



PITMAN — If you wanted to buy a chap stick in any part of this country, Mexico, Japan, Switzerland, Sweden, Belgium, United Kingdom, Germany or Canada, when you buy it and use it on your lips, you will find that the beautiful decorations on the casing were printed right here in Pitman. There lies a most interesting story of two brothers, who were willing to work 20 hours a day to turn an idea into a big business.

We salute Scot Anderson Jr. and Brian Anderson, who operate a modern plant on Andbro Dr., just off N. Woodbury ave. The plant operates under the name of Andbro Inc. but behind it, you'll find a most interesting story.

These boys started their first operation in a chicken house 30' x 40', to the rear of a house off N. Woodbury ave. They had purchased eight acres of unimproved land back off Woodbury ave. in 1960. In 1962 they purchased the chicken farm and it was in those buildings that Andbro was conceived.

The brother combination represents a well balanced pair of individuals who had imagination, drive and perseverance, for it took all of that to keep their head above water in the early stages of their dream.

Scott, an engineering graduate of Drexel, worked for Owens in Toledo as an engineer. In 1963, he foresaw the possibilities of a hot stamping machine process which he perfected. He decided to throw in his lot on a fulltime basis, but at the end of 1963, money was tight, so he went back to work for Shell Chemical in Technical Services.

During that time, the operation operated on part time, but the work piled up and the boys ingenuity began to pay off. In 1966, Scott quit at Shell to take over active management of an expanded Andbro operation and brother Brian joined up on a full time basis in 1967. Today, they have a business that employs 92 people on regular three shifts a day.

Brian was in the Mechanical Apprentice program at DuPonts during the start of the business and he too, gave up that employment as Andbro expanded far beyond their fondest dreams.

During the part time program, both boys worked as much as 20 hours a day between their regular jobs and the Andbro committment.

This kind of work began to pay off as the boys developed other lines and improved on their present contracts. They hold the unusual distinction of handling all the Chap Stick account throughout the world and the labels that are stamped on, are in eight different languages.

Present day production figures reveal the amazing figure of 60,000,000 tubes being printed right here in Pitman during 1974. That's a lot of tubes going all over the world from the chicken house beginning.

From a small 30' x 40' chicken house, to the present building that has 11,000 square feet, is some indication of the growth pattern. And the boys are not through yet, for they need additional space. Fortunately for them, they had the foresight to purchase enough ground for the venture.

There are many early stories about the growth of Andbro, told by the boys. Their chief problem was to keep their large customers out of the Chicken House in the early years. They were fearful that those accounts might feel they couldn't do the work, so they were always in fear of some adverse decision coming from an inspection of their quarters. This was soon placated however, when the modern Butler buildings were built.

Because of their limited space to hold finished products, they also talk about their first orders with Avon Corp. Avon would send a Cab down at 2 a.m. in the morning to take delivery of 60,000 tubes for Middleton, N.Y. By getting these out in fashion, they could keep up their delivery schedule.

Two years ago, the boys branched out into another field, Color Dec another corporation that manufactures tape that they use in the process. They picked up a brilliant young Englishman Terry Redmond and moved he and his family to Pitman, where Redmond runs the Color Dec operation.

Believe me, when you get these three fellows together you have a trio of hard working men with loads of ingenuity and energy. They present a positive picture of young men, looking ahead at goals and willing to work for them. Their principal accounts are Chap Stick, Avon and Revlon.

I couldn't complete this story without a comment about another behind-the-scene Anderson, who has been in their rooting all the way and that's Scott Anderson, Sr.

Scott retired from the Atlantic City Electric Co. about the time the boys branched out and Scott has proved a man of many talents within this organization. Obviously a more conservative person than the boys, nevertheless Scott just scratches his head, when he sees what is happening around him. In the rough times, Scott, Sr. however was always in their pitching, working long hours if necessary to help the company off the ground. I'm sure Scott and Alice can't help be proud of what they see happening.

And they all deserve it. And it happened right here in Pitman.

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