THE J-M CIRCLE

JULY *For and about Johns-Manville Employees* 1928



Generating Power for driving the Machine Motors at Manville Factory

(See page 15)

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THE J-M CIRCLE

JULY 1928

A. C. Hoyt Resigns as Secretary and Treasurer

Terminates 15 Years of Service with Johns-Manville to Devote Himself to Private Interests

After 15 years of service with Johns-Manville, Arthur C. Hoyt has resigned as Secretary and Treasurer of the Company. At a meeting of the Board of Directors on May 29, Lewis H. Brown, Assistant to the President, was elected Secretary of the Johns-Manville Corporation, and E. M. Voorhees, General Auditor, was elected to succeed Mr. Hoyt as Treasurer of the Johns-Manville Corporation and Secretary and Treasurer of the subsidiary companies. C. H. Roberts, Assistant General Auditor, was promoted to General Auditor.

While Mr. Hoyt's resignation, which became effective June 1, brought to a close his connection with the manufacture and sale of asbestos products, it did not terminate his business activities. It was the demands upon his time from growing private interests that made Mr. Hoyt decide to leave the Company. He will, after an extended trip through Europe, devote himself to these activities. Mr. Hoyt's trip abroad is something to which he has long looked forward.

Mr. Hoyt joined the Johns-Manville organization in January, 1913, as a clerk in the Credit Department. From there he went to the Accounting Department, and within a year had been promoted to assistant treasurer of the Company. He became adept in handling insurance matters, and in one year alone effected a saving of many thousands in premiums. His efforts were rewarded in 1921, when he was made a director and secretary and treasurer of Johns-Manville, Incorporated. In these years he familiarized himself with the details of the business, and acquired a wide knowledge of mining, manufacturing, and sales operations.

Mr. Hoyt was for years deeply interested in a plan of group life in-



surance for employees, and three years ago this plan of insurance was adopted for all salaried employees. When it was decided, this spring, to extend this privilege to employees of the mines and factories, Mr. Hoyt carried out the plans just as capably and as completely as he had always handled insurance matters for the Company.

Mr. Hoyt's business career started back in 1893, when he found a job with an insurance company in the Wall street district, at $3 a week. But this income of 50 cents a day taught Mr. Hoyt a great deal about finance, for he found it necessary to cut a lot of corners in order to save some of his earnings.

Mr. Hoyt astonished his associates by abandoning insurance at $3 a week for a job in a Fifth Avenue bank at the very startling salary of $5 a week. From this beginning in the banking business Mr. Hoyt advanced until he became a bank director, some years later.

Railroading then attracted Mr. Hoyt's attention. He left his banking interests and went out to Depew, New York, on the outskirts of Buffalo. It was during his several years there in the service of the New York Central Railroad that Mr. Hoyt married. He returned to New York City to serve the American Express Company for the next 10 years. It was from the latter company that he came to Johns-Manville.

Among the activities which will take up Mr. Hoyt's time upon his return to New York is the treasurership of the Fifth Avenue Hospital. This hospital, with which were consolidated two small hospitals, is one of the leading institutions of its kind in New York.

Mr. Hoyt will devote himself also to an institution in his home town, the First National Bank of Pleasantville, New York, of which he is president, and to the various corporations of which he is a director.

He will maintain an office in New York City on the twenty-fifth floor of the Johns-Manville building at 292 Madison avenue. He will also have an office at the First National Bank in Pleasantville.

During his years of association with the Company Mr. Hoyt made many friends, all of whom regret to see him sever his connections with the Johns-Manville organization.

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Electrifying THE ASBESTOS MINES

Development Program for Properties in Quebec Will Make J-M Mining the "Last Word" in Open-Cut Practice

NEW shovels and haulage equipment that will completely electrify Johns-Manville mining operations in Canada, is being purchased for the mines at Asbestos, Quebec. Some of the equipment, which is of the very latest design, has already been installed.

This development program means that Johns-Manville mining will be the "last word" in open-cut practice. The improvements of course necessitate large expenditures, but it has been determined that the savings to be effected more than justify the cost.

The plans have been made and carried out under the direction of W. R. Seigle, Vice President in charge of Factories and Mines, assisted by C. H. Shoemaker, Vice President and General Manager of Canadian Johns-Manville, Ltd.; R. S. Gardner, General Superintendent; H. K. Sherry, Superintendent of Mining; and A. H. Jackson, Electrical Engineer. In a project of such magnitude the cooperation of many others in the organization was necessary and this, needless to say, was willingly given. E. E. Barker, Consulting Engineer, who has had wide experience in Western and South American mines, has been retained in a consulting capacity.

For many years past the asbestos ores have been mined with steam shovels, operated on railroad tracks. The capacity of the dipper on these steam shovels is two and one-half cubic yards, and the operating crew consists of the steam shovel operator, craneman, foreman and four pitmen. The capacity of the dipper of the new shovel will be four cubic yards, and the operating personnel will consist of three men, namely, shovel operator, electrician and pitman.

This new machine will not only

Photographs will be found on pages 8 and 9

have a 50 percent greater capacity than the shovels now in use, but will have a very much lower operating cost, both from the standpoint of operators required and power used. With the electric shovel, both of these items will be reduced more than 50 percent. The type of shovel at present being used is known as a railroad type, on which the boom swings through an arc of only 180 degrees, whereas the new shovel will be a full revolving machine, with the dipper able to swing the full 360 degrees of arc. No tracks will be required for the new shovels as they are of the caterpillar type, so track work in the pits will be reduced very materially. The first machine will probably arrive at the mines some time in July, and may be followed later on by two more machines of the same design.

The mills and factory at Asbestos have up to now operated on 30 cycle alternating current. This is an unusual frequency, and motors cost more for this cycle than they would for 60 cycle alternating current, which latter is standard usage in the United States, and is rapidly becoming so in Canada. For that reason, arrangements were made with the company supplying power to the mines, to convert the 30 cycle current to 60 cycle, so that the new shovel equipment might be standard, and in keeping with the best practice developed for this work.

In order that the asbestos ores may be mined clean, so that the white color of the fibre may be preserved, all of the overlying soil, sand and valueless and harmful material must be removed before mining operations begin. This overlying material, called "overburden," is in large part a glacial drift and varies in thickness from a few feet to 70 feet and over. There are times in the stripping operations when only a few feet remain above the ore.

This material has heretofore been moved by men and teams of horses, the latter used with scrapers. For this work a small revolving shovel of one and one-half cubic yards capacity has been placed in operation.

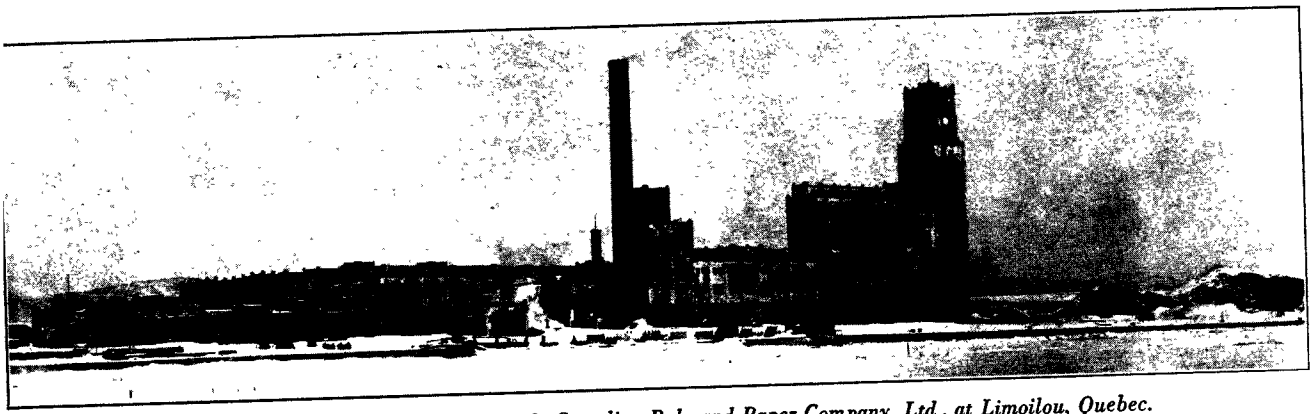
This shovel is equipped with what is known as a back-digger attachment, which operates very much like the ordinary hoe. The machine is driven by a gasoline engine, and the whole mounted on caterpillars. This small machine is almost human in its action, as it goes wherever necessary, without tracks or locomotive, and hoes or shovels, as required, removing the undesirable material and loading it into cars. It was estimated that the work accomplished by this machine in one week, operated by one man, was more than could have been accomplished by a dozen men with six teams of horses in twice that length of time.

Engineers are now investigating the haulage problem, which means a study looking toward the selection of the proper type of electric locomotive.

In addition to the major improvements mentioned, experiments will be carried on in drilling and blasting, with an object of increasing the shovel efficiency at the mine.

There are also drainage problems to be worked out, to keep the big bowl — for such it is — free from water. There is also the problem of better lighting for night operations, of waste disposal, and much detail applicable to the scheme as a whole. All of this is now being investigated.

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A real Johns-Manville plant is this Anglo-Canadian Pulp and Paper Company, Ltd., at Limoilou, Quebec.

Here and There in the Field

Try This "Roofing Stunt"!

Have you a big industrial plant in your city?

Well, then, here's a good roofing advertising stunt which two of the Seattle District salesmen used with good effect in Bremerton, Washington, recently.

First they built a small roof deck on the distributor's truck. On one half of this they applied No. 70 rigid asbestos shingles and on the other side Slatekote strip shingles. After applying about one-half of the shingles on each side, they drove the truck around in front of the gate to the Puget Sound Navy Yard, which is located in Bremerton. Just at noon when about 1,000 men started coming out of the Yard, they finished the application.

Several hundred of the men stopped to watch the salesmen working, and kept both of them busy answering questions. The distributor circulated through the crowd and got a number of names of men who needed re-roofing work in the near future. He sold two jobs, amounting to 32 squares, the next day.

This plan could be tried at the gate of any big industrial plant, where a large number of the workmen own their own homes.

Quebec Plant Truly J-M

The new plant of the Anglo-Canadian Pulp and Paper Company Limited, Limoilou, Que., is, judging from the following sales report from the Montreal Office, truly a Johns-Manville plant. The items included in this report total nearly $100,000.

