

THE BULLETIN



Published by the Scouill Manufacturing Company for its Employees.

Vol. XXXVIII

April 19, 1954

No. 8

Scovill Signs "Double In Brass"



Top: new Scovill identification sign at Mill St.
The first two displays to be posted on our new billboards were the GRIPPER Fasteners (shown at the Hamilton Ave. billboard) and GREEN SPOT sprinklers (at

Silver St. Viaduct.) Plans call for changing the copy every six to eight weeks to include our diverse products. They will also be employed for institutional messages and to help community efforts such as Federated Fund drives.

Employing something new in our plant identification program — Scovill signs are "doubling in brass". In what

New Assignments

Comptroller's Dept.

Announced by Assistant Comptroller George H. Wadsworth:

Effective April 6, 1954, Lewis E. Carrington has been appointed Chief Factory Accountant. He is responsible for all activities of the Factory Accounting Office, reporting to the Assistant Comptroller.

is believed to be the first program of its kind, we are using a four-point approach to tell area citizens and visitors what we make, and also identify our various buildings which stretch out over a mile.

To accomplish this goal, there have been installed semi-spectacular 24 sheet billboards, illuminated displays, "V" type signs and a painted sign on one of the buildings.

The poster billboards are framed in stainless steel and the word 'Scovill' in stainless steel letters with porcelain inserts and red neon tubes for night time illumination.

Daylight Saving Time

Daylight Saving Time will be resumed in the state of Connecticut at 2:01 a.m. on Sunday, April 25.

At about that time, all clocks in the Main Plant will be advanced one hour.

Apr. 20 - Blood Day

At press time 90 employees had signed up to contribute a unit of blood at Doolittle Hall on Tuesday, April 20. Our quota for the day is 150.

Tony Jacovich is chairman of the committee which consists of: Henry Jankowski of Chucking; Carmen Errico, Shell; Frank Shimkus, Hot Forge; John Bresnahan, Herb Colby and Gordon Groff, Slide Fastener; James Gib-

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Retirements

FRANK FRAGASSO, Dip Room, retired with benefits to start on April 1, 1954

Mr. Fragasso was hired on November 6, 1924 and has a continuous service record of 29.3 years. Always in the Dip Room, he was serving as a plater when he retired.

KENNETH LISTER, Steam Department, retired with benefits to start on April 1, 1954.

Mr. Lister was hired on November 10, 1919 and has a continuous service record since 1920. Always in the Steam Dept. he was an engineer in the turbine room when he retired.

ANTONIO LACAPRA, Waterville, retired with benefits to start on April 5, 1954.

Mr. LaCapra came to Scovill in May, 1923, and has a continuous service record since that date. At his retirement he was serving as a roll barrel operator in the Annealing Dept.

Waterville Div. Receives Safety Award

On April 12, our Waterville Division was awarded a "Certificate of Merit" for its safety record from June 1, 1953 to Dec. 17, 1953 when this division worked 487,729 man hours without a lost time accident.

The insurance company pointed out that the Waterville record is outstanding and that their injury frequency is one-half to one-third less than comparable firms in fields of plumbing fittings and industrial fastener operations.

Waterville's lost time injury frequency record is 6.65 as compared to as much as 17.7 in the State of Connecticut and 16.7 throughout the U. S. Lost time frequency is the number of lost time injuries occurring per 1,000,000 man hours of work.

In Addition To Your Pay You Receive

In the Company's 1953 Annual Report, President L. P. Sperry commented on wages and some of the benefits paid for Scovill employees.

In 1953, a total of \$6,306,665 was paid for employees over and above regular wages. Included in this sum are various types of insurance wholly paid for by the Company, which include hospitalization and surgical benefits for employees and members of their families, off-the-job coverages including accident, sickness, accidental death, dismemberment and loss of sight.

In addition, the Company pays for part of the Group Life Insurance available to employees and the entire amount of Workmen's Compensation and of Unemployment Insurance required by law; plus one-half of Social Security premiums. The Company also pays the entire cost of pensions for its retired personnel.

Other costs borne by the Company include pay for holidays not worked, for vacations and to men and women entering the military service; recreation facilities; maintenance of plant hospital and the administration of the various welfare and insurance plans. In 1953 the total cost of all these

averaged over \$634 per employee.

All these extras constitute real assistance and protection for Scovill employees and members of their families. These benefits do not show up in the weekly pay envelope as dollars and cents. But they do represent substantial plus values to you and your family.

