



The photo above was taken at a recent salesmen's school of Olin Products Company, Inc., in New York. Shown from left to right, are: Norton Jackson, Robert Hopper, Ray Kautz, Pete Lufkin,

John Truesdale, George Johnson, James Spencer, Ben Heim, R. M. Matthews, Harry H. Straus, Jr., Charles Pfeiffer, and Milton Herzog.

OLIN PRODUCTS COMPANY, INC.

Olin Products Company, Inc., became a subsidiary of the Ecusta Paper Corporation on February 14, 1951. Olin Products will sell and distribute the entire Ecusta cellophane production from the world's newest and most modern cellophane plant at Pisgah Forest. Olin Products Company, Inc., will establish executive offices at 655 Madison Avenue, New York City, with divisional offices in New York, and Chicago.

The markets for cellophane are numerous and include the tobacco, candy, bakery, frozen food, fresh produce, meat, textile and other fields. Cellophane markets also extend to converters (print or convert cellophane bags, packages etc., for resale), fabricators (manufacturers of products from cellophane—straws, etc.) and industrials.

The Olin Products executive staff has been organized with these members of the new organization:

James L. Spencer, Vice President and Director of Sales; Dr. John H. Truesdail, Technical Service Manager; Norton B. Jackson, Sales Promotion Manager; Charles F. Pfeifer, New York and New England Divisional

Manager; Ben H. Heim, Middle Atlantic and Southern Divisional Manager; Raymond J. Kautz, Central and Western Divisional Manager; George R. Johnson, Manager of Eastern Converter Sales; Robert H. Hopper, Field Assistant to the Vice President; and Peter W. Lufkin, Supervisor of Sales Service Department.

James L. Spencer—Vice President and Director of Sales.

After graduating from the University of Wisconsin and following up with extra courses at the University of Texas, Mr. Spencer held a sales executive position with the Parker Pen Company. After four years with this company, he joined the advertising firm of Campbell-Ewald Company of Detroit and New York and spent eight years with this company, rising to the position of Vice President in Charge of Marketing and Merchandising.

Before coming to Olin Products he spent four years as Director of Sales and Merchandising of the Industrial Tape Corporation (a subsidiary of Johnson and Johnson) where he was also a Director of the Company.