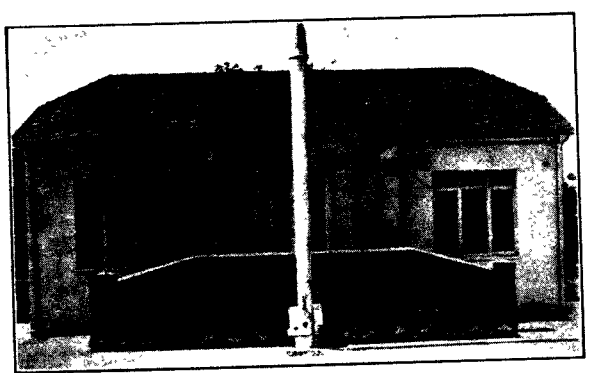
3,000 squares class "A" asbestos built-up roofing.

60,000 square feet industrial flooring.

40,000 square feet Transite asbestos wood, flat and corrugated, for the paper machines.

Johns-Manville insulation for the entire plant. Asbesto-sponge felted for high pressure, medium pressure, low pressure and heating lines; anti-sweat for cold water lines; Vitri-bestos sheets for lining ceiling over smoke breeching.

In addition to the above, large quantities of Johns-Manville refractory cements were used.



This new Chamber of Commerce building at Pittsburg, California, which is roofed with asbestos shingles, contains an interesting display of J-M products.

A Novel Chamber of Commerce

The Pittsburg, California, Chamber of Commerce recently dedicated what is conceded to be one of the most novel chamber of commerce buildings in the world. And Johns-Manville added beauty to this novelty in a roof of No. 60 copper colored asbestos shingles. This, and a Johns-Manville display in which insulation and rigid shingles are most prominent, give the Company excellent representation.

Hospital Installs Nashkote

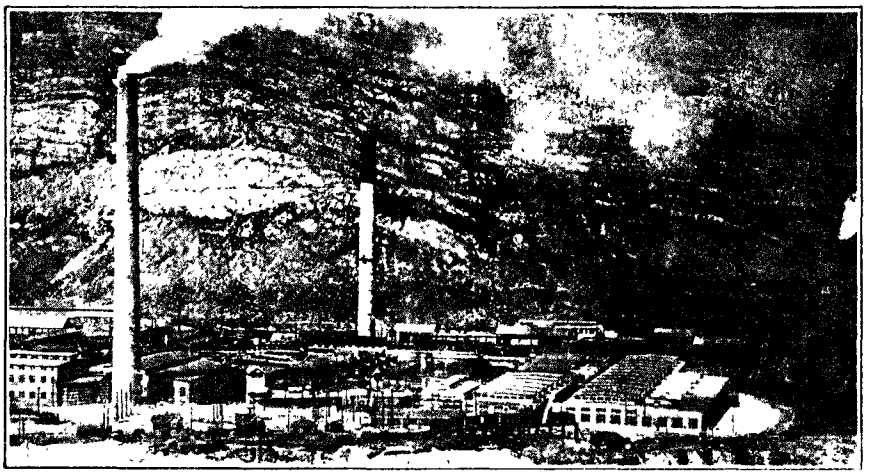
A. M. McMorran, Sales Supervisor, acoustical section, Industrial Department, and R. F. Holbrook, architects' representative, Chicago District, and L. E. Jones, Toledo District salesman, received an order from the new Toledo hospital which will be equipped with Johns-Manville Nashkote "A" and "B" acoustical treatment.

Using the 'Phone for Results

When television is as common as the telephone, it will offer an advantage to the salesman who wants to see the customer he's talking to. But in the meantime the telephone serves.

"And how" is shown by Walter Pakenham and Stuart Cameron of the Metropolitan Sales District, New York, who in one day secured through their efforts on the telephone, orders for 8 full carloads of Johns-Manville materials.

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The Consolidated Mining and Smelting Company at Trail, British Columbia, a consistent buyer of J-M products.

These consisted of one car of millboard, three cars of No. 352 cement, and four cars of asbestos shingles.

A British Columbia Customer Orders

F. J. C. Bell, Sales Manager of Vancouver District, "brought home the bacon" early in May when he secured an order from the Consolidated Mining and Smelting Company of Canada, Limited, at Trail, B. C., for the insulation of a flue at its new acid plant. The order amounted to nearly $20,000. This flue, which is of a balloon type, will be insulated with three inches of Superex blocks and two inches of 85 percent magnesia blocks, protected by one inch of No. 319 cement.

This prospect first came up last December, when recommendations and bids were called for. In April the Consolidated Company changed its plans, necessitating revised proposals. Mr. Bell took these up to Trail personally, and after convincing officials of the Company of the efficiency and soundness of Johns-Manville recommendations, was successful in securing the order. J. C. Crawford, Jr., Staff Engineer, engineering and development section, General Industrial Department, New York Office, assisted Mr. Bell in this work.

Incidentally, the Consolidated Mining and Smelting Company is the largest lead producer in the world, with a payroll in 1927 of approximately $8,000,000.

The Consolidated is an enormous consumer of J-M products. In the past few years the Company has bought for its various plants over 3,000 squares of class "A" built-up asbestos roofing alone. Johns-Manville insulating materials are used almost exclusively, and asbestos mitts are requisitioned at the rate of approximately 500 or 600 pairs every six months.

J-M Products Used in High School

Johns-Manville products hold a prominent place in the new high school at Pittsburg, California, dedicated April 22.

The main building, containing offices, assembly room and class rooms, is covered with No. 70 mottled blue-black rigid asbestos shingles. Several rooms in this building are insulated with J-M deadening felt, and pipe and boilers in the power plant are insulated with J-M pipe covering and high temperature cements. Johns-Manville steam traps and radiator control valves were used throughout the steam heating system. J-M acoustical treatment was applied in the music room and J-M damp proofing to the walls and floors throughout the building.

The gymnasium and auditorium, in a separate building at the rear of the main structure, is also covered with the No. 70 mottled blueblack shingles, and J-M acoustical treatment was applied to the main room. The mechanical and manual training departments are located in still another building which is covered with J-M built-up roofing.

In all, approximately 150 squares of J-M rigid shingles and 50 squares of built-up roofing were used. J-M fire extinguishers are used throughout.

Capitalizing on Save-a-Life Week

Save-a-Life Week, inaugurated in British Columbia for the first time during the period April 23 to 28, under the direction of the Vancouver Traffic Department, proved to be a Johns-Manville week, also.

The J-M automotive distributor, the Motor Car Supply Company, as well as a number of J-M keystone stations, took full advantage of this opportunity by running advertisements in local newspapers, all copy featuring Johns-Manville brake lining. The campaign was a decided success, thousands of car owners each day taking advantage of this opportunity to have their brakes tested.

Those whose brakes were in good order received a red wind-field sticker bearing the words "BRAKES OK," while those with defective brakes were advised to attend to them without delay, and return for another test. It is interesting to note that 90 percent of the car owners whose brakes were found defective on the



The new Pittsburg, California high school, made more comfortable for students by the use of numerous Johns-Manville materials.

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›rning of the last day, were back fore the close of the campaign and ›eived their "BRAKES OK" sticker.

Concurrent with Save-a-Life Week B. C. "Empire Shopping Week" as held throughout Canada, so the ancouver Office combined the two ith a special window display featur- g Johns-Manville asbestos brake ning made in Canada.

ow V. J. Sjostrom Sells Roofing

V. J. Sjostrom, North Dakota sales- an, sold three cars of J-M roofing 1 Fargo, North Dakota, in the first ve months of this year. This is how e did it:

Sold his distributor 100 per cent Johns-Manville;

Sold the auxiliary dealers on Johns-Manville merchandising policy and goods;

Sold a contractor, the largest home builder in Fargo, employing numerous mechanics;

Secured a salesman to dig up prospects;

Secured a number of jobs;

Had his dealers pay for advertising and recommending the goods, inviting the public to see the actual application on a Fargo residence;

Held a meeting on May 14 with 35 in attendance, representing the architects, fire chief, dealers, distributors and contractors.

J-M Materials Bought for Terminal

Johns-Manville furnished the siding, roofing, ventilators and smokestacks for the shop, store building and roundhouse of the Yale yard's new $1,750,000 terminal of the St. Louis-San Francisco Railway Company.

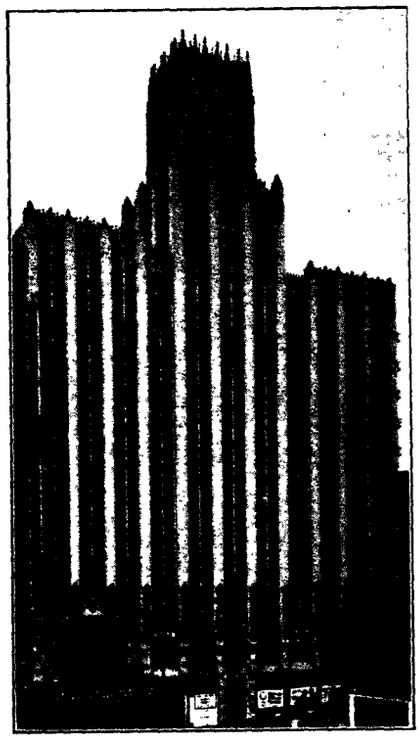
Johns-Manville corrugated Transite was used for this, and a Super class "A" roof is also going to be used on the Yale yard plant of the Railway Ice Company, which furnishes the ice for the Frisco refrigerating cars.

Electrobestos for Charcoal Broilers

Buckham-Thompson, Incorporated, of Des Moines, Iowa, approved insulation and roofing contractors, presented a proposition to the B. and G. Specialty Company of Des Moines for the use of Electrobestos sheets for charcoal broilers manufactured for the restaurant trade. They received an order amounting to more than $7,000.

Credit Methods Explained

The Credit and Collections Class of the Cleveland Y. M. C. A. School of Technology visited Central Division Credit Department on Tuesday evening, May 8. A brief exposition of the credit and collection methods was offered by Credit Supervisor Harold B. Freeman, who presided.



The new Texaco building in Los Angeles, for which C. L. Buratti, public utility salesman, sold more than $8,000 worth of J-M underfloor duct.

A round table discussion was led by J. E. Campbell, Credit Manager of the Sherwin-Williams Company, who is in charge of the class this year.

This class is one of the activities sponsored by the Credit Education Committee of the Cleveland Association of Credit Men, of which Mr. Freeman is a member.