Celan C. Curling

Vice-President



Vice-Pres. and Gen. Manager S. G. Gaillard, Jr., receives the Certificate of Merit from Liberty Mutual's Loss Prevention District Manager E. J. Zaichuk. On hand for the occasion were (left to right): David Sletten, Safety Engineer of Liberty Mutual Insurance Co.: Miss Katherine O'Rourke, Waterville Industrial nurse; Mr. Zaichuk; Mr. Gaillard; T. S. Merriman, Waterville Safety Supervisor, and Scovill Vice-President A. P. Hickcox.



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Published by the Scouill Manufacturing Company for its Employees.

99 Mill Street, Waterbury, Connecticut

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"We pledge ourselves to investigate thoroughly for accuracy before publication the material presented in THE BULLETIN."

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Men And Machines

We recently came across a news item to the effect that only five per cent of the work done in the United States is manual; machinery accounts for the other 95 per cent. The news story went on to comment that there is more power under the hood of today's automobile than was found in the average factory of 1890.

In the early years of the so-called industrial revolution, the prophets of gloom and doom were gravely predicting that the advent of the machine would eventually eliminate the skilled worker. How wrong they were! Today, there are over 60,000,000 workers in the United States, a figure scarcely dreamed of only a few years ago. The extent to which machines have expanded our American economy is self-evident.

Without them we would, literally, still be in the horse and buggy era. Can you imagine a world without refrigerators — automobiles — electric washers — and the thousand and one mechanical conveniences that have taken the drudgery out of the business of living?

Of course, these modern miracles have not been wrought by machines alone. The machine is the product, as well as the tool, of man's genius, his skill, his imagination. We all know by now that we need not fear the machine as a creator of unemployment. On the contrary, the machine is the backbone of our ever-growing mass production economy. The machine sets up what might be called an "un-vicious" circle—it creates more goods at prices which more people can afford to pay. This, in turn, creates more sales, and more sales mean more manufacturing. More manufacturing, of necessity, means more jobs.

Rod And Gun Club Banquet



Over 100 Rod and Gun Club members enjoyed a sine steak dinner at the 25th Anniversary Banquet held at Doolittle Hall on April 8. President Ed DeBisschop was toastmaster. Remarks were made by Ray Ladden, SERA president; Jim Littlejohn, Fishing Committee chairman; and Francis T. Reeves.

A splendid program of sports movies followed the dinner. William Armour did a fine job of operating the movie machine. The door prizes were won

by V. Sarafinas, J. F. Hubbard and C. Semetas. General comments — one of the best banquets yet. Get out to our monthly meetings!



Right And Wrong

By Robert W. Butler, M. D.

Sounds like the title of a sermon, but it isn't. I can remember very well hearing time after time during World War II that "there are three ways of doing anything: the right way, the wrong way, and the army way". It wasn't always the same — the word "army" in the quotation had as many substitutes as there were kinds of uniform. Right now we are interested in something which can be done in only two ways: right or wrong.

Some time ago it was suggested that we discuss the right and wrong ways of lifting objects, and at the time the subject didn't appear to have enough general interest; but as we thought about it further concluded that the opposite is true. Who doesn't lift? It is almost as normal as breathing, and nobody is immune. Everybody does it, the difference being only in amount and frequency.

So, let's learn a few good lifting habits and prevent a lot of bad backaches! Perhaps we could even save ourselves an operation or two!

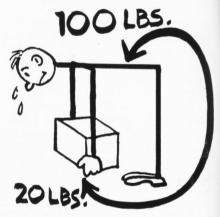
The most important aspect of proper lifting is the one which is least understood. The back should be held as nearly as possible straight up and down, perpendicular to the ground like this:



In that way, all the lifting is done with the muscles of the arms and legs; and not those of the back and abdomen. So what? So if you always lift that way, you'll never get a back strain or hernia from lifting!

It looks like an awkward lifting position, but those who have learned to do it this way insist that it isn't. It's just unfortunate for many a back and many a hernia that the wrong way seems to be the normal way.

Too many people lift like this:



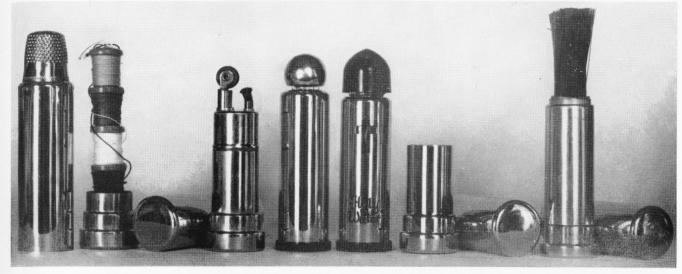
Wrong!! As you can see, all the lifting is being done by the back and abdominal muscles. Look at the figures — a 20-lb. lift in this position puts a 100-lb. strain in the wrong places! Don't Do It!

