



BREVARD PLANT



FOTOFAX



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E. I. Du Pont De Nemours & Company, Inc., Brevard, N. C.

Oct. — Nov., 1971

DU PONTERS RESPOND TO COMMUNITY NEEDS

Brevard plant and construction employees displayed a high level of community responsibility and compassion for less fortunate neighbors in giving and pledging a record \$21,470 to meet the needs of United Fund agencies.

Bill Buell and Bat Masterson, plant drive co-chairmen, express their gratitude to everyone who took part in this year's campaign. The total surpassed last year's previous high by over \$2800.

Both Bill and Bat feel the main credit goes to individual contributors for their thoughtful generosity and to solicitors who did an outstanding job of explaining the functions of the many United Fund agencies.



Cowetta General Hospital, Newnan, Ga.

Final statistics showed:

Contributions

Plant Employees	\$20,744
Construction Employees	726
Total	\$21,470

County Distribution

Transylvania	\$12,535
Henderson	8,313
Buncombe	500
Others	122

Participation

\$/Plant Employee	\$22.47
% Plant Participation	82.8%
No. Contributors	764
No. Solicited	923

United Fund Agency Support
 . . . You Did It and It Will Get Done
 . . . Congratulations



Carraway Methodist Hospital, Birmingham, Ala.

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Sales Manager Tells It Like It Is

Bruce Sutherland, Southeast District Sales Manager, came to Brevard on October 22nd to "tell it like it is" in the x-ray film market. He also reflected how marketing feels about our efforts to help his group satisfy the needs of our customers.



Bruce Sutherland—Southeast District Sales Manager.

He said the Brevard Plant, to a man, is making an outstanding contribution to customer good will. This results not only from successful customer plant tours but also because his technical representatives are constantly kept informed of what's going on through rapid response to any customer and marketing inquiries or problems. The spirit of cooperation is excellent.

To get an accurate picture, he even took a plant tour to get a feel for how a customer is routinely treated on a plant visit. He was quite pleased with our program.

In talking with Brevard people while on tour, he found what he called a "refreshing attitude" among plant employees. Nearly everyone had a serious concern for our competitive status in the market place. This desire to excel was pleasing.

In response to this concern, he stated our position was favorable and experiencing steady growth.

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