MEETINGS

The Building Materials Section entertained about 250 lumber yard proprietors and carpenters in the Cincinnati District at dinner at the Hotel Alms, May 22.

W. B. Walter, Sales Manager, Merchandising Department, Central Division, explained how rigid shingles were manufactured in the early days, outlined the different types and colors of shingles, and, all in all, made just about 250 Johns-Manville boosters of his audience. Every one of the men was interested enough to stay until very late to witness an actual demonstration of rigid shingles and old wood shingles. All were amazed at the ease with which J-M shingles were applied.

J. S. Schildmeyer, special roofing representative, Cincinnati District, spoke on Johns-Manville insulating lumber and Transite wood, and H. L. Steiner, Sales Manager, Cincinnati Sales District, who was toastmaster, commented on the only fire-safe shingle on the market. In the course of his talk he introduced the Assistant Fire Marshal of Cincinnati, Mr. Shearwood, who complimented the Company on this product and thanked Johns-Manville for making the fireman's job easier.

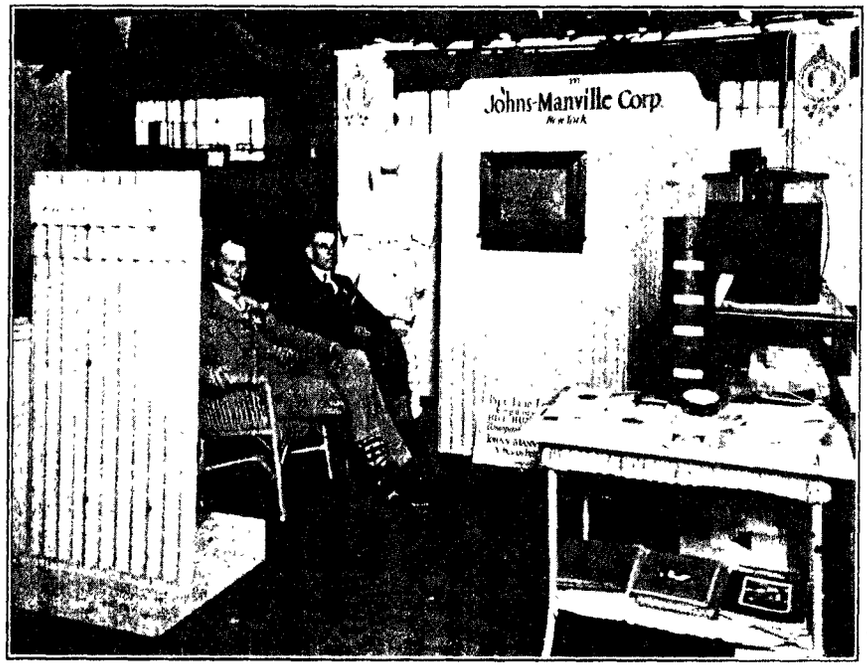
L. P. Lewin, President of the A. M. Lewin Lumber Company, who is also President of the Retail Lumber Dealers Association of the state of Ohio, gave a good talk on fire-safe roofing, urging those present to think of asbestos roofing when thinking of a roof covering.

A carpenter-contractor meeting, attended by 20 contractors, was held recently by H. B. Harden, Sales Supervisor, Minneapolis City Sales Office, and S. J. O'Connor, Chicago District salesman, for Schoeneman Brothers Lumber Company at the Carpenter Hotel, Sioux Falls, South Dakota.

The merchandising possibilities and details of application of asbestos shingles were discussed at a meeting of all lumber dealers in Minneapolis at the Reserve Supply Company, on May 16.

The McGehee Realty and Lumber Company and the Smithwick-Curry Roofing Company held a joint carpenter-contractor meeting at the Hotel Pines, Pine Bluff, Arkansas, on May 17 with about 75 building material men, contractors and architects in at-

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E. L. Rolfs and R. P. Buckingham, Jr., salesmen in the Southern District, at the J-M exhibit arranged for the Natural Gas Convention in Dallas.

tendance. Fay Jarvis, Sales Supervisor, Memphis Sales Office, gave a splendid talk on Johns-Manville products in the roofing and asbestos shingle line. The new film showing the actual selling and applying of Johns-Manville rigid shingles was shown and created considerable interest.

A Johns-Manville asbestos suit attracted considerable attention in the exhibit arranged for the Natural Gas Convention of the American Gas Association at Dallas, Texas, May 7 to 10.

Besides this, other J-M products were displayed, and the new film showing the application of pipe line felts to underground pipe, which ran continuously, created very favorable comment. This film, which was taken by E. L. Rolfs, salesman, clearly illustrates that asbestos felt can be properly applied with very little expense.

A sign referring to an exhibit of Hill, Hubbell and Company, placed in the Johns-Manville booth, gave Johns-Manville additional publicity. The Hill, Hubbell exhibit showed the cleaning and priming of 20-inch steel pipe with a W-K-M machine, and the wrapping of the same pipe with J-M reinforced asbestos pitch impregnated felt, together with Hill, Hubbell's Biturine. It is said that this exhibit, without question, attracted more attention than any other.

A. J. Duaei, Sales Supervisor of the electrical and public utilities section, Western Division, was in charge of the J-M display. He was assisted by E. L. Rolfs, E. M. Naylor, C. O. Johnson, and R. P. Buckingham, Jr., salesmen of the Southern District.

A carpenter-contractor meeting on April 27 and the 1928 rigid shingle sales plan have solved the rigid shingle problem in St. Joseph, Missouri. The meeting was opened by Mr. Biles of the N. D. Biles Lumber Company and was conducted by R. J. Stewart, Sales Supervisor, and C. M. Higgins, salesman.

An authorized distributor's agreement was made with the N. D. Biles Lumber Company accompanied by a carload order, and seven auxiliary dealers contracts and several re-roofing jobs were closed.

A meeting was conducted by J. O. Boylan, Special Merchandising Representative for the Eastern Division, assisted by George V. Christie, Acting Staff Manager, Insulation and Power Specialties Section, Merchandising Department, and F. T. Crowe of the Merchandising Department of the Eastern Division, for all the merchandising salesmen and sales supervisors of the Boston District at the Boston Office on May 15.

In the morning Messrs. Christie and Crowe gave discussions on Asbestocel insulation and in the afternoon Mr. Boylan spoke on the building material line, particularly on rigid shingles. The re-roofing film on rigid shingles was shown for the first time in Boston.

A distributor's "pep meeting" was held at the Milwaukee Athletic Club on May 9, for the personnel of the Milwaukee Asbestos Company, roofing distributors. F. F. Mohr, D. S. Boyer, A. L. Klug, and W. A. Ross from Johns-Manville also attended.

This shingle distributor has acquired a number of young intelligent salesmen and the meeting was primarily one of instruction.

C. J. Flanagan of New Orleans, accompanied by T. E. Gossett, Sales Supervisor, and E. S. Crocker, salesman, conducted some very interesting contractor meetings in the Texas District recently.

The meeting of sales representatives of the five lumber yards operated by an authorized distributor, Melone Bovey Lumber Company of Minneapolis, was addressed by H. B. Harden and S. J. O'Connor on the evening of May 10.

A buffet lunch was served, short talks given by the representatives, a motion picture exhibited, and the meeting ended with the President, Mr. Melone, advising the men of his organization that insofar as roofing material was concerned, he wanted them to devote their whole activity to the selling of rigid shingles and wood shingles, preferably the former.

A very successful sales meeting for Seattle District salesmen was held at Portland, Oregon, May 11 and 12. W. M. Black, engineer, Industrial Department, and H. W. Farrington, special representative, Merchandising Department, conducted a shingle

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emonstration, following a dinner at he Multnomah Hotel. All Seattle alesmen, as well as managers and alesmen of the Portland shingle distributors, and dealers and contractors rom nearby points were present.

Harold B. Freeman, Central Division credit supervisor, addressed the Toledo salesmen at their monthly meeting May 4. He pointed out the efforts of the Credit Department to promote sales and foster the good will of customers. A number of practical suggestions were made in connection with sales-credit relations.

On May 22, H. G. Fox, acoustical engineer, Central Division, gave a talk on the technicalities of acoustical treatment and the method of selling it. This talk was given at a meeting at Youngstown Office for Youngstown men.

R. J. Stewart, Sales Supervisor, Kansas City District, and the Kansas City rigid shingle men have been holding a series of meetings with the Kansas City distributors and approved contractors, the Quality Roofing Company and the Sellers and Marquis Roofing Company, on "How to Sell Rigid Asbestos Shingles and Asbestos Built-Up Roofing."

In the short time that the rigid asbestos shingle film, "New Roofs for Old" has been available, Central Division has held approximately 25 distributor-carpenter meetings.

The total attendance has been pretty well up to 1,000 carpenters and contractors, and the interest and enthusiasm shown speaks well for the shingle business in Central Division.

New Highway Brings Chrysotile Mine Closer to "Outside World"

NOT so very long ago it took three days to go the 65 miles from the railroad to Chrysotile Mine, Arizona. And that wasn't walking the distance, but bumping along in a truck. Now Chrysotile is to be connected to the nearest railroad point, 40 miles away, by a fine graded highway.

Frank Knuckey, assistant superintendent of the mine, had been trying for some time to get this accomplished, with the result that the Gila County Road Department recently undertook the job.

The employees welcomed the new road as it puts them in touch with the outside world within a few hours time.



The new and the old roads wind their lonesome way to the Chrysotile Mine thru a beautiful part of Arizona.

The old road was little better than the trail first picked out by burros. Automobile tracks, in rainy weather, became outlets for the rivulets of water forcing their way into the canyons. Communication was sometimes cut off for weeks.

The new road will, needless to say, be a great boon to the Company in shipping asbestos from the mine.



The new road to Chrysotile, in the making.

