the stock purchase plan for Mack employees is that the Company has agreed to pay the brokerage commissions on such purchases plus the service charges for those employees who participate.

The firm of Merrill Lynch, Pierce, Fenner & Smith, Inc., is the brokerage house administering the program.

BUILDING EXPANSION

An addition to our Bethlehem, Pa. Branch is nearing completion. This will increase the service area to approximately double its present size. Entry into the enlarged service area will be through new and larger overhead doors and the shop area will be equipped and manned for the best results in sales and service to our customers.

Our Bethlehem Branch is located such that there is access to U.S. Route 22, a route used from New York City to all cities and states west, and Interstate Route 378 a by pass for truck traffic from Philadelphia to Bethlehem Steel Co. The Branch will be identified by a new, large, internally illuminated sign mounted high on the roof which will be visible for several miles in each direction.

APPOINTMENT

Benjamin F. Hall has been appointed manager of the Albany-Rensselaer District. Prior to this appointment Mr. Hall was special representative for Brockway in eastern New York State and the metropolitan area.

Ben Hall has held several management positions in the heavy-duty truck and equipment field. Prior to joining Brockway he operated his own truck and equipment business Hall-Ehlert Sales in Albany, N.Y.

The Albany-Rensselaer District is literally "Brockway Country" and with the following Ben has in this territory the results should be rewarding for both Ben and Brockway.



Benjamin F. Hall

SAFETY AWARDS PROGRAM IS INSTITUTED

A program has recently been instituted in the Brockway Plant whereby awards will be given to retirees for 10 or more continuous years of service without a lost time accident. The program is retroactive to January 1, 1966 and, to date, we have thirteen retirees who have a combined total of 295 years of service without a lost time accident. Their names and number of years:

Floyd Coon	Final Assembly	40 years
Timothy Brosnan	Service Parts-Homer	35 years
Emmett Bloodgood	Paint Dept.	27 years
Henry Crandall	Drive-away	25 years
Lynn Hopkins	Test Dept.	25 years
Leland VanCise	Final Assembly	25 years
Charles W. Hall	Cab Assembly	21 years
Frank Totodo	Machine Shop	20 years
Lester Greenleaf	Drive-away	19 years
Floyd Dutton	Receiving	13 years
Louis Matera	Frame Dept.	12 years
Cracker Sheeley	Receiving	12 years
Gordon Larson	Frame Dept.	11 years
Clyde Thomas	Paint Dept.	10 years

Plaques will be awarded to these men at the Retiree's Dinner - Dance on April 8, 1967.

AKRON DEALER APPOINTED

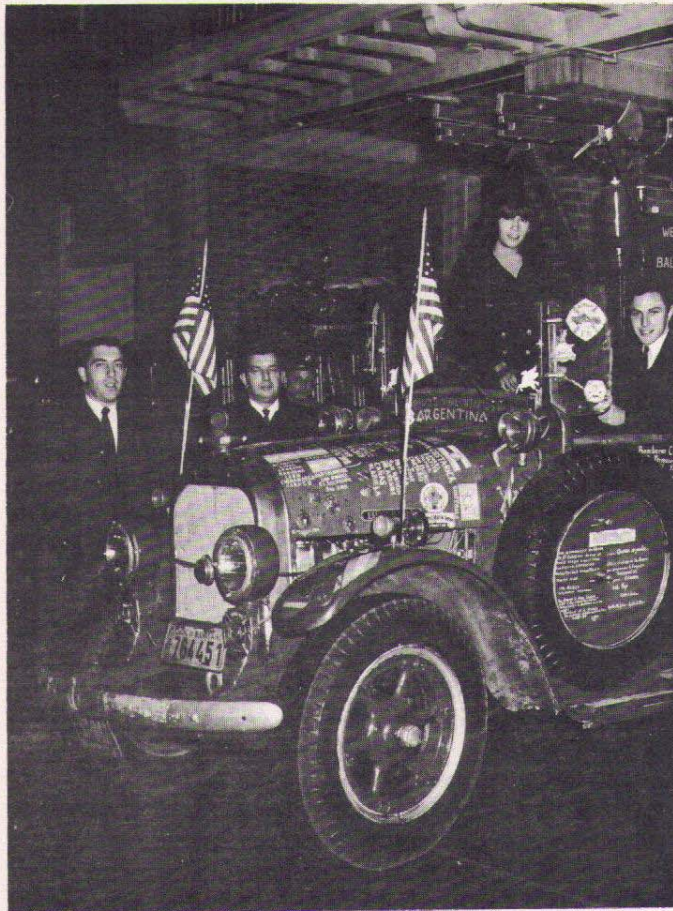
Brockway has appointed a new sales and service dealer in Akron, Ohio. The new Ohio dealer is prepared to give the best in heavy duty truck service at 3041 East Waterloo Road and will be known as Akron Brockway Trucks, Inc. Mr. Paul Marsh, president and treasurer of the new Brockway outlet will be spearheading all operations.

