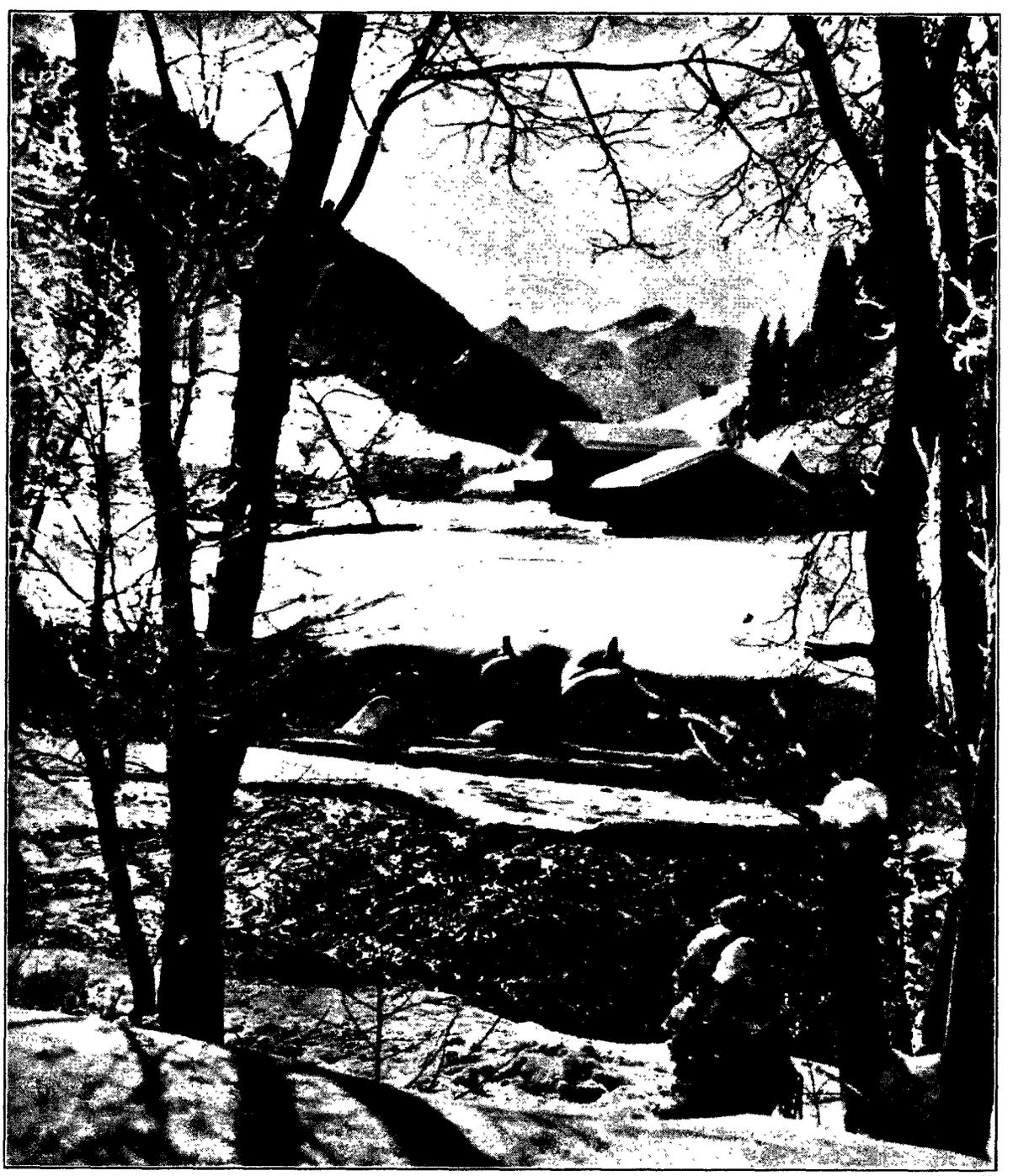
# THE J-M CIRCLE

DECEMBER *For and about Johns-Manville Employees* 1928



From Ewing Galloway, N. Y


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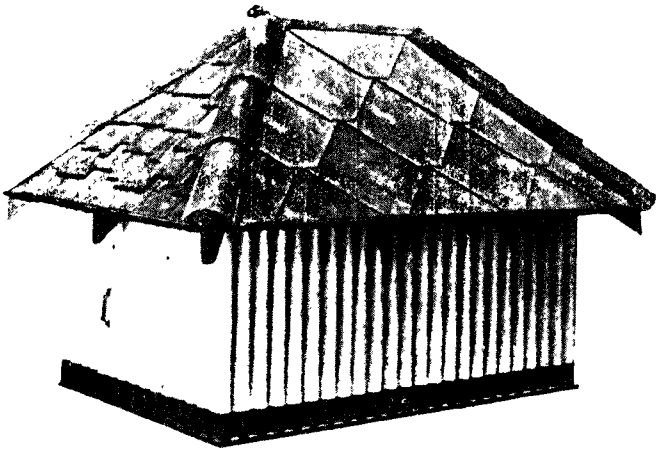
# *Keeping J-M before the Public*




## In Milwaukee, Wisconsin

Displays featuring Milwaukee industries that use Johns-Manville materials in manufacturing their own products have been arranged by the Milwaukee Sales Office for its windows.

A recent display gave publicity to the Harnischfeger Corporation which uses such J-M products as brake lining, brake blocks and clutch facings. The displays have attracted much attention, and the Office has been solicited by industrial organizations who would like their use of J-M products exhibited. The Industrial Controller Company, Cham Belt Company, and Pressed Steel Tank Company are among those whose products have been featured so far.



## In the Far East

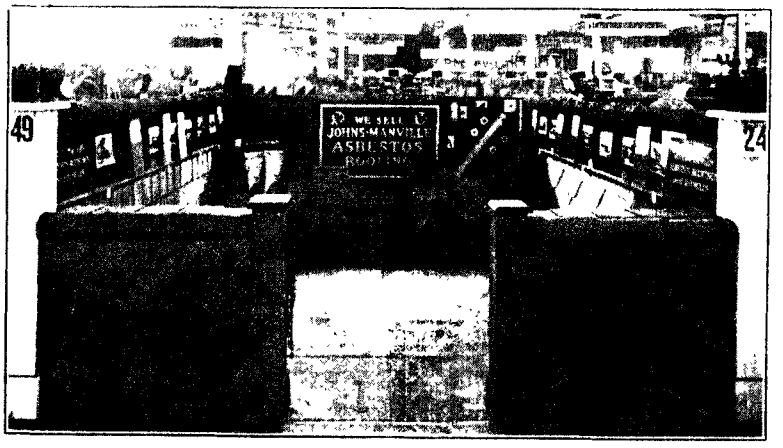
When members of Islam Temple, Ancient Arabic Order of the Nobles of the Mystic Shrine, of San Francisco, left August 4 on a pilgrimage and good will tour of the Far East, they took with them exhibits of products manufactured in California, as sponsored by the San Francisco Chamber of Commerce.

Among these exhibits was this Johns-Manville miniature house, constructed of corrugated Transite asbestos, with a rigid asbestos shingle roof. This house was unloaded at every port of call on the pilgrimage, and displayed with the other California products.

The J-M special representatives in the ports of call were notified in advance of this exhibition, so that they might assist in answering any questions arising in connection with the exhibit. The itinerary of the pilgrimage included Yokohama, Kobe, Shanghai, Hongkong, Manila and Honolulu.

## In Springfield, Massachusetts

Johns-Manville products were well represented at the Eastern States Exposition in Springfield, recently, as the photograph at the right shows. The front of the booth was constructed of red hexagonal shingles and ridge roll on one side and green shingles and ridge roll on the other, while shelves and flower pots on the posts were of colorblende shingles. In the booth were displayed shingles of all colors and styles, roll roofings, photographs of Johns-Manville jobs, the standard "Seven" sign, and an Asbestocel display board. The flooring of the booth was Johns-Manville pilot roofing.





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THE J-M CIRCLE

DECEMBER 1928

# J-M Purchases The Celite Company

## —*And Extends a Cordial Greeting to the 700 Members of Its Newest Subsidiary*

THE employees of the Johns-Manville Corporation extend a cordial welcome to the 700 new members of the J-M family whose association has recently been made possible through the purchase of the assets and the properties of The Celite Company and all its subsidiaries. This contract became effective on November 22.

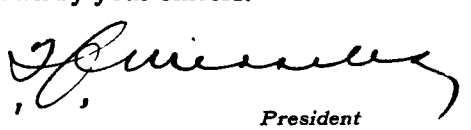
The subsidiaries of the Celite Company are the Celite Products Company, the Celite Products Corporation, Celite Products, Limited, Pacific Southwestern Railroad Company, Pacific Southwestern Transportation Company, Petroleum Dehydrating Company, The Featherstone Company, and the National Magnesia Company. This new member of the J-M family will be known as The Celite Corporation.

This purchase is another important step in the strengthening of Johns-Manville's position as an outstanding factor in the production and sale of insulating and allied materials, for The Celite Company owns a deposit of diatomaceous earth at Lompoc, near Los Angeles, California, which is said to be the largest in the world. This fossilized deposit, derived from ancient vegetable matter, is used as the basis for high temperature insulation products, and for filtration materials used extensively in sugar mills, oil refineries and sewage disposal plants.

In the past Johns-Manville has been dependent upon The Celite Company for its supply of diatomaceous earth, and by this acquisition of the deposits it is assured of a supply of the material for at least 50 years. The Celite Company has had a well developed sales organization both in this and in foreign countries; its annual business has been approximately $4,000,000 in net sales. The Johns-Manville Corporation will rapidly develop and amplify the fields for the Celite products that are responsible for this volume of business.

### A Message to All Employees of the Celite Organization

I take genuine pleasure in welcoming you into the Johns-Manville Organization. The progressive spirit that now pervades this company is a guarantee of future growth and development that means an assurance of stability and success to every employee old or new who contributes to its progress. I hope you will continue with us in the same spirit of confidence and cooperation shown by your officers.



*President*

The purchase does not affect the personnel of the Celite Company. Mr. R. J. Wig, formerly the Vice President and General Manager, and Mr. E. S. Crosby, formerly Vice President and General Sales Manager, will continue with the new Celite Corporation.

It is hoped that the new organization will be as enthusiastic about working toward the goal the Johns-Manville Corporation has set for itself, as are all the old J-M employees.

It is obvious that this purchase is of unusual importance and interest not only because of the immediate increased sales volume, derived, but because this ownership of the deposits of diatomaceous earth offer unlimited opportunities for the expansion and development of important lines of business.

The message to all employees of The Celite Company shown on this page was telegraphed to the various offices of the Company by President Theodore F. Merseles as soon as the sale was made public.


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# Seven Weeks of Fire-Fighting

## *The part J-M materials played in conquering the terrific blaze in a California oil field*

JOHNS-MANVILLE materials played a significant part in fighting one of the worst oil well fires California has ever known. This fire, which broke out in the Santa Fe Springs field, near Los Angeles, on September 17, burned for seven weeks, and in that time every possible means of fire-fighting was employed.

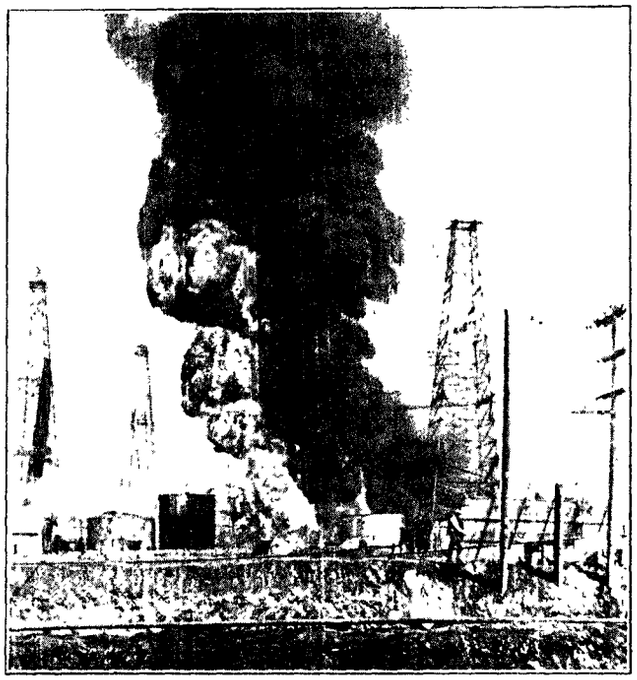
The General Petroleum Corporation, whose property adjoined the burning well, took over the work of extinguishing the blaze, and almost the first thing they did was to call on Johns-Manville for assistance.

Some idea of the size and importance of this task can be gained by the size of the fire, whose flames had a diameter of 75 to 100 feet and rose to a height of 300 feet. The fire was consuming 40 million cubic feet of gas and 10,000 barrels of oil daily. The heat from the blaze was so great that the derricks on six adjoining wells were demolished, in spite of the fact that they were of steel construction. Nothing but twisted piles of junk remained.

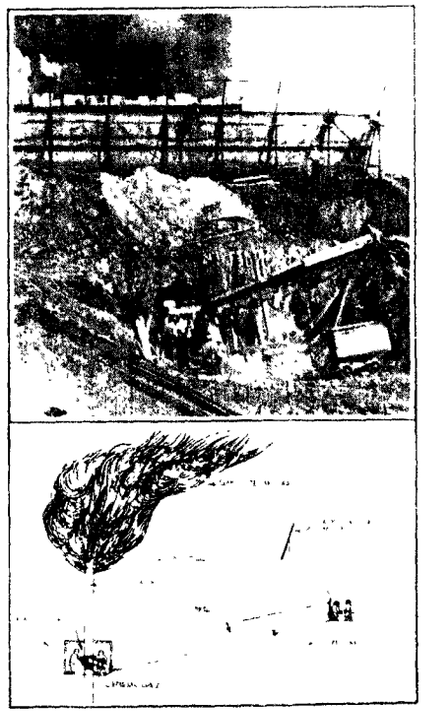
When the fire started, the usual efforts were made to extinguish it, such as attempting to force great quantities of steam and mud into the flames to choke them. However, it soon became apparent that the gas pressure was too great for such methods, and that using them to extinguish the fire would result in a worse hazard. It would then be only a short time before the gas and oil re-ignited, probably with a terrific explosion. It was impossible to dynamite the well for the same reason, and for the additional reason that to do so might scatter flaming oil on adjacent property.

