

BROCK-CASTER

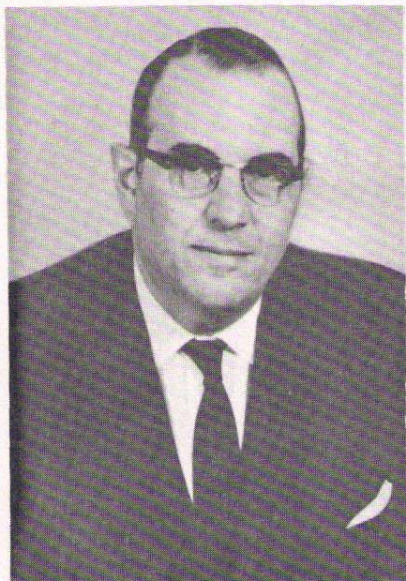
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BROCKWAY MOTOR TRUCKS
FACTORY AND GENERAL OFFICES • CORTLAND, NEW YORK

EXTRA
EDITION

★ ★ ★ ★ ★ **FINAL**

Cambria Elected Executive Vice President; Matthews To Head Brockway Division



J. E. Cambria



R. J. Matthews

Allentown, Pa., - September 25 - J.E. Cambria has been elected Executive Vice President of Mack Trucks, Inc., according to Z.C.R. Hansen, Mack Chairman of the Board and President.

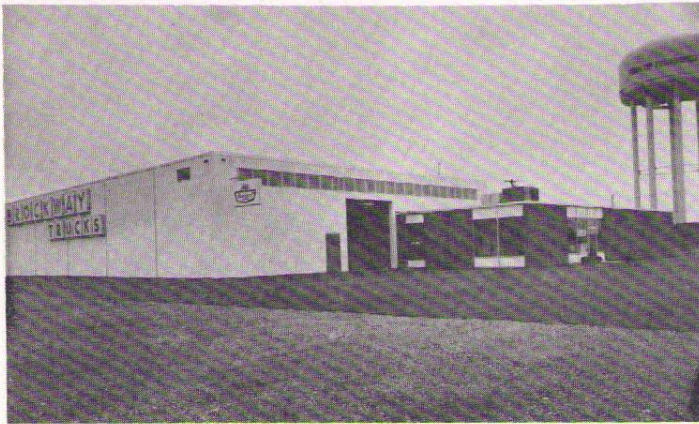
Prior to Mr. Cambria's new appointment he had been serving as Vice President of Mack and General Manager of Brockway Motor Trucks.

Mr. Hansen's announcement also revealed that Robert J. Matthews has been elected Vice President - Brockway Division. Matthews had been serving in Brockway as assistant to Mr. Cambria.

A leader in the motor truck industry for some 44 years, Cambria launched his career as a field troubleshooter for Brockway in 1923. During the next several years he served as a sales engineer, leading to several other sales and administrative posts. After serving as assistant to the President, he was elected Vice President and General Manager of Brockway. Upon acquisition of Brockway by Mack in 1956, Cambria was elected Vice President of Mack and General Manager of the Brockway Division, a position which he has held until this latest advancement.

Since joining Brockway, Mr. Matthews activities covered a broad scope of technical assignments for top management and was appointed Assistant to the Vice President and General Manager, a position which he held until this recent appointment. In this capacity he was exposed to all areas of sales and related management activities.

Prior to joining Brockway, Matthews was a technical consultant to major customers for one of the leading aircraft engine manufacturers.



*Brockway Motor Trucks - Factory Sales & Service
Buffalo, New York*

Continuing our expansion plans, Brockway has opened a new Factory Sales & Service Branch in Buffalo, New York.

In the past few years Brockway has also opened new branch facilities in Elizabeth, N.J., Long Island City, N.Y., Pittsburgh, Pa., Baltimore, Md. and is presently refurbishing and expanding our Bethlehem, Pa. facilities.

The official Grand Opening at Buffalo took place on August 14, 1967 and was highlighted by the personal appearance of Baseball Hall of Famer, Bob Feller. The actual location of the new Branch is in the Town of Tonawanda and is easily located at the base of the Tonawanda Water Tower. The water tower is a familiar landmark in the area and is adjacent to the New York State Thruway. Direct access to the branch from the Thruway can be made at Exit N-15. The strategic location of the new branch places it within a one-half mile radius of over twenty-five major trucking terminals.

The building is designed to provide the most modern and best equipped Truck Sales and Service facility in the area. Plenty of parking for customers trucks is provided in the blacktop parking lot enclosed by a chain link fence. Large overhead doors at either end of the service area permits service for tractor and trailer without uncoupling.