We welcome Akron Brockway to our distributor family and extend to them all the cooperation and assistance necessary to produce the very best in sales and service for truckers in the Akron area.



Candid Camera catches interesting shot of one of Berman's new Brockway C.O.E. tractors on the docks in Philadelphia.

YOUNGSTERS MEET OLD-TIMER



Left to right: Ed McQuade, Cortland Lions Club; George Cook, Brockway Sales; Jos. Petrella, Lt. Cortland Fire Dept.; Miss Lillian Golden and Roberto Alla, Argentine exchange students at State University College at Cortland, New York.

Many will remember the excitement created in June 1960 upon the arrival in Cortland, New York of four volunteer firemen and their 1925 Brockway fire truck which they drove 17,000 miles from Buenos Aires, Argentina. Now, six years later, we are graced again by Argentinians in the persons of Miss Lillian Golden of Buenos Aires, and Roberto Alla of St. Nicholas, Argentina. These personable young people are exchange students attending State University College at Cortland.

The presence of the students in Cortland was learned when the local Lion's Club received a letter from Roberto's father advising them that his son was in Cortland as an exchange student. (Roberto's father is responsible for founding the Lion's Club Chapter located in St. Nicholas.) Contact was made and one of the results is the photo shown above.

It seemed appropriate after 35 years of devoted service to the Argentine Republic, that this retired old firefighter have its proud moment with the younger generation of the people it so gallantly served.

STEWARDESS PINPOINTS INFLATION

Los Angeles (AP) - What happens to a stewardess wearing an inflatable bra when the cabin of her jet plane is depressurized?

Just what you're thinking, Herman. Inflation.

As Los Angeles Times columnist Matt Weinstock told it, this set of potentially "explosive" circumstances occurred recently on a Los Angeles-bound flight. He gallantly withheld the identity of the girl and airline.

"When she had, ahem, expanded to about size 44," Weinstock wrote, "she frantically sought a solution. Somehow she found a woman passenger who had a small hatpin and stabbed herself strategically."

"However, another passenger, a man of foreign descent, misunderstood. He thought she was trying to commit hara-kiri the hard way. He grappled with her trying to prevent her from punching the hatpin in her chest.

"Order was quickly restored, but laughter is still echoing along the airlines."

Weinstock says it really happened.

Good thing they don't make these bras puncture-proof.

You Are What You Owe

If you owe ten dollars, you're a nobody.

If you owe a hundred dollars, you're a has-been.

If you owe a thousand dollars, your car isn't paid off.

If you owe ten thousand dollars, your mortgage isn't paid off either.

If you owe twenty-five thousand dollars, you're a corporation.

If you owe a hundred thousand dollars, you're a financial wizard.

If you owe a million dollars, you're a tycoon.

If you owe over a million dollars, you're Uncle Sam, and you believe in Santa Claus.