To protect the workmen from the terrific heat of the flames, a barrier of Johns-Manville corrugated Transite was erected several hundred feet from the fire. This Transite was mounted on a steel frame which at intervals was sprayed over with water to keep it from softening.

A very ingenious scheme was then devised to extinguish the flames. Behind the asbestos barrier a hole was dug to a distance of some 50 or 60 feet below the level of the surrounding land. A tunnel was then dug in the direction of the blazing well, until the well casing was reached. Here a working chamber was excavated, 60 feet below the level of the burning oil and gas. It was necessary to timber the tunnel and this chamber very carefully, as the enormous gas pressure within the casing, together with the quantities of steam and mud with which attempts had been made to extinguish the flames, had so softened the ground that continuous caving-in was encountered.



*The oil fire that burned for seven weeks in the Santa Fe Springs field, near Los Angeles. The Transite heat barriers, built to protect the workmen, may be seen at the right.*



*The mouth of the tunnel, 200 feet from the fire, and, below, a diagram showing how the well casing was reached*

After the tunnel and the working chamber had been completed, a clamping device was placed over the well casing. Inside this clamp a hole was cut into the casing and the drill passage within it. Attempts were then made to smother the flames by pumping various mixtures through the hole thus provided. Among them was a mixture of Johns-Manville 60 E asbestos fibre and Portland cement.

The pressure exerted by the oil and gas in the well was so tremendous, however, that all materials pumped through the hole were blown right out through the top of the casing. Several times some of the materials injected into the casing lodged there for a time, but gradually pressure increased to a

(Continued on page 22)


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# *Scandal* Sheets and *News* Sheets

***The enterprising method adopted by some of the women of the Western Division sales offices for keeping the salesmen informed and enthusiastic about "what's going on" in J-M***

THERE are no "saleswomen," as such, in the Johns-Manville organization, but there are women in its sales offices who are doing everything they can to help the men fill up their order books.

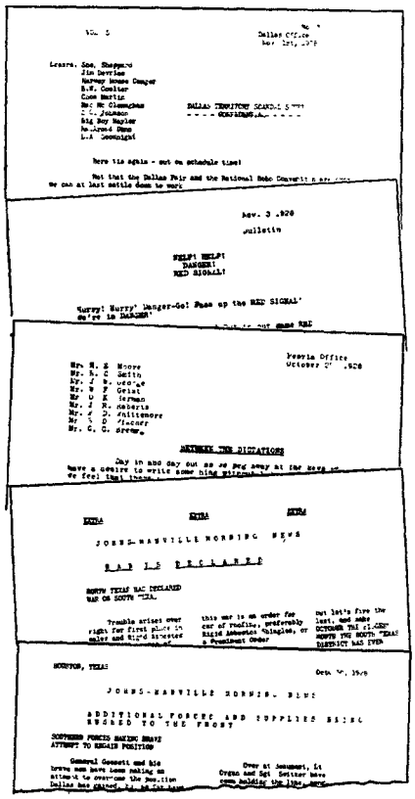
In the Western Division, particularly, the women are exerting their influence by adding a sales stimulus in the form of bulletins directed to the salesmen of their offices. With a sincere interest in building up the Company's business, they have been boosting and informing and encouraging the men, and their efforts are bringing results.

"We now have practically all of the girls in our various sales offices doing this sort of work," says Ralph C. Harden, Sales Manager of the Western Division, "and we find that it serves to improve the morale, incites a friendly competition and keeps the salesmen on their toes."

The work of four of the women—Ethel Graham of the Dallas Office, Hazel Ullrich in the Houston Office, Lois McNulty at Louisville, and M. Allison at Peoria—has been outstanding, and copies of recent issues of their bulletins have found their way to the General Office.

These women have gathered together bits of news from all corners of the sales territories, punctuated them with helpful suggestions or criticisms, and injected into their statements good humor and friendliness. They have kept their minds working and their typewriters clicking, and indirectly have been aiding the salesmen in getting signatures on the "dotted line."

Miss Graham's "Dallas Territory Scandal Sheet" has been brought to the attention of some of the executives, since her long association with Johns-Manville and her knowledge of the territory and the business enable her to put a big "kick" into the sheet. After President T. F. Merseles read a



*Specimen copies of the "Scandal Sheets" and "News Bulletins" issued by four of the women of the Western Division.*

recent issue of the bulletin he wrote Miss Graham, in part, as follows:

" . . . I want to congratulate you on the originality and force that you put behind your monthly letter.

"I have always felt that a man to succeed must like his job and must find pleasure in the time he devotes to it. It is quite evident that you have learned this secret and that you have formed the habit of seeking more and more knowledge regarding the business and using it to the best advantage of the Company."

Here is a typical paragraph from the "Scandal Sheet":

"Mr. A. W. Graning, the new 'Akustikal' man, has been spending some time in our territory, and that boy certainly knows his acoustics. He has promised to give us some right-up-to-the-minute dope on acoustical treatment, which I will forward to you, so that we can all be acoustical experts. By the way, check up in your compensation book and find out what a nice rate of commission acoustical treatment pays; it is well worth spending some time on."

And the following paragraph is evidence of Miss Graham's enthusiasm and resourcefulness:

"To prove to you that I am just as interested in going over the top as the rest of you—last week Magnolia called and wanted Naylor to come to see them. Naylor was in Houston, and none of the other salesmen were in the office, so I jumped on my rusty bicycle, called on their Purchasing Agent, secured an order for two Tank Tops—told them that wasn't enough and got them to raise it to three."

In her "Johns-Manville Morning News" Miss Ullrich has been keeping the men "up" on latest developments in the war between North and South Texas. "Don't be a slacker. Enlist by return mail with a carload order," she urgently advises the salesmen in her territory.

"Let's make November a WOW!" shouts the Louisville Bulletin, which compares sales returns in several territories. "Yes, we have plenty of order books and pencils," says Miss McNulty. "You write the orders and J-M will supply the order books."

"Between the Dictations" Miss Allison has managed to get out her bulletin, so she calls it just that. "We feel that there are some things worth knowing which, in the rush of business, fail to get the proper attention. So we want to tell you. . . . " And Miss Allison proceeds to dig out the many facts that prove to be valuable sales aids.


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# J-M UNDERGROUND *Pipe Protection*

## *Long distance gas distribution in Chicago territory brings out need for better protection against steel pipe corrosion*

By GEORGE H. THYNES, *Reporter Chicago District*



*Applying the asphalt with a sling and wrapping felt spirally.*

WE ARE all more or less familiar with the protection against corrosion of underground pipe lines in the oil and natural gas industries. The losses each year in these industries because of corrosion have been and still are tremendous, and progressive companies have found the needed protection in the Johns-Manville system of pipe line protection.

Now a new field for pipe line protection has opened up in the manufactured gas industry in the Chicago District territory.

In the past there was no such need in this industry, but with the expansion of high pressure, and with long distance gas distribution analogous to the super power system in the electrical industry, steel pipe is coming into more general use. This means the steel pipe corrosion problem must be satisfactorily met.

First attempts to meet this problem involved the use of various coatings, paints, and enamels. A thorough survey made among the gas distribution engineers showed an intense interest in the subject, and better protection was being sought.

Johns-Manville service was offered and accepted. Walter G. Wendland, Special Representative of the Chicago District, worked with various engineers, and through his efforts the first order in this new field was secured. It was from the L. E. Myers Company of Chicago, a contractor in public utility construction handling a large part of the Insull interests' construction work. The total order consisted of pipe line primer, pipe line asphalt and asbestos pipe line felt.

The materials were used on a 30-mile run of 4-inch pipe connecting the Charleston and Paris, Illinois, properties of the Central Illinois Public Service Company, with headquarters at Springfield, Illinois. The work has just been completed, results are satisfactory to the owners, and the contractors are satisfied that the cost of application was not excessive.

Everyone who has inspected this work has acknowledged the superior quality of our type of pipe protection. Inspection by the chief engineer of the Northern Indiana Public Service Company resulted in an order for primer, asphalt and asbestos pipe line felts for 24,000 feet of 10-inch pipe to be laid in the city of Gary, Indiana. Before that job was ever started a second and larger order was secured by Albert B. Doepke from the same company, for use in Bremen and Nappanee, Indiana.

We now have users of our materials in gas properties controlled by the Middle West Utilities Company, the Midland Utilities Company, and the Byllesby Engineering and Management Corporation. These interests through their subsidiary companies fairly well cover the Chicago District and adjacent district territories.

Almost all of our representatives have in their territories excellent prospects for the sale of underground pipe protection, either with the gas companies for gas mains, or for water service lines or oil lines. They have a sound argument in the virtue of monolithic waterproof envelope vs. paint or bituminous application without reinforcement of the felt, which would be subject to abrasion and cracking. Complete information on this subject is furnished on data sheets, together with pictures and a list of successful users over a period of many years.

The investment in underground gas lines is very large and the value of the investment decreases rapidly with the depreciating of the underground mains, when they are not adequately protected.





*Four of the men on the job. Left to right, W. G. Wendland of the Chicago District, Inspectors Powell and Dick of the Central Illinois Public Service Company and Superintendent Evans of the J-M Manufacturing Company. At left the pipe for Charleston to Paris line ready to be [illegible] into ditch.*


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# WIDENS *Its Field*

## *Insulation of many miles of 8-inch pipe line facilitates pumping of heavy fuel oil during California's winter season*

*By* H. BUNSEN HEYN, *Salesman in the Los Angeles District*

SOME months ago one of the large oil companies operating in California asked our advice regarding an insulation problem which is of interest because it is somewhat unusual. The problem concerned the pumping of a heavy grade of fuel oil through 8-inch pipe lines many miles in length, in desert and mountain country.

In the summertime the engineers found it possible to pump the required number of barrels of oil per hour through their lines, but during the winter rainy season, when much of this line was under water, the viscosity of the oil became so great that the capacity of the line was reduced to only 15 per cent of its normal value.

The stations on the pipe line were 14 miles apart, and the oil was heated at each station before being pumped into the line. It was, of course, immediately apparent that if the oil could be kept hot in its passage through the line, its viscosity would remain practically the same as at the station. It was just as apparent that this result could be accomplished by the proper kind of insulation.

Johns-Manville engineers worked out a special laminated covering of asbestos felts with a waterproof asbestos felt jacket which would have a high insulation efficiency and would be highly resistant to soil action, and, when properly applied, impervious to water. Samples were submitted, tests were run, and the order was secured.


1

The oil was heated to 170 degrees at the pumping station, with the object of pumping it through the line to the next station without allowing the temperature to drop below 110 degrees. If these temperatures could be maintained, it would be possible also to maintain the desired pumping rate of 800 barrels per hour. In spite of the fact that much of the line was through wet and muddy ground, this object, we felt, could be achieved with the line insulated according to our recommendations.

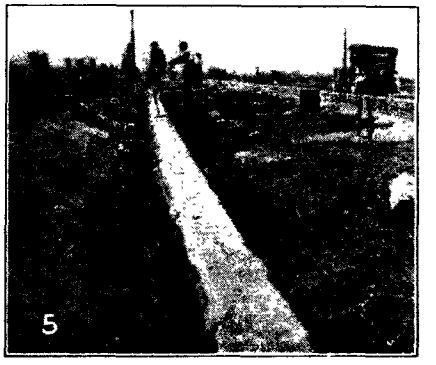
In applying the insulation, the pipe line was first cleaned and coated with hot asphalt as shown in photograph No. 1. The asbestos pipe covering was then closely fitted to the pipe line by means of a tightening clamp, and wired securely in place. This is shown in picture No. 2. All joints and seams were next covered with hot asphalt (photograph No. 3). The flap on the asbestos jacket which is furnished on the pipe covering, was next cemented down and then the entire job was wrapped with Johns-Manville asbestos pipe wrapping felt. The start of this operation is shown in picture No. 4. After the asbestos pipe wrapping felt had been applied, the entire outside surface was again covered with hot asphalt and the pipe was ready to withstand the action of water and alkali. The finished job is shown in picture No. 5, taken just before the line was dropped into the ditch and buried.

Two objects were achieved by applying the insulation in the above described manner. The line is now not only insulated to protect it from temperature losses and consequent decrease in the pumping rate, but it is also protected against corrosion.


