THE J-M CIRCLE

AUGUST *For and about Johns-Manville Employees* 1928



Asbestos Paper—a Basis for Other J-M Products

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AUGUST 1928

Will Asbestos Felt Roofing Burn?

"No," was the answer after this fire-test, made in an endeavor to obtain insurance premium reduction in Chile

When A. C. Windsor, Foreign Division salesman with headquarters in Santiago, Chile, started out to secure for J-M asbestos felt roofings an insurance classification that would mean a premium reduction over rag felts, he had to make a convincing fire-test.

For this demonstration, which took place on the roof of the new building of the Banco Central de Chile, he used two platforms about four feet square. On one of these he laid a sample of a super class A built-up roof, and on the other a similar specification, but with one ply of Pilot and three of 15-pound rag felts substituted for the asbestos.

The fire destroyed the rag felt entirely, but did not injure the asbestos felt at all. Of course the asphalt top mopping in the center of the fire area was entirely burned off.

When the fire was at its peek the spectators were unable to stand closer than 10 feet. After 30 minutes, Mr. Windsor and Jorge Bravo, of Garcia y Bravo, Ltda., J-M special representatives in Santiago, pried loose one side of the super class A sample. The asphalt coating on the underside of the sample was not melted. In fact, it was just warm enough so one could hold his hand on it without discomfort, and the wood platform was barely warm.

In the photograph at the left, below, Sr. Bravo and Mr. Windsor are shown turning up the asbestos felts. The sand surfacing of the base felt is plainly visible. In the picture at the right Mr. Windsor is holding up the last of the rag felt, which was later burned on top of the asbestos.

An article in *El Murcurio*, which was illustrated by the photograph on the left, says "The fire did not succeed in destroying the felt, the safety of its employment for constructions requiring safety—such as banks and other institutions—being in this way demonstrated."

Among the spectators at this interesting demonstration were the manager of the Banco Central, Aureliano Burr; the building architects, Alberto Cruz Montt and Miguel Davila; Walter Van Dusen, technical advisor of the Banco Central, who assisted Mr. Windsor in getting the specifications accepted; the engineer of the building, Gustavo Rodriguez; the second chief of the superintendency of insurance, Mr. Yunge; and the president of the Mortgage Security Bank of Chile, Luis Kappes.

The Foreign Division has not yet heard whether the premium reduction has been authorized.



Demonstrating the non-inflammability of asbestos felt roofing. At left, J. L. Bravo and A. C. Windsor showing the underside of the asbestos felt, which is barely warm. At right, Mr. Windsor holding up the last of the inflammable rag felt.

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It *Couldn't Be Done*—so by using an airplane they *Did* it

L. B. McMillan, C. J. Beckwith, E. Nelson and D. L. Heller, photographed just before the take-off at Chicago, and a close-up of three of the men, taken in the cabin

BY CHARTERING a plane and flying from Chicago to Minneapolis—a distance of 358 miles—in 205 minutes at an average flying speed of 105 miles an hour, C. J. Beckwith, Staff Engineer, Transite section, Industrial Department, and L. B. McMillan, Consulting Engineer, proved that Lewis H. Brown was right when he said "the greatest factor in doing the impossible is to thoroughly believe that it is not impossible to find a way to do it."

It was imperative that Mr. Beckwith and Mr. McMillan take a train out of Minneapolis at 5 o'clock Saturday afternoon, June 16, in order to keep an appointment with a customer.

But on Thursday afternoon, Mr. McMillan, in Chicago, and Mr. Beckwith, in New York, discovered that owing to a flaw in his schedule, Mr. Beckwith could not possibly reach Chicago before 9:40 Saturday morning. The rail distance from Chicago to Minneapolis is 421 miles—a 13-hour ride on the fastest trains.

No wonder everybody said "impossible" and "it can't be done."

That is, everybody except McMillan and Beckwith. They were busy trying to find a way to do it, and they literally "rose to the occasion."

When Mr. Beckwith arrived at the La Salle Street station in Chicago, he was met by E. Nelson, Manager of the Sales Promotion Department, Western Division, and the official photographer, who whisked him to the Stevens Hotel, where they picked up Mr. McMillan. A fast run brought them to the municipal airport where they were joined by D. L. Heller of the Chicago Office.

A four-passenger National Air Transport cabin plane, piloted by Robert M. DeWald, was waiting. At 11:08 the plane taxied down the field, headed into the wind, and at precisely 11:10 it left the ground.

Aided by ideal flying weather and a 25-mile tailwind, the 125 miles to Madison, Wis., were negotiated in 1 hour and 20 minutes. Fifteen minutes were consumed at La Crosse taking on gas.

At precisely 2:50 o'clock the same afternoon the plane made a perfect three-point landing on the Minneapolis flying field, where they were welcomed by S. J. O'Connor, salesman of the Minneapolis Office.

Thus not only had the "impossible" been achieved, but the "pilgrims of the air" had 2 hours and 10 minutes of their time to spare.

The return trip, with only Mr. Nelson and Mr. Heller on board, began at 6:05 p. m. It was not made so quickly, however, as the plane damaged her tail skid in landing at La Crosse, and the next day, at Madison, a heavy rainstorm crippled her engine. A rescue plane, from Chicago, carried the two passengers safely home.

J-M Brake Lining Praised by Winner of Auto Race

"We have the pleasure to inform you that the Madrid-Copenhagen race, which took place June 21 to 23, inclusive, was won by a Buick car equipped with Johns-Manville brake band lining," wrote F. Bulow and Company, of Copenhagen, Denmark, Johns-Manville special representatives in that country.

"The driver, Mr. Knud Danielsen, has told us that the Johns-Manville brake band lining performed excellently during the whole trip, and was of good service to him when passing the Pyrenees and other mountains."

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Dining-Car Comfort

How J-M Products add to the Luxury of Travel



Masticoke flooring is just one more efficient note in this compact "kitchenette."

WHEN, during a business or vacation trip, you have enjoyed the luxury and comfort of a railroad dining car, did you ever think you had Johns-Manville to thank for a part of that comfort?

And yet, if you were on one of the latest New York Central diners, you might have suspected that there was some particular reason for the quiet, and, had you analyzed the matter, you might have guessed that that "reason" was J-M Salamander insulation.

One of the outstanding features about a steel car (and of course all new diners are steel) is that without thorough insulation the car would be absolutely worthless in summer or winter, as it would be impossible to heat it adequately in winter, or to cool or ventilate it in summer. And also, the reverberation of noise throughout the car would be so great as to make the trip unbearable. So, to insure comfort for passengers, the entire car is blanketed with Salamander, an insulation consisting of layers of chemically treated cattle hair fastened between layers of kraft and asbestos papers. This material, which is applied on the inside of the outside steel plates and the outside of the inside steel finish, does not rot, pack down, or otherwise deteriorate.

The warmth of the steel car, in winter, depends to a large extent upon the efficiency of steam-pipe insulation. J-M sponge-felted pipe covering, constructed from felts composed of asbestos fibres, and small particles of spongy cellular material, gives the desired result.

Another item which adds comfort to traveling is the Ozite carpet cushion. This hair felt product, placed underneath the carpet, is used to increase the life of the carpet and to enhance its beauty.

Asbestos ebony switchboard panels and battery box cement are still other J-M products used in these cars.

In the kitchen—that mysterious corner of the dining car which offers to the traveler such a variety of dishes—Masticoke flooring is used. This flooring, in which coke, instead of stone, is used as an aggregate in order to lessen the weight, is both waterproof and sanitary, two desirable qualities for any kitchen flooring.

All J-M business with the railroads is handled by the Railroad and Government Department under the direction of G. A. Nicol, Jr., Vice President and General Sales Manager, and the following Division Sales Managers: R. P. Townsend, Eastern; C. E. Murphy, Central; J. C. Younglove, Western; W. J. Hennessy, Pacific; and L. Papineau; Canadian.



Dining in this attractively designed car is made much more pleasant through the use of J-M insulation and carpet cushions. At right, one of the new cars, photographed from the kitchen side.



E. F. Keen, Boston, Celebrates His 47th Service Anniversary

Edgar F. Keen of the Boston Office was congratulated by his fellow employees on June 21, on having rounded out 47 years of service with the Company. In a subsequent issue of the Circle, Mr. Keen will tell about the growth of the Company during the years he has been connected with it.

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"A Johns-Manville Warehouse on Wheels!"

That's what they call the car Paul T. Phillips equipped for building up a poor sales territory. But it wasn't the car alone that increased Tennessee sales from $12,000 to $100,000 a year.

WHEN asked recently to what he attributed his success in a territory which for years prior to his entrance there had not produced, Paul T. Phillips, recently promoted to Sales Supervisor of the Memphis Sales Office, replied that it was due chiefly to hard work, intelligent effort and long hours.

And Mr. Phillips' statement cannot be doubted, for his methods and results are proof.

A few years ago he was given a territory in the Western Division that had consistently failed to produce more than $12,000 a year. The first year that Mr. Phillips was in this barren territory his securements amounted to nearly $100,000, and to prove that this was not a case of luck, he went out and duplicated the performance last year. For the first five months of this year, too, he went well over his quota.

His car is truly a Johns-Manville warehouse on wheels, as he carries in it samples of everything from millboard to acoustical treatment.

According to Mr. Phillips, the average Johns-Manville country salesman in a territory of this type cannot sell $8,000 or $10,000 worth of material working only eight hours per day. It is necessary to work evenings, making out reports, and driving from one town to another. During the past three years Mr. Phillips has averaged 1,000 miles per week in his car. Also, in the evenings he works with his distributors, and, instead of discussing politics and the miscellaneous news of the day, he talks Johns-Manville, and teaches the J-M line. When Mr. Phillips started in this territory his distributors knew nothing about the line, and as a result 90 per cent of the jobs that were sold were secured by him. It's a different story now, for when he is in one town selling a job, he knows there are distributors throughout his territory who are also selling jobs.

Mr. Phillips is a strong advocate of acoustical correction, and in the evenings he frequently made calls in the interest of acoustics. He has personally called upon over a thousand banks, churches and court houses and actually made an analysis of the acoustical condition.