FACTORY NEWS NOTES

Brockway's UAW, Local 68 will hold its Annual Retiree Banquet April 8th at 6:30 P.M. at the Shamrock Inn honoring 10 retirees having a total of 221 years of service to the company.

Brockway's UAW, Local 68 Family Picnic and Outing will be held at the Homer Water Works, June 24th from 10:00 A.M. to 5:00 P.M.

The Cortland Factory and General Office will close down for annual vacation July 14th and resume full scale activity Monday, July 31st. A skeleton force will be on duty during the shut down for emergency service only.

BEREAVEMENT



Floyd S. Slocum

A tragic loss is suffered by the Brockway organization in the sudden death of Floyd "Slick" Slocum on March 5th, 1967 at the age of 62.

Slick, as he was affectionately called, sparked the Brockway sales organization for over 34 years, and was manager of the Wilkes-Barre - Scranton area for 12 of those years. A proverbial giant in our business, a gentleman respected by all who knew him, as a man among men with a friendly smile and a helping hand.

Floyd was married in 1929 to Imogene Fowler, daughter of B.W. Fowler who founded Fowler and Williams Freight Lines, Inc. The Slocums made their home in Dallas, Pa. Besides his wife Floyd leaves 2 sons, a daughter and 5 grandchildren.

FIELD PERSONNEL ASSIGNMENTS

Joseph L. Duffy: Formerly associated with our Boston Branch will be on special assignment in the State of Rhode Island.

John G. Brown: With an extensive background in heavy duty truck sales and management will operate as a special sales representative throughout the entire Metropolitan New York area.

Edward A. MacDonald: With 20 years of heavy duty truck sales experience throughout Upper New York State will now represent Brockway in the area of Watertown and Central New York State.

Robert P. Hulbert: A formidable heavy duty truck sales engineer in and around New York City for many years has joined Brockway and will cover the Greater Metropolitan area.

Russell A. March: With over 9 years in sales experience with Brockway has been assigned to special accounts within the southeastern area of New York State.

APPOINTMENT

R. C. Enslin



Mr. Ronald C. Enslin has been appointed manager of our Wilkes-Barre-Scranton District. Mr. Enslin will assume the duties formerly performed by the late Floyd S. Slocum.

Mr. Enslin who has been supervising the Scranton area under the direction of Mr. Slocum is well acquainted with the duties he is assuming. Mr. Enslin and Mr. Slocum, affectionately known as "Stubby" and "Slick", were a memorable combination, unequalled anywhere in this industry. The tremendous task of following in "Slicks" footsteps will merit all the assistance and cooperation which the Brockway family can offer.

"Stubby" joined Brockway officially in 1946. However, before entering the armed forces he had been employed by our dealer, Fowler Motor Service. In 1951 he was advanced from Service Parts to Truck Sales. In 1955 he was sent to supervise the Scranton branch under direction from Kingston. He now takes over the entire district and we wish him the best of luck and offer him all the assistance at our command.

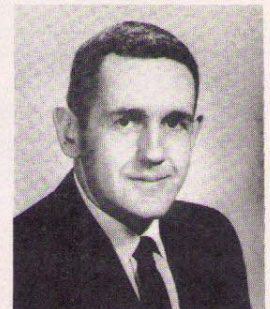
FACTORY PERSONNEL ASSIGNMENTS

Mr. Richard G. MacDonnel has been advanced to the position of Assistant Controller as of March 16, 1967.



Dick brings to this recently created position both education and experience having been graduated from Syracuse University with a combined degree in Accounting and Office Management as well as extensive training in Electrical Data Processing. Dick is being advanced from his present position as I.B.M. Supervisor where he has introduced systems and advanced ideas which have been instrumental in cost reductions.

Brockway welcomes to its staff, Mr. Bob Jewel as I.B.M. Supervisor. Bob comes to us from Hoffman International Corporation in Syracuse, New York. His experience in Data Processing will make him a definite asset to the Company.



Bob, his wife Sally and two daughters; Christine 4, and Laura 1-1/2, plan to reside in Cortland, New York.