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4


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# Suggestion Awards

A TOTAL of 16 awards were made to 15 employees during the past month for suggestions accepted by the Suggestion Committees. Among them was one $25 award to Nelson Frost of the Cincinnati Factory. Two more employees submitted accepted suggestions, but one of them, with five suggestions to his credit, was in the management class, and the other received an expression of appreciation. The following suggestions were accepted:



*Louis Houle, tool clerk, one of 13 "successful suggestors" at Asbestos Factory.*

EASTERN DIVISION

H. S. Thomas....Salesman, Boston District
*Standard set of advertising booklets, samples, and boards for new distributors.*

Clayton Yates...Salesman, Atlanta District
*Stickers to be placed on samples of asbestos shingles.*

CINCINNATI FACTORY

Nelson Frost,
*Reduction in number of separators in each crate of ridge roll.*

Ernest Baxter,
*Greater safety for plate trucks.*

J. R. Vaughn,
*Stock chutes for picker rolls on shingle machines.*
*Better lacing of shingle machine belts.*
*Guards for drive gears in the shingle pit.*
*Ammeters for power lines of shingle machines.*
*Change in construction of slate guards on shingle machines.*

Howard Wethington,
*Steel instead of wood racks for stripping and take-off purposes.*
*Extension of clutch lever on shingle machines.*

Wm. Fisher
*Construction of roof over ramp into Machine Shop.*



*Ovila St. Ours, track foreman, Lemuel Coudry, locomotive engineer, and George Frerichs, night watchman, at Asbestos.*

Delno Bernard,
*Gong for Shipping Department to expedite truck service.*

GELTNA FACTORY

S. Trombatore,
*Purchase of additional plates for loading cars.*

MANVILLE FACTORY

Eagle Maggie,
*Mechanical attachment to Jewett ring presses.*

Wm. Van Tine,
*Power knife for Cut Gasket Department.*

C. A. Strong,
*Change in method of shipping coarse barytes to Johns-Manville to prevent waste.*

J. Rhodes,
*Improved sanitary conditions.*

Wm. Clure,
*Lights on auto trucks in J-M yard*



*Winners of suggestion awards at Manville Factory. Left to right: Chester A. Strong, Eagle Maggie, and James Rhodes.*

WAUKEGAN FACTORY

A. John, Jr. .....Carpenter Foreman, Erection and Repair Department
*Making a hopper for willows with feed hole in center.*

A. W. Bandli .....Electrician, Erection and Repair Department
*New contact on handle of electric welding machine.*

Leo Kienitz.. ....Foreman, Packing Plant
*Improved quality and increased production on Jewett tape cutters.*



*Joseph Lambert, electric welder, Emile Toutant, foreman blacksmith, and Calix Voel, pneumatic drill repairman, Asbestos Factory*

## Rivalry at Cincinnati

A good deal of rivalry is being manifested between the employees of the Wet-End and Punch Departments at the Cincinnati Factory, over a contest started on October 15 to see which



*Norman Craig, Broadhoist operator, Fred Molson, Sr., boiler foreman, and Horace Pepin, locomotive fireman, Asbestos*

department can turn in the greatest number of suggestions during a 30-day period. On November 1, when the contest had reached its half-way point, the Punch Department was leading with a score of 11 to 12. This contest has tended to make many employees realize that they have worthwhile ideas and that the suggestion plan offers an opportunity for them to capitalize upon them.

## Changes in Suggestion Plan

Two changes have been made in the Suggestion Plan as the result of the experience of the half year it has been in operation. The first change is the elimination of Foremen from those eligible for awards, and the other concerns the organization of the Headquarters Suggestion Committee.

The question of the eligibility of Foremen was thoroughly discussed at the Factory Managers Conference in September. It was the opinion of those who have been in close contact with the operation of the plan that Foremen should be excluded from the group now entitled to awards for accepted



*A. Larigne, millwright, Simeon Olivier, foreman, and Robert Cunningham, clerk, all of Asbestos*

suggestions and should be included as management employees because they, too, are indirectly compensated for suggestions which they have ample opportunity of submitting through the regular channels. They may continue to send in their suggestions to the Local Suggestion Committees if they wish, or make them through the Superintendents and Managers as in the

(Continued on page 18)


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# New Uses News

*A monthly feature on suggestions and general information pertaining to new uses for J-M products and the markets they open up*

## III. Corrugated Transite for Steel Bridge Construction

Another use for Transite! This J-M product, with its strength, durability and resistance to fire and corrosion, has been introduced in a new field through the sales efforts of Ralph Canon of the Pittsburgh city sales department. Briefly, the Transite was used instead of wood for form work on the new Duquesne Bridge in Pittsburgh, Pa.

Mr. Canon, on one of his regular calls on the Chief Bridge Engineer of Alleghany County, in which Pittsburgh is located, showed him a sample of corrugated Transite and discussed its merits thoroughly as a roofing material. The Engineer was interested, and said he was looking for some material, other than wood, to be used as concrete forms or centering for the walk-ways in steel bridge construction. Mr. Canon took advantage of this opportunity and furthered the sale of Transite for the purpose.

Shortly afterward a second call was made, this time with C. J. Beckwith, Staff Manager of the Transite Section, General Industrial Department. Details regarding the use of Transite for this purpose were worked out, and these apparently convinced the Engineer that this form of construction might be given a trial.

Mr. Canon followed this for some time, but as no action was taken he began to think the prospect's enthusiasm had cooled off. About a year later, however, the matter was again brought up by the bridge engineers, who were then considering its use on the new Duquesne Bridge, which connects the North Side of the city with the center of the business section.

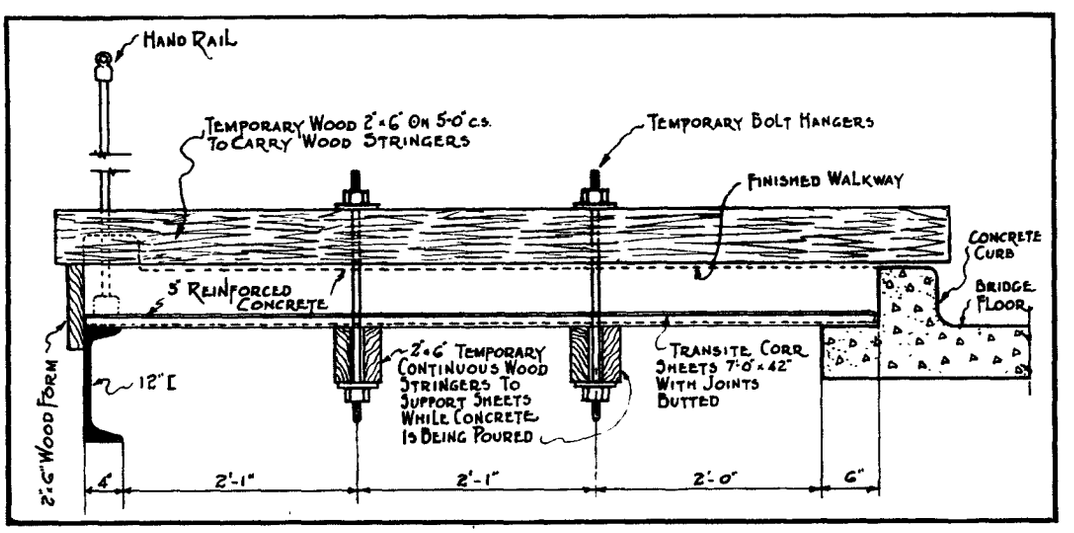
### Tests Satisfy Engineers

But before purchasing the Transite the engineers wanted to satisfy themselves that this was the right material to use, so they asked that certain tests be made. C. O. Friedly, Manager of the Construction Department in the Central Division, and Mr. Canon arranged for the tests, which were satisfactorily made in the presence of the engineers. Soon after, Mr. Canon secured an order for 490 seven-foot sheets of corrugated Transite.

The sheets were laid rough side up over the steel work which had previously been placed on the proper centers, and were temporarily supported by wood stringers as auxiliary purlins midway between the supporting steel. Wire mesh reinforcement was placed over the Transite and on top of this was poured the concrete fill to a depth of approximately five inches. The concrete formed the walk for pedestrian traffic on each side of the bridge. The detail of the construction is shown below.

The general contractor who handled the job was very much in favor of the use of Transite instead of wood for form work. This type of construction has outstanding advantages. It presents a neat finished appearance to the underside of the bridge, and prevents the flaking off of the concrete and the consequent exposure of the reinforcement. When wood is used for the form work, it must be stripped off after the concrete has set, and the concrete must be rubbed up.

Needless to say, the use of Transite for this purpose opens up a hitherto untouched field.




*A cross-section of the sidewalk for pedestrians, showing the use of Transite under the concrete.*


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THE J-M CIRCLE

MARGARET S. GOBLE, *Editor*

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***Published for and about the employees of***
**Johns-Manville Corporation**

Editorial Office: 292 Madison Avenue, New York City

# Keeping the Christmas Spirit

Along in November the holiday spirit begins to manifest itself. No matter where we are we see evidences of the approach of the Yuletide season—appetizing Christmas delicacies in the food shops, alluring displays of gifts in store windows and on the counters, bright Christmas decorations indoors and on the streets.

With it all is the cheerfulness, the joy in giving, the kindliness toward the less fortunate, the happily expectant attitude that comes from knowing there is something good in store, and the tolerance and friendliness that—taken together—we call the "Christmas Spirit."

New Year's Day concludes this Yuletide season. The decorations disappear almost over night; there is a lull in the merrymaking; and even the newness of the Christmas gifts begins to fade.

But what becomes of the "Christmas Spirit"? Is it boxed, like the Christmas tree ornaments, and put away in a corner of the attic to gather dust until another year has gone by? Is all this Christmas joy, like a bubble, pricked by the last sprig of holly as revenge for its own decay?

Perhaps some of us let the "Christmas Spirit" be tucked away for the next ten months and open the box only in an occasional search for other things. Or perhaps, in our haste to reach beyond the Christmas season, we drop it so carelessly that it falls apart like the perishable red balls a withering evergreen branch fails to hold. Even so, most of the fragments can be salvaged, and, with patience, can be glued together into an everyday spirit that will last until the next holiday season.

The bubble of joy is gone, but its substance spreads gradually over a larger area until it, too, covers the months to come. And while the spray of holly may wither and die, the holly tree from which it was cut remains, throughout the year, always fresh, always beautiful, and always ready to exercise its usefulness and cheer.

## J-M Shipment in Cargo of S. S. Vestris When It Sank off Virginia Capes

The Foreign Division had a small shipment of brake band lining and insulating lumber on the Steamship Vestris which sank off the Virginia Capes on November 12, with the loss of more than a hundred lives. This shipment, consigned to John-Manville do Brazil, S. A. at Rio de Janeiro, Brazil, was fully covered by insurance.

Fortunately the ship's owners, the Lamport and Holt Line, had refused to accept an additional shipment of approximately 500 tons of roofing asphalt and brake band lining on account of lack of space.

C. A. Girvin, Sales Manager of the Foreign Division, had planned to make the trip from Rio de Janeiro to Buenos Aires on this steamer, but his original plans were cancelled because of more pressing business in New York.

Mr. Girvin had previously met Michael J. O'Loughlin, the heroic radio operator who went down with the boat. He was formerly on the Steamship Essequibo, and it was on this boat that Mr. Girvin met him when many pleasant hours were spent playing deck quoits.

## From a Salesman's Notebook*

Do your loafing outside the office of the prospect. Always appear busy and eager to get away just as soon as you are sure the buyer understands your proposition. A man who looks busy and businesslike gets all the time he needs if he manages himself well.

Once you have sold a customer make sure he is satisfied with your goods. Stay with him until the goods are used up or worn out. Your product may be of such long life that you will never sell him again, but he will sell you and your product to his friends.

Do your thinking before you see the prospect. This is common courtesy. Unless you have something tangible to offer, don't waste his time. Thinking is always more profitable than walking. Anyone can sell if he works his legs hard enough, but only the man who works his head makes a record.

**Extracts from* TIMELY FIGURES.


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# One Roof *Sells Another*

## *How the Holekamp Lumber Company "Covered" St. Louis with J-M Rigid Shingles*

A J-M rigid shingle roof within two blocks of any spot in St. Louis or its outlying suburbs—that is the boast of the Holekamp Lumber Company, Johns-Manville approved roofers there!

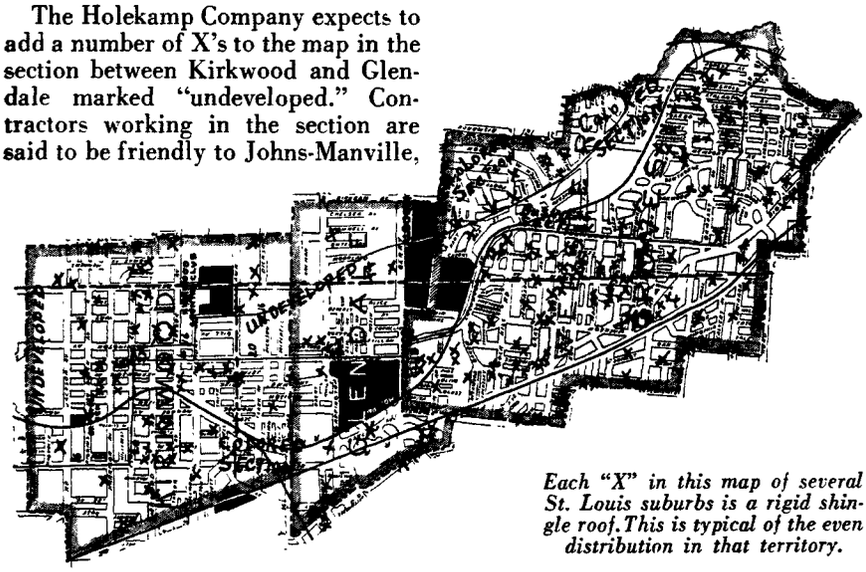
And the Company will make good this boast by taking any visitor on a tour of the city and its suburbs and showing him, within this distance from any point where the car stops, a J-M asbestos roof. On the basis of a study of the sample map below, which covers the suburbs of Webster Groves, Glendale and Kirkwood, and on which every "X" denotes a J-M roof, the person who has not visited St. Louis cannot help but believe this assertion.

The Holekamp Company, recognizing the beauty of J-M rigid shingles, and feeling that the roofs speak for themselves, decided that the best advertisement for the shingles was in their distribution. And the wider the distribution, they logically concluded, the greater number of persons who would see them. Accordingly, the company set out to cover every part of St. Louis, with the results that permit the boast. Since a map of the entire St. Louis territory would be too large to reproduce, only this representative section of the suburbs was chosen.

The Holekamp Company expects to add a number of X's to the map in the section between Kirkwood and Glendale marked "undeveloped." Contractors working in the section are said to be friendly to Johns-Manville, so it is expected that rigid shingle roofs will be evident in representative numbers as soon as a sufficient number of homes has been erected.