Keep the feet flat on the floor. Keep a good balance. When carrying objects, keep the load as close to the body as possible, but be sure it isn't piled so high you can't see over it! Be careful before you start off that there's no booby-trap on the floor that is going to slip you or trip you.

These points are not important just while you are on the job, it's the same back you can abuse while you are lifting rocks for the foundation of your new house, moving the piano for your wife, or setting up the gas range for Aunt Mabel! And the fact that you have been doing it the wrong way (and been lucky) for years doesn't mean you won't have trouble the *next* time.

Just take another look at the drawings, will you?

New Ideas Are The Lifeblood Of Industry



When is a lipstick not a lipstick? Here are a few of the items made from lipstick containers which definitely do not contain lipstick.

They are left to right; sewing kit, cigarette lighter, a perfume container, a holy water container, a bobby pin container, and a nylon brush.

Throughout Scovill's history the successful ideas of employees have increased the versatility of the Company, and with the passing of time and changes in fashions, have helped to supply customers with "the latest thing" which, in turn, keeps employees at work.

As an example, some of the products of the Drug and Cosmetic Container Division have proven what ideas and suggestions can accomplish. Because of several ideas the ordinary lipstick tube has taken on new meaning. The

Pinochle Tournament

Scores for the final game of the season played April 8 show that John Matulunas' team was high with 32,765 points. Erv Honyotski's men were runnersup with 32,190 and Bill Mancini's team had 29,670. Individual high score for the evening went to Owen O'Keefe with 4,515 points. John Carolan was second with 4,085 points.

Final scores for the tournament put Bill Mancini's team on top with 387,-535 points; John Matulunas' team was second with 385,205 points; and Erv Honyotski's men came in third with 384,340 points.

Individual high scores for the season went to Art Proper with 45,700 points; John Marsh with 45,665; Erv Honyotski with 45,615; John Manfredi with 45,520; and Anthony Laudate with 45,510 points.

Family Album



Eugene Migliaro is the one-year old son of Eugene Migliaro, formerly of the Connector Room, and Helen Migliaro, formerly of the Cosmetic Room. His grandfather is John Rozdilski of the Tube Mill and his aunt, Mary Rozdilski, is in the Closing Rm.

shape is still the same, but the contents have changed. At one time when you picked up a lipstick tube you could be assured of finding lipstick inside. Now because of its convenient shape, other practical uses have been found for it.

You have seen the perfume containers, the cigarette lighter, and the suede brush, all of which are housed in a



By Ruth Tourangeau

A bit tardy, but nonetheless sincere, are our wishes to Mrs. E. O. Goss who cele-

our wisnes to Mrs. E. O. Goss who celebrated her birthday on April 4. Congratulations from us all, Mrs. Goss.

Look! Another bus "Special" — Go to Atlantic City for the Decoration Day Weekend, May 28-May 30. Price is going to include hotel reservations at the New to include hotel reservations at the New Belmont Hotel on the Boardwalk, transportation, moonlight sail, etc. There'll be a notice and more details soon.

Glad to hear Juanita Addessio got down

to her Ole Kentucky Home, but sorry to hear the occasion was the death of her grandfather. Since she came back she's been bursting all over the place with pride — her brother was just made a Kentucky Colonel! Does that mean he can grow a beard, sit on the porch and drink mint juleps now?

Who says you can't teach old dogs new tricks? Guess you haven't heard about some of our members learning "how to be mermaids." No more beach beauties for these girls. They're going to be the rugged

Are you doing your spring cleaning? Save all your toys that the kids might have outgrown. They can be repaired and made to look like new with a bit of paint or a nail here or there. We're starting our toy drive early this year to give us a better chance to do more and give more to the kiddies at Christmas time. So keep this in mind and don't throw those toys away!

Don't forget the Big Day in the Girls' Club calendar — May 2, the Annual Girls' Club Banquet will be held at the Elton. See you there!

Yankee Baseball

The Employee Activities Office has made arrangements to secure tickets from the Yankee Baseball Club for oming season.

Tickets must be ordered from the Employee Activities Office ten days in advance of any game. The price of all seats is \$2. and tickets will be distributed on a first come, first served basis.