EMPLOYEE RECEIVES PATENT

Donald Greenman of the Brockway Production Planning Dept. has been awarded a patent by the U.S. Patent Office for his invention, an automatic fish gripper. Don explains that his automatic fish gripper is used for filleting, scaling or skinning fish and that he is planning to market it at a retail price of \$7.50.

QUIPS

One employee to another: "My mistake was buying stock in the company. Now I worry about the lousy work I'm turning out."

*Marvin Townsend in
The American Citizen*

Old salesmen never die
They just go out of commission!

FLEET SALES

Huskie fleets continue to grow as indicated by the representative group of recent orders shown below.

It is interesting to note that many of these familiar names have appeared in this column before with previous multiple orders.

Yankee Lines, Inc. Akron, Ohio	60	Model N358TL's
A.P.A. Truck Leasing North Bergen, N.J.	31	Model K459TL's
Sanitation Equipment Corp. Paramus, N.J.	16	Model N358T's
Whitescarver Transportation Carlstadt, N.J.	10	Model N358T's
M.K. Truck Leasing Corp. Great Neck, Long Island, N.Y.	10	Model N457T's
Cross Transportation, Inc. Bridgeton, N.J.	12	Model E457T's
Channel Master Corp. Ellenville, N.Y.	14	Model E457T's
Amber Truck Rental Philadelphia, Pa.	10 2 3	Model C.O.E.'s Model E359's Model N257TL's
Nantam Systems, Inc. Carlstadt, N.J.	22 12	Model N358TL's Model C358T's
Shawmut Trans. Co., Inc. Boston, Mass.	6	Model N257T's
Cayuga Crushed Stone, Inc. Lansing, N.Y.	6	Model N359LL's
Metro Trucking Assoc. Baltimore, Md.	9	Model N457TL's
Penn Yan Express Inc. Penn Yan, N.Y.	10	Model N358T's
Moore-Flesher Hauling Co. Pittsburgh, Pa.	6	Model N359TL's
Meenan Oil Co., Inc. Hicksville, N.Y.	5	Model E359's
N. Bantinvoglio Sons Inc. Collingswood, N.J.	6	Model T358LL's
Clark-Jamesville Rental Syracuse, N.Y.	5	Model N257T's

NOTE: At the time we went to press activity was high in multiple unit orders. Watch this column for reports on the culmination of several large fleet sales now in process.

JEAN DEHAVEN'S MULE TRAIN - SAGA of the OLD WEST

Courage, determination, sense of adventure. These words would best describe Jean DeHaven, owner of 22 mules, a truck with a horse trailer, a 1248 gal. water wagon and a genuine covered wagon, all of which have 5000 miles of United States behind them. At least, they will have when they reach Expo 1967, 17 months from their start in Death Valley, California. When DeHaven's mule train was in the Cortland, New York area, Brockway Motor Trucks could not help but admire this undertaking as well as the man responsible. Thus Brockway went all out to welcome Mr. DeHaven and Company and assisted them on another leg of their long journey. Brockway took the opportunity to contrast the two modes of transportation for the thousands of spectators who viewed the mule train on its way to the New York State Fair in Syracuse, New York and during their stay at the fair. Mr. DeHaven's mule train is the only "jerk line" 20 mule team in the world. The "jerk line" is a thin diameter nylon rope attached to the lead mule, "Judy" by name, and the entire train is guided by a system of "jerks" on the line. Jean, with his typical cowboy sense of humor, sometimes refers to the "jerk line" as the "telephone line". When asked why, he mused, "well, once in awhile I jerk on the line and nothing happens, so then I try talking thru it and all I get is a busy signal." Brockway Motor Trucks congratulates Jean DeHaven and his mule train and will remember him as one of the most colorful personalities it ever met.



DeHaven's mule train passing by Brockway's Homer Branch on their way to N.Y.S. Fair in Syracuse

PREMIERE SHOWING

The new Brockway 360 will make its debut by going on display at the American Trucking Association Convention being held at the Conrad Hilton Hotel in Chicago, October 15th through the 19th.

This showing will mark the 360's first public appearance and will naturally highlight the Brockway Truck exhibit at the national convention.

Shown along with the 360 will be a model N359TL and a model K457TL.

H. MILLER AND N. KIRSCH HONORED



Gold clocks awarded by J.E. Cambria to Herm Miller and Norm Kirsch. L. to R.: Norm Kirsch, Jack Cambria and Herm Miller

A retirement dinner was held September 6, 1967 at Cortland's Shamrock Inn in honor of Brockway's dynamic representatives, H.C. "Herm" Miller and N.L. "Norm" Kirsch. All Brockway Factory and Branch management were present to applaud the presentation of magnificent Longine Atmos Heritage Perpetual Motion Clocks engraved suitably with citation emblems and studded with diamonds. The formal presentations were made by their long standing friend and mentor, J.E. "Jack" Cambria.