Every J-M salesman can measure his distribution by making up a similar map showing the J-M roofs in his territory. It is a simple matter to obtain a map, and not much work to add dots or crosses. With this for reference, he can easily note the territory that needs development, and go out to sell it. Every roof sold in a section will unquestionably sell others, until many salesmen will be able to match the Holekamp boast—or better it.

The Circle will be glad to reproduce a map showing *your* record.




*Each "X" in this map of several St. Louis suburbs is a rigid shingle roof. This is typical of the even distribution in that territory.*

## Eastern Division Wins "World's Series"

The Eastern Division is the winner in the shingle sales contest known as the "World's Series," having defeated the Central Division in the two weeks of championship play which ended November 3. The Eastern Division finished with a score of 86 per cent to quota compared to the Central Division's 64 per cent to quota.

During the four weeks of the World's Series the Eastern Division averaged 118 per cent of its weekly quota of 4,548 squares of shingles. The Western Division was eliminated at the end of the first two weeks of play, when the averages were 152 per cent, 117 per cent and 112 per cent for the Eastern, Central and Western Divisions, respectively.

Each square of rigid shingles sold counted as one "run," while a carload order from a new account constituted a "home run," and the number of squares in such cars were counted double. The finals in the last two weeks of the series started from scratch.

The Eastern Division started this interest in "baseball" when it organized the Hard Shingle League in the summer. The Central and Western Divisions soon followed, and when, on October 6, all games were completed, the World's Series was begun.

## Akron Territory Especially Active in 10-Day Period

During a 10-day period in the middle of November, Akron Sales Territory of the Cleveland District made a record in securing available big business in that territory.

At the Ohio Box Company's plant in Rittman, Ohio, they succeeded in selling 24,000 square feet of industrial flooring for trucking aisles with the possibility that this will later be increased. This plant was also in the market for 1,000 squares of built-up roofing, and after selling the owners on the superior quality of the J-M combination specification, the Akron Office with two J-M approved roofing contractors bidding on the job, wished them both good luck and remained strictly neutral. The Kasch Roofing Company of Akron was successful, and secured this contract for 1,000 squares of combination built-up roofing over two layers of Roofinsul.

At the General Tire and Rubber Company's plant in Akron, they also secured 33,000 square feet of industrial flooring, and 360 squares of built-up roofing. At the Barr Rubber Company at Sandusky, they closed a contract for 100 squares of Transite and 75 squares of built-up roofing, the latter to be applied by the Northern Ohio Roofing and Paint Company.


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# INVENTIONS *Are His Hobby*

## *George Christenson finds interest and pleasure in development work at the Manville Factory*

"In the 20 years I have been with this Company, I have taken three vacations. This would indicate that my work has been not only interesting, but a pleasure," says George Christenson, who is active in development work at Manville Factory.

In those 20 years with Johns-Manville Mr. Christenson has developed and been allowed approximately 50 patents (with only three rejections) and with several still pending. He has specialized in packings, and his patents cover packing materials and railway devices, and dies and machinery to be used in their manufacture. He has also patented devices used in the production of crude oil.

It was, in fact, Mr. Christenson's inventive ability that led to his coming to Johns-Manville from the Missouri Pacific Railroad, for he looked upon this Company as the logical one to manufacture the brake cylinder rings he had patented.

Mr. Christenson had served two years special apprenticeship in the Motive Car and Power Department of the Missouri Pacific Railroad in Kansas City, Kansas, and had worked in various capacities for the same company for 18 years. During this period he saw the necessities for improvements in railroad equipment. In 1907 he was allowed his first patent covering what he considered the foundation of air brake equipment — brake cylinder expander rings.

His connection with Johns-Manville quickly followed.

"I noticed a man under my jurisdiction using Johns-Manville packing in an air pump, and, upon looking at the empty packing carton, I observed there were Johns-Manville offices in all important cities," says Mr. Christenson. "I immediately went to my office and dictated a letter to the head office in New York City, explaining the patent I had been allowed. I did this with a view to selling it outright or giving a license on a royalty basis.

"This letter was referred to Mr. J. F. Meek, General Manager of the Railroad Department, and he being a practical railroad man himself, saw the



GEORGE CHRISTENSON.

possibilities and the advantages of this new device. He immediately wired me to meet him in the Johns-Manville St. Louis Office, for an interview. The result was that I accepted employment with the Company. My duties were to exploit this new brake cylinder ring with the railways throughout the country.

"After four months of traveling, calling on the different railway officials and not receiving any orders, I was discouraged to the extent of tendering my resignation, which was accepted with a very complimentary letter that caused me to regret this step. This was during the panic of 1907.

"Later when I thought it would be possible to accomplish something, I wrote Mr. Meek a letter for re-employment. Soon I was again on the pay roll, performing the same work I had done before.

"Upon inspecting some of the brake cylinder expander rings that had been shipped out, I felt they were improperly manufactured, and I made a report to that effect. I was then instructed to go to the factory and to remain there until I had perfected the manufacture of this device. This was the beginning of my years of factory experience.

"It is remarkable to think that so many of us employees have been with this Company 20 years or more.

"I am a firm believer that a rolling stone gathers no moss. My experience has been with two companies only, and I could not have accomplished what I have, if I had made further changes. I sincerely hope I may remain here the balance of my life, pledging my loyalty and cooperation, and giving the best I have to offer, whether I remain one day or years.

"I sincerely hope that the spirit of cooperation will continue among all of us, and that the Company's growth will be even greater and faster than in the past."

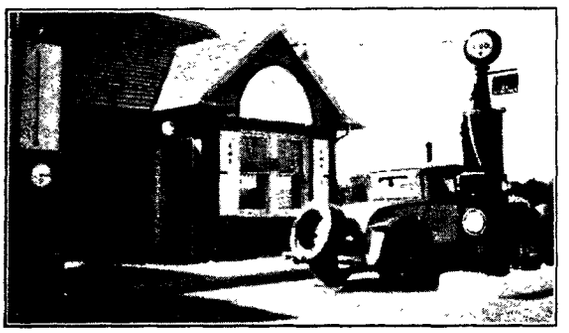
### Fire Tests on J-M Roof Bring Reduction in Insurance Rates

The roofing test conducted on the roof of the Banco Central de Chile in Santiago by A. C. Windsor, Foreign Division salesman there, resulted in a reduction in insurance rates, according to word received by C. V. Gaines, Division Sales Manager. The story of the test was published on page [illegible] of the August issue of the Circle, but at that time it was not known whether a reduction would be allowed.

### Employees Support Red Cross

Dorothy M. Kern, secretary to L. S. Carroll, and Captain of the American Red Cross campaign in the New York Office, reports that the employees of the General Office and Eastern Division very generously contributed to the Twelfth Annual Roll Call. The contribution for this year far exceeded that of last year, and Miss Kern wishes to thank all for their hearty support.


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*A gasoline station, and the Shabel Kennels, both on the White Horse Pike, are roofed with J-M rigid shingles.*

# *Shingling* "THE WHITE HORSE PIKE"

"He who rides must see Johns-Manville shingles," is the slogan of C. G. McAnally and E. D. Pakenham, Jr., Philadelphia salesmen. And they are making this slogan come true—by shingling the White Horse Pike, the main highway from Camden to Atlantic City, New Jersey. Camden is famous for Campbell's soups, and for Victor "talking machines," and for the fact that it is located on one end of the Delaware River Bridge, the longest suspension bridge in the world. Another claim they make is that the fastest train in the world leaves Camden, the "Boardwalk Flyer" to Alantic City.

And who hasn't heard of Atlantic City?

Naturally the highway between these two points seemed like a good place for representative jobs of J-M asbestos shingles, and to date the salesmen who made this their aim have not been disappointed.

There are two asbestos colorblende shingle jobs in Haddon Heights, one of which is on the home of Philadelphia District Manager A.S. Royal, and the other a house and garage re-roofed by Wm. W. Aharon, a J-M booster. Mr. Aharon, who is, with reason, proud of this job, was furnished the duplex shingles by the J. R. Quigley Company, J-M distributor in Gloucester. In the summer the Quigley Company sold another colorblende job for a large gas station in Audubon, the largest borough in the state.



*Re-roofed with colorblende duplex.*

The owners of the high class Shabel Kennels, located just below Egg Harbor City, also decided to re-roof with No. 70 duplex shingles, using a red rough border and red ridge roll. This job was the result of an extensive advertising program and was secured through the efforts of E. D. Pakenham, Jr., and Egg Harbor Coal and Lumber Company, J-M distributor.

A Tydol gas station in Oaklyn has colorblende shingles, and the Egg Harbor Coal and Lumber Company also furnished the shingles for re-roofing a large farmhouse along the Pike near Egg Harbor City.



*A J-M rigid asbestos shingle booster.*

### Boston Salesman Succesful in Selling to Mason Supply Houses

H. S. Thomas, merchandising salesman in the Boston District, has had considerable success selling No. 352 asbestos insulating cement to mason supply houses. Mr. Thomas secured an order for a carload on November 9 from T. Shea, Incorporated, Springfield, Massachusetts, and another order for a carload on November 13 from the Cook Builders' Supply Company, also of Springfield. Both of these concerns are builders' supply houses.


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# Promotions *and* Transfers

John Barry, stock clerk, Transite Department, Nashua Factory, has been transferred to clerk in the Mechanical Department. Roland Farrell, clerk in the Saw Department, is taking Mr. Barry's place.

A. W. Graming, previously with the New York Office, has been appointed special acoustical representative for the Southern District.

J. A. Frieland of the Order Department, Pittsburgh District, has been promoted to the Sales Department. He will price and service orders, aiding Mr. Luchin and Mr. Born.

H. L. Harrison, formerly Staff Engineer, engineering and development section, General Office, is now attached to the waterproofing and industrial flooring section as Staff Engineer, specializing on underground pipe protection against corrosion. Mr Harrison's extensive practical knowledge of pipe line protection with both asphalt and tar products, will be of great benefit to the divisions in acquainting them with materials and their uses.

Wilbur W. Jones of the oil industry section, Western Division, has been transferred to the sales force as associate of C. A. Foster in Wisconsin territory.

J. H. Murhammer has been promoted from the Mail Department, Pittsburgh District, to the Order Department. He will have charge of writing up all the orders of this district.

David W. Thom, formerly of the Eastern Division, has been transferred to merchandising salesman in Los Angeles.

L. K. Grafton has assumed new duties at the Detroit Office as Order Department clerk.

Jack C. Wolfe, of the Chicago District Office force, has been appointed to Sales territory in Central Iowa.

L. H. Richardson succeeds George C. Sacket in Montana Sales Territory, Mr. Sacket having been promoted to Sales Supervisor at Minneapolis.

H. E. Hill, formerly automotive salesman in the New Orleans District, has been promoted to the Chicago Office, where he will be Sales Supervisor of the automotive section. H. C. True, formerly connected with the Borden Aicklen Company, brake lining distributors, has been selected to take over Mr. Hill's former territory.

T. W. Heron has been transferred from the General Office at Asbestos Factory, to the Mining Department as secretary to H. K. Sherry, Mine Superintendent.

G. B. Brown, formerly at Asbestos, Quebec, has been promoted to the Research Department at Manville, New Jersey.

R. J. Newberry has been promoted to Assistant General Traffic Manager at New York, and A. J. Haley is now chief rate clerk in place of Mr. Newberry.

F. A. Boylan was recently promoted from the General Traffic Department to the insulation section of the Eastern Division Merchandising Department.

Alfred N. Smith, formerly in the Finance and Accounting Department, has been promoted to assistant to J. W. Flavin, chief clerk in the Metropolitan Sales District, Eastern Division.

M. P. Jones, formerly chief clerk in the Wilkes-Barre Office, has been promoted to senior salesman of the Williamsport section of the Wilkes-Barre territory.

E. A. Toohey, Superintendent of Pipe Covering and Cements, Manville Factory, has been placed in charge of the Paper Mill in addition to his regular duties.

E. T. Shanahan, for many years Superintendent of Production in the Roofing Plant at Manville Factory, has also been given charge of the Waterproofing and Mastic Production Departments.

# New Employees

**Eastern Division:**

K. M. Eden is a new employee in the Architects Service Department, Eastern Division.

Bertha Starke entered the Company recently in the Eastern Division Sales Promotion Department.

**Central Division:**

Miss Elizabeth Morton was recently employed as stenographer in the Charleston Office in the New Orleans territory.

Sam M. Durham has been appointed special insulation representative, Industrial Department, Cincinnati District.

**Western Division:**

A new addition to the Estimating Department, Pittsburgh District, is Miss Janet Gleditsch, stenographer.

E. C. Conery, a veteran salesman, formerly connected with the Carolina Portland Cement Company, has joined the New Orleans selling force.

Carl Dingfelt has entered the Company in the Mail Department, Pittsburgh District.

R. R. Dunn, previously connected with the Remington Arms Company, is now affiliated with the Johns-Manville organization in the capacity of salesman. He will make his headquarters at Greenville, Texas.

Julian L. Wallace is a new salesman in the St. Louis District.

L. A. Goodnight has been employed as a junior salesman in the Dallas territory, with headquarters at Dallas.

Albert Zebrit is the new stock record clerk, Stock Record Department, Pittsburgh District.

E. B. Hamilton, formerly salesman at Louisville, Kentucky, has been added to the sales force at Indianapolis.

P. A. Hof, formerly connected with the St. Louis Office, has been added to the Construction Department Estimating force at Chicago.

W. E. Cuthbert, formerly of the E. I. Du Pont de Nemours and Company Construction Department, has succeeded Don Heller in the Western Division Industrial Building Materials Department. Mr. Heller left for the Pacific Coast to join the army air force.

