THE J-M CIRCLE

MARCH *For and about Johns-Manville Employees* 1929



Applying Sea Rings on Manville Machinery

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Live Assets

IN MY contribution for the readers of the "J-M Circle," quite naturally I desire to pay a tribute to all our factory employees wherever they are located, and especially to those men and women with whom I have lived and worked for the past 27 years. These same men and women, who have always so cheerfully helped me, and who have never faltered in the performance of their duties, have played an important part in the success of our Company. To me they are the heart and life of our industrial existence — the live assets of our daily battles. And, much like the men in the front line trenches, they are always pressing forward, ever alert and anxiously awaiting the call to go "over the top."



G. E. HALLADAY

Ours is a big, happy family, where loyalty to our Company is the slogan. Rivalry exists between the departments and locations, with each one trying to better the other fellow in increased production and decreased manufacturing costs, and with better quality and Johns-Manville service always in the foreground.

Our factories and mines are the "busy beehives" of our great Company, and each individual has an important work to perform. Too often in the busy days of big business the man at the machine is relegated to the background and forgotten, but I am happy to say that our Management is guarding against this condition and our efforts and achievements are appreciated and will be rewarded.

We have a new, progressive life in our midst that affords everyone in the ranks a chance for promotion and greater honors. The factory employees have caught this spirit of progress and today are real thinking men and women presenting daily new ideas and suggestions regarding products, manufacturing methods and working conditions, and also planning their daily work, attending night schools and taking special training courses. They are on the march forward with a fighting spirit that knows no defeat.

With all our employees thinking, talking and boosting Johns-Manville, there can be no stopping the rapid advance of our Company. I want to assure our organization that the factory employees will do their part to make this the most successful year in the history of Johns-Manville.

G. E. HALLADAY
Manager, Manville Factory

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THE J-M CIRCLE

MARCH 1929

J-M To Market Floridene Stone

As Exclusive Sales Agents Company Will Handle Output of Quarry of Natural Travertine in Florida

THE Johns-Manville Corporation has been appointed exclusive sales agents for the output of a quarry of natural travertine in Bradenton, Florida, the agreement covering a long term of years. The product is known as Floridene stone.

Employees of the Company everywhere have undoubtedly seen travertine in new buildings, although they may not readily associate the name with the stone. It was used by the ancient Romans in the construction of their buildings, and has stood the test of the ages. Its use in quantity in the United States began about 10 years ago, and since then it has enjoyed an ever-increasing popularity with architects.