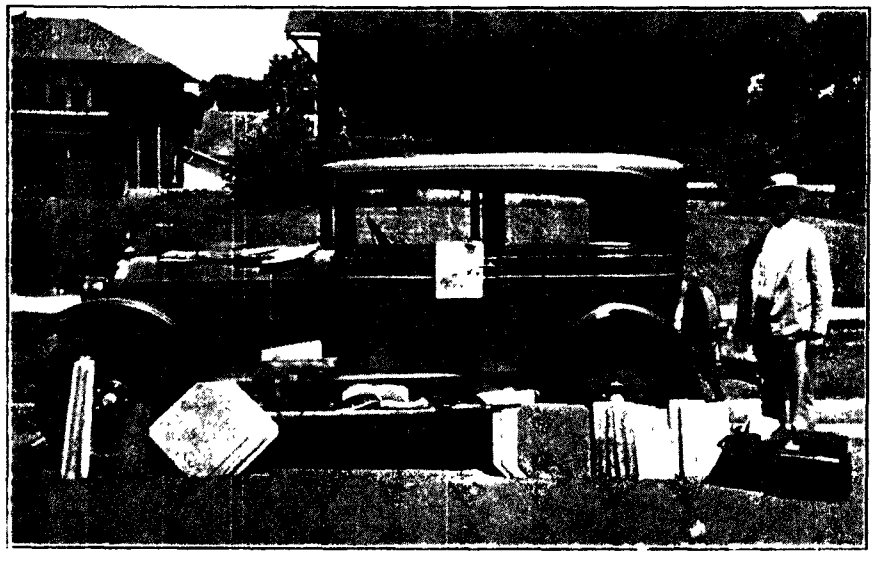
Several months ago he was very anxious to send out some letters to prospects, so he conceived the idea of getting the students of a business college to do this work. This developed into a very close business relationship, and the students of the college did all of his correspondence and also helped him to secure prospects. The students were glad to get the practical experience and Mr. Phillips was glad to get his correspondence done, so they mutually profited.

Whenever Mr. Phillips went out to help on an asbestos shingle roof job or started a new carpenter on a new job, he always carried the booklet "How to apply Johns-Manville Asbestos Shingles."

On numerous occasions where various kinds of dormers had to be contended with and where the roof had to be measured up accurately to make the shingles meet at the top of the dormers, the carpenters needed the "Book Carpenter." Because Mr. Phillips referred to the booklet so much he was called the "Book Carpenter." He says he always felt that by continually referring to the book himself, the carpenters would be more likely to read it that night and the next day be ready to overcome the difficulties by themselves.

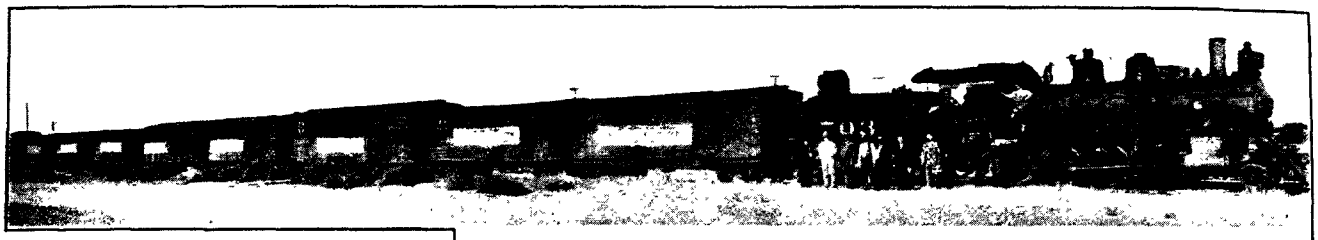
Mr. Phillips' experience shows the value of putting new ideas into one's work. Whenever he saw the slightest opportunity to improve his salesmanship, he took advantage of it. With these methods both he and Johns-Manville have profited.

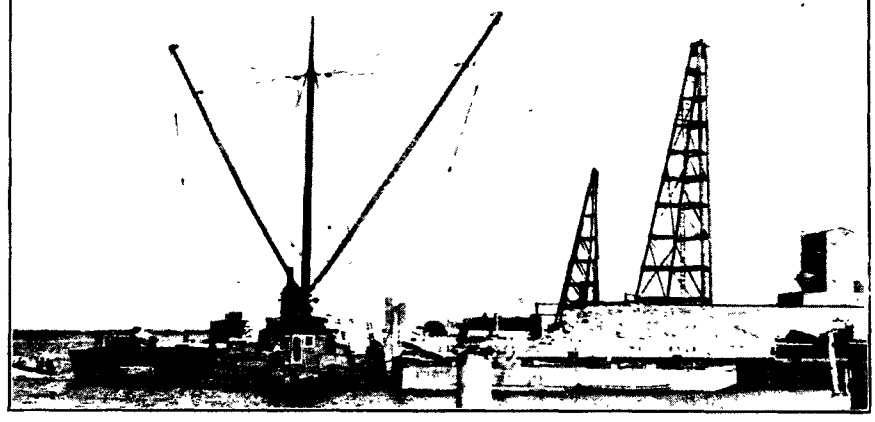
Mr. Phillips started with the Company in 1920, at Houston, as a junior salesman. His ability and hard work soon received recognition and he was transferred to Memphis.



Paul T. Phillips, Sales Supervisor of the Memphis Office, and the car in which he averaged a thousand miles a week.

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The first trainload of material leaving the addition to the Pittsburg, California, plant. This load—one third of a million pounds of roofing—was ordered by one distributor. At right: the first shipment of fibre being unloaded at the Pittsburg plant dock.

Havana Firm to Take Over J-M Activities in Cuba

As a result of the recommendations of C. A. Girvin, Sales Manager of the Foreign Division, and J. L. Wood, General Credit Manager, who have just returned from Cuba, it has been decided to suspend operations of the Johns-Manville Corporation in Cuba. These recommendations followed a study of present economic conditions in the Island Republic.

Arrangements have been made with Sr. Ortega Fernandez, senior partner of Ortega and Fernandez, the most prominent automotive dealers in Cuba, to take over representation on the entire J-M line. In addition, Sr. Ortega Fernandez has taken over the lease on the present Johns-Manville warehouse and office, and the entire personnel, including construction crews.

Ortega and Fernandez operate 135 motor buses in Havana and are interested in 125 additional units. They have branches and sub-offices in 36 points in the Island and will be in a position to give the Johns-Manville Corporation a very wide distribution in Cuba and the Isle of Pines.

The terms of representation have been amicably settled and it is practically assured that this new arrangement will be mutually profitable. The representatives have already placed an initial order covering brake lining, packing and insulation.

The best method of climbing higher is to remain on the level.

—*The Houghton Line*

Celebration Marks First Shipment of Roofing from Pittsburg Plant

A SPECIAL train of 10 carloads of roll roofings and shingles, thundering along the Santa Fe tracks from Pittsburg to Oakland, California, July 10, told the people of the Eastbay District better than anything else could have, that Johns-Manville was shipping goods from its new plant at Pittsburg. No one seeing the train pass could have mistaken the significance of the huge banners stretched across each freight-car door.

The publicity didn't end there, either, for the trucks that delivered the material were also decorated with banners, and the Oakland Tribune, the same evening, devoted a whole page to articles about the new units of the plant, and about Johns-Manville materials in general.

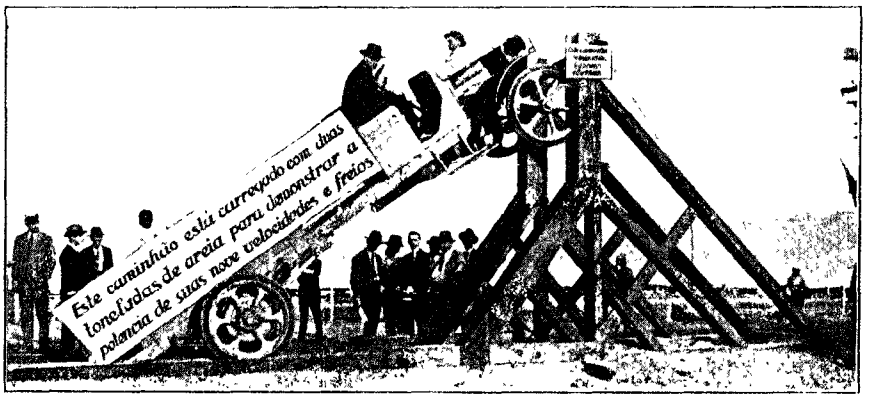
It was J. S. Orr, Oakland salesman, who first conceived the idea of getting his roofing distributor to place an order for the first carload of roofing to be shipped from the new plant. This idea received the hearty cooperation of the distributor, the Cowell Lime and Cement Company, and orders were secured from supporting dealers and approved contractors for 10 mixed carloads. Then R. B. Adams, Sales Promotion Manager in the Pacific Division, prevailed upon the Atcheson, Topeka and Sante Fe to make up these cars into a special train.

Officials of the Chambers of Commerce at both Pittsburg and Oakland participated in the event, a delegation from the former city accompanying the first shipment. The president of the Oakland Chamber drove the first truckload away from the cars, and afterwards he and other members of both chambers and several county officials were luncheon guests of Johns-Manville.

On the evening before, the Company was host at the Elks Club to more than 50 Oakland dealers.

The additional manufacturing units were put into operation with remarkable speed, all the construction having been completed within 90 days. Besides these roofing and paper plants, the Factory will have a 600-foot wharf and warehouse on the edge of Suisun Bay. The water and rail facilities at Pittsburg provide the Company with excellent means of shipping direct to all Pacific Coast points.

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Properly lined brakes keep this truck "up in the air," in the literal sense, only. Seated next to the steering wheel is John T. Jones, general salesman at Sao Paulo, who arranged this demonstration of J-M brake band lining in Rio de Janeiro, Brazil

Here and There in the Field

The Power Behind a Blueprint

The Smith-Emery Company, Analytical Chemists, in building their new quarters were on the lookout for an acid resisting material of which to make hoods, but they did not know exactly what they wanted. By making a blueprint, F. C. Kitson, architectural salesman in Los Angeles, was able to point out several extra places where J-M Transite could be used advantageously. His doing this greatly increased the order from the original intention. While this is not a big order, it points out the real power lying behind a blueprint.

Technical Data a Sales Aid

S. L. Organ, Houston oil industry salesman, with the assistance of L. A. Baldwin, special representative, oil industry section, Chicago, were able to close an order with the Texas Pipe Line Company for insulated tank tops, amounting to about $65,000.

This proposition was started months ago by Mr. Organ's furnishing technical data and other literature to the Pipe Line Department of The Texas Company. Mr. Organ followed up his works by talks and additional data and facts, and in other ways demonstrating to Mr. Hull, President, that these tank tops were the most economical purchase his Company could make.

"Stickers" Brought This Order

H. S. Thomas, salesman in the Springfield section of the Boston District, recently secured an order for 12 Keystone range boiler covers from his distributor, the Oliver and Howland Company of Springfield.

Mr. Thomas says this order was influenced by the willingness of J-M to furnish this distributor with a display cover without charge, and by the use of the Johns-Manville range boiler cover stickers. The distributor is depending upon these stickers, placed on range boilers being shipped, to bring in range boiler cover business.