Gretna Factory Wins Approval of Insurance Inspector

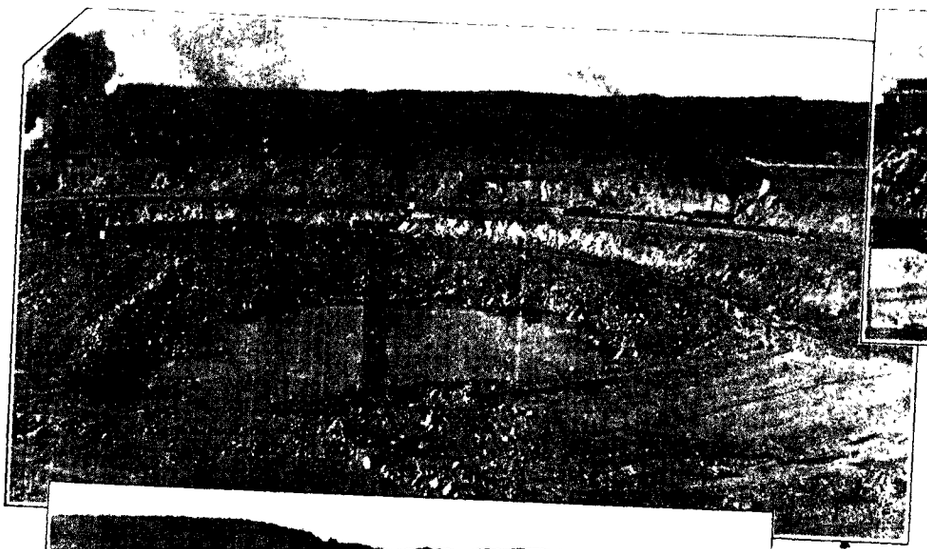
"The best kept plant I saw," said James D. Corr, Safety Engineer of Johnson and Higgins, insurance brokers, about the Gretna Factory, after an inspection trip through the south. In a memorandum to L. A. Wallace, Manager of the Liability Department of his company, Mr. Corr said further:

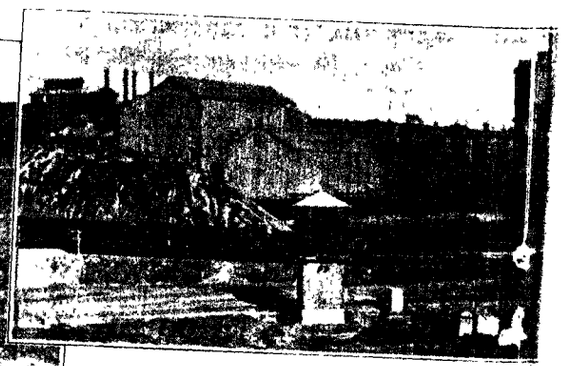
"All machines are guarded, and all guards made in a workmanlike manner, and kept in place. All material is safely stored and piled and everything is being done to prevent accidents. It was a pleasure to inspect this factory and Superintendent Wikel was pleased to have someone from New York compliment him on his good work.

"There is a real live safety organization here. Weekly inspection reports and monthly minutes of meetings are well kept and I have supplied them with a number of our Accident Score Boards so they can compare the records of departments month by month. When a little hard work is put into a job of any kind it usually produces results and there is no doubt about the future results in this plant.

"I left them glad that I had seen a plant so well guarded and they in turn pleased that I had come so far to visit it."

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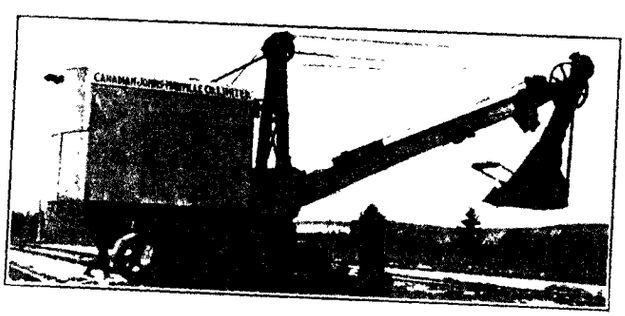
Mining Asbest

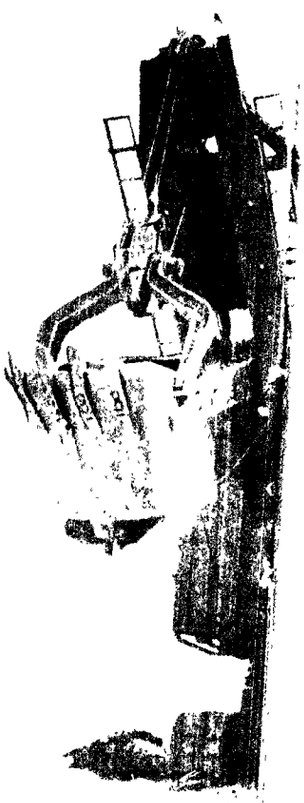
The vast deposits of a
dian Johns-Manvil
supply most of the
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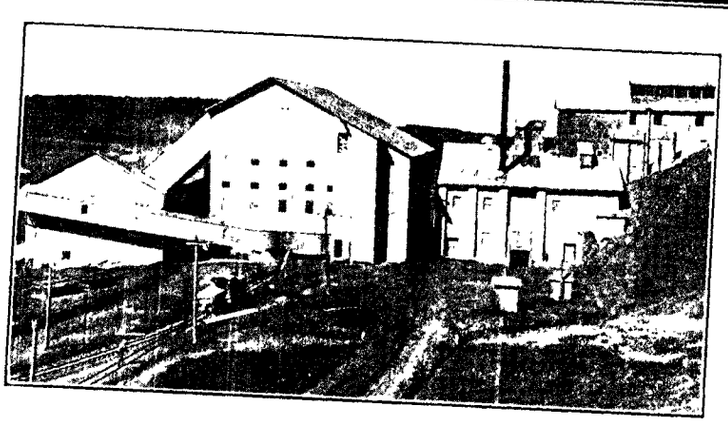


Above, the central portion, and, at left, the western portion of the mine. The latter shows a train transporting ore to the crushers (extreme left), and the valley locomotive house (extreme right.)

The small revolving shovel at the right, mounted on caterpillars and driven by a gasoline engine, will be used for removing the overlying soil, so the asbestos ore may be mined clean. It does or shovels, as needed. This work has heretofore been moved by men with teams of horses drawing scrapers.

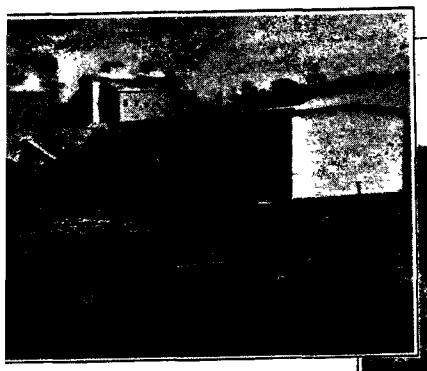


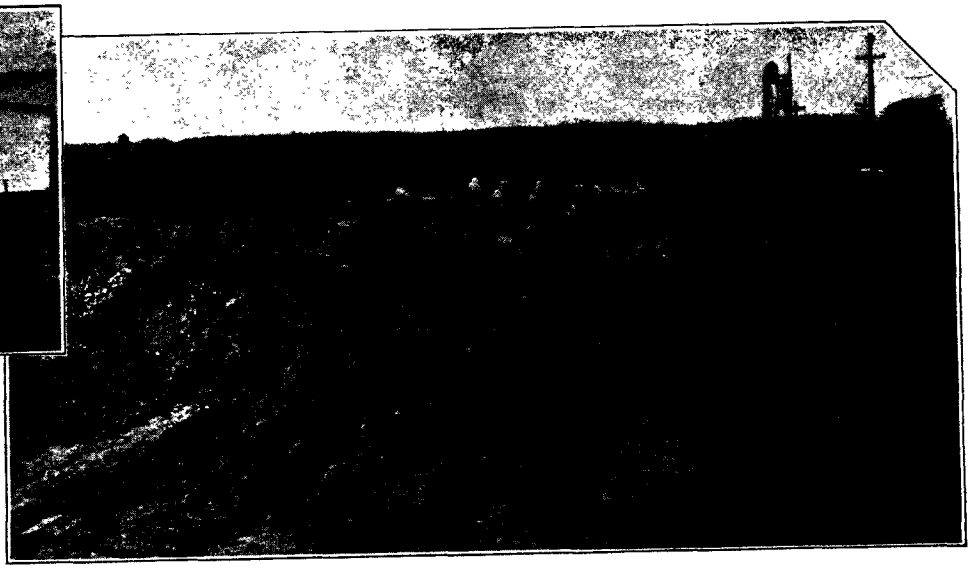




At left the south side of plant 3. The picture shows, from left to right, the storage, mill, dryer, and crusher buildings. The last-named is to the right and in the rear of the dryer.

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Center, a view of the west side of plants 3 and 4. Above, primary blasting. The long building in the background at the left of the photograph is the Johns-Manville Factory at Asbestos.

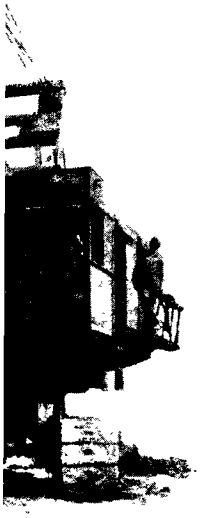
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At left: the south side of plant 4. The windowless structure is the dust chamber, the large building in the center is used for milling, and just next to it is the dryer. The cross conveyor, above the dryer, is a by-pass sizing conveyor. In front of the dryer is the small transformer house.





At right: the east side of plant 4. The building in the center is the primary crusher building, and on each side of it, elevated, are the screen rooms. The long structure behind these three is the train shed. In the photograph above, these buildings are shown to the right of the milling building.

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THE J-M CIRCLE

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H. W. Kiel, *Central*
E. Nelson, *Western*
E. N. Chrysler, *Pacific*
E. A. McLaughlin, *Foreign*
G. H. Meredith, *Canadian*

FACTORIES AND MINES

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T. R. Turnbull, *Cincinnati*
E. Belsom, *Gretna*
E. C. Hopkins, *Nashua*
C. K. Dillingham, *Manville*
E. L. Adams, *Pittsburg*
J. E. Begert, *Waukegan*

Published for and about the employees of
Johns-Manville Corporation

Editorial Office: 292 Madison Avenue, New York City

A Suggestion to Think About

"If you have one idea and I have one idea we each have one idea. You tell me your idea and I tell you mine and we each have two ideas." This statement, in a bulletin of the Pacific Division Suggestion Committee, shows how the Johns-Manville suggestion plan is of benefit to both the individual employee and the Company.

The exchange of ideas afforded by this plan not only enables Johns-Manville to effect savings in many branches of its activities, but it brings better working conditions and more efficient methods to factory and office workers alike. That it brings the individual a dollars-and-cents reward is attested to in the $274 paid recently to 38 employees.