Manager of our Buffalo Branch, Herm Miller has set the pace for our entire sales organization for many years.

Norm Kirsch, as Assistant General Manager, has lent valuable experience and counsel on problems whenever and wherever they have arisen.

These two men are indicative of the loyalty found in our close knit Brockway Family and they have both assured us that they will be no further away than their telephones when we need them, and most assuredly, we will.



WHO WINS !

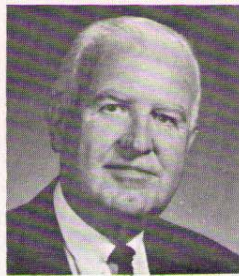
"Pay your price -
I go broke.

Pay my price -
you go broke.

Vicious circle,
isn't it?"

SENIOR PROJECT ENGINEER

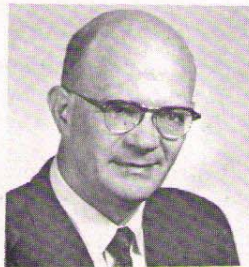
Mr. Robert C. Wallace has been appointed Senior Project Engineer at the Cortland office of Brockway Motor Trucks. Mr. Wallace brings with him 40 years of experience in automotive engineering. Bob started his career in 1927 with the Stute Motor Car Company and since has held executive positions in Engineering with companies such as Marmon-Harrington, Diamond T Motor Car Company, Diamond T Motor Truck Company and finally was director of Engineering at The Lansing Division of White Motor Company. Bob is also a member of the Society of Automotive Engineers, Inc. and is recognized in automotive circles as a pioneer of the industry. We are pleased that Bob chose to join the Brockway Organization and his vast experience will lend itself as a valuable asset to the Brockway future.



R. C. Wallace

SALES ENGINEER

After a brief absence, Brockway welcomes back Donald B. Cameron as Sales Engineer. During his absence from Brockway, Don served as Manufacturing Vice President of the Sanford Fire Apparatus Corp. of Syracuse, New York. Don was Manager of Engineering Administration before his leave from our company. His background in Motor Truck Production Engineering and Sales should add another important dimension to the Brockway sales organization.



D. B. Cameron

ASSISTANT PERSONNEL MANAGER

William J. Warke has returned to Brockway as Assistant Personnel Manager. Bill brings with him extensive training and experience in business administration; both at the factory and branch level. From Business Manager at our Homer Branch, Bill was moved up to the factory General office as Branch Auditor, he served for a brief period as Auditor for Chrysler Motor Company before rejoining our company in his present capacity. We know that Bill's past experience and pleasing personality are prerequisites for his present responsibilities.



W. J. Warke

STRANGE THING

Teen age girl to her mother: "Mother, Johnny and I did the strangest thing last night and he said all grown-ups do it." Horrified, the mother asked, "Good heavens child. What did you do?" And she replied, "We danced - together."

unknown

MANAGER SERVICE PARTS MERCHANDISING

Robert E. Tepke joined the Brockway Organization April 1, 1967 as Manager Service Parts Merchandising. Bob comes to Brockway with 11 years experience with General Motors. Starting out as Service Adjuster and Dealer liaison contact for the General Motors, Pontiac Division. During his last 8 years with General Motors, Bob was a district parts and service representative. His experience in the automotive industry will make him a definite asset to the company.



R. E. Tepke

MEET DICK NICHOLAS

Dick Nicholas experienced truck salesman has been appointed Special Representative for our company and is now working with our Paul Motto in the East Hartford, Conn. territory. Dick has 7 years of truck sales experience. Before joining Brockway he was employed as sales representative with Shechtman Motors Inc. in East Hartford, Conn. Dick is no newcomer to the New England truck market and is setting up truck deals which make friends for our company.



R. P. Nicholas

EMPLOYEES SON WARD POSEY GETS MEDAL

Specialist 4 class Ward A. Posey, son of Mr. and Mrs. Ward T. Posey of Rumson, N.J. has received the Air Medal with "V" device for heroism in combat with enemy forces.

The father of Specialist Posey is our Brockway Special Representative, in the Elizabeth, N. J. area.,

Specialist Posey was credited with combating Viet-Cong troops in enemy-held territory, while on duty as a gunner aboard an Army Helicopter. His citation credits his suppressive fire on enemy position with the successful landing of vitally needed men and material in the Red-held jungle.

The soldier was credited with courage and determination in contributing to the defeat of the Viet-Cong force and the over all success of the operation.