The games scheduled for May are

May 1, Cleveland—baseline seats;

May 2, Detroit—baseline seats; May 21, Boston—lower section 20;

May 22, Boston—baseline seats;

May 23, Boston—baseline seats.

lipstick tube. Some of the newer articles being made are specially designed containers for holy water, for tooth brushes, bobby pins, nylon brushes, and a very handy sewing kit.

These are just a few of the ideas suggested that have proved successful. The Drug and Cosmetic Container Division, as well as every other Division, is always looking for new ideas - for new products which might be made at Scovill or even ideas for improving articles already being made here. These new ideas are the lifeblood of our business and if you have any suggestions tell them to your foreman and he will pass them along to the proper

Waterville Division Foremen's Association

The Waterville Division's recently organized Foremen's Association meets on the first Tuesday of each month.

Officers are: President, W. J. Gleason; Vice President, M. Kohlbrenner; Secretary, R. A. Ferris; and Treasurer, J. F. Baker, Jr. Members-at-large are R. L. Bates, 3 years; T. S. Merriman, 2 years; and L. French, 1 year.

Leon French, Program Chairman, is already at work formulating plans for several summer activities.

Fishing Notes

By Jim Littlejohn

On Sunday, April 11, about 150 employees and their families were on hand to see the restocking program at Woodtick, when the S.E.R.A. and the Rod and Gun Club put in over 200 Brown Trout, 10" to 20" in length.

The season opened Friday, April 16 at 6 a.m. and given good weather all boats were expected to be busy with anglers trying out their favorite lures hoping to catch those big ones.

Your cooperation in keeping all boats and equipment, plus the banks, etc. clean and in good order will be appreciated.

Who is next in line to go after Striped Bass?

Safety Shoe Store

Safety shoes are on sale at the Safety Shoe Store in Bldg. 61-A (behind the Spencer Block), every Tuesday and Thursday from 7:30 a.m. to 4:30 p.m. If those days are inconvenient, call the Safety Office at ext. 888 and make an appointment.

April 20 — Blood Day

(Continued from Page 1, Column 4)

bons, Wire Mill; Michael Salerno, Box Shop.

Also, James Redden, Automobiles; Richard Stack, Pipe Shop; Edward Matin, Yard Dept.; Ed DeBisschop, Electrical; Frank Cardinal, Paint Shop; Emil Konopaski, Slide Fast. Tool; Angelo Barnaba, Chucking Tool; Tom Gifford, Screw Products Production; Don Taylor and John Carey, Slide Fast. Production.

Woodtick Gardens

If you're interested in raising a garden at Woodtick this year, better get your request for a plot in at the earliest possible date. From the number of calls coming in to the Employee Activities Office, it won't be long before most of the plots are assigned.

When applying for plots, please remember that the gardens must be in the name of the person who will be working it — this is necessary to protect you and your garden.

Arrangements are being made to have the entire acreage plowed and harrowed as soon as weather permits.

Mrs. Carrie Bowne Feted

Our sincere best wishes to Mrs. Carrie Bowne (retired) who celebrated her 90th birthday on April 8.

On Sunday, April 4, twenty-three of Mrs. Bowne's former co-workers and friends honored her with a tea at the Girls' Clubhouse. Mrs. Bowne is a charter member of the Scovill Girls' Club and still maintains an active interest in it:

Two birthday cakes and a baguette rhinestone pin and earring set were presented to the guest of honor.

Congratulations, Mrs. Bowne.

Service Awards Twenty-Five Years

William Kucheravy Strip Mill April 11, 1954



Clarence W. Keller Mfg. Store Records April 14, 1954



William V. Galgot West Machine April 17, 1954

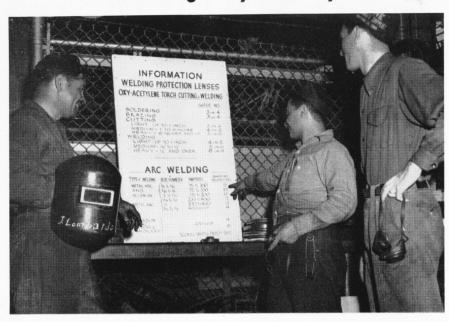


Raymond Grenier Waterville April 11, 1954

Ten-Year Awards

March 23 — Wilfred A. Vanasse, Pipe Shop; March 27—Victor F. Reynolds, East Machine Room; March 28—Nellie A. Grysko, Connector Room; April 11—Wardell Ward, Rod Mill; April 16— Mary G. Hudak, Buff III; Florence Thomas, New York office; April 17—Elizabeth B. Law, Process Engineering.