Commissions from Observation

"Power of observation" does pay, and in the form of commissions. G. P. Decker, power specialties and insulation salesman, Toledo territory, in driving through the oil storage tank farm of the Ohio Oil Company, Findlay, noted workmen applying roofing felts to the tank decks. Inquiry was made at the Purchasing Department in Findlay, and it was learned that the Oil Company bought this roofing felt by the carload.

A short time ago, a telegram was received which made Thomas H. Russell, Sales Supervisor, Toledo territory, take a hurried trip to Findlay. He showed samples, and walked out with an order for 1,460 squares of Medium Planet roofing, to be applied between the tin roof and wood deck. The customer claims this material lessens the amount of condensation that raises havoc with the wood structure and decks in this service.

Brake Tests in Rio de Janeiro

Do brakes lined with Johns-Manville brake band lining hold?

If you want to convince yourself, look at the photograph above, which convinced the people of Rio de Janeiro, Brazil. This demonstration, arranged by John T. Jones, general salesman of the J-M Sao Paulo (Brazil) Office, in conjunction with General Motors of Brazil, was a test of the strength and efficiency of the brakes.

"This truck is filled with two tons of sand, to demonstrate the strength of its nine speeds and efficiency of its brakes," says the sign on the truck, while the sign on the post reads, "This demonstration takes place every day at 4 to 5 o'clock and 8 to 9 o'clock."

In Rio de Janeiro, the capital of Brazil, said to be the most beautiful city in the world, there are approximately 400 auto buses in operation. All but 10 of these use J-M folded and compressed brake band lining. This is an example of the activity of the Rio de Janeiro sales organization, under the direction of Ramiro Correa, which sells about 65 percent of the brake band lining used in Brazil. During the operation of the buses, all on crowded thoroughfares, there has never been recorded a single accident that could be attributed to faulty brake band lining.

Team-Work Brings Results

A year's good team work by the building material salesmen of metropolitan Boston in the Boston District, A. L. Cunningham and F. H. Klein, sold an order of 200 squares of Johns-Manville colorblende shingles to the Home for the Aged and Infirm, owned by the city of Cambridge.

This job was originally slated for a competitor, but the persistency of the Johns-Manville salesmen in showing up the superiority of J-M shingles finally closed the order.

A Good Sales Argument

E. E. Clapsadel, Industrial Department salesman in the Detroit District, after persistent selling, finally impressed upon the Hudson Motor Car Company that quietness in an office is just as important as quietness in automobiles, with the result that two contracts were recently closed for acoustical treatment, amounting to approximately $6,000.

These two contracts include type A treatment for six private offices, the Stenographic Department, Tracing and Follow-up Department, Specifications Department, General Purchasing Department, and General Accounting Department, and type A treatment for the private office of R. D. Chapin, President.

Demonstrating J-M Quality

Just before the Birmingham Office closed a contract for 80 squares of Transite corrugated, to replace a tile roof for one of the largest industries in the Birmingham District, a competitor of Johns-Manville told the chief engineer of the company that he was making a mistake in putting on this material as it was a regular thing for people walking on this type of roofing to fall through.

When the Johns-Manville representative learned the company wished to make further investigation of the Transite, he had sheets of the roofing shipped to the prospect. They

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were laid together on 4-foot centers, and six men stood on the center sheet. The roofing of course supported this load of approximately 1,000 pounds. This piece of material was later thrown in a furnace until red hot, and then immersed in water. Still there was no damage. Then it was put under a hammer and the corrugation was flattened out. The material was held together by the asbestos fibre reinforcement.

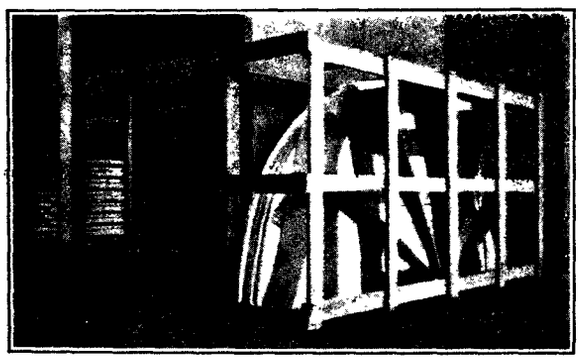
After these tests were made no more questions were asked, and the roofing was applied. This order was followed by one for 90 squares, to replace another tile roof.

A Prospect Since 1861

Built in 1861, the Tuskegee Methodist Church at Tuskegee, Alabama, has been a prospect for J-M acoustical treatment for many, many years. It was not until about six years ago, however, that H. W. Allison, Sales Supervisor of the Birmingham Office, while making this territory, decided that the church might be a prospect, even though its outside appearance rather discouraged this idea. It was followed by two succeeding salesmen, without results, but this year Mr. Allison had the satisfaction of closing a contract.

A Convincing Roof Test

To convince your customer of the superiority of Johns-Manville roofing materials, collect samples of competitive roofing corresponding to J-M white top ready-to-lay, 60-pound felt, and 14-pound felt. Hold both the white top and a competitor's sample under a faucet. When both are wet, rub your thumb across the surface. You will find the surface of the competitor's roofing will rub off. On the 60 and 14-pound felt, bend a corner back and forth. That will show the toughness of Johns-Manville material as compared to other samples.



The ingenious method of crating used at Waukegan Factory on a 6-carload order of sponge sheets for the Union Tank Car Company. These semi-circular pieces were shaped to double radius in the crates. Curved segments for the tank sides were also formed in the crates. By this means drying, forming and crating were accomplished in one operation.

Tons of Blankets Shipped

The Rock Wool Department at Waukegan Factory early in June shipped a large order of blankets to the Roxana Petroleum Company. This order contained 32 pieces four and one-half feet wide, 11 feet long, and six inches thick. Each blanket alone weighed more than 300 pounds. The blankets were built and shipped in individual crates. The Rock Wool Department is working full capacity at the present time making bulk wool, blankets and granulated wool.

Every Order Helps

The following figures show how small orders help to make a large volume of business. Thomas B. Stein, senior salesman in the Wilmington territory, sold 1,354 squares of Transite in four months of this year to du Pont. This total was made up of 33 orders ranging from one-half a square to 170 squares.

New Hospital J-M Equipped

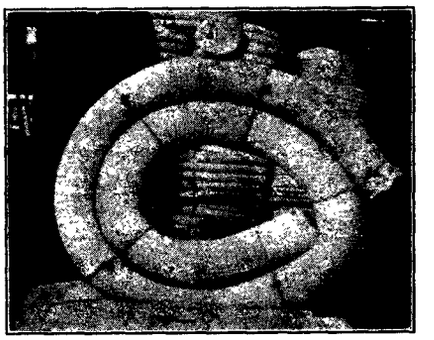
Toledo is to have a new $2,500,000 hospital, "Toledo," and so far, L. E. Jones, industrial building materials salesman, has signed contracts with the general contractors for a super class "A" built-up roof, amounting to approximately $15,000, and acoustical treatment, amounting to nearly $20,000, consisting of Nashkote "B" treatment on all ceilings specified, and Nashkote "A" on labor and delivery room side walls. Mr. Jones was materially assisted by George Kellogg and Harry Fox, acoustical salesmen of the Cleveland Office.

Keen Competition Overcome

Material for one of the largest Class "A" built-up roofing jobs in Pittsburgh and vicinity was recently secured by I. E. Willison, Sales Manager, and R. W. Canon, salesman, of the Pittsburgh District Office. The order includes about 500 squares, applied on a 10-story fireproof warehouse built by the Jos. Horne Company, one of Pittsburgh's largest department stores.

Mr. Willison and Mr. Canon worked hard for three months to secure this contract. The competition was so keen that the contract was taken from competitors only after a splendid argument by Messrs. Willison and Canon over the superiority of a J-M roof, with its 15-year guarantee, to any other built-up roof on the market.

The architects had specified J-M Underwriters Class "A" specification roof or barbers. Bids were submitted, and the contractor accepted the competitor's proposal because of the substantial difference in price. The architects refused to change the specifications, so Mr. Willison and Mr. Canon then started to work on the owners, pointing out to them that they were entitled "under the specifications" to an Underwriters Class "A" roof. They were successful in having the matter opened again, and in having their bid accepted.



The largest size braided packing made at the Manville Factory. This is used for packing stills at oil refineries.

Using "Roofing Sandwiches"

The "Roofing Sandwiches" proved conclusively to the several interested officials of the American Bottle Company, Toledo, that asbestos does offer the ultimate for roof covering. Thomas H. Russell, Sales Supervisor, Toledo Sales Office, made three of these clever and unique demonstrations, in the presence of the President, General Factories Manager, and Director of Purchases, changed the specification from rag felt to asbestos, and landed an order amounting to approximately $12,000, consisting of 1,647 squares of 2-ply 15-pound asbestos cap sheet and 68 squares of combination built-up roofing.

Anticipating Tourists' Needs

In anticipation of the large number of tourists that annually visit the state of Maine, F. E. Grimley secured an order from the J-M distributor in Portland, Maine, Farrar Brown Company, Incorporated, for brake band linings amounting to $4,500. Brakes will be relined by registered service stations that purchase through the Farrar Brown Company.

Buying Shingles by 'Phone

The purchasing agent of a large concern in Los Angeles recently placed an order with Johns-Manville for re-roofing his own home with No. 70 mottled gray asbestos shingles. When writing acceptance of the proposal, he added the following:

"This order is placed as a result of telephone conversation with R. B. Brian, chief

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clerk, in which I requested that he recommend the type of roofing that should be used on my home. I am following his recommendation completely. I have never seen a No. 70 asbestos shingle job nor have I any information concerning them other than that given me by Mr. Brian over the telephone."

A Pat on the Back

A. A. Rasmussen, District Sales Manager of the Mexico District, compliments the Foreign Division on its service, in a letter to C. A. Girvin, Sales Manager.

"I wish to express appreciation on our part and also on the part of the National Railways of Mexico, for the splendid service given on their order. This order was wired to you on April 25, and the first shipment left New York on May 4, or in less than 10 days after the order was received by you. According to advice from the Ward Line, the second shipment will go forward on the "Agwi Star," leaving the port of New York on May 11, or within 15 days after you received the wire.

"Service such as this to the customer is certainly very gratifying to us in that it shows us that we have the whole-hearted support of our home organization, which is indispensable in keeping the good-will of the customer and securing future business."

"Sold" on J-M

One day recently, Arthur Gaible, Cincinnati City Sales Supervisor, started out with his Sales Manual for Middletown because he had had a letter from the P. Lorillard Company saying the Company wanted to re-roof its entire plant.