**Pacific Division:**

Miss Mary E. Jones was recently engaged as billing clerk in the Los Angeles District.

**Manville Factory:**

H. S. Parks has joined the Paper Mill Manville Factory, in the capacity of Boss Machine Tender.

**Nashua Factory:**

Paul Anctil has been engaged as messenger boy at Nashua Factory.

**General Office:**

Harry Mudden, Joseph O'Malley and J. H. Carey are new part time mail clerks in the General Service Department.

Elsie M. Raetz recently entered the Company as stenographer for Allan Wallace, Traffic Manager, at New York.

Gladys Anderson is a new thirteenth floor reception clerk in the General Office Service Department.

Paul Danzig is a new mail boy in the General Service Department.

Miss Zita McGrath has joined the Company as stenographer for Harry Poust, Purchasing Department, New York.

Miss Edythe Odenwald is a new stenographer for Ken R. Dyke, Advertising Manager, New York.

R. G. O'Neil recently entered the Company as buyer of printing and stationery in the General Purchasing Department.

## Big Fire Fails to Injure Transite Corrugated Roof

The plant of the Empire Grain and Elevator Company at Binghamton, New York was recently completely destroyed in a $250,000 fire. The only portion of the entire roof which did not burn was that over the boiler room. This particular area happened to be Johns-Manville Transite corrugated asbestos roofing applied by C. W. Hull and Sons of Binghamton, J-M approved roofers, only a few weeks before the fire. This roof came out of the fire unscathed except for a broken corner of one sheet, which was caused by a falling timber.

This once more demonstrates the fireproof quality of Johns-Manville Transite corrugated, which point was fully realized by the owners.


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# Here and There in the Field

### Model Homes Have J-M Roofs

The Cleveland committee of the Home Owners Institute, under the chairmanship of E. F. Boyle, Cleveland City Sales Manager, has made the most rapid and effective progress of any such committee in the country, according to New York reports.

The committee got under way in June of this year. Sunday, October 28, was selected as the date of the opening of the showing, with 10 homes constituting the show ground. Most of them were roofed with Johns-Manville rigid asbestos shingles and had their heating plants protected with improved Asbestocel.

On this date two of the homes were completely furnished. The remaining eight were to be in various stages of construction so that visitors might see the complete method of installation of the various products.

Judging from past attendances at Model Home showings in Cleveland, and from the vast amount of publicity that the Master Model Homes have received, the promoters have estimated that about 125,000 people will visit these houses during the campaign.

### Pipe Covering in the Schools

The pipe-coverers of Nicely and Company, approved contractors of the Philadelphia District, seem to have a craving for higher learning, as shown by the jobs they have secured in the last few months: plumbing and heating in the Altoona High School, high pressure heating system in the boiler house at Lehigh University, and the covering in the Engineering Building at the University of Delaware. Another large job was that completed at the Chemical Laboratory at Princeton University.

### Not Deteriorated after 37 Years

Recently the Trenton Water Department dismantled a large pumping unit. P. O. Dickinson, junior salesman at Philadelphia, watched the operation with a great deal of interest. What particularly attracted his attention was the large amount of insulating material removed from the steam unit of the pump. The material consisted of 85 per cent magnesia blocks and insulating cement which B. L. Temple, engineer, said had been giving service for 37 years. He then told what he knew of the origin of the material and the length of service it had given, as follows:

"When I came here as engineer in 1891, the Water Department was considering the installation of a new pumping unit, and after considerable investigation as to what make to buy, purchased and installed this unit by the Edwin P. Allis Company, of Milwaukee, Wisconsin.

"Among other accessories for the equipment was insulation for the steam unit for which Johns-Manville 85 per cent magnesia blocks were chosen because of the reputation of the Company as the foremost concern in the insulation field. In 1899 it became necessary to replace the gaskets in the steam head, and this meant removing some of the original insulation. When the gaskets had been changed, J-M insulation cement was secured and I applied it myself.

"The materials have certainly given long and efficient service, which is evidenced by the present condition of these materials which have just been removed after service of 37 and 29 years respectively."

The material which was removed from the pump was not cracked or deteriorated in any way even after being in use all these years against steam of 180 pounds pressure.

### "Scene-in-Action" Brings Orders

T. M. Butler, south Alabama salesman, recently displayed a J-M scene-in-action sign in the window of the Thornhill Hardware Company, at Wetumpka, Alabama. This sign was directly responsible for getting reroofing orders for 160 squares of J-M asbestos shingles.

### Contest Stirs Milwaukee Salesmen

There is much good to be derived by appealing to a man's sense of competition. At least Supervisor Frank Mohr of the Milwaukee Office thinks so, and as a result offered as a special inducement to his rigid shingle salesmen, a prize of $100 to every man selling 1,000 squares of asbestos shingles to his distributor during the month of October. The prize was not merely something to hope for, but with a little extra effort, was within the reach of every man. To make things even easier, and more interesting, all squares were to be counted on the basis of No. 70 mottled gray.

Needless to say, all men immediately set to work towards reaching this goal. Up to this writing the final returns were not in, but several men were almost certain to collect the prize money.

Gordon Rector was leading all entries and felt so confident of success that he offered to be host at a joint dinner for his distributors in the event that he won.

A. L. Klug devised a plan of his own to win the prize. He promised to donate the $100 on condition that his distributor contribute an equal amount toward a prize to be offered to the distributor's salesmen.

### J-M Lining Displayed in London

A very excellent article appeared in the October issue of "The Industrial World," a magazine published in London, regarding the activities of Accessories (Edinburgh), Limited, Edinburgh, Scotland, J-M special automotive representatives in Great Britain.

The following are two excerpts:

"An organization which provides the fullest measure of service for motor traders is that known as Accessories (Edinburgh), Limited, whose head offices are at 4 Queensferry St. Lane, Edinburgh, with branches at 61 Gt. Eastern Street, London, E. C. 2, and 18 Bank Street, Dundee. This concern are wholesalers for all kinds of automobile equipment, particularly for the Johns-Manville Asbestos Brake Linings and other automatic products.

"Accessories (Edinburgh), Ltd., are exhibiting at the London Motor Show (Stand



*The pumping unit of the Trenton Water Department, Trenton, New Jersey, and the engineer, B. L. Temple. The J-M insulation on this unit, recently dismantled, was still perfect after 37 years of service.*


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**Before and After the Boiler Explosion at the Butter and Cream Factory in Asbestos, Quebec.**



278 Gallery), and will then have on exhibition as fine a collection of accessories as can be found anywhere."

### Profits Reflected in Orders

The seashore resorts had a good season, judging from the number of carload orders received during September and October in New Jersey coast towns. Charles McAnally, senior salesman in the Camden territory, reports nine carload orders for shingles in those two months. Some of them came from Ocean City and Wilwood. The former suffered a loss of thousands of dollars by fire in 1927, and an ordinance was afterwards passed that all buildings must have fireproof roofs by 1930.

### A total of 250,000 Squares

I. E. Willison, Supervisor of City Sales, Pittsburgh District, recently secured an order from the Aluminum Company of America, at Pittsburgh, for approximately 1,000 squares of Class "A" built-up roofing.

This roof is to be applied at the Fairfield, Connecticut, Plant of the Aluminum Company, a new addition to its vast number of plants.

The buildings that will be roofed at this time are the furnace building, light castings building, heavy castings building, and the wash room. This order will amount to about $15,000.

The Aluminum Company of America has now approximately 250,000 squares of Johns-Manville built-up roofing on its various plants all over the United States, a tribute to the superiority of this type of built-up roofing.

### Cement for Cracking Stills

W. S. Hamilton, Chicago city salesman handling oil industry accounts, has secured an initial order of 85,000 pounds of No. 20 new style retort cement from the Graver Corporation of Chicago, who will use the material for laying up the firebrick work in four high-pressure cracking stills they are installing on the West Coast.

### Secures Church Roofing Contract

W. P. Tomme, St. Louis salesman, closed a roofing contract for 60 squares of rigid asbestos shingles and 44 squares of super Class "A" built-up asbestos roofing to be used on the Methodist Church at Batesville, Arkansas. The contract will be handled through the distributor at Batesville.

### Shingles Withstand Explosion

When the boiler which supplied steam for the Butter and Cream Factory at Asbestos, Quebec, exploded, it wrecked the building, but not the J-M rigid shingles that covered it.

The sides of the building, which was owned by Mr. Levasseur, were covered with rigid shingles manufactured in the Asbestos plant. None of them were broken except those over points of direct impact with flying bodies in the center of the explosion.

Approximately 85 per cent of the shingles have been salvaged and are piled up ready for use on the new building. This is a very striking example of the adaptability of rigid shingles to frame buildings, showing they are not only able to withstand exterior abuse, but also considerable distortion of the base to which they are fastened.

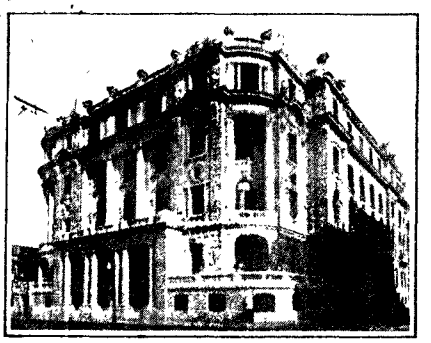
Seven persons in the building escaped unhurt.

The distortion in the photograph at the left, above, showing the building before the explosion, is due to the position of the camera when the picture was taken.

### J-M Represented at Conference

The Massachusetts Building Officials Conference, an organization composed of building officials and inspectors of cities and towns in Massachusetts, held their semi-annual meeting and get-together at the Kenmore Hotel, Boston, Wednesday, October 31.

Six building material concerns were represented at this meeting with displays of products, one of them being Johns-Manville with an industrial building material display



*The Club de la Unión, Santiago, Chile, which has a J-M Class "A" built-up roof, J-M water-proofing in toilets and baths, and J-M radiator traps.*

which brought very favorable comments from the officials attending the conference.

The display was in charge of L. E. Cushman, Sales Promotion Supervisor for the Boston District, who also gave a short talk on asbestos and its products to the members of the conference.

### Shingle Demonstrations Successful

During the week of November 5, W. W. Giles, merchandising salesman, Syracuse Sales Office, held four asbestos shingle demonstrations in various parts of the territory. The meetings were very successful and resulted in actual sales, at the meetings, of two rigid shingle jobs and a quantity of J-M insulating board.

Everyone who attended these meetings and the showing of the asbestos shingle re-roofing film, displayed a great deal of interest, and several of the carpenter contractors vowed that they were immediately going after re-roofing business with Johns-Manville rigid asbestos shingles.

### Boosting the Sale of Asbestocel

The sales force of the Columbus Office held a joint dinner and meeting with that of the local branch of the Standard Sanitary Manufacturing Company. The object of the meeting was to increase the sale of Asbestocel pipe covering. George V. Christie, Acting Staff Manager, insulation and power specialties section, Merchandising Department, New York, made the principal speech and was ably assisted by W. C. Craig of Cleveland and Glenn F. Eby of Columbus.

Mr. Lewis, Manager of the Standard Sanitary Manufacturing Company, said afterwards: "If anyone had told me before that I would sit still for one hour and twenty minutes listening to a sales talk on pipe covering, I would have said he was crazy. Mr. Christie certainly did sell us again on J-M Asbestocel, and I know my men will not leave a shop without saying 'How about some Asbestocel?'"

Twenty men attended the meeting and if results are comparable to the enthusiasm shown, the sale of Asbestocel should materially increase in Columbus.

### An Inquiry Brings a Dealer

T. M. Butler, south Alabama salesman, by answering a magazine advertisement inquiry in person, sold F. M. Fleming of Brundidge, Alabama, on J-M asbestos shingles and made him a dealer in the town.


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Recently Mr. Fleming ordered a carload of asbestos shingles, which makes the third carload this year.

### "Seeing Is Believing"

The sample board shown in the picture below is the standard specification board used in the Southern District for demonstration purposes. This sample board was one of the principal factors in helping E. S. Crocker sign up the Jeter Lumber Company at Hearne, Calvert and Cameron, Texas.

At the time the distributor was signed up at the above three towns, Mr. Crocker received an order for a carload of shingles. Later he called on these people again, and secured another car from Hearne.



Mr. Crocker feels that it pays to show your customers how it is done. Just telling them about it doesn't get the sale over, but if they can *see* it, a sale usually results.

### More and More Tank Tops

The results J. F. Hennessey, special accounting salesman, Western Division, has obtained from his very close relationship with the Roxana Petroleum Corporation at St. Louis have been very pleasing. In the latter part of October he received a contract from this company for tank top insulation which amounted to $57,000. This was the third contract he had received from this customer this year, and it brought the total to nearly $100,000.

### Another Sales Contest in Boston

The Boston sales territory of the Boston District had another sales contest during the month of November, and Charles T. Dearborn, Sales Supervisor, again offered a new hat to the winner.

In order to bring out the proper sales efforts from all salesmen, it was decided the winner must be the salesman having the highest number of points based on the following:

| | |
|---|---|
| Salesman with largest sales for the month | 25 points |
| Salesman with largest increase for the month over previous month | 25 points |
| Salesman with largest amount of compensation for the month | 25 points |
| Salesman with the best percentage of compensation to sales | 25 points |
| Total | 100 points |

It can readily be seen that in order to compete in this contest, the salesman not only had to try for volume but to sell the kind of materials that carried a high rate of compensation.

### A Steady Customer

In the last four years the H. W. Porter Company, J-M contractors, together with the Newark salesmen, have sold J-M products to the Public Service Electric and Gas Company's super power station, without losing their order once. In the last year Johns-Manville has received orders for approximately $75,000 worth of material.