Welding - Eye Safety



Joseph Lombardo, Dante Tartaglia and Nicholas Santa Maria know the importance of eye safety. They are checking the chart to see what number lens they'll need for their goggles.

By Walter J. Racicot

A good welder is at all times cognizant of preventing injury to his eyes. His is an interesting and fascinating occupation which requires training and knowledge of more than bonding two metal surfaces together with molten

Prevention is his motto - and safety to his eyes is primarily his concern. To keep his eyes fit at all times, he must know the requirements and demands of each type of welding; primarily he must know the proper density shade of his welding lens for his goggles in oxy-acetylene welding and torch cutting, also the specific requirements in arc welding, which include: metal arc, helium arc, carbon arc and 'Atomic Hydrogen'' (sounds like warfare stuff).

In successful arc welding the welder must do several things right, for instance: to get good results, he must use the right size rod diameter to correspond with the amperage used, the proper shade of his welding plate (the dark glass used in his welding hood) must correspond to the standards set by the American Standard Safety Code.

The shades of the welding glass range from No. 3 to No. 16. If you were to peer through a set of welding lens or plates, you would start with No. 3 and as you progressed to the almost black No. 16, you would discover that as you approached No. 16, it would take your vision more seconds to penetrate the darkness of

"Do It Yourself" Clinic

Interior decorating will be the theme of the "Do It Yourself" clinic to be held at Doolittle Hall on Wednesday, April 28, at 7:30 p.m.

Mr. Cornell of Hampson, Mintie and Abbott has set up quite an informative program on the action of color and design in home planning and interior decorating.

These clinics are free and all interested are invited to attend.

the lens, trying to look at either the sun or a bright electric light lamp.

That is why a good welder checks his various equipment before he starts a job: the welding rod diameter checks for the amperage and, very important, the right shade density for the exposure - especially when amperage will range from 75 to 400

That is why a good welder always plays safe and protects his vision by using the proper shade of density for the exposure he is called upon to face because he knows that the harmful infra-red and ultra-violet rays can burn up the essential visual purple and orange chemical in his eyes.

Also, the specific shade for the rod diameter and amperage he will use determines the number.

Our hats off and a pat on the back to our welders, they live "Eyê Safety" every day - and a word of warning to you watching a welder at work. Don't stare at the fascinating bright light, it will harm your vision unless you too wear proper eye protection.

"Scoops" From Zipper

By Louise Foell

Lucky Anna May Kerner visits Washington to see the Cherry Blossom Festival and to visit her son who is a student at

Grace DiStefano has been all smiles this past week. The reason? Grace became a grandmother for the first time. It's a husky baby boy for Grace's daughter.

Did you know:- Joe Letwinch's youngster was chosen "Baby of the Month" for March at Worth's. Joe's in the Chain

Eunice and Bob Huckins picked Washington for their early vacation.

Best of luck to Betty Mozdy who has left to take up household duties.

Eddie Pesino reports that he enjoyed the cruise he took for Uncle Sam; and, by the looks of that suntan, he sure did!

POSTMASTER—If addressee has removed and mew address is known, notify sender, Dept. B, on Form \$5.47, postage for which is guaranteed by the sender.

Return Postage Guaranteed 99 Mill Street, Waterbury, Conn. SCOAIIT WANUFACTURING COMPANY Published by

Classified Ads

FOR SALE

Brand new one-family 5-room home, 3 bedrooms; rug 9 x 12; straw rug 9 x 12; end tables. Call 4-1887.

Argus C-3 camera with portrait attachment, complete with leather carrying case. \$50. Call ext. 29-241 between 7 a. m. and 3:30 p.m.

Garage door, 6' x 10' with hardware; girl's bike, 26", practically new. Call 3-5967 after 4:30 p.m.

Hedstrom tricycle with chain drive, excellent condition, used 1 summer; cost \$30, asking \$15. Call Southington 8-2798 evenings.

1950 Ford V-8 Engine complete with starter, generator, transmission, etc.; ready to be installed, 11,000 original miles on engine. The car was totaled in rear end collision. Price \$100. Call Woodbury 5891 after 6 p.m

Delta 10" tilting arbor saw, model, 1 h.p. Call at 53 Goff St.