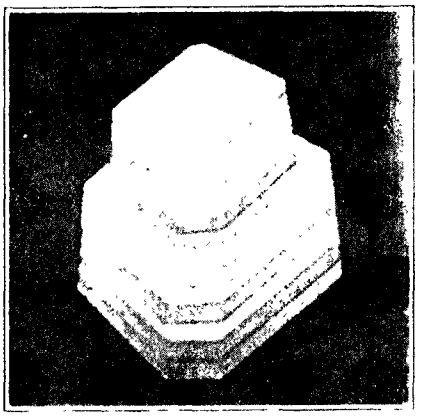
When he arrived he explained what asbestos roofing is, and told how the sun can't suck any oils out of an asbestos felt but eats up any other kind of roofing felt. And just to prove it he pulled out a sandwich and toasted it right there in front of them. Then he reached down in his vest pocket, took out a tooth pick and poked the crumbs.

After that no competitive bids were called for, and Mr. Gaible received an order for 2,200 squares of combination built-up roof.

Making a Shingle Display Board

A display board of rigid shingles used by the Boston Office as part of its window display consists of one of each of the full size hexagonal asbestos shingles, both the No. 60 and No. 70 styles, fastened to a board and to each other, and held together visibly by one of the regular copper storm fasteners. The board has been placed on an angle, making all the styles and colors plainly visible.

The back boards of the display window are made in panel form, each panel, 30 by 36 inches, being shingled with a different style of full size rigid shingles. There are 12 panels in the two big display windows, so that each style and color is represented in a separate panel.



A display board showing the various sizes of rigid shingles, used in the window of the Boston Office.

These panels form a permanent window display of rigid shingles, and whether the main display is of shingles or Asbestocel insulation, the rigid shingle back boards show up prominently.

A Distributor's Recommendation

"Roof Bainbridge, Georgia, with Johns-Manville asbestos shingles" might well be the slogan of the Bainbridge Hardware Company, a connection developed under the new distribution plan, considering the speed with which it is selling and applying J-M roofs in this hitherto untouched territory.

"We are very fast creating a demand for the Johns-Manville shingles, and in all the roofs that we have put on there is not a single leak, nor a single dissatisfied customer," says a representative of the Hardware Company in a letter to J. O. Boylan, Sales Manager of the Merchandising Department, Eastern Division.

"We require all to use copper flashing and valleys; we require all the precautions and rules that will have the effect of making the job permanent; we make workmen eliminate makeshifts. In general the business is good, the shingles are good and look good.

"I believe we will sell many more as soon as we get several roofs on we only have about 10 on now. But you must consider that there had never been a Johns-Manville asbestos roof sold here before we took charge.

"I would like to state further, that the service we get out of the Atlanta branch is the most prompt, carefully handled and generally satisfactory that we receive from any branch of any business with which we come in contact in all our varied lines."

The Best Flooring Anywhere

The *Havana Evening News*, Havana, Cuba, published the following article under date of June 13:

"Two notable and former visitors to Cuba will be here tomorrow in the persons of Mr. C. A. Girvin, Manager of the Johns-Manville Foreign Division, and Mr. L. L. Wood, general manager of the Credit Department, of the Johns-Manville Company.

"Both of these men are known and popular in building circles in Cuba. The products which they represent are covering roofs enough in Cuba to make a covering for the Central Highway, and then some. Their goods are not only on roofs, but on floors, and if they go out to the Polar Brewery, they will find some of the best plastic flooring that was ever laid in this or any other country and it is Johns-Manville plastic flooring, too."

Adjusting Court House Acoustics

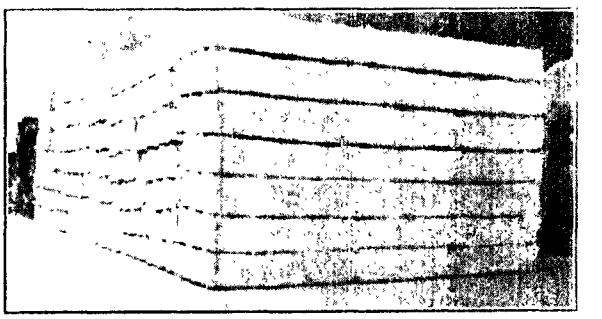
R. F. Orth, salesman in the St. Louis District, recently attempted to get an order for acoustical treatment for the McAlester Oklahoma, courthouse. The following is an article from the first page of the McAlester *News-Capital* on July 5:

"R. F. Orth, of St. Louis, acoustical engineer for the Johns-Manville Company Thursday offered to the board of county commissioners a contract price for remodeling of the two court rooms in the court house for the purpose of elimination of acoustical drawbacks of the rooms.

"The present condition of the rooms makes it nearly impossible for the audience to clearly understand a speech or an address in either of the rooms as the sound of the speaker's voice is amplified many times and the echoes of his words rebound from wall to wall to entirely drown out what the speaker intends to convey.

"Orth's estimate will be passed on by the board and if accepted a crew will be here within a short time to commence the work of installing panels of fibrous material on the walls of the two rooms to adjust the acoustics."

Mr. Orth closed the contract [illegible] amounted to about $5000.



A large order of 8 inch-thick wool blankets shipped from the Cement and Rock Wool Department, Waukegan Factory, to the Nichols Products Corporation, New York. Each blanket weighed 150 pounds net.

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At J-M Meetings

C. F. Sperry of the Omaha Sales Office, assisted by D. S. Boyer, Special Representative, and G. J. Quinlan, Omaha Sales Office Supervisor, recently held a joint meeting with 75 lumber dealers, carpenter-contractors, and architects in Sioux City, Iowa, with films and demonstrations.

On the following day Mr. Sperry secured an authorized distributor and six auxiliary dealers to function under the new authorized distributor.

A series of re-roofing demonstrations were held at meetings of J-M distributors in several Massachusetts towns recently, under the auspices of the Boston District Office.

A meeting on June 12 with the Sawyer Lumber Company, Worcester, and one on June 14 with the Fuller Lumber Company, Leominster, were conducted by H. D. Torr, special representative, Merchandising Department, Boston, A. C. Thompson, salesman, and L. E. Cushman, sales promotion representative. Within one week after the Worcester meeting, an order for a carload of rigid shingles was sent in by the Boston salesman for this distributor.

On June 19, the re-roofing film was shown to the sales and office force of Pope and Cottle Company, at Chelsea, and on Saturday, June 30, it was shown at the headquarters of the Ormsby Roofing Company. South Boston. These meetings were conducted by A. L. Cunningham and F. H. Klein, Boston salesmen, and L. E. Cushman. sales promotion representative. A. R. Gibbons, Supervisor, Dealers Publicity Service, New York, was present at the latter meeting.

Moore and Handley Hardware Company, J-M distributors in Birmingham, held their annual sales convention in June. H. W. Allison, Sales Supervisor, Birmingham Sales Office, gave a talk before this convention in the interest of insulation, packing and electrical materials. Approximately 60 salesmen from the states of Alabama, Mississippi, Florida and Georgia attended the convention.

T. K. Mial, Sales Manager, Central Division, honored the salesmen of the Toledo District at the monthly sales meeting, June 1. A "straight from the shoulder" talk inspired the men to greater effort, and they hope to boost his request for 15 percent more business for the remainder of the year, in comparison with last year's volume.

Members of the Cleveland City Sales Department have been discussing various Company materials in their Saturday morning meetings. They are well pleased with the results and plan to continue this program because of the interest aroused and the fact that valuable sales points and lines of approach are always brought out.

Each salesman has a subject assigned to him in advance. He prepares a 10 to 20 minute talk, bringing out new sales helps and technical data. A general discussion follows.

A plan is also under way to include talks on various industries such as glass, steel and gas, and on equipment business of all kinds. This would embrace a short outline of the various manufacturing processes, and would show how and where J-M products can be used in the industries.

The film "New Roofs for Old" was shown at three well attended contractor meetings on June 19, 20 and 21 in Sioux City, Iowa, Norfolk, Nebraska and Beatrice, Nebraska, respectively. These dinner meetings were arranged by Charles F. Sperry, J-M representative at Sioux City, G. J. Quinlan, Sales Supervisor of the Omaha Sales Office, and D. S. Boyer, special representative, Chicago District.

After the showing of the film in Sioux City, Messrs. Sperry and Quinlan demonstrated the application of shingles to a roof deck and then the meeting was given over to discussion. The day after the meeting at Sioux City, Mr. Sperry signed up six auxiliary dealers and one authorized distributor and secured direct orders for approximately 400 squares of various colors rigid hexagonal method asbestos shingles.

Mr. Ruth, President of the J. H. Von Steen Company, local J-M distributors, at Beatrice, Nebraska, expressed himself as extremely pleased over the way the Beatrice meeting was conducted, as well as the favorable reaction of the contractors.

Sales meetings are being held every Monday morning at the St. Louis Office and the results obtained from these meetings have been very satisfactory. At the last meeting, the subject of built-up roofing was discussed and many interesting and helpful points were brought out. Approved roofing contractors in St. Louis attended this meeting. Distributors and contractors interested in the particular subject to be discussed at these meetings are always invited to participate.

The National Association of Power Engineers of New York State held its convention in the Onondaga Hotel, Syracuse, New York, on June 7, 8 and 9. Johns-Manville was represented, not only by its own exhibit, but, also, by Smith-Murray, Inc., and Syracuse Supply Company, approved insulation contractors and packing distributors, respectively, in whose exhibits Johns-Manville materials were very much in evidence. R. B. Ross, industrial salesman, is secretary of the local organization and much credit is due him for the success of the convention and show.



One of five cars bound for Winnipeg, from Asbestos—the largest single shipment of pipe covering ever made by the Canadian Factory. The men responsible for the quick service on this order, made up and shipped in eight days, were, left to right: R. J. Morrison, superintendent; W. McCullough, foreman; A. Cote, assistant foreman; and J. Marcoux, crater.

E. E. Deem of the industrial roofing and building materials and acoustical section, Industrial Department, Central Division, attended the regular monthly sales meeting at the Erie Office on Friday night, June 8. He discussed J-M roofing and building materials with the various territory representatives.

Birmingham Sales Office held a carpenter-contractor meeting with a distributor, the Alexander City Manufacturing Company, at Alexander City recently. C. J. Flanagan of New Orleans Office was present. These meetings are a great help in securing rigid shingle business, says H. W. Allison, Sales Supervisor, Birmingham Sales Office.

The District Managers and Sales Department Managers of the Western Division met at Western Division Headquarters in Chicago on May 31, June 1, and June 2.

"The best way out of a difficulty is straight through it."