But something more is afforded by the suggestion plan—something which benefits the person whose suggestion has not been accepted, just as it does a winner of an award. This is the opportunity it gives everyone to put himself on record as a *thinking* employee. This view was pointed out in a bulletin distributed by the Western Division Suggestion Committee, which declared further "The fact that an employee *is searching* for improved methods (even though not always making valuable finds) gives him advantages not enjoyed by those who are not pioneers." This is a "suggestion" worth considering.

The Value of Insurance

Just two hours after the group life insurance plan was extended to factory and mine employees, automatically insuring every employee for one month, Irvin Worship, an employee of Waukegan Factory, passed away. The claim of his beneficiary to $1,000 was promptly approved for payment.

This is proof of the value of this type of life insurance, and brings out forcefully the need for carrying it, when it is available at such low cost.

That most of the factory employees recognize its value is shown in the fact that 97 percent of them subscribed.

Suggestion Awards Made

A great deal of enthusiasm has been shown recently in the suggestion plan now in effect in all offices and factories. Awards have been reported from five factories and one division, these totaling $274 for 42 suggestions accepted from 38 employees. Suggestion committees have been actively working on the ideas submitted, but in some cases the winners have not yet been announced.

The awards made were:

Name	*Award*
CINCINNATI FACTORY	
J. R. Vaughn	$2.00
Paul Frost	1.00
Paul Frost	2.00
Estell Price	1.00
Abe Kraak	25.00
Abe Kraak	2.00
GRETNA FACTORY	
W. Favalora	2.00
MANVILLE FACTORY	
G. Campbell	$2.00
W. Burnett	5.00
A. S. Wharton	2.00
J. H. McDonough	2.00
J. Rhodes	10.00
P. Kozkowski	2.00
Frank Puzio	2.00
G. L. Saunders	10.00
August Olnhoff	2.00
PITTSBURG FACTORY	
L. E. Knight	$2.00
A. J. Slobe	2.00
E. E. Packard	2.00
E. E. Packard	2.00
WAUKEGAN FACTORY	
Wm. Gerity	$25.00
A. H. Schilling	10.00
R. J. Obenauf	10.00
F. A. Scheske	5.00
J. M. Blakemore	5.00
H. J. O'Brien	2.00
Aug. Spickerman	5.00
H. J. Robarge	25.00
Wm. F. Lemke	3.00
Her. Warnecke	3.00
W. C. McGinnis	10.00
Louis Anslyn	3.00
J. A. Godin	2.00
Frank Holpher	5.00
Max Scholz	5.00
WESTERN DIVISION	
F. W. Brainard	$1.00
E. E. Thompson	2.00
C. V. Holmes	25.00
V. S. Miller	5.00
F. F. Mohr	5.00
C. J. Burns	10.00

A lot of people are broadminded until they come up against a practical problem. — *William Feather.*

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Changes Made in Finance and Accounting Department

C. H. Roberts Succeeds E. M. Voorhees as General Auditor; E. D. Gurney Appointed Assistant Secretary and Treasurer

WITH the promotion of E. M. Voorhees, General Auditor, to Treasurer of the Johns-Manville Corporation and Secretary and Treasurer of its subsidiaries, several appointments have been made in the Finance and Accounting Department of the Company in the New York Office. C. H. Roberts, who was Assistant General Auditor, is now General Auditor, and Edward D. Gurney, has been promoted to Assistant Secretary and Treasurer of the Company. A chart showing the general organization and personnel of the department is printed below.

Mr. Voorhees came to Johns-Manville from Sanderson and Porter. Previous to his connection there he had had two years experience in public accounting, one year's experience as General Auditor of a large exporting and importing company in the Far East, two years with U. S. Rubber Company in charge of Tire Division Accounting, five years with the Ajax Rubber Company as General Auditor and Assistant to the President, and one year as Treasurer of the Wm. Cramp Ship and Engine Building Company of Philadelphia. Mr. Voorhees is a graduate of Dartmouth College, and spent one year at the Amos Tuck School of Administration and Finance.

Mr. Roberts became associated with the Johns-Manville Corporation last January as Assistant General Auditor. Previous to this he had been connected with Julius Kayser and Company, U. S. Rubber Company, The Hess-Bright Manufacturing Company and John A. Roebling Sons' Company in various executive and accounting capacities. Mr. Roberts has supervision over all accounting activities throughout the organization under the direction of the Treasurer.

Mr. Gurney has been with the Company since June, 1918, when he entered the office as chief accountant of The Jones Speedometer Company—a subsidiary of Johns-Manville. Later he was transferred to the Treasurer's Department at New York as assistant to the General Auditor. Before becoming associated with the Johns-Manville Corporation, Mr. Gurney had been connected with Mark Cross and the Mergenthaler Linotype Company in various executive and accounting capacities.

J. L. Wood came to the Johns-Manville organization last December, to make a survey of the credit and collection operations and procedure. On February 1 he was appointed General Credit Manager.

D. K. Van Cleef is Chief Accountant of the Johns-Manville Corporation. He has charge of the general accounting work performed at the General Office, and the compilation and issuance of the monthly financial statement. Mr. Van Cleef is a C. P. A. of both New York and New Jersey.

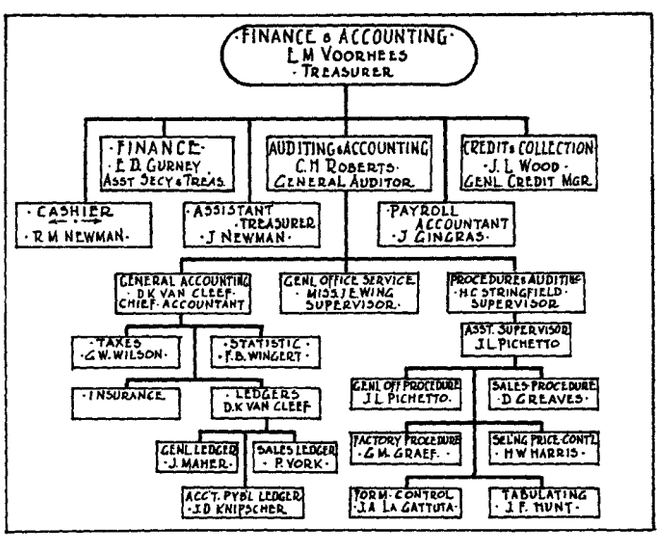
H. C. Stringfield came to Johns-Manville from the United States Steel Corporation in 1917, as head of the Cost Department at Manville Factory, where he installed the cost system which was later made standard at other factories. Seven years later Mr. Stringfield resigned to accept a position with Peet, Marwick, Mitchell and Company, Certified Public Accountants, in order to broaden his experience in the accounting field. After an absence of four years Mr. Stringfield again became associated with this Company as supervisor of the Procedure and Auditing Department.

Mr. Stringfield has as his assistant, John L. Pichetto.

Gerald W. Wilson has charge of the Tax Department of the Company, being responsible for the preparation, reporting and filing of all tax matters having to do with Johns-Manville.



E. M. VOORHEES
Treasurer



This chart of the Finance and Accounting Department shows the activities directed by the Treasurer.



C. H. ROBERTS
General Auditor

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Within the Circle

Eastern Division

A. R. GIBBONS, *Associate Editor*

On May 1, Allan T. Whiting, of Boston, entered the Johns-Manville organization in the Boston District as junior automotive salesman for New England. Mr. Whiting's work will consist mainly of establishing new registered Johns-Manville brake lining service stations.

Samuel F. Porch, Philadelphia salesman, has a daughter, Dorothy Jane, born April 28.

On May 15, Ralph E. Phillips of Dorchester, Mass., entered Johns-Manville employ as a salesman on industrial building material for metropolitan Boston. Mr. Phillips was formerly with the Aberthaw Construction Company and the Ormsby Roofing Company, who are appliers of J-M rigid shingles.

Several years ago one of the Philadelphia salesmen tried to interest the Edward G. Budd Manufacturing Company, one of the largest manufacturers of automobile bodies in the world, in the use of J-M steam traps for its heating system. The Company was not interested at the time as the thermostatic traps were apparently working satisfactorily. Recently, however, they started to give trouble. The Company then discovered that it could replace the old thermostatic traps with brand new Johns-Manville radiator traps for less money than it would take to repair the old ones. As a result H. T. Duke, Philadelphia salesman, is now getting orders to replace 600 radiator traps at approximately $1,600.

W. A. Johnston, formerly Eastern Division Sales Manager of the Beaver Products Company, with whom he was associated for 10 years, has joined the staff of the Eastern Division Merchandising Department at New York and will assist in increasing the distribution of building materials in the Eastern Division.

Central Division

H. W. KIEL, *Associate Editor*

M. C. Bixby, automotive salesman, Pittsburgh District, recently sold 40,000 feet of brake band lining to Dyke Motor Supply Company, Pittsburgh, Pa.

George H. Smart, formerly with the Sales Engineering Department of the Truscon Steel Company, Youngstown, Ohio, joined the Company on April 2 as a roofing salesman at the Youngstown Office. Mr. Smart will take over the new territory in Western Pennsylvania allotted to Youngstown Office and also that territory formerly covered by W. W. Glossner.

O. E. Decker, salesman, Youngstown Sales Office, and K. F. Wiedekehr, Sales Supervisor, Youngstown Sales Office, have recently purchased new Essex automobiles.

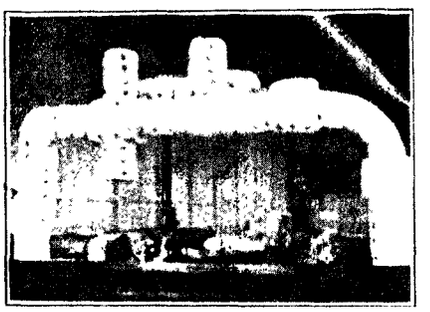
Fred Jensen of the Youngstown Office, after over a year's consistent following, succeeded in closing a job of 85 squares of No. 5 mottled gray asbestos shingles to be used on Mrs. C. S. McKeefrey's residence, Hillcrest, in Leetonia, Ohio.

Perry B. Geitz, Sales Supervisor of the automotive section, Cleveland District, won the blind par event at the Pine Ridge Golf Club on May 27, with 79.

C. E. Charles, building materials salesman, sold Cincinnati's first carload of insulating lumber to the J. B. Doppes Son's Lumber Company, Cincinnati, Ohio.

Gilbert Leder, order clerk, Cincinnati District, returned to work recently after a six weeks' siege at one of the local hospitals, where he successfully underwent an operation.