1941 Nash Ambassador 4-door sedan, R & H motor recently rebuilt. Asking price \$125. Call 3-0265.

Four pairs "Dickenson" ladies' shoes, size 9-13; pumps, 1 black pair, 1 white; heelless straps, 1 blue pair, 1 brown. Like new, reasonable. Call 3-8638

Chicken coop, all equipment; pint and quart canning jars. Call 4-2426 after

Maple dinette set, in good condition, Call 3-2393

Sidearm hot water heater. Reasonable. Call 5-2049 after 3 p.m. Thayer twin baby carriage, like new.

Reasonable. Call 5-5654.

Westinghouse roaster oven and stand, practically new, \$40. Call 4-1286 after

Two - burner Florence parlor stove; chrome piping; extra jug; asbestos pad; and two 50-gal. drums. Call 6-9128 after

Columbia bike, 26", used only 6 times, \$35. Call 2-2133 after 6 p.m.

Two Succumb

PETRO VELLUCCI, Mfg. Elevators, died on April 3, 1954.

Mr. Vellucci was hired on February 17, 1920, and had a continuous service record since 1929. Except for a short period in Plating he had always been in Mfg. Elevators. At the time of his death he was serving as an elevator operator and trucker.

CYRUS E. SCOTT, retired, died on April 8, 1954.

Mr. Scott was hired on April 2, 1906 which was also his continuous service record date. He was serving as an overseer in the Stores Department when he retired in 1932.

Two twin size innerspring mattresses; glider; 2 new curtain stretchers; pair white shoe skates, size 8; pair skis, 6'. Call 3-7914.

South Bend Bench lathe, 9" x 36", South Bend Bench lathe, 9" x 36", Model A, 12 speeds, complete with motor, 3 jaw universal chuck and accessories. A-1 condition. "Planet Jr." 2-wheel hand cultivator with tools; wooden wheelbarrow; assorted garden tools; fibre porch rug, approximately 8'-10'; all in excellent condition; power lawn mower with Briggs & Stratton motor and grass with Briggs & Stratton motor and grass catcher; brand new RFD mail box, large size. From the estate of the late Arthur Evans. Call 5-0598.

Seven full length screens; 7 half screens; 4 storm windows; oak and leath-er sofa bed. All in good condition. Reasonable. Call 3-0609 after 5 p.m.

Universal washing machine, next to new condition, 1950 model equipped with timer and pump. Call 4-5609 after 5:30 p.m.

WANTED TO BUY

Used piano. Reasonable. Call 5-3525 after 2:30 p.m.

Girl's 28" bike, in good condition. Call 6-9330 7-9 p.m. weekdays or after 11 a.m. weekends.

Barn, garage, or tool shed that can be torn down, or moved. Call 5-3064.

Life Out East By Harry Shewbridge

It almost looked like an A.S.M.D. convention in Miami. Lucy Pesino, Evelyn Guisto, Grace Ercoli and Sylvia Herbst journeyed from the A.S.M.D. Packing Room to Miami Beach on the weekend of March 27. They should be back by now. How do they look?

And while we are talking sunburn language and A.S.M.D., look about you and see if you can spot the boys who haven't been to Miami, but do have nice sunburns. I don't believe in fish stories but if they have been fishing, and recent weekends having been cold and rainy, how did they get sunburned?

You know, outside of fishing, golf, spring fever and spring vacations, there isn't much news, unless we mention that Eddie Joseph (Slide Fastener) has been officially given the title of "Czar." The boys tell me they all bow from the waist as he passes. They say he would bow in return—if he could!

Finally, this news came in just in time. Dick Renna (Slide Fastener) and his wife Mary, formerly of the East Planning Office, have added another boy to the family. Don't stop now, *Dick*, when you are so close to having your own basketball team. Congratulations to you both.
April 10, 1954 Eunice Therkildsen (Hot

Forge Tool Office) was married to Dick Marshall, formerly of Hot Forge, at St. Paul Episcopal Church in Waterville. Their wedding trip will take them through New England, Canada and to

Ladies "Do It Yourself" Clinic



Not to be outdone by the "Do It Yourself" clinics which have been primarily for the men, the Scovill girls (in cooperation with Sugenheimer's of Waterbury) conducted a clinic on hair styling and cutting, and millinery at Doolittle Hall on April 14. Scovill girls assisted as models.

In the photo at the left; sporting hair styles as suggested by Sugenheimer specialists are: Barbara Gedraitis, Marjorie Purvis, Sue Guarrera and Pat Cabill. Models for hat fashions were (top photo left) Helen Duffy, Ruth Doherty, Mary Purcell, Barbara Roach, Jennie Truncale, and Helen White. At extreme right in the picture is Miss Sanford, Sugenheimer representative.

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