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THE J-M CIRCLE

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Associate Editors

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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

George L. Fuller, *Asbestos*
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

"It's Always Been Done This Way"

There are few things so good they cannot be improved upon. That is why a suggestion system such as ours is of real benefit to all of us. It is a challenge to the statement "It's always been done this way." Useless and out-of-date practices sometimes continue for years, just because no one ever *thought* to change them, as the following story from *Timely Figures* points out:

"An editorial writer in The New York Times recently reminded us that when Lord Northcliffe bought the London Times he discovered a small room which a man who carried a leather bag entered every Saturday afternoon, emerging with the bag on Monday morning. The new owner asked various executives of the Times who the man was and what his errand. None could answer. Eventually the inquisitive Northcliffe lay in wait for the mysterious visitor and learned the truth. Fifty years before, it happened that the editor of the Times desired to send a correspondent to Egypt on an errand demanding haste. But it was a Sunday, there was insufficient cash in the counting room and the banks were closed. The result of this embarrassment was an arrangement by which the Bank of England sent a messenger with £2,000 to the Times office every Saturday, and he remained "on tap" in the little room until the resumption of banking business on Monday. His services were never needed and the object of his presence was forgotten, but in time he and his bag became an institution.

"All their lives many people keep on doing things because they have always been done. Men carry keys long after the locks they fitted have been destroyed."

The same is true in business. Certain practices are continued because away back in the company's early history somebody probably required them. It takes new ideas, from new sources, to change these ways.

Employees Are Awarded Prizes for Suggestions

Fifteen suggestion awards totaling $105.00 have been reported by the suggestion committees since the publication of the list in the July issue of the Circle. These awards, made to 12 employees, include one $25 prize and five $10 prizes:

Name	*Award*
ASBESTOS FACTORY	
W. N. Reakes	$2.00
W. N. Reakes	5.00
W. McCullough	2.00
W. McCullough	5.00
Ovila St. Ours	10.00
Horace Pepin	10.00
CENTRAL DIVISION	
Guy P. Decker	10.00
J. A. Vetter	10.00
H. C. Malham	5.00
CINCINNATI FACTORY	
Abe Kraak	2.00
Abe Kraak	25.00
EASTERN DIVISION	
Clayton Yates	10.00
MANVILLE FACTORY	
Bruce Bavis	5.00
W. M. Dewitt	2.00
WAUKEGAN FACTORY	
H. J. Robarge	2.00

C. L. Bates, Waukegan, Is Now Superintendent of Pittsburg Factory

C. L. Bates, formerly Superintendent of the Roofing and Shingle Plants, Waukegan Factory, has been promoted to Superintendent of the Pittsburg, Calif., Factory. On the eve of his departure, Mr. Bates was guest of honor at a party and dinner given by the superintendents and heads of departments at Waukegan and at a stag given by the men of the Roofing and Shingle Buildings, Waukegan Plant, at the Golden Gate Inn, May 26. In the course of the evening he was presented with a beautifully designed ring.

"While the fellow was hunting for the 'Key to Success,' his neighbor put his shoulder to the 'Door of Opportunity,' and to the surprise of them both, the old 'Door of Opportunity' was not locked."

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E. R. Williams Appointed on Heat Insulation Committee

E. R. Williams, engineer in charge of the Insulation Testing Laboratory at Manville Factory, has been appointed a member of the Heat Insulation Committee of the National Research Council and of the Sub-Committee on Test Codes for the Steam Temperature Range.



E. R. Williams

Mr. Williams came to the Johns-Manville organition 12 years ago, shortly after his graduation from Dartmouth College. His entire time with the company has been spent as an assistant to L. B. McMillan, Consulting Engineer, who heads the Committee on Heat Insulation. Mr. Williams has been continuously engaged in the testing of and research on heat insulation.

Promotions and Transfers

H. A. Cooke, formerly in charge of construction, Detroit Office, has been transferred to Syracuse to be special representative of the industrial roofing, building materials and acoustical section, New York State District.

P. T. Phillips has been promoted to Sales Supervisor for the Memphis District and C. H. Plackmeyer of the St. Louis Office has taken over Mr. Phillips' territory.

C. V. Holmes has been appointed special merchandising representative in the St. Louis District, succeeding the late J. C. C. Morris. C. M. Higgins has been transferred to Mr. Holmes' former territory, while D. C. Goff, former salesman in Kansas City, has been transferred to the territory vacated by Mr. Higgins.

F. E. Michel, formerly handling textile dryer work at the Boston Office, has been appointed a staff engineer, assisting C. G. Dandrow, in charge of paper and lumber industry section, General Industrial Department.

G. G. Morrison, formerly of the automotive section, St. Louis District, has been transferred to Kansas City as a special roofing representative, F. T. Dolen of St. Louis has also been transferred to Kansas City. T. L. Bonroe has succeeded Mr. Morrison in the automotive section.

Maurice Daniels has been promoted from shipper to assistant to Traffic Manager at Nashua Factory.

W. P. Gundlach, who for a number of years has been roofing salesman in Kansas City, Cincinnati, and various points, has been promoted to the position of special built-up roofing inspector.

Bruce Owen, formerly chief clerk in Houston Office, has been transferred to the sales force, handling building materials in the city of Houston.

L. E. Cushman has been promoted from chief clerk of the Industrial Department, Boston District, to sales promotion representative for the Boston District. G. A. Payne, assistant to chief clerk, Industrial Department, will succeed Mr. Cushman, and Frank K. Foster, office boy, has been promoted to clerk in that department.

R. W. Hoffman has been appointed Sales Supervisor at Kansas City succeeding R. J. Stewart, who was transferred to Chicago.

Walter I. Davidge, engineer, power specialties section, Western Division Industrial Department, has been transferred to Supervisor of the insulation section, Merchandising Department.

J. M. Gano, for many years a capable foreman of construction in the Central Division, has been appointed to the newly created position of roofing inspector with headquarters at Cleveland.

Fay Jarvis, Sales Supervisor, Memphis Sales Office, has been transferred to the Kansas City Office to take up other important duties there.

David Shepherd, formerly industrial salesman, Elmira Sales territory, has been appointed chief clerk, New York State District.

June 1, H. C. Harrison, former clerk in the Denver Office, was made junior associate of R. H. Kimball, in Denver city, northeastern Colorado, and western Nebraska sales territory.

Effective June 1, J. H. Nash was transferred from Eastern Division to Staff Engineer, acoustical section, General Industrial Department.

J. R. Shannon has been transferred to Beaumont, Texas, to replace E. L. Owens, who has been transferred to the New Orleans District.

Miss Christine Morrison, formerly stenographer in the Accounting Department, has been promoted to Factory bookkeeper at Asbestos, Que.

George Buchanan has been promoted to the Stock Department at Asbestos, where he is collecting data for the standardization of stores control.

Miss Gertrude Steele, formerly Purchasing Department stenographer at the Asbestos Factory, has been transferred to the Order and Traffic Department.

W. N. Reakes, who has been in charge of fibre regrading at Mill 3, Asbestos Factory, has been transferred to the Engineering Department on general research work, effective June 1.

John McLean, accountant, has been promoted to the position of assistant office manager at Asbestos.

Maurice J. Powers, Assistant Superintendent of Paper Mill at Waukegan, left June 11 for Pittsburg Factory to assist in getting the paper machine and beater room ready for operation.

Harry Hays, beater engineer at Waukegan, will be in charge of beater room at the Pittsburg Factory and Kenneth Andress, machine tender at Waukegan Factory, will run the paper machine. Grover H. Simpson has taken up the duties of beater engineer at Waukegan Factory, relieving Harry Hays.

H. M. Dipert, formerly automotive salesman in Oklahoma under the St. Louis District, is now a general line salesman in southwestern Oklahoma.

C. S. McDowell, machine tender at Waukegan for the last four years, left for Pittsburg, Calif., June 11 to take charge of the roofing machines at the new plant. A. W. Sherwood, the still room foreman at Waukegan, went to the Pittsburg plant to assist in starting the roofing plant in production.

On July 2 W. C. McGinnis was transferred from the Paper Mill Department at Waukegan Factory to the Accounting Department.

E. J. Hampson, assistant cashier, assumed the additional duty of employment manager on June 4, succeeding Jake Blumberg, who has been assigned to night duty.

Lonsdale Green Superintends Acoustical Job in London

Lonsdale Green, Jr., Sales Supervisor, acoustical section, Eastern Division, sailed for London, England, on the Aquitania July 9, to superintend the first big foreign construction job of acoustical treatment. This order, amounting to approximately 20,000 square feet of Nashkote type B, was received from the Sun Life Assurance Company of London.



Lonsdale Green, Jr.

The Royal Assurance Company in New York City gave Johns-Manville an order and through them, the Sun Life Assurance Company of Canada later placed an order. The latter was responsible for the London contract, since it controls the Sun Life Assurance Company of London. This contract was secured by E. V. Anderson, Sales Manager, European District, against direct competition with British materials.

L. S. Ayars, Jr., will be acting head of the acoustical section in Mr. Green's absence.

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Within the Circle

Eastern Division

A. R. GIBBONS, *Associate Editor*

Raymond E. Shelmire, junior salesman in the Camden territory, is the proud father of a baby boy, born June 12.

The Buffalo employees have moved into their new headquarters at 629 Jackson Building, 220 Delaware Avenue, Buffalo.

The Niagara Asbestos Corporation, 208 Main Street, Buffalo, has been appointed approved insulation contractors. The organization will handle J-M stock and perform all insulation contract work for the Buffalo District.

Frank L. Bush, salesman for the State of Vermont, secured an order from the State for 180 squares of mottled blue black No. 5 rigid asbestos shingles to be used on the State Hospital at Waterbury. This order is one of the many that Mr. Bush hopes to secure in the rebuilding of property damaged in the recent Vermont flood.

John Richard Boylan was born June 25 at the home of Mr. and Mrs. J. O. Boylan at New Rochelle, N. Y. Mr. Boylan is Sales Manager of the Merchandising Department, Eastern Division.

The Boston and Maine Railroad, Boston, Mass., is rebuilding its railroad station and adding an office building. C. D. Folsom, railroad salesman at Boston, and S. E. Hazard, Boston insulation salesman, secured an order for $14,000 worth of Johns-Manville built-up brine and ammonia insulation for this job.

Miss May B. Prettyman, former J-M Circle reporter from the Philadelphia District, has resigned from the company and was married at 6:30 Saturday, June 30, to Norman Sherrerd of Haddonfield, New Jersey, at the Northminster Presbyterian Church in Philadelphia. Mr. and Mrs. Sherrerd are living in Haddonfield.

On June 1, G. S. McLaughlin entered Johns-Manville employ in the Boston District as architect service representative for metropolitan Boston.

Mr. and Mrs. Alfred Evans are the proud parents of a baby girl, Joan, born June 7. Mr. Evans is an automotive salesman in the Philadelphia District.

Miss Lila May Morrill, secretary to G. W. Esler, Jr., Sales Manager of the Boston District, announced her engagement on July 4 to David Noonan. The wedding will take place on October 27.