### Winning Back a Purchaser

The Boston District, like the New Orleans Sales Office, also has a roofing inspector who turns complainants into prospects. Louis D. Smith called on the Great Northern Paper Company at East Millinocket, Maine, recently, regarding a complaint on J-M built-up asbestos roofing. Mr. Smith investigated this complaint and found it was due entirely to faulty application by the customer's own workmen. He had no trouble in convincing the customer of this, and then secured from him an order for 600 squares of 15-pound asbestos roofing felt and 10 drums of roofing asphalt.

Mr. Smith was a superintendent of roofers for Johns-Manville years ago when the Company was in the roofing contracting business. Later on, in business for himself, he was one of the live approved roofers. He then came back to Johns-Manville as a roofing inspector. Mr. Smith has a thorough knowledge of the roofing application business and his handling of complaints has been a great help to the built-up roofing business in the Boston District.

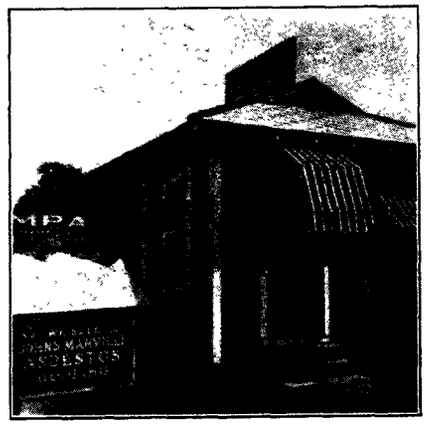
### "Results Beyond Expectation"

"We have been going after business night and day since we took on the account April 1, 1928, and meeting with results far beyond our expectation," says C. J. Smithwick of the Smithwick-Curry Roofing Company, J-M approved roofers in Pine Bluff, Arkansas.

The siding of the Smithwick-Curry Office, shown in the picture below, is of the J-M red hexagonal shingles.

### Shingles Instead of Slate

T. M. Butler, south Alabama salesman, sold the Troy Methodist Church 140 squares of No. 5 blueblack asbestos shingles to replace a slate roof that had been on for 20 years. The Church board was very much in favor of using slate for this re-roofing job, but by following closely and talking personally to all members of the board, Mr. Butler succeeded in selling them Johns-Manville rigid asbestos shingles.



Recently Mr. Butler and H. W. Allison, Sales Supervisor of the Birmingham Office, called on the Virginia Carolina Chemical Company at Montgomery, and found them tearing down their old boiler house building. The roof on this building was Johns-Manville asbestos white top and it had seen 25 years of service.

### Prejudice Overcome

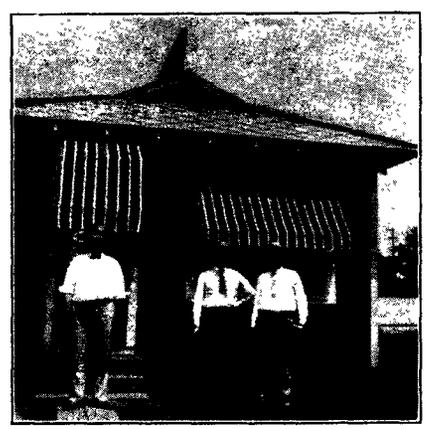
E. W. Heurung, Sales Manager of the Metropolitan New York District, with the assistance of J. W. Flavin, chief clerk, overcame a prejudice of 18 years' standing when he sold an order of pipe covering amounting to approximately $8,000 to the Stamford Gas and Electric Company, Stamford, Connecticut.

### Asbestos and Fire Prevention

On November 14 the Bethlehem Steel Company, Bethlehem, Pennsylvania, held its eighth annual fire prevention meeting which was attended by the fire chiefs and insurance engineers of that company. J. S. Charles, special representative of the Steel Industry Department, Philadelphia District, gave a talk on asbestos products in relation to fire prevention, and J. C. Mason of the Eastern Division Sales Promotion Department showed the film "The Story of Asbestos." Last year Mr. Charles gave a talk before the same association, and as a result asbestos shingles were made standard for the Bethlehem Steel mines. Orders for more than 600 squares of shingles have been received.

### Extreme Quiet Amazes Londoners

Two London newspapers, "The Daily

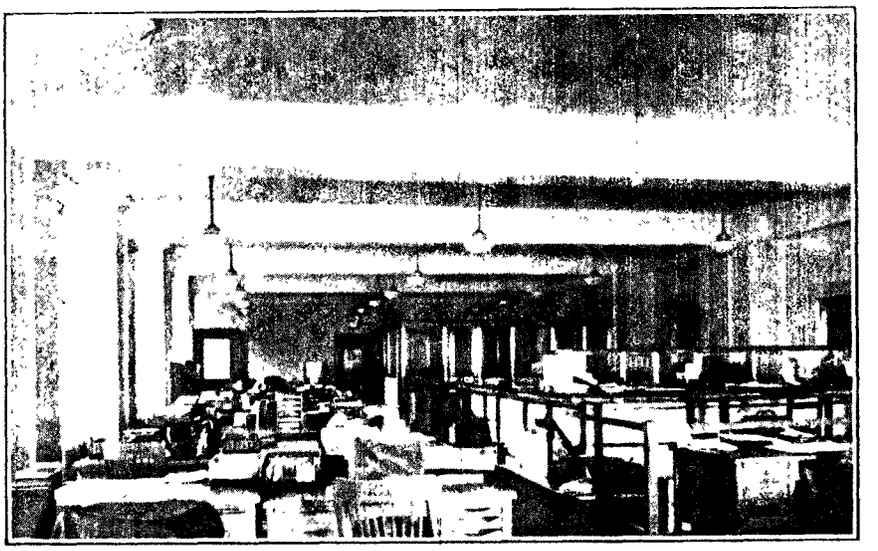


*The photograph on the left identifies the Smithwick-Curry Company at Pine Bluff, Arkansas, as a J-M approved roofer. Above, left to right: R. G. Curry, A. C. Woodbury, J-M salesman at St. Louis, and C. J. Smithwick, in front of the office.*


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*Below: the exterior view of the Sun Life Assurance Company of Canada, in London. At right: the interior of the building showing the clerical and public space on the first floor. The acoustical treatment is on the ceiling panels between the beams.*





Mail", and "The Evening Standard" recently published articles regarding the acoustical treatment in the new building of the Sun Life Assurance Company of Canada in London. This treatment consisted of approximately 20,000 square feet of Nashkote type B.

"The Daily Mail" says in part:

"Inside the Sun Life of Canada building the visitor is instantly aware of a sense of extraordinary quiet. No building—even the most modern that the writer has ever entered until today possesses this uncanny attribute of silence. There are large rooms where thirty or forty people are busy in their various ways; some are dictating, others are checking, six or seven, perhaps, talking on the telephone. But while you see all this activity, you do not hear it!"

"The Evening Standard", under the heading, "The Silent Ceiling in Business," comments as follows:

"A hush-hush ceiling is the latest thing in office construction. It is one of the features of the Sun Life Assurance Company of Canada's new building, which was opened this afternoon by Mr. Amery, the Dominions Secretary of State.

"The ceilings have been treated acoustically for the absorption of noise, and conversation can be carried in low tones, even on the first floor, with windows open and traffic noises at their greatest.

"The ceiling is treated with acoustic felt, composed of asbestos, fibre, and hair. It is calculated that this absorbs about 65 per cent of the noise

"The felt is three-quarters of an inch thick, and is cemented on to an ordinary ceiling, which is finished off with a perforated fabric composed of felt and asbestos.

These clippings were sent to the Foreign Division by Horace W. Cullum and Company, Limited, J-M representatives in London.

## Changes in Suggestion Plan

(*Continued from page* 12)

past. These men will be given credit for their accepted suggestions on their employment record cards.

In order to spread the load which the important work of considering suggestions had placed on the Headquarters Suggestion Committee and also in order to get the benefit of the experience of a greater number of men familiar with manufacturing and sales problems, it was deemed advisable to have two Headquarters Committees; one to be known as the Headquarters Manufacturing Suggestion Committee which will consider all suggestions of a manufacturing or mining nature, and the other, the Headquarters Sales Suggestion Committee, which will consider all suggestions relating to sales, marketing, advertising or general problems.

The personnel of the Committees is as follows:

Sales, George Nicol, Jr., chairman, J. T. Spicer, J. J. Greene, M. H. Clark, and John Sanders, Jr., secretary.

Manufacturing W. R. Seigle, chairman, M. H. Clark, G. E. Halladay, D. C. Renton, and John Sanders, Jr., secretary.

## Contest Among Distributors' Salesmen Increases Sales of Insulation in Iowa

J. D. Rourke, general salesman with headquarters at Fort Dodge, Iowa, was recently confronted with the problem of increasing his insulation sales a difficult matter in such a highly rural section of the state. His plan, as he finally worked it out, was to have a contest among the salesmen of the J-M distributor there, the Leighton Supply Company, on the sale of J-M materials.

The contest, to extend over a period of three weeks, thereby enabling the salesmen to get over their territories at least once, was described as a "race" to San Francisco. Each sales dollar equalled one "mile"; each individual order merited a special count of ten "miles"; and Keystone range boiler covers counted twenty-five points or "miles". Mr. Rourke contributed the prize money, and as soon as W. I Davidge, Insulation Supervisor of the Chicago Merchandising Department, heard about the plan, he increased it with a donation.



J. D. ROURKE

As the next step Mr. Rourke sent to E. Nelson, Manager of the Western Division Sales Promotion Department, for a quantity of imprinted booklets, leaflets, folders and blotters, and also Improved Asbestocel and Keystone range boiler cover stickers. Each salesman was provided with a small sample of Improved Asbestocel pipe covering and pages from the Sales Manual relative to the commodities handled by the distributor. Two hundred and fifty points or "miles" were credited each man when he reported having read all the pages given him. Thus each man familiarized himself with the J-M line.

At the close of the third week the winners were announced and prizes distributed as follows:

G. E. Mittelstadt, 804 "miles", $15 in gold, J. L. Morrison, 718 "miles", $10 in gold; and H. Shields, 672 "miles", $5 in gold

The lowest of the eight men earned 517 points, which shows what a close race it was!

The contest resulted in 120 orders, including 5,204 feet of pipe covering; 101 bags of No. 400 cement; 33 bags of No. 352 cement; 156 square feet of magnesia blocks; 425 pounds of Fuerite furnace cement; and 54 pounds of packing


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# Within the Circle

## Eastern Division

A. R. GIBBONS, *Associate Editor*

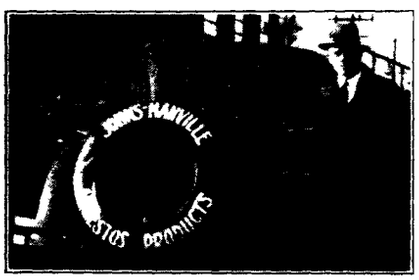
On October 29, Thomas B. Constant, power specialty salesman for metropolitan Boston, was hit by an automobile in Medford, Massachusetts, while calling on his trade. Mr. Constant was rather severely shaken up, and bones in his right foot were broken.

L. M. Cassidy, industrial salesman, Newark Sales Office, was married on November 24 to Miss Ruth McBride of South Orange, New Jersey.

The Railroad Bridges and Building Supply Men's Association held their annual convention in Boston at the Hotel Statler on October 23, 24 and 25, and Johns-Manville was represented with an attractive booth, in charge of R. C. Townsend, Eastern Sales Manager of the Railroad Department. The booth was set up by L. E. Cushman, Sales Promotion Supervisor.

Charles McAnally, senior salesman in the Camden, New Jersey, territory, tells of an interesting incident as follows:

"A cop in Woodbury, noting my tire cover on which is printed 'Johns-Manville—Asbestos Products,' stopped me the other day. I thought perhaps I was being 'pinched' for some reason or other, but found he just wanted to tell me that it is a great company (I agreed with him). Then he went on to tell me that he helped install the first J-M moving picture booth in Boston back in '65 or some such date, and that they filled the booth with films and set them on fire to see if the booth would burn, and it did not. 'Yes, sir, a great Company, and that asbestos




*Charles McAnally, senior salesman in the Camden territory, with his J-M car.*

is some stuff,' he said. He was a fireman in those days and he still wears a flannel shirt."

Miss Lila May Morrill, formerly secretary to George W. Esler, Jr., Sales Manager of the Boston District, was married to David Andrew Noonan on October 27 at her home in Auburndale, Massachusetts.

Before leaving the Company, Miss Morrill was presented with a beautiful mahogany Seth Thomas Westminster chime clock by her Johns-Manville friends, and the week before she was given a shower by the Boston Office, when she was presented with a kitchen clock, and a breakfast set.

Immediately after their marriage, Mr. and Mrs. Noonan left on a motor trip to Washington. On their return they will make their home in West Newton, Massachusetts.

A. F. Eichhorn of the Atlanta District Office, is the proud father of a baby boy.

Miss Helen F. O'Shields of the Atlanta District Office, was married on November 28 to Wade H. Sellers, Jr., of Atlanta.

## Central Division

H. W. KIEL, *Associate Editor*

The General Conference at New York had a far reaching effect, as evidenced by this act of Eugene Dowling, Sales Manager of the Industrial Department, Cleveland District, who was so enthused that he immediately called a conference of the clerical force in his Department. After going over the high lights of the General Conference, the party went out to dinner, and then attended a bowling session.

Letters of thanks to the Detroit Office from newly married employees indicated their wedding gifts were very much appreciated. Newly married men are: Ralph Marson, Manager, Construction Department; George Maw, Chief Estimator; and Harry Hayden, Shipping Clerk.

During the early part of October T. K. Mial, Central Division Sales Manager, accompanied by G. R. Lewis, Detroit District Sales Manager, visited the three up-state territories in the Detroit District and also spent some time in the Detroit Office.

In each of the territories a meeting was held with the territory supervisor and the salesmen at which both Mr. Mial and Mr. Lewis conveyed the impressions they had gained at the recent General Conference in New York with regard to the future of the Company. They stressed particularly the possibilities of advancement for employees.