A. La Gattuta of the Western Division headquarters office, who is conducting a stock survey, has spent two weeks in the Cleveland Office, and will visit in turn Detroit, Pittsburgh, and Cincinnati, the other three stock points in the Central Division. The object of Mr. La Gattuta's visit is to establish minimum and maximum amounts



A unit of asbestos blanket insulation for oil lines, manufactured at the Manville Factory.

of the different materials to be carried in stock. The amounts will be so regulated as to assure the Company of being in a position to satisfy customers' demands for immediate service without burdening itself with an excessive amount of stock. What appears to be a satisfactory solution has been worked out.

An order for approximately $12,000 worth of fibre conduit has been received at the Detroit City Sales District through the efforts of Sales Supervisor F. W. Clise and Salesmen H. B. Shea and O. A. Riley. Another order amounting to more than $5,000 was received from Youngstown Sheet and Tube Company for fire felt and Superex by K. F. Wiedekehr, Youngstown Sales Supervisor.

P. E. Redding, salesman, Railroad and Government Department, Central Division, brought in two Thermo felt orders for the Standard Steel Car Company of Butler and Pressed Steel Car Company of Pittsburgh, amounting to approximately $47,000.

H. B. Shea received a $13,000 insulation order at Chevrolet Motors through Johnson, Larson and Company.

J. W. Batman, salesman at Charleston, W. Va., signed up the Carbide and Chemical Corporation of South Charleston for a $7,000 insulation job.

L. V. Bohannan, Sales Supervisor of the Central Division electrical and public utilities section, recently attended the N. E. L. A. Convention at Atlantic City.

Two new additions to the Pittsburgh District are J. B. Bodley, who was secured to call on the architects for the purpose of showing them the advisability of specifying Johns-Manville materials, and J. A. Vetter, who has been employed as a packing expert in the interest of the steel mills in the Pittsburgh District. He will assist Messrs. Very and Obert.

G. K. Taylor, a former Johns-Manville employee, and a recent addition to the personnel at the Pittsburgh Office, will aid Mr. Bixby in the sale of brake lining and automotive equipment.

Western Division

E. NELSON, *Associate Editor*

Bobby Shannon, small son of J. R. Shannon, Houston salesman, is at home again, after a minor operation.

R. P. Buckingham, Jr., Houston salesman, spent several days in Dallas recently, attending the Natural Gas Producers convention.

Fred Schiess, formerly of the Chicago Statistical Department, has announced his marriage to Mrs. Ilene Hall, formerly of the Accounting Department.

Miss Maxine Brown of the Sales Promotion Department, Chicago District, recently announced her marriage to Joe Abell.

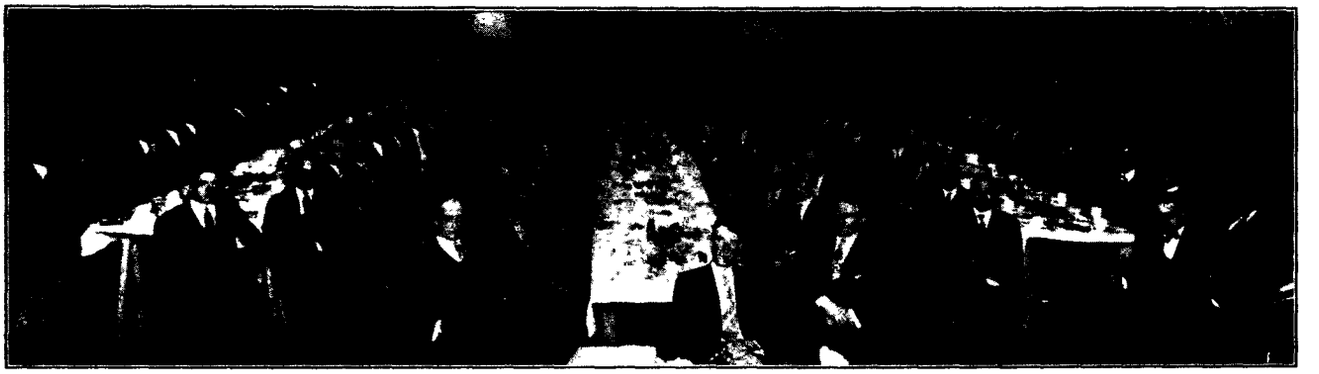
Miss Lillian Stroehlow has announced her engagement to Edward J. Fraher of the Chicago Merchandising Department. The wedding is to take place this month.

John Cargill of the Industrial Department, Chicago District, has resigned.

H. S. Frame, Kansas City insulation salesman, secured an order for about five carloads of Superex for the Kansas City Power and Light Company during the last few days of April. And just a very few days later, he received another order for about 10,000 lineal feet of improved Asbestocel for the Southwestern Bell Telephone Company.

T. E. Gossett, Sales Supervisor, South Texas District, and J. B. Kelly, Construction Department, New Orleans, were bruised

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Foremen, office staff and local executives at Asbestos, Quebec, enjoying a meeting and supper in the workmen's club house on the occasion of the visit of M. H. Clark, Factory Planning Manager, to the Canadian Mines and Factory. Mr. Clark gave an interesting talk, outlining the new Johns-Manville policies.

and badly shocked when Mr. Gossett's car was wrecked on the Houston-Beaumont road.

Paul T. Phillips, salesman in the Brownsville, Tennessee, territory, closed an acoustical contract amounting to more than $1,700 with J. A. Moore, general contractors, for treatment to be installed in the Haywood County court house, Brownsville, Tennessee.

Frank F. Mohr, Sales Supervisor of the Milwaukee Office, secured orders for brake lining and gaskets, aggregating close to $60,000, from the Nash Motors Company.

A sales meeting which was attended by C. R. Martin, R. A. McClenaghan, B. W. Coulter, B. H. Smith, C. O. Johnson and E. M. Naylor, was held in the Dallas Office on May 5.

R. H. Mistele, Milwaukee city salesman, secured an acoustical contract for the Sherman Park Lutheran Church amounting to about $2,500. Mr. Mistele and Mr. Keller also secured a very fine corrugated roofing order, amounting to $3,700, from the Badger Meter Manufacturing Company.

T. W. Stevens, special representative of the roofing and building materials section, Merchandising Department, of the Chicago Office, spent approximately 10 days in the North Texas District, working with various salesmen on the 1928 rigid shingles sales plan.

L. G. Barrett, Minneapolis automotive salesman, closed a contract with Sid W. Jensen, Duluth, Minn., for brake band lining and brake equipment for a super brake service station. The initial order amounted to $1,600. Mr. Barrett secured the support of the police department in conducting a brake testing campaign for the week of May 28.

Miss Mary E. Keyes is a new addition to the Chicago District Sales Office, succeeding Miss Irene Gale.

T. E. Gossett, Sales Supervisor, Southern District, spent the week of May 14 in Beaumont and surrounding territory with S. L. Organ and E. L. Owens, salesmen. Several well attended distributor and contractor meetings were held during Mr. Gossett's visit.

Gus Longinotti, St. Louis District salesman, recently closed a $1,600 contract for Brinedeck waterproofing with the Memphis Packing Corporation.

Don Heller of the industrial flooring section, Western Division Industrial Department, was awarded the degree of Mechanical Engineer by the Armour Institute of Technology in Chicago, of which he is an alumnus. The requirements for this degree are three years of engineering practice plus a thesis on an original subject.

C. H. McCauley, Sales Supervisor, industrial roofing and building materials section, Industrial Department, Chicago, and R. J. Stewart, Acting Supervisor, Kansas City District, just returned from a trip to Topeka, Manhattan, Salina and Wichita, where they interviewed the approved contractors and inspected the character of their work. They reported the prospects were good for more built-up roofs than ever.

Charles A. Johnson entered the South Texas sales force recently to take the place of J. M. Anderson, who resigned May 1. Mr. Johnson will make his headquarters at San Benito, Texas, and work the valley territory.

Maurice Sachs, Supervisor of Chicago Billing Department, spent a few days in St. Louis Office, giving instructions on the new system of handling orders.

Miss Loretta O'Neill, chief telephone operator of Waukegan Factory, visited Chicago Office recently.

J. F. Wimmer, South Dakota salesman, has sold an authorized distributor, the Sweeney Hardware Company, Rapid City, South Dakota, four cars of Johns-Manville roofing materials so far this year. Mr. Wimmer placed a stock of rag felt and asbestos shingles with one auxiliary dealer and placed additional stocks of asbestos shingles with two other auxiliary dealers, covering every outlet for roofing merchandise in Rapid City.

Employees of the Sales Promotion Department, Western Division, presented E. Nelson, the Manager, with a beautifully bound copy of Ernest Newman's "Wagner as Man and Artist," on his birthday, May 22.

Pacific Division

E. N. CHRYSLER, *Associate Editor*

Frankin Shuey, Sales Manager of the Los Angeles District, spent two weeks in Seattle District in May. Mr. Shuey started his Johns-Manville career in this district when it was Seattle Branch. F. W. McDermott, Sales Manager, Seattle District, went south with Mr. Shuey, to attend a District Managers' meeting in San Francisco June 1 and 2.

H. W. Farrington, special representative, roofing and building materials, Merchandising Department, Seattle District, and Mrs. Janet Holt of Seattle were married at Tacoma, Washington, on Thursday evening, May 17.

J. S. Carroll, Vice President, visited Portland and Seattle District Offices May 16 to 19. W. R. Jones, Sales Supervisor of the oil industry and special interests section, Pacific Division, came up from San Francisco with Mr. Carroll and spent a few days longer in Seattle territory.

W. M. Black, engineer, Pacific Division industrial roofing and building materials section, conducted a series of shingle demonstration meetings in Seattle District recently with H. W. Farrington, special representative, roofing and building materials section, Merchandising Department, Seattle.

Miss Anna P. Schweitzer entered Johns-Manville employ May 25 as assistant to cashier in the Los Angeles Office, taking the place of Miss Lora Flack, resigned.

R. E. Hackett, Pacific Division Supervisor of Credits and Collections, has just successfully completed the standard four year law course offered by St. Ignatius College of San Francisco. He received his diploma at the graduation exercises held Wednesday evening, May 23. Mr. Hackett displayed diligence and perseverence in attending four nights of class work and three nights of study per week over a long four-year period.