The daughter of H. M. Slauson, Sales Supervisor, New York City Sales Office, is taking a three months' trip through France, Germany, Switzerland, England, and Italy.

C. T. Dearborn, Sales Supervisor for metropolitan Boston, in the Boston District, offered a hat, choice left to the winner, to the salesman under his supervision who showed the greatest increase in business during the month of June over the previous month, May, 1928. When the Circle went to press the contest had just been completed, but information was not available as to which salesman won the hat. Mr. Dearborn said if the increase in business was worth while he would repeat his offer the next month.

Arthur Pahpol entered Johns-Manville employ in the Boston District as office boy, replacing Frank K. Foster, promoted.

The Philadelphia Athletics are pickers of good roofs as well as good ball players. A Johns-Manville asbestos built-up roof was sold to them by a Philadelphia salesman, J. M. Watt, four years ago, and an inspection made recently showed the roof in good condition. The inspection was made while the Athletics were on a trip through the west.

The engagement of Miss Doris Elizabeth Mowbray, daughter of Mr. and Mrs. John Mowbray, to Edward D. Pakenham, Jr., son of Mr. and Mrs. Edward D. Pakenham, was announced July 5 at a luncheon at the St. Regis Hotel Roof Garden, New York. Mr. Pakenham is a graduate of Lehigh University, class of '26. He has worked for the Philadelphia District for a year and is now a junior salesman. Mr. Pakenham, Sr., is Staff Manager of the commercial roofing and building material section, General Merchandising Department.

C. T. Dearborn, Sales Supervisor for metropolitan Boston, Boston District, has recently secured several orders totaling $6,000 for Asbesto-sponge felted and Superex insulation to replace material damaged and destroyed in the recent fire at the Beacon Oil Company, Everett, Mass.

C. A. Kissinger, salesman in Wilkes-Barre territory, and Miss Ruth Johns of Wilkes-Barre were married June 10.

Central Division

H. W. KIEL, *Associate Editor*

Garfield J. Nutten has been added to the sales force of the Toledo Office, which now numbers six salesmen. He will call regularly on all hardware stores, laundries, bakeries, garages, hotels, plumbers and steam fitters, small sheet metal and roofing contractors and any small industrial concerns not covered by other salesmen.

J. W. Blemker has been appointed special representative of industrial insulation, power specialties and electrical materials in the Cleveland District.

George H. Smart is a new salesman in the Youngstown District handling both industrial and merchandising lines.

Louis J. Karnok of the Cleveland City Sales Department received an order for eight No. 300 pump valves from the Saginaw Bay Company, the first order for the new valves closed by any Central Division salesman.

Ralph N. Dytche is a new roofing salesman in the Erie Sales Office.

Detroit City Sales Office has employed a new architectural representative in the person of R. E. Ruebekam.

Lansing has added another industrial salesman, J. W. Eby, to its staff.

G. O. Hartzell, building materials salesman in Toledo, gave a vivid description of his recent trip to the Waukegan Factory. Mr. Hartzell was particularly impressed with the cleanliness of the entire plant, and the system of production.

P. B. Geitz, Sales Supervisor, automotive



The Detroit Office of the Johns-Manville Corporation at 2778 East Grand Boulevard

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section, spent a very enjoyable and interesting week at the A. E. A. Convention at Mackinac Island with J. T. Spicer.

Western Division

E. NELSON, *Associate Editor*

L. B. Page, Sales Supervisor, Erie Sales Office, attended the Rotarian Convention held in Minneapolis June 18 to 22 and while there visited the Minneapolis Office.

The Dallas Office has been moved into suite 1416-17 Magnolia Building, Dallas, Texas.



An order of Asbestos Metallic lining recently shipped to Sterling Motors Company at Milwaukee, Wisconsin, from Waukegan Factory.

C. E. Vance, special insulation and power specialty representative, Chicago, spent some time in Houston District, traveling with Houston salesmen and distributors' salesmen.

A. Foster, Wisconsin salesman, worked with the Board of Education at Eau Claire on the new Eau Claire Junior High School and finally succeeded in getting an order for application by a J-M approved contractor. The order amounted to about $4,000 and included 230 squares of No. 70 mottled gray shingles and 35 squares of class A built-up roofing on the flat portion of the roof.

Thomas J. Kitts, northern Michigan salesman, calling on the mines of the copper and iron district, obtained an order from the Montreal Mining Company of Ironwood, Michigan, for 161 squares of No. 70 duplex shingles.

Stanley Zyck, a laborer employed by the Construction Department, in the Chicago District, died following heat prostration.

H. E. Hill, automotive representative in Louisiana, Mississippi, and Alabama, spent a week in Birmingham territory securing some brake lining business and establishing service stations.

Theodore R. Lemmer has been added to the force of the Chicago District in the capacity of market analyst.

H. W. Allison of the Birmingham Office attended a meeting of the sales supervisors in New Orleans recently.

Helen Siegel is a new employee in the Chicago District Filing Department, succeeding Frances Smith.

Donald McKenzie, Jr., has re-joined the Company, and is connected with the Industrial Department, Chicago District.

E. E. Colburn, special representative, industrial flooring section, Western Division, spent June 26 and 27 at the Memphis Office following up industrial flooring prospects.

Jacob Lewis Caskey has been added to the sales force at Indianapolis.

The father of Thomas W. Stevens, special representative, Merchandising Department, Chicago, died recently at Richmond, Indiana.

A son was born June 17 to Mrs. Pearl Dopheide, until recently an employee of the Chicago Statistical Department.

L. H. Inglee, Sales Office Supervisor at Denver, was called to Connersville, Indiana, on June 16 on account of the death of his sister. He visited the Chicago Office on his return to Denver.

Milton B. Roth of the Chicago District was married June 9 and left for a week's honeymoon in Northern Wisconsin and Michigan. A gift was presented to Mr. Roth by members of the Chicago District Office force.

Edward J. Fraher of the Chicago Merchandising Department was selected as a member of the special grand jury, composed of prominent Chicago business men, investigating irregularities of the recent Chicago election.

N. A. Campbell, former employee of the Milwaukee and Chicago District Offices, returned to the Company recently to work in the Milwaukee Office.

L. R. Schuman, who resigned from the Company June 1 to accept a position as President of the Newton Lumber Company, Pueblo, Colorado, one of the largest lumber and roofing distributors in that state, has been in the employ of Johns-Manville for the past 10 years. Johns-Manville employees offer him most sincere congratulations on becoming the president of one of the oldest and best established building material supply houses in Colorado, and extend to him their best wishes for an unlimited success.

Miss Myrtle Belot, of the Dictaphone Department, Chicago Office, announced her engagement to George W. Gilbert.

Mrs. K. G. Holland of the Kansas City Sales Office, has been appointed a J-M Circle reporter in place of V. Landreth, who has been transferred to St. Louis.

Pacific Division

E. N. CHRYSLER, *Associate Editor*

Fred Miller, salesman in Tacoma, Washington, was married on June 9 to Miss Ann McEntee of Portland. They took a honeymoon trip to California, and are now at home in Tacoma.

C. A. Harmon, formerly country salesman in Los Angeles District, is starting out for himself as a shingle and roofing applicator of Johns-Manville materials. George Rucker, formerly special automotive salesman, Los Angeles District, will succeed Mr. Harman as general salesman in the Riverside-San Bernardino territory.

Guy A. Barker, of the staff of the Pacific Division Industrial Department, spent two weeks in Seattle District during July.

H. W. Mattice, assisted by L. R. Mills, will handle automotive sales in the entire Los Angeles District territory.

A. A. Beckwith, Manager of the procedure section, Executive Department, arrived in Los Angeles, July 7, and on July 10, in a sales meeting of the Los Angeles District, explained the new salesmen's compensation plan. It was favorably received by the salesmen. P. A. Andrews, Pacific Division Sales Manager, was also present.

Miss Marie M. Kernan has been employed as stenographer in Los Angeles District office, succeeding Miss Barclay.

To W. F. Steigerwald, general salesman, Los Angeles District, goes the honor of pressing the button at the formal opening of the new Pittsburg Factory. He won this distinction by having the highest percentage of sales to quota of any salesman on the Pacific Coast, his securements for the month of June being nearly twice his quota for that month.

George Rucker, general salesman, Los Angeles District, was married on July 4.

F. P. Byington spent a week in Los Angeles in June. He and F. C. Kitson, architectural salesman in Los Angeles District, attended a meeting held by the American Institute of Architects. Mr. Byington gave a short talk regarding the Producers' Council.

Canadian Division

G. H. MEREDITH, *Associate Editor*

E. F. Norton, engineer, electrical and public utilities section, Industrial Department, Eastern Division, visited Montreal during the week of June 24 in connection with Johns-Manville Orangeburg fibre conduit and Orangeburg underfloor duct business.



An order of brake blocks shipped from Waukegan Factory to the Lufkin Foundry and Machine Company at Lufkin, Texas.

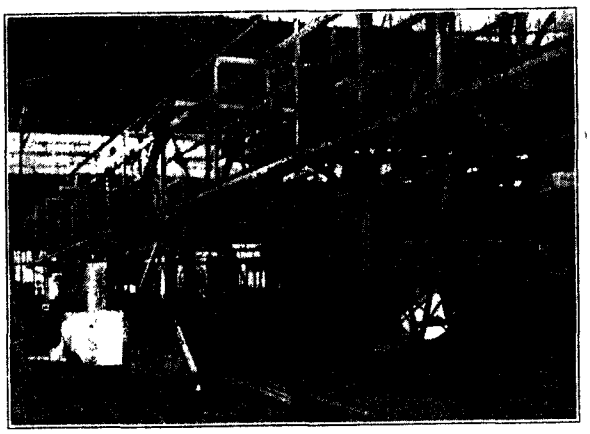
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L. J. Papineau, Sales Manager, Railroad and Government Department, Canadian Division, and H. Flannagan, Railroad Department, together with several other J-M men, visited the Atlantic City Convention the latter part of June and stopped for a visit at the General Office in New York before returning to Canada.

Foreign Division

E. A. McLAUGHLIN, *Associate Editor*

Fratelli Pirozzi, of Naples, special representatives of the Johns-Manville Corporation in Italy, report that they now control 60 percent of the asbestos trade in southern Italy, although they were appointed J-M representatives in this territory less than a year ago.



Il y a quelques semaines Mons. Le Curé bénissait les mariages de Mons. H. Lambert avec Melle. Y. Poirier et celui de Mons. A. Grimard avec Melle. S. Lambert soeur de M. Lambert. Le dejeuner fut servi chez M. Napoleon Poirier, et les nouveau mariées avaient passes quelques jours a Montreal.