Renewed interest has been aroused in the weekly Saturday morning meetings of the Detroit city sales organization by allowing each salesman to select a topic on which to make a sales talk.

The meetings are conducted by F. W. Clise, Detroit Territory Supervisor. They frequently bring to light important information which might otherwise remain unknown to most of the salesmen, and the special representatives usually have something to offer in the way of new developments and special information.

During the month of October, Fred Jensen and George H. Smart, roofing salesmen of the Youngstown Office, closed the following asbestos shingle jobs:

Mercer Hospital, Mercer, Pennsylvania, 225 squares of mottled gray asbestos shingles; McDonald School, McDonald, Ohio, 155 squares No. 5 mottled gray asbestos shingles; Warren Country Club, Warren, Ohio, 65 squares No. 70 mottled gray asbestos shingles; Salem Water Works, Salem, Ohio. 40 squares No. 170 mottled blue-black asbestos shingles; and Emanuel Lutheran Church, Salem, Ohio, 63 squares No. 70 mottled gray asbestos shingles.

On October 17, the Youngstown Office was visited by T. K. Mial, Manager, Central Division, and E. W. Rosenberger, Manager, Pittsburgh District, in order to acquaint the men of the Youngstown Office with what transpired at the General Conference held in New York September 17, 18 and 19. The meeting lasted for two hours and a very clear outline of the Conference was presented.

Don Noville, shingle salesman of the Cleveland City Sales Department, was recently married to Miss Gertrude Ely, at the home of her parents in Cleveland. Among the guests who attended the wedding were several of Mr. Noville's associates from the Department. After the ceremony, the couple motored east, including a visit to Manville Factory in their itinerary.

Fred T. Jones, Sales Supervisor of Cleveland District, visited the Columbus Office on Wednesday, October 10, and gave a very interesting account of his visit to the General Conference at New York. He also discussed the new compensation plan, its advantages over the old system as demonstrated thus far, and the additional fine results which are anticipated in the future.

V. W. McCoy, merchandising salesman in the Charlestown territory, is the proud father of a baby girl.

R. T. Maus, special roofing representative of Cincinnati District, spent the latter part of October in the Charleston Territory assisting in a special asbestos shingle campaign.

At the first Charleston territory sales meeting, held in the Charleston Office on October 19, it was decided to hold monthly meetings on the last Friday of each month. W. S. Hamilton of the Chicago Office attended this meeting.

On Wednesday evening, October 24, Local No. 8 Heat and Frost Insulation and Asbestos Workers Union held a banquet at the Eagle Cafe. There were 35 members present and S. E. Cooke, salesman, attended as representative of Johns-Manville. C. W. Lett, business agent, was toastmaster.

K. E. Greiser, merchandising salesman of the Charleston territory, has been successful in closing an order for three carloads of asbestos shingles with the Jewell Ridge Coal Corporation, Jewell Ridge, Virginia.

A. A. Gaible, Sales Supervisor, and Ben


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*The class in Foremanship Training at Manville Factory, conducted by the Division of University Extension of Rutgers University.*

Poor, salesman, of Cincinnati territory, with the aid of roofing sandwiches were able to secure orders for 1,725 squares of combination built-up roofing in Middletown, Ohio, in one week; 900 squares from P. Lorillard Company and 825 squares from the Gardner Harvey Paper Company.

Mr. and Mrs. F. B. Kincaid, Cincinnati District, are receiving congratulations upon the birth of a daughter.

E. F. Adelberger, industrial representative, Dayton Office, has a new way of inspecting J-M roofs. In selling a 163-square white top built-up roof to the Advance Air Craft Corporation, Troy, Ohio, he, with their representative, inspected the numerous Brooks jobs in and around Troy, Piqua and Dayton, from the air to such good advantage that he received the order.

On October 26 a "40 and 8" birthday surprise dinner was held at the Wyoming Club, Cincinnati, in honor of Henry L. Steiner, Cincinnati District Manager. After an excellent dinner at which Mr. Steiner was presented with an onyx desk set, the guests held a bowling match.

A. A. Gaible, Sales Supervisor, Cincinnati District, secured his fourth order for acoustical treatment at the American Rolling Mills, Middletown, Ohio, amounting to more than $5,000.

## Western Division

E. Nelson, *Associate Editor*

A. C. Pickett, railroad representative in Houston, has been successful in closing a $7,000 contract with the Missouri Pacific Railroad Company, for 425 squares of Class "A" built-up roofing on a new warehouse at Houston. Mr. Pickett was assisted in closing the contract by Nicholson-Tomme, Inc., J-M distributor and approved roofing contractor.

Ralph C. Harden, Sales Manager of the Western Division, accompanied by T. C. Greenwood, visited the New Orleans Office on October 8 and 9. At a general meeting of the office and sales force a talk was given by Mr. Harden on the General Conference which took place in New York City.

Supervisor Frank Mohr of the Milwaukee Sales Office, took advantage of the excellent fall weather and made a 10-day trip through Northern Michigan with Mr. Chynoweth, calling on various distributors and dealers. It snows early and long up there, but business conditions are reported very good at this time.

Sympathy is extended to Miss Matilda Kessler of the Chicago Railroad Department whose mother passed away recently.

H. B. Harden, Sales Supervisor of the automotive section, Western Division, made a very interesting talk to the Houston salesmen, on the event of the New York Conference. The South Texas salesmen are full of pep and enthusiasm, and prospects in this section of the territory are very promising.

In the face of stiff competition, J. H. McMillan, New Orleans District salesman, sold 260 squares of rigid shingles to the Consolidated Schools at Wesson, Mississippi. In view of the fact that Wesson is relatively near a large seaport and consequently is in the keenest sort of competitive market for foreign shingles, this sale is particularly praiseworthy.

Walter G. Wendland, special public utility and electrical representative of Chicago District, attended the annual convention of the American Gas Association, which now also includes the Natural Gas Association, at Atlantic City, October 8 to 12.

V. J. Sjostrom, North Dakota salesman, and H. B. Harden, former Minneapolis Office Sales Supervisor, were successful in closing a contract for the application of Class "A" built-up roofing to the Chevrolet Motor Company Building in Fargo, North Dakota, amounting to approximately $5,000.

E. J. Rodriguez, New Orleans salesman, closed a $7,000 order with the Standard Oil Company of Louisiana for Transite corrugated to be used for roofing and siding on the cracking coils building. They were so well pleased with the material that they bought an additional $3,500 worth to be used for roofing an asphalt shed.

S. L. Organ, salesman in the Beaumont territory, recently secured an order for tank tops amounting to $25,000.

C. M. Higgins, Oklahoma City salesman, was called to Salina, Kansas, on October 12 by the illness and death of his father.

C. N. Mann, Credit Manager for the Western Division, made a trip over the Southern territory, stopping a day in New Orleans on October 27.

T. L. Gossett, Sales Supervisor at Houston, recently spent some time with the Beaumont salesman, Fred S. Switzer and F. S. Crocker assisting them in signing up new distributors, and getting more business.

Among the members of the organization visiting Tulsa during the International Petroleum Exposition, on October 20 to 27, were the following: J. A. O'Brien, H. D. Crawford, H. I. Harrison, all of New York; C. O. Roome, St. Louis; L. I. Rolfe, Dallas; and I. A. Baldwin, F. W. Decker, L. C. Greenwood and R. C. Harden of Chicago.

R. A. Messner, salesman in the Minneapolis territory, secured a signed proposal from the H. N. Leighton Company, Minneapolis, general contractors on the new Y. W. C. A. Building now being erected in Minneapolis, for the application of Johns-Manville acoustical treatment, amounting to approximately $5,500.

J. L. Sullivan, formerly superintendent of construction for Oklahoma, is now executing a contract for the Pure Oil Company at Marcus Hook, Pennsylvania.

The Sinclair Oil and Gas Company is making additions to its Plant No. 11 Madison, Kansas, and is also erecting two new plants, Nos. 14 and 15, at Pearson and Marshall, Oklahoma. F. J. Liggett, Tulsa salesman, has secured orders for the insulation for these plants. All necessary gaskets will be from Johns-Manville, also [illegible].

A. W. Graning, acoustical representative Chicago, has spent quite some time in the Houston territory with the salesmen helping them with acoustical prospects.

J. G. Mason, Jr., Tulsa salesman, worked long and faithfully with the Tulsa Board of Education, and his efforts were finally rewarded with an order for $12,000 worth of acoustical treatment for six of the Tulsa school buildings. He also secured the contract for applying acoustical treatment to the Hotel Tulsa ballroom.

Due to the timely work of F. J. Liggett, Tulsa salesman, the original specifications for the roofs of the Sinclair Pipe Line Company's 10 stations in Illinois and Missouri were changed to Johns-Manville corrugated Transite.


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W. P. Gundlach, St. Louis salesman, recently returned from Forth Worth where he has been supervising the application of 850 squares of Class "A" built-up roofing on the new Montgomery Ward plant.

## Foreign Division

E. A. McLaughlin, *Associate Editor*

John E. Suthergreen, chief clerk in the Foreign Division, was married on November 28 to Miss Myra Margaret Irwin at Our Lady Help of Christian Church in Brooklyn, New York. A reception followed at Leverick Towers.

## Asbestos, (Que.,) Factory

George L. Fuller, *Associate Editor*

H. K. Sherry, Mine Superintendent, has been entertaining Frank Knuckey, Assistant Superintendent of the Arizona Asbestos Association at Chrysotile, Arizona, recently. Mr. Knuckey was especially interested in a trip to Thetford Mines, and reports that he has found his trip to Asbestos more than a revelation. Mrs. Knuckey and son, Robert, accompanied Mr. Knuckey.

The Milling Division is especially proud of the fact that it was the first department to win the safety banner for the department having the lowest number of hours lost through accident. For two consecutive months the Milling Department has run without having any lost time accidents. This department has received special mention from the Management and Safety Engineer for having attained such an enviable record.

Mrs. R. S. Gardner is leaving for Montreal shortly to undergo a special operation to correct the trouble caused through breaking her left arm last month.

The Mining Department has received its first monthly safety banner, which was won for going through one month's operations with no hours lost through accident.

George Shoults, foreman of the Milling Department, has recently been very highly commended for having saved the life of a fellow-workman who was in danger of falling from the fourth story of Mill 4-B. In view of the drive being made at the Asbestos Plant to reduce the number of accidents of all classes to one a day, it is felt that special cases like the above deserve mention.

Congratulations of the Mining Department are extended to Willie Sirois on the occasion of the arrival of a baby boy in his family, and to Joseph Dion on the occasion of the birth of a girl in his family.

The Mining Division, Asbestos Factory, wishes to call attention to the fact that up to date this department holds the record for having in its employ the man with the largest number of children in the Johns-Manville family. Frederick Champoux, an employee for 39 years, is the proud father of 21 children. Mr. Champoux is inspector of crude asbestos in the Cobbing Shed and has two members of his family working in the Erection and Repair Department.

## Chrysotile, (Ariz.,) Mine

Milo E. Ray, *Reporter*

N. A. Nelson, Superintendent, and Miss Bryant, a Chrysotile school teacher, had birthdays on the same day, so to celebrate this, they gave a dance on November 14, which was thoroughly enjoyed by everyone.

Mr. Hostetler, a Chrysotile Mine Engineer, recently purchased a first-class milch goat, who greatly enjoys eating wearing apparel and J-M roofing.

All the employees at Chrysotile Mine wish to extend their sympathy to Ygnacio Castillo in the loss of his two children, aged one and five years, whose deaths occurred but a few days apart, as the result of scorpion stings. Mr. Castillo is the oldest employee of the Arizona Asbestos Association, and previously worked with Mr. Nelson, the Superintendent, in Mexico.

Frank Knuckey, Assistant Superintendent, left recently on an extended trip to New York, Manville and Asbestos, Quebec.

Mr. Hostetler, Mining Engineer, is the proud father of a baby girl, Anna May, born October 29.

Nuestro Superintendente, el Sr. Nelson, desea dar el más sentido pésame al Sr. Ignacio Castillo por la péridida de sus dos niños.

## Cincinnati Factory

T. R. Turnbull, *Associate Editor*

Ben Burchett, truck driver of the Punch Department, is receiving congratulations on the birth of a daughter, Margie, on October 17.

John Allen of the Stripping Department, Wet-End, is the proud father of a son, born at his home on November 1.

## Gretna (La.) Factory

E. Belsom, *Associate Editor*

George Fiarbrass, architectural representative from the Chicago Office, was a visitor at Gretna Factory recently.

## Manville Factory

C. K. Dillingham, *Associate Editor*

Three meetings of the class in Foremanship Training have been held at Manville Factory. The total enrollment is 140, and the attendance has been nearly 100 per cent at each meeting. The lectures have been extremely interesting and the discussions which follow the lectures very instructive.

Mr. and Mrs. Lester Hunt are the proud parents of a baby girl born at Somerville Hospital, October 10. Mr. Hunt is night foreman of the Millboard Department.

Freas L. Hess, Superintendent of the Packing Department, Manville Factory, was elected to the Boro Council of Somerville, New Jersey, at the General Election, November 6. Mr. Hess was a candidate on the Republican Ticket, and received the largest vote ever polled by any candidate for this office. This is the first time Mr. Hess has ever run for office.



*Freas L. Hess.*

The third annual Masquerade and Civic ball, held by the Manville Social Club, Incorporated, at Liberty Hall on October 27, was a pronounced success. The costumes were very attractive and the music excellent. The prize was awarded to Miss Chese Reemer who wore a fairy costume. The men's prize was won by Eddie Mijak.

E. Peltack of the Paper Mill has a new addition to his family, a girl born in Manville, September 1.

## Nashua, (N. H.,) Factory

E. C. Hopkins, *Associate Editor*

Frank Wilson, Shingle Mill foreman, has returned to work after a seven weeks' illness.