Canadian Division

G. H. MEREDITH, *Associate Editor*

T. Carlyle, Sales Manager of the Winnipeg Office, assisted by H. B. Harden of

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the Minneapolis Office, was successful in securing a contract for Superex and magnesia insulation amounting to about $20,000 from the Backus Brooks Company for a new mill at Westfort, Ontario. This contract covers the insulation of what will ultimately be the largest newsprint mill on the North American continent. Two machines are in process of erection now, one being a 284-inch machine and the other 304 inches, to run at 1,400 and 1,400 feet per minute respectively. These are said to be the two largest newsprint machines in the world, and the Backus Brooks Company contemplates the installation of two other machines which will be even larger and faster. The average output of the mill with the two existing machines will be approximately 280 tons of paper per day.

The Vancouver Office recently received a letter sent all the way from Elgin, Ill., written by an eighth grade school pupil requesting samples of raw asbestos.

A display of Johns-Manville roofing materials was put on by J. A. Bradley, Sales Supervisor of building materials section, Canadian Division, and T. Carlyle, Sales Manager, Winnipeg Office, at a convention held in April by the Thunder Bay Lumber Company of Port Arthur, Johns-Manville roofing distributors. The convention was held at Port Arthur and was attended by 300 contractors and salesmen.

Edward Keith has joined the staff of the Winnipeg Office as junior clerk.

Foreign Division

E. A. McLAUGHLIN, *Associate Editor*

On June 13, C. A. Girvin, Sales Manager, Foreign Division, and J. L. Wood, General Credit Manager, left New York for a visit to the Cuban headquarters in Havana. It is the intention of Mr. Girvin and Mr. Wood to make an intensive study of local conditions, in order to determine the future policy of the Company on the Island.

R. R. Waddington, Sales Engineer, Foreign Division, announced the birth of a "new little foreigner," William Thomas Waddington, on May 15.

Peter Porta, Foreign Division Sales Engineer, is spending considerable time and energy in the oil fields of South America and the West Indies, inducing the various oil companies to standardize on Johns-Manville products. He has completed tank top contracts for the Trinidad oil fields, and the Anglo-American Purchasing Company, at Trinidad, B. W. I. Tank top contracts now in progress include jobs for the Tropical Oil Company in Cartagena, Colombia, and the British controlled oil fields, San Fernando plant, in the B. W. I.

Asbestos, (Que.,) Factory

GEORGE L. FULLER, *Associate Editor*

The Mining Department welcomed its chief, H. K. Sherry, on his return from a six week's trip through the mines and manufacturing plants of the middle west. Mr Sherry commented upon the cordial welcome he received, and upon the enthusiasm of the Johns-Manville sales forces throughout the country.

R. S. Gardner, General Superintendent, to whom Asbestos employees recently bid "Bon Voyage," is taking a trip through the western and eastern plants of the J-M Corporation.

Mr. and Mrs. Gordon Clark were seriously injured in an accident, while motoring from Stanstead to Asbestos. Their car was knocked off the road by another auto and rolled down a 30-foot embankment. Mrs. Clark had several fractured ribs and Mr Clark nearly lost an ear, and dislocated a thumb, besides receiving severe bruises. Their son, Jimmie Clark, who was with them, was more fortunate, coming out with no injuries.

Chrysotile, (Ariz..) Mine

MILO E. RAY, *Reporter*

Miguel Gonzalez has returned to work after recovering from injuries sustained while loading 100-pound bags of crude fibre on trucks. Mr. Gonzalez had five broken ribs and a punctured lung.

J. H. Roebuck, erection engineer for the Ingersoll-Rand Company, arrived in camp March 27, and inspected the new I. R. compressors which were installed in January. He pronounced them in good condition.

F. P. Harris, Ingersoll-Rand Company Service Department representative, recently inspected the equipment purchased from them at the Chrysotile Mine.

J. M. Harrington, of the United States Bureau of Mines, Berkeley, California, gave first aid instruction to the employees at Chrysotile. The lessons dealt with arterial bleeding and its control, caring for simple and compound fractures, and artificial respiration. Twenty-three of the men including Frank Knuckey, assistant superintendent, and Joe Castaneda, mine foreman, attended regularly the five consecutive lectures and demonstrations given the evenings of May 7, 8, 9, 10 and 11. These 23 men will receive certificates showing that they have completed the first aid work prescribed by the United States Bureau of Mines.

Cincinnati Factory

T. R. TURNBULL, *Associate Editor*

H. A. Kieselbach, Staff Manager of the insulation section, Industrial Department, New York Office, visited Cincinnati on June 7.

Paul Frost, foreman of the Punch Department, and E. Nunn are back on the job again after having spent a couple of weeks at the Bethesda Hospital.

Gretna (La.) Factory

E. BELSOM, *Associate Editor*

C. L. Bates of the Waukegan Factory, stopped at the Gretna Factory May 31 enroute to San Francisco.

Manville Factory

C. K. DILLINGHAM, *Associate Editor*

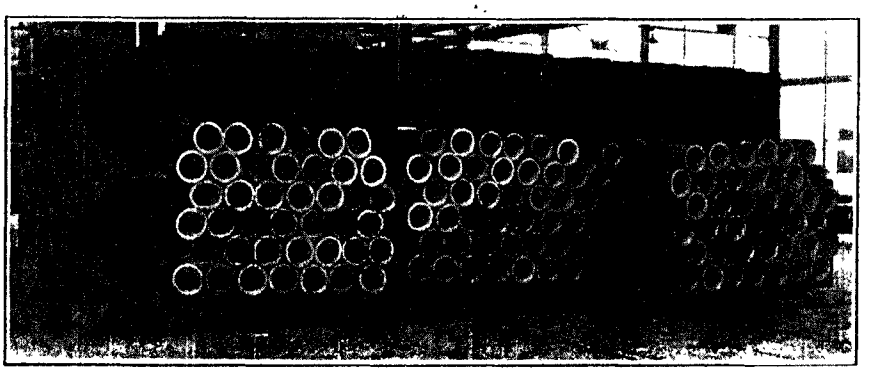
Joseph Batcho, foreman of the Waterproofing and Mastic Departments, and Miss Ernestine Ronca of Somerville, N. J., were married on May 2 by the Rev Father Ryan

Joseph Zelehoski, of the Paper Mill shipping room, was married to Miss Victoria Glover of Raritan, N. J., on Sunday, May 6, at St. Joseph Slavish Church in Raritan

Miss Alyce Reeder of the Millboard Specialty Department in the Paper Mill, and Willard Welsh, both of East Millstone, N. J., were married at the home of the bride's parents in East Millstone, N. J. on Monday evening, April 30.

The Manufacturing Department, "C" building, began work May 22 on one of the largest orders for laminated sponge pipe covering handled through this plant for some time, for Compania Nacional De Petroleos Ltda, Bahia Blanco, Argentine Republic. The order consists of 4,980 sections of six sizes. When packed, they will fill 300 export cases, which will go forward to tidewater in six standard freight cars.

Orlando Barbetti, a former pipe winder in "C" building, received fatal injuries in a motor accident Sunday, May 13. Mr. Barbetti lived at Bound Brook with his brother,



A portion of the material made up by Pittsburg Factory to fill an order received by H. B Heyn, Los Angeles city salesman, for 15,000 feet of 8-inch sponge felt with asbestos waterproof jacket for the Union Oil Company's underground pipe line.

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Cesore Barbetti, also employed as a pipe winder in "C" building.

E. A. Toohey, Superintendent of "C" building, was at home recently because of illness.

These are busy days in the Paper Mill, with many changes in equipment taking place. New equipment is being installed and old equipment taken down and discarded. With other changes to be made very shortly, the factory output and quality will be second to none in roofing and paper production.



Enroute to meet a representative of the Murphy Lumber Company, Urbana distributor. Mr. Stickney of the Dayton Sales territory floundered in the main street of Lawrenceville, Ohio. Mr. Stickney was on the trail of a 70-square shingle order.

John Soriano has returned to Manville after spending some months at the Waukegan Factory, where he assisted in starting the Spinning Department of the new Textile Mill.

Archibald S. Wharton, overseer of the Twisting and Spooling Departments, resigned May 26 to take charge of his road stand at Clinton Point, N. J.

Several letters have been received from F. L. Pilliod, a former employee, giving his new address as R-6, Box 1270, Phoenix, Arizona. Mr. Pilliod's old friends will be glad to know that he is getting along splendidly.

A. S. Moore has resumed his duties after spending eight weeks in Somerset Hospital with a severe attack of pneumonia. Mr. Moore has been a Johns-Manville employee since 1904.

Mrs. John Chiselko, wife of John Chiselko, Receiving Department, Manville Factory, passed away on April 27 after a lingering illness. Mrs. Chiselko was the mother of John Chiselko, Jr., of "C" building, George Papawich, inspector, in the Paper Mill, and Michael Papawich, "B" building.

Nashua, (N. H.,) Factory

E. C. Hopkins, *Associate Editor*

R. S. Gardner, General Superintendent at Asbestos, Que., visited Nashua Factory on June 11.

H. T. Brodersen, Pittsburgh Factory chemist, and C. L. Day, Staff Engineer, New York, were recent visitors.

J. C. MacIldowie, Superintendent of Nashua Factory, who has been critically ill for some time, is spending the month of June at Hampton Beach, N. H., recuperating.

William Kelty, Supervisor of the Planning Department, Nashua Factory, was a recent visitor at Waukegan Factory.

M. A. Rudwell of the Waukegan Office, was at Nashua for two weeks recently.

G. M. Graef of the General Accounting Department, spent two weeks at the Nashua Office in May.

The Nashua Office has recently added R. H. Upham to the Billing Department and Miss Alice Powell to the Purchasing Department.

Maurice Daniels, shipping clerk, was married June 23 to Miss Dorothy Putnam of Greenfield, N. H. After the honeymoon they will reside in Milford, N. H.

Miss Florence Baybutt, billing clerk, sailed June 24 for a seven weeks' vacation trip to England. Before she left she was given a surprise party by several members of the office force at the summer camp of E. C. Hopkins at Windham, N. H., and was presented with a sweater for best wishes, on her voyage.

Pittsburg, (Calif.,) Factory

E. L. Adams, *Associate Editor*

A. F. Miller and R. Brown of the Waukegan Factory have arrived in Pittsburg to take charge of the pipe work and electrical installation, respectively, in Pittsburg's new Paper Mill and Roofing Plant which are now under construction.

H. E. Miller, master mechanic at Pittsburg Factory, has direct supervision of construction work on the new Paper Mill and Roofing Plant. Mr. Miller came to Pittsburg from Waukegan in 1925 when the first units were constructed and after their completion, took over the duties of master mechanic.

Harry Brodersen, chief chemist at Pittsburgh Factory, left on May 12 for Waukegan to study manufacturing processes. He will go from Waukegan to Manville Factory and also to New York. Mr. Brodersen developed the new copper brown shingle which is being made at Pittsburg Factory and sold on the Pacific Coast, and also developed a method of coating the shingles with this coloring, which speeded up their manufacture. He will give the various factories the details of his process.

General Office Personals

Florence Muir, *Reporter*

Miss Ellen Fenn, secretary to A. Wallace, General Traffic Manager, was given leave of absence for the month of June because of illness.

Sanford Reynolds, the new copywriter in the Sales Promotion Department, is taking the place of Douglas C. Manson, resigned.

Miss Viola Ferraino entered the Johns-Manville employ recently as a stenographer in the public utilities section.

J. S. Adams, Assistant Advertising Manager, recently took a trip through the middle west.

Mrs. Grace D. Williams has entered Johns-Manville as stenographer for E. V. Rinehart, Staff Manager, engineering and developing section, Industrial Department.

Miss Ena M. Perry entered Johns-Manville employ recently as an Ediphone operator in the Service Department.

H. M. Shackelford, Supervisor of the shows and displays section, Sales Promotion Department, is taking the place of H. C. Rinehart, resigned.

Miss Florence Keller joined the Johns-Manville organization recently as reception clerk on the fourth floor.

On the Front Cover

The picture on the cover, taken in one of the boiler rooms of the Manville Factory Power Plant, shows, on the moving platform, John Limyanski, operating the coal feeder, and, below, left to right, Salvatore Calalillo and William Wawrenchuk, carefully tending the fires. These boilers generate power for driving the motors and pumps, and supply steam for all drying operations.



Successful winners of suggestion awards at Manville Factory. Left to right, front row: J. Rhodes, Pauline Koskowski, G. L. Saunders, A. DeLorenzo, and W. Birnirt. Back row: A. Wharton, J. H. McDonough, G. Campbell, F. Puzio, and A. Olnhoff.

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SPORTS

Asbestos, Que., Tennis Club Is Organized

The Asbestos, Quebec, Tennis Club has organized for the summer season and hopes to have three courts in shape very soon. Grant Barret is manager this year and is urging all members to boost the game and secure more memberships and as many tournaments as possible.

Intra-Office Baseball League Formed in Chicago

An intra-office baseball league to be composed of members of the different departments, is being formed in the Chicago office of the Western Division. Practice is being held regularly on Saturday afternoons in Washington Park, and a definite schedule will be announced shortly.

Asbestos, Que., Baseball Team Wins Season's First Game

The baseball season at Asbestos, Quebec, opened with a "bang" and a "win" for the Asbestos team over its opponents from the copper mine at Capleton. The home team asks the support of the people of Asbestos in attendance at the Sunday games.

Cincinnati Factory Wins From Sales Office in Playground Ball

A large and enthusiastic crowd was present at the initial encounter of the Cincinnati Factory and Sales Office on Saturday afternoon, May 26, when they played their first game of playground ball, using the factory's diamond as the scene of their struggle. The Factory was victorious with a score of 18 to 8.

The line-up is as follows: Factory: Wethington, c; Kraak, p; Collins, 1b; Juenke, 2b; Ammann, ss; Olverson, 3b; Frost, lf; Lucas, cf; and Fisher, rf; Sales Office; Lewis, c; Gaible, p; Grupenhof, 1b; Hoffman, 2b; Gerwin, ss; Hotopp, 3b; Charles, lf; Kincaid, cf; and Waterman, rf. The features of the game were the base running and fielding of Charles, and the uniform of Kincaid, of the Sales Office team.

In a second five-inning game, played on the same afternoon, the Sales Office was victorious, with a score of 11 to 7.

Golf Popular with Asbestos Employees

J-M employees at Asbestos are going after the elusive golf ball with a vengeance this year. The Danville Country Club will have to add another nine or ten holes if the enthusiasm keeps up. The Factory "gang," headed by the worthy Jock McKenzie, was leading all other departments to date.

Promotions and Transfers

R. M. Cherryholmes has been promoted from selling rigid shingles in the Cleveland District to general salesman. He will take the place of John Evans, who recently resigned to go into business for himself.

R. Winterhalter of the Pittsburgh District sales organization, was recently promoted to selling rigid shingles in the Pittsburgh City Sales District.

Joseph Batcho, formerly of the sample room at Manville Factory, was recently appointed foreman of the Waterproofing and Mastic Departments.

C. S. Allen, a recent addition to the Pittsburgh Office, was promoted from the Cash Sales Department to the Sales Department in charge of roofing, building materials, electrical and power specialties.

K. E. Moore has turned over his duties as Editor of the J-M Circle to Mrs. Margaret Goble and will assume additional duties in the procedure section, Executive Department, under A. A. Beckwith, Manager of the section. Mrs. Goble is promoted from Managing Editor to Editor and will be assisted by Miss Florence Muir.

E. Wells, formerly supervisor in Cement Department, "C" building, has assumed duties in the new Planning Department at the Manville Factory. B. H. Speer, formerly of Boston, will take Mr. Wells' place.

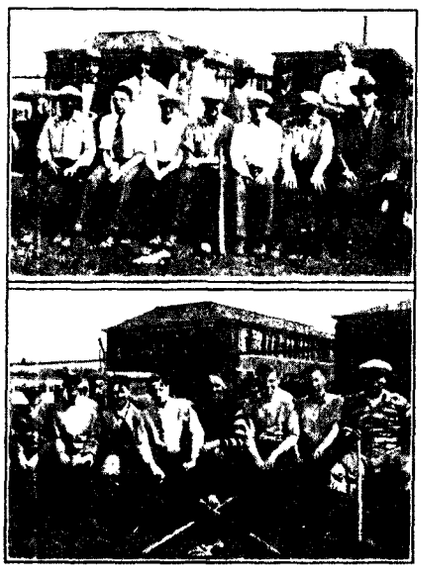
Mrs. Catherine Hoffman has succeeded Miss Pearl Frazier, resigned, as supervisor of the Chicago Filing Department and Mrs. Marion Butters has taken Mrs. Hoffman's place as supervisor of the Dictaphone Department.

Edwin H. Vogel of the Chicago Industrial Department, has been transferred to the St. Louis District Office.

F. Thomas Payne, assistant foreman of Corrugated Department, Nashua Factory, has been transferred to the Quotation Department, John Lemery from the Shingle Mill to Billing Department, and Ralph Lemire from filing clerk to Order Department.

Miss Agnes T. Hoffman was recently transferred from the Service Department, New York Office, to the Sales Promotion Department, as secretary to A. V. Farr, Sales Promotion Manager.

Miss Winifred Sullivan, formerly a stenographer in the Eastern Division, is now secretary to K. R. Dyke, Advertising Manager, and J. S. Adams, Assistant Advertising Manager, in the New York Sales Promotion Department.



Baseball team of the Cincinnati Factory (upper cut), which won from the team representing the Cincinnati Sales Office (lower cut), on the factory diamond.

Waukegan Factory Personals

J. E. Bigert, *Associate Editor*

Henry Robarge has moved to his five acre farm on Beach Road.

James Bray, checker in the Shipping Department, was married on May 12 to Miss Wilhemina Mihic.

Mr. and Mrs. A. J. Kroll have an eight pound son born Tuesday, May 15, at the Victory Memorial Hospital, Waukegan. Mr. Kroll is assistant in the Traffic Department at Waukegan Factory.

A clipping from a Milwaukee newspaper recently announced the engagement of Pierce A. Blewett, assistant in the Purchasing Department, to Miss Audrey Louise Schumaker of Marquette University.

W. B. Kelty, of the Planning Department, Nashua Plant, was a visitor at the Waukegan Shingle Plant during the latter part of May.

Five of the men of the Waukegan Shingle Plant recently completed a course in first aid, given under the direction of Dr. Keller, company physician. The men who received the instruction are George Schilling, Knox Chapman, Frank Nemenick, of the day crew; and R. H. Turner and J. Magri, of the night crew.

E. G. Onsrud, Planning Department, Waukegan Factory, recently spent several weeks at the Nashua and Manville Plants, making a survey of time study methods.

Harry Dolan of the Packing Department is the proud father of a 12-pound son born May 8 at Victory Memorial Hospital.

Frank Eisenhardt, Superintendent of Packing Building, Waukegan, visited the Manville Plant May 21 to 26.

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Layout and drawings by Hal Hallstrom

HE called and called and conquered," is the J-M version of that old Gallic refrain. Hal Hallstrom, general line salesman, Seattle District, found this out in his dealings with the Martin Hardware Company at Olympia, Washington. Proof is shown in the telegram above, which is really the climax of this story.

And since the climax has already been told, the rest of the story must follow immediately. Here is the way Mr. Hallstrom tells it:

The Ground

Martin Hardware Company, the largest of the hardware stores in the "Capital City," since it bought out Baker Feed and Fuel Company last September.

The Seed

I called on them in the past, of course, but starting September 2, 1927, called every week, only to find them not at all interested in the J-M line. They had had a line for twenty-odd years and were well satisfied with it. The calls in October were somewhat different: they had begun to show a little interest. The November calls showed a marked improvement. Mr. Martin had talked with others and found that "Johns-Manville" meant "quality merchandise," and that the territory would be glad to support him should he sign up with this newer and more complete line.

The Blossom

The calls in December indicated that Mr. Martin would "sign on the dotted line," but he wanted to talk with a few others first. A call on December 23 showed that he had made up his mind to sign the contract, but still wanted to wait. However, at this time Mr. Martin said, "When I am ready I shall wire or phone you."

The Fruit

On the morning of January 3, at 8:15, the Western Union boy walked in one door of the Hardware Company and the Johns-Manville salesman in the other. They both reached the desk at the same time. Mr. Martin told the Western Union boy he was a little late, and handed the unsent wire to the Johns-Manville salesman. It read "Kindly tell Mr. Hallstrom I am ready to sign contract," and was signed "D. Martin."

Today the Hardware Company handles Johns-Manville roofings, packings, steam traps, insulation, refractory cements and improved Asbestocel.

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