Ces jours derniers la mort est venue moissoner M. Jean Paul Boisvert age de 17 ans. Il etait le fils de M. Honore Boisvert employée de la mine pendant plusiers annees. Nous offrons nos sympathies a la famille.

Mons. A. R. Johnson, et Mons. W. N. Reakes avaient été a Trois Rivieres la semaine passe comme representatives local a l'assemble annuel des Eclaireurs (Boy Scouts).

Manville Factory

C. K. DILLINGHAM, *Associate Editor*

Mr. and Mrs. John Zelesnick of Manville have announced the engagement of their daughter Susan, to Joseph Kugler of Raritan, N. J. Miss Zelesnick is employed as a stenographer in "C" Building Office.

John Raymond Robson, formerly with the General Asbestos Company of Charleston, S. C., and with Stokes Asbestos Rubber Company of Trenton, N. J., has accepted a position at the Manville Factory.

Joseph Antinelle, of the Roofing Department, and Miss Mary Stansley were married at Manville Sacred Heart Church, on Sunday, June 24, by the Rev. Father Franks.

George V. Larkin, a graduate student of Massachusetts Institute of Technology, Robert E. Murphy, a graduate of Providence College, 1925, and of Massachusetts Institute of Technology, 1928; Clarke H. Kirkman, a graduate of New York University of the class of 1928; and Robert Wellington Page, graduate of Dartmouth College, 1927, and of Amos Tuck School of Business Administration and Finance, class of 1928 have begun a prescribed course of training in the Textile Department at Manville Factory.

Andrew Korosec of the Roofing Department, and Anna Dudinec were married June 9 at St. Mary's Greek Catholic Church by Rev. Method Goydick.

On Sunday, June 17, Miss Ethel Richer became the bride of Samuel Silla at a nuptial mass celebrated in the Sacred Heart Church, Manville, N. J. Both Mr. and Mrs. Silla are employed in Manufacturing Department, "C" Building.

J. J. Egbert, one of the oldest employees at Manville, having been with the Company 39 years, recently returned to work after spending eight weeks at home on account of illness.

On Saturday, June 9, at 2:30 p.m., Miss Susan Homyak became the bride of Michael Cheswick, in St. Mary's Catholic Church, Manville, N. J. Mr. and Mrs. Cheswick are both employed in Manufacturing Department, "C" Building.

Joseph Fink of the Service Sheet Department and Miss Katherine Emmons of Sommerville were married June 16.

Asbestos, (Que.,) Factory

GEORGE L. FULLER, *Associate Editor*

The Factory employees desire to extend their sympathy to the family of their late co-worker, M. E. Pellerin, who died very suddenly of pneumonia. Mr. Pellerin had been employed in the factory for about one year.

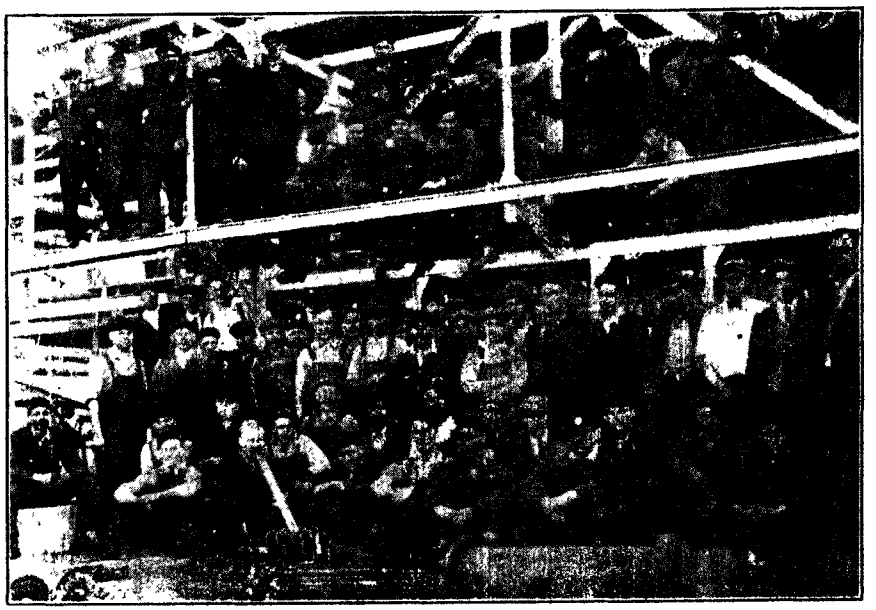
Les employees de la manufacture offre a la famille du feu M. E. Pellerin leurs sympathie. M Pellerin avait travaille dans la Manufacture pendant un an.

Wm. McCullough, foreman of Department 3, is the first Asbestos Factory man to receive an award for suggestions offered.

The Factory Pipe Covering Department prepared for shipment five car loads of pipe covering for Winnipeg, all special order, in a period of five days. This constitutes the largest single order of covering ever shipped from the Canadian Factory.

William B. McKay entered the Company recently as Factory cost accountant. Mr. McKay was formerly office manager for the Manville Jenckes Company at Pawtucket, Rhode Island.

Miss Phyllis Clark has been employed as Purchasing Department stenographer, replacing Miss Gertrude Steele, transferred. Miss Clark recently graduated with honor from Stanstead Business College.



Equipment for the Pittsburg Factory, and the Waukegan Erection and Repair Department crew who built this ply machine and all the other roofing and paper mill equipment sent from Waukegan to Pittsburg. This ply machine is the last large piece of construction to be done.

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The second annual shirt waist dance held by the Manville Social Club, Inc., on Saturday, June 30, was well attended and greatly enjoyed.

Cincinnati Factory

T. R. TURNBULL, *Associate Editor*

The daughter of L. J. Spangler, Superintendent of the Factory, is recovering from a very serious illness.

T. R. Turnbull has moved into his new home on Mills Avenue, Wyoming, Ohio.

Nashua, (N. H.,) Factory

E. C. HOPKINS, *Associate Editor*

J. C. MacIldowie, General Superintendent is on duty again after a long illness.

Frank Finch, Jr. has returned to work after two months in a local hospital.

Miss Dorothy Ruf and Cecile St. Onge have been added to the Billing Department staff as typists.

Miss Myra Tully, clerk in the Billing Department, and Richard Duncklee of the Drafting Department, were married in June, and have just returned from their honeymoon vacation.

A son, Wallace, Jr., was born to Mr. and Mrs. Wallace Gates, Friday, July 13. Mr. Gates is a press man in Electrobestos Department.

Waukegan Factory

J. E. BEGERT, *Associate Editor*

F. J. Eisenhardt, Superintendent, S. Collier, Chief Chemist, and all the foremen of the Packing Department enjoyed a chicken dinner and stag party at Rother's Resort at Grass Lake, Illinois, Saturday, June 16.

Miss Marion Regina McMahon, Tabulating Department, was married to Roy J. Paulsen, Magnesia Department, on June 13 at the Immaculate Conception Church, Waukegan, the Rev. Francis J. Shea officiating.

Fred Jestila, Traffic Department was married on June 11 to Miss Elsie Norberg, Winthrop Harbor. The ceremony was performed on the stage of the Genesee Theatre, Waukegan, in the presence of 2,000 spectators.

A. P. Karno, Office Manager, underwent a major operation at the Victory Memorial Hospital, Waukegan, on June 11 and is progressing favorably. During Mr. Karno's illness his father died at his residence in Bound Brook, New Jersey.

General Office Personals

FLORENCE MUIR, *Reporter*

R. W. Estey, formerly with the Barrett Company, has been appointed assistant to J. M. Berdan in the development of built-up roofing. He will make a thorough market analysis of this field.

Edward B. Childs and Herbert G. Johnson have been added to the General Accounting Department staff.

Miss Jean Marie Pagan has entered Johns-Manville employ as a typist for E. V. Rinehart, Staff Manager of the Engineering and development section of the Industrial Department.

Miss Marion De La Fuente has joined the Johns-Manville organization as a typist in the General Correspondence Department.

A new utility stenographer in the General Service Department is Miss York.

Miss Constance Falls has recently entered the Company as a stenographer in the engineering and development section of the Industrial Department.

C. G. Dandrow, in charge of the paper and lumber industry section, General Industrial Department, and his secretary, Mrs. Helen Maguire, were married at "The Little Church Around the Corner" on June 30. In their honor, and in honor of Miss Leslie Rintz, former secretary to E. V. Rinehart, Staff Manager, engineering and development section, Industrial Department, who is to be married in the fall, the seventh floor employees gave a shower on June 29. In addition to household articles, Miss Rintz received a set of silver from several of her friends, and Mrs. Maguire was given a set of dishes and several other useful gifts. Miss Rintz resigned from the Company June 30.

R. E. Broderick, formerly of the National Dry Kiln Company, has been appointed a staff engineer assisting C. G. Dandrow, in charge of paper and lumber industry section, General Industrial Department.

Miss Margaret E. Clarkson has entered Johns-Manville as a clerk in the Railroad and Government Department.

L. G. Foxwell, Eastern Division engineer, Railroad and Government Department, was married June 30 in Lincoln, Nebraska, to Miss Goldye Kaffenberger. It was a double wedding with Miss Kaffenberger's twin sister as the other bride.

Miss Hazel Laury entered the Company July 9 as stenographer for W. N. Allman, Railroad and Government Department.

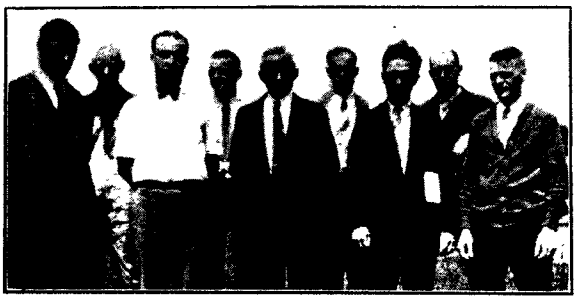
J. T. Spicer, Staff Manager of the automotive section, Merchandising Department, is the father of a 7 pound son, John Thomas Spicer, Jr., born July 5 at McKinley Hospital, Trenton, N. J.

Miss Gertrude M. Stein is the new Reception clerk on the fourth floor.

John H. Bahr entered the Company recently as an office boy in the Purchasing Department.

Miss Pearl Schultz, formerly a utility stenographer in the Service Department, is the new secretary to L. R. Hoff, Vice President in charge of Sales.

W. R. Seigle, Vice President in charge of Factories and Mines, accompanied by Mrs. Seigle, sailed July 13 on the Steamer "Saturnia" for an extended trip through Italy, Switzerland, Austria, Germany, Spain, France, Belgium and England, to study carefully the European asbestos situation. Mr. and Mrs. Seigle are expected to return about September 15.



The J-M Circle staff at Manville Factory. Front row, left to right: J. W. Wright, G. P. Mezzanotte, C. K. Dillingham, B. S. Jewell, W. Van Tyne; rear row, left to right: H. Alger, J. C. Kershaw, W. H. Finch, L. J. Harbout.



The Quarter Century Club of Manville Factory. Front row, left to right: J. R. Jack, 1902; A. E. Cresingham, 1894; J. J. Eghert, 1889; G. E. Halladay, 1902; F. A. Partridge, 1900; C. Peterson, 1898. Second row: J. Clark, 1881; A. Grammes, 1901; E. J. Legge, 1903; T. Mayles, 1886; M. J. Boyle, 1901; G. Boesel, 1902; E. A. Tohey, 1902. Third row: J. Shaw, 1898; H. E. Holcomb, 1897. J. O'Neil, 1902, and J. R. Wynne, 1902, were absent when this photograph was taken.

Waukegan Office Golfers Win from Factory Men

An interesting office-factory golf match took place at the Oakshore Golf Links, Winthrop Harbor, on June 30, between "Ole" Nelson and C. H. Howell, representing the Waukegan Factory office and Al Smoot, Shingle Mill, and C. Godin, Packing. The office men were victors.

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SPORTS

Rain Halts Baseball Activities

Owing to vacations and rainy weather, it was necessary to drop the formation of the baseball team among employees of Chicago Office, which had been planned earlier in the season.



The baseball team of the Manville Social Club. Upper row, left to right: Evans, Mgr.; McBride, c.f.; Lutz, p.; Jackson, 3b.; Molly, 1b.; Dooley, r.f.; Batcho, umpire. Lower, left to right: Roski, p.; Dudneck, s.s.; Sanislo, l.f.; Krasnansky, c; Ivokowshy 2b.; George, 2b

Waukegan Baseball Team Wins First Game of Season

The Pipe Covering Department at Waukegan has organized a baseball team made up of the following stars: Owen English, c. f.; E. Slittgen, r. f.; I. Fisher, l. f.; Jerry Trusdale, 3b.; C. Stephenson, 2b; W. C. McGinnis, 1b.; J. Turlap, s. s.; S. Wilson, c.; Smith, c.; W. J. Heiting, p.; H. J. O'Brien, p.; Harry Sterns, mgr. and substitute.

The team won its first game, from the Asbestos Shingle Company, by a score of 8 to 7, and played its second game, against the Cement Department, June 15.

Bowling Club Elects Officers

A banquet, attended by about 100 men, was held in the Waukegan cafeteria on Wednesday, May 15, to celebrate the termination of the 1927-1928 bowling season. A. C. Fineke1, Burt Wilkinson, and Charles Geske entertained. The following officers of the Bowling Club for the 1928-1929 season were elected: R. O. Nelson, president; A. F. Smoot, vice president; and Wm. Heiting, secretary-treasurer.

Salesmen Defeat Baseball Team from Detroit Office

The inside employees of the Detroit Office challenged the salesmen to a baseball game recently, the result being a hotly contested game, "Peddlers" versus "Pushers." Although the "Peddlers" won the game with a score of 14 to 5, the pace set by the youthful "Pushers" was rather fast and the victors were too tired to enjoy their victory. The losers claim they were "talked out of the game" and the salesmen picked up this excuse as a compliment to their "selling ability." Richard Lewis, Detroit District Manager, played second base for the salesmen, with Herman Gustley, pitching. Aubrey Bigham, Sales Department clerk, pitched for the losers.

Indoor Baseball Competition Keen

Two indoor baseball teams from the Shingle Plant, Waukegan Factory, are competing daily for the Plant championship. August Schilling, foreman of the Punch Department, captains one team; and V. G. Hartmen, foreman of the Shingle Department, captains the other.

"500" Club Extends Its Season

Due to a rainy June, the Chicago Five Hundred Club extended its usual season. The following charter members and active participants play at noon: Earl Backvold, Edward Fraher, Joe Kilburg, Ed. Jankowski, Floyd Brainard and Art La Perriere.

Bowlers Hold Stag Dinner

Members of the bowling league of the Cincinnati Factory held their mid-summer stag dinner at the Hotel Alms on Wednesday evening, July 11. L. J. Spangler, Superintendent, was toastmaster, and Abe Kraak, president of the league, master of ceremonies.

Asbestos Celebrates Dominion Day with Games and Field Sports

The Asbestos Amateur Athletic Association of Asbestos, Que., celebrated the sixty first anniversary of the confederation, on July 2, with its sixth annual field day on the Association Grounds.

A parade of beautifully decorated cars opened the day's program. Games and field sports during the afternoon were a big attraction. The evening activities opened with a double act of vaudeville, but the real event was the four amateur boxing bouts.

The winner of each event was presented with a silver cup.

Extracts from an account of the celebration, in French, taken from a Canadian newspaper, follow:

Le bureau de direction de l'Asbestos Athletic Amateur Association, et ses differents comités ont de nouveau cette année préparé une grandiose fête le 2 juillet, 61e anniversaire de la Confederation, et 6eme célebration a Asbestos.

A 8.45 le matin, il y eut une grande parade de chars et automobiles décorés et autres machines privées dans lesquelles avaient pris place tous les principaux dignitaires de la localite, le maire, MM. les conseillers, les officiers de l'A.A.A.A etc.

Les chars furent decores avec goût L'ambulance de M. J. A. Peloquin contenant deux garde-malades faisait partie de la procession et fut avantageusement remarquée.

Des prix furent decernés aux chars les mieux décores. M. P. Battleman conduisait la parade.

A 10 hrs il y eut une partie de football sur les terrains de l'A.A.A.A entre le Drummondville et l'Asbestos.

A 1.00 p.m. Les courses des enfants, garçons filles et jeunes gens.

A 1.30 p.m. partie de tennis Drummondville vs. Asbestos.

2.45 p.m. Démonstration du club des Eclaireurs (Boy Scouts).

3.00 p.m. Partie de baseball entre les Victoriaville et Asbestos. Le Victoriaville fut vainqueur.

Le programme de la soiree fut des plus interessants.

A 8 hrs. p.m. Vaudeville, à la suite duquel il y eut des jeux d'acrobatie par des experts de Montreal, lesquels furent vivement applaudis.

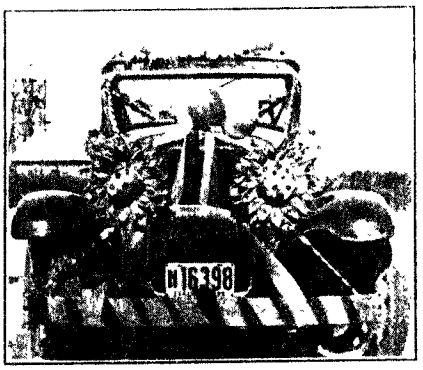
A 9 h. p.m. Seance de boxe, un tournoi de boxe d'amateurs. Central Y.M.C.A. de Montreal vs Asbestos. L'arbitre fut M. Bert Light, champion olympique.

Une coupe en argent fut decernee au gagnant de chaque combat.

Une assistance très nombreuse fut la caractéristique de cette fete interessante, surtout le soir. La foule ne quitta les terrains de l'A.A.A.A. que très tard dans la nuit.

Bref, tout contribua au succès de cette fete, organisation, divertissements de toutes sortes sur les terrains de l'A.A.A.A. cirques, carousel (Merry go round), Swing balançoires, rafraichissements, roues de forture, et aussi l'agréable temperature dont le bon Dieu nous gratifia.

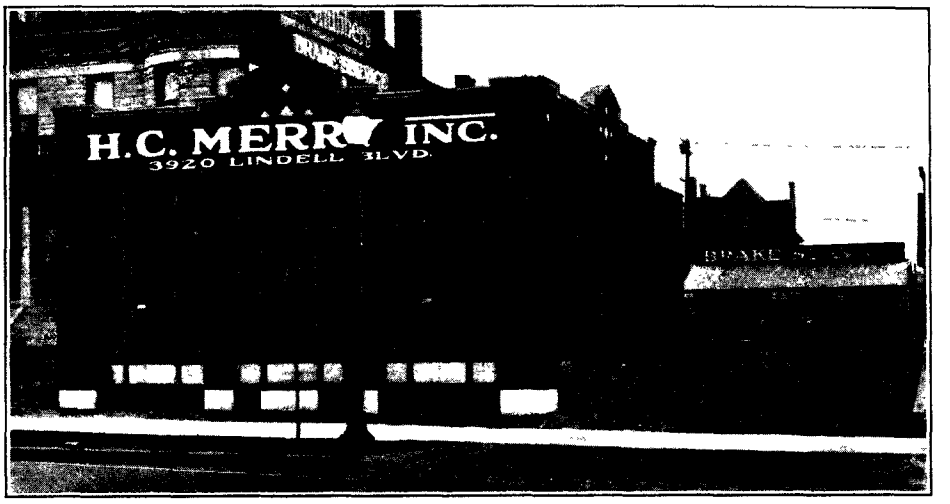
Nos félicitations au bureau de direction de l'Association, M. C. H. Shoemaker, gérant et president, R. S. Gardner et Philippe Roy, vice présidents; M. Gingras, trésorier, H. Sherer, secrétaire; G. M. Olivier et J. A. Gagnon, assistant secretaire, F. G. Atwood, S. L. Lamplough, A. C. Whitney, G. I. Fuller, A. D. Fector, A. G. Barrett, A. R. Watterson, R. J. Mortisson, gérants des differents clubs de jeux et J. O. Bureau gérant du comité des amusements des soirees, et felicitements a tous les membres des comités d'organisation.



This car, owned by G. L. Fuller of the Asbestos Factory and Mine Office, won first prize in the field day parade.

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After six months in the brake service business, using limited equipment, H. C. Merry, of St. Louis, found this unit of his business so profitable that he constructed a separate brake building and installed an electric tester and a brake drum machine. Another tester was soon added.



And now the BRAKE SERVICE STATION



During its first week of operation as a brake service station, the Marks Battery and Tire Company, Omaha, Nebraska, had sales amounting to $300. Mechanics use all modern service equipment.

takes its place in the automobile world! Established by automotive equipment salesmen in the Western Division, these "Class A" stations are indicative of the growing importance of specialized brake service. An absolute necessity encouraged—and demanded—by law, good brakes become unfailing brakes when lined with J-M lining. In these stations, typical of the many successful ones, the motorist obtains immediate service from skilled mechanics.





At the left of this picture taken in the Hunt and Company, Dallas, service station, is Douglas C. Brooks, Texas salesman, who has signed up a number of fine stations. C. M. Ritchey's station in Joplin, Missouri, has a high standing with the motoring public there.

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