Amede Sennerville, mixer man, Shingle Mill, was married on October 29.

Miss Celia Maynard, telephone operator, was recently absent for a week because of illness.

Peter Ginker, press man, Transite Department, is the father of a baby girl, born November 1.

## Waukegan Factory

J. E. Begert, *Associate Editor*

A new dining room for foremen and heads of departments was opened November 8 at



*The National Palace in Mexico, on which is applied 600 squares of Johns-Manville Class "A" built-up roofing. This picture, taken at night, shows the gleaming white of this beautiful building.*


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Waukegan Factory. A plate lunch, consisting of a choice of two meats, a vegetable, dessert and coffee is served for 35 cents. The new dining room eliminates time lost by standing in line at the regular cafeteria, thereby permitting foremen to be served quickly and return to their departments without loss of time. If this method of service proves satisfactory, it will be installed in the regular cafeteria.

The third service sheeter has been installed in the Packing Department to take care of increased orders. This is to facilitate 24-hour service to customers. The sheeter arrived at Waukegan October 13 and was in operation by October 19. The first sheet taken off was up to specifications in every way. The equipment weighed 25 tons and was set up in record time by the Waukegan Engineering Department. The sheeter contains a Solenoid brake as an additional safety measure and the mixing machines for it are equipped with a new type silent drive to eliminate unneccessary noise.

Carton containers are being used to ship brake band lining and pipe covering from the Waukegan Factory. Visiting salesmen have commented very favorably, especially about the moulded lining cartons which are marked in sizes and catalog numbers for reference and storage.

A carload of 30,000 pounds of No. 106 S brake band lining was shipped to Chrysler Motors Corporation, November 1. This is the largest individual order of lining ever shipped from Waukegan.

An order for 64 smoke jacks, type AZ, was received by the Asbestos Wood and Shingle Company in November. This is a 3-carload order to go to the Terminal Railroad of St. Louis and is the largest single order of smoke jacks ever received.

Tom O'Leary of the Chicago Office, visited Waukegan Factory on November 12.

S. Collier of the Packing Department, and A. J. Szuchnicki, Order Department, have gone in for "non-stop flights." They visited the Warner Electric Brake Company, at Beloit, Wisconsin, on Election Day, November 6, after waiting in line all day to nullify each others votes. At 4:30 p. m., they left with sample friction blocks and arrived in Beloit at 7:00 p. m., 100 miles in a driving rain storm in two hours and forty-five minutes! They held a conference with Mr. White, Chief Engineer of the Warner Company, until 9:15, and arrived at Waukegan at 11:00 p. m. with an order for a new type of brake block.

On November 7, still raining, Mr. Collier and Mr. Szuchnicki departed at 6:00 a. m. for Green Bay, Wisconsin, to consult with Mr. Burke, Chief Engineer of the Northwestern Engineering Company, about changing the size of the brake blocks which they use. They returned to Waukegan at 9:00 p. m. the same day, having travelled 400 miles at an average of 46 miles per hour. They did it in a Hudson Super-Six equipped with Johns-Manville moulded lining.

A. M. Hamblet, head of the Research Department, Manville Factory, visited Waukegan Factory on November 12 and 13.

Evening conferences have made their debut at Waukegan Factory. The first session was held October 28 at 7:30 in the manager's office, with J. P. Kottcamp presiding. The purpose of the conferences is to discuss the ways and means of standardizing the production methods.

H. L. Steiner, Cincinnati District Manager, visited Waukegan Factory on November 9.

Messrs. C. O. Roome, St. Louis; T. W. Hodson, Tulsa; R. C. Redlingshafer, Kansas City; Douglas Brooks, Texas; C. S. Phillips, Indianapolis and H. E. Hill, Chicago Office, visited the Waukegan Factory recently and expressed pleasure and benefit from their visit.

## General Office

FLORENCE MUIR, *Reporter*

Miss Mabel Wennerstrom, an employee of the Johns-Manville Corporation for a number of years, has announced her marriage to Charles Edward Taylor on October 24 in Atlanta, Georgia. They will make their permanent home at 965 Greenwood Avenue, N. E. Miss Wennerstrom was secretary to A. C. Hoyt just prior to her resignation in August, and before that was employed as secretary to the Pacific Division Manager for three years, and assistant to C. E. Horton in New York.

# SPORTS

Two teams have been bowling for the supremacy of the Shingle Mill, Nashua Factory. Team No. 1 won the first match and Team No. 2 won the second. The final match was bowled the week of November 12, and the result will be announced next month.

A. G. Fell, star bowler of the Industrial Department, Cleveland District, rolled 638 in three games on October 23.

A. Gauthier, trucker in the Shingle Mill, Nashua Factory, made his debut as a light heavyweight boxer at the Amateur Show, staged in Manchester, New Hampshire, November 2, and won three bouts, all by knockout in the first round.

On a Saturday afternoon recently, George Reed, Cleveland city salesman, invited the City Sales Department families to a picnic at his home, where they enjoyed tennis, horseshoes, and a general get-together.

The Nashua Factory Asbestos bowling team of the City Industrial League is in fourth place, having taken three points from McElwain's Shoe Team in the last game. William Wills is captain of the Asbestos team, and also represents the City of Nashua in The Merrimac Valley League.

That Southern District Johns-Manville employees are keen followers of sports was evinced by the large turnout of Johns-Manville people at the Tulane-Vanderbilt football game. Among those noted there were: John M. Taylor, Sales Manager, John F. Geis, Sales Supervisor, C. J. Flanagan, special representative, Merchandising Department, Fred Taylor, New Orleans distributor and E. J. Rodriguez, E. C. Conery, J. H. McMillan, and Frank Taylor, salesmen.

A bowling league, composed of Milwaukee Sales Office employees and representatives of local distributors, has been organized and is meeting each Thursday evening. Despite the fact that the league is comprised of only two six-man teams, interest runs high and rivalry is exceedingly keen. Frank Mohr, Sales Supervisor, has offered numerous prizes to the members.

Following are the averages of the bowlers:

P. L. Kraus, 167.6; H. F. Luedtke, 158.1; R. H. Mistele, 156.4; W. A. Ross, 153.0, G. H. Fohey, 151.5; N. A. Campbell, 150.0; H. A. Page, 149.3; J. Dengel, 137; H. F. Keller, 134; R. Behling, 133; A. L. Klug, 129.5; E. T. Pierick, 114.5; F. Eckerman, 113; H. F. Biersach, 108.8.

Messrs. Leo and Emerile Breton, Beesley and Finningan have been successful hunters since the deer-hunting season started at Asbestos, Quebec.

Cincinnati Factory Bowlers have accepted the challenge of the Cincinnati Sales Office, appearing in the last Circle, and would like a series of two out of three matches, of three games each, to be played in the near future.

The San Francisco District employees enjoyed a pleasant evening of bridge at the home of E. H. Clausen, San Francisco District Sales Manager, on November 16, in honor of H. W. Kircher's departure for El Paso, Texas, where he will assume his duties as salesman, assisting Fred Docker of the Los Angeles District. Mr. Kircher was presented with a steel trap, which Mr. Clausen suggested he might find useful in trapping orders in the land of cactus, sage brush, and tequila. In order to "execute" these trapped orders, Mr. Kircher was also presented with a gold mounted pencil. Those present were Messrs. and Mesdames H. W. Kircher, E. H. Clausen, Walter Giesecke, Jr., F. D. Griffith, H. L. Mayers, I. C. Hewlett, C. E. Wayland, and L. M. Osborn.

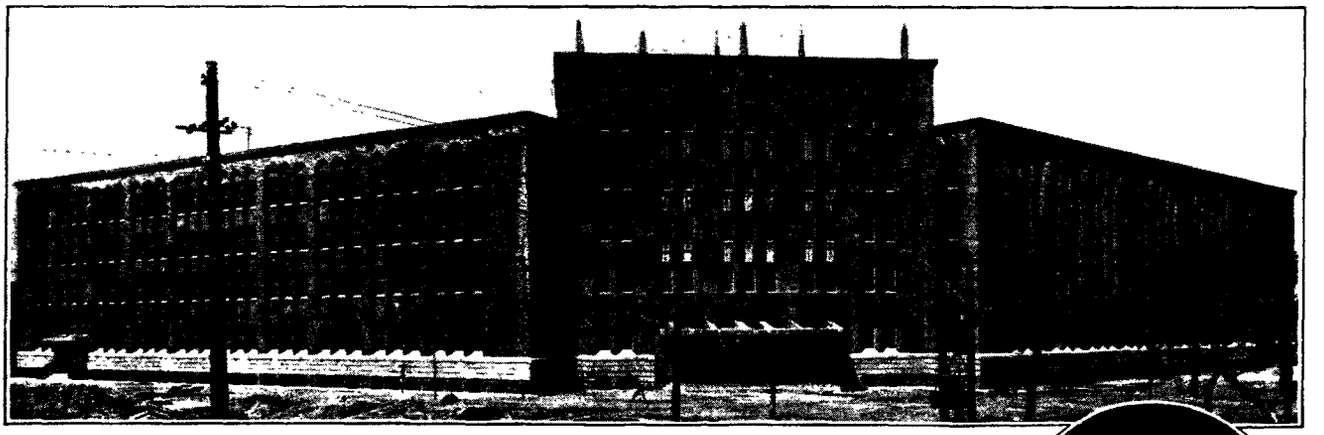
## Seven Weeks of Fire-Fighting

(*Continued from page 1*)

point where they were again blown out.

The engineers then laid a pipe line through the tunnel and connected it with the special clamp on the oil well casing. Compressors were attached to the pipe line and some of the volume of gas and oil escaping from the well was pumped through it. In this manner the volume of burning material at the mouth of the well was greatly reduced. After 10 days more of strenuous effort toward reducing the size of the flames, it became possible for a steam shovel on caterpillar treads to advance toward the burning well. Steam and mud were pumped against the flames, and later on the shovel moved up and dropped a large steel bell over the casing and the fire was out.


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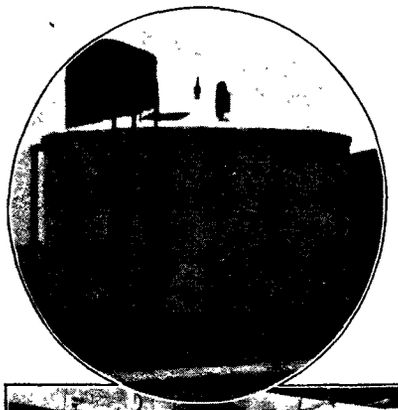
*The Japanese Government Railway Building at Osaka, in which 20,750 lineal feet of underfloor duct was installed. J-M industrial flooring has been adopted as standard for all government buildings.*

# In Far-Off Tokyo

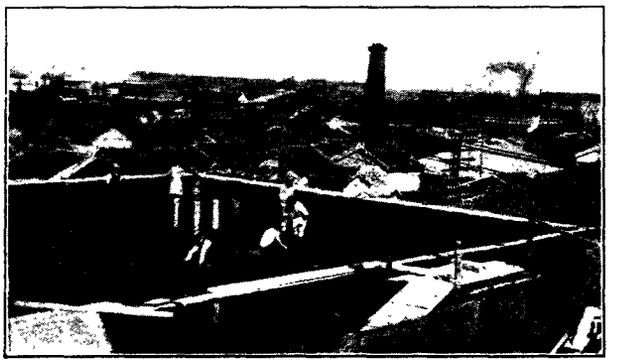
*The Chitose Trading Company, special representatives in Japan for the entire J-M line, has been phenomenally successful in the introduction of the materials there during the past four years, in spite of strong competition.*

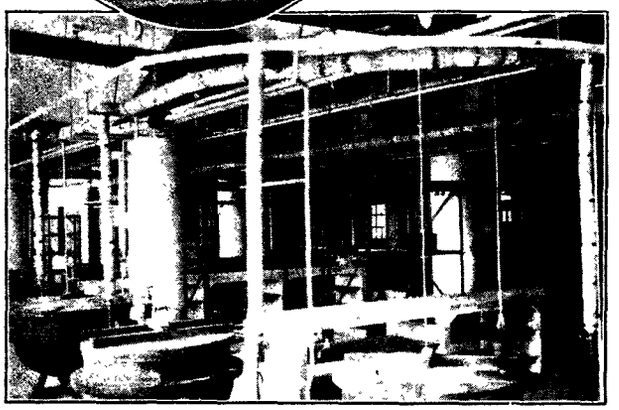


*Hajime Fukuoka, General Manager, is a graduate of Stanford University in California.*



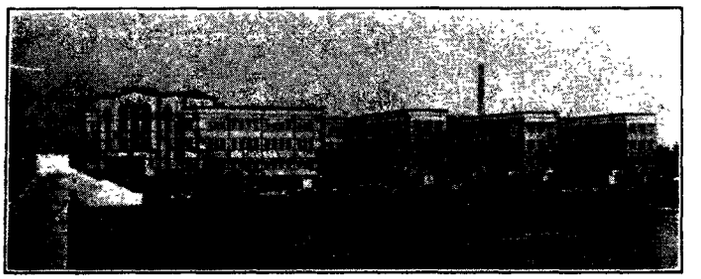
*At left: the steel water tank on the roof of the Third Regiment Building in Tokyo, covered with 4-ply Brooks roofing. On the inside surface of the tank J-M bituminous solution and enamel have been applied. At right: the roof of the Thirty-fourth Bank at Hiyogo City, finished with asbestos built-up roofing.*





*J-M asbestos-sponge felted pipe covering applied in the boiler room of the Third Regiment, in Tokyo, and above, the steel water tank on the roof of the same building.*

*The photograph below is the Red Cross Hospital at Tokyo on which approximately 800 squares of J-M class "A" built-up roofing has been applied. In addition the building may boast of 300 squares of J-M waterproofing membrane on the floors and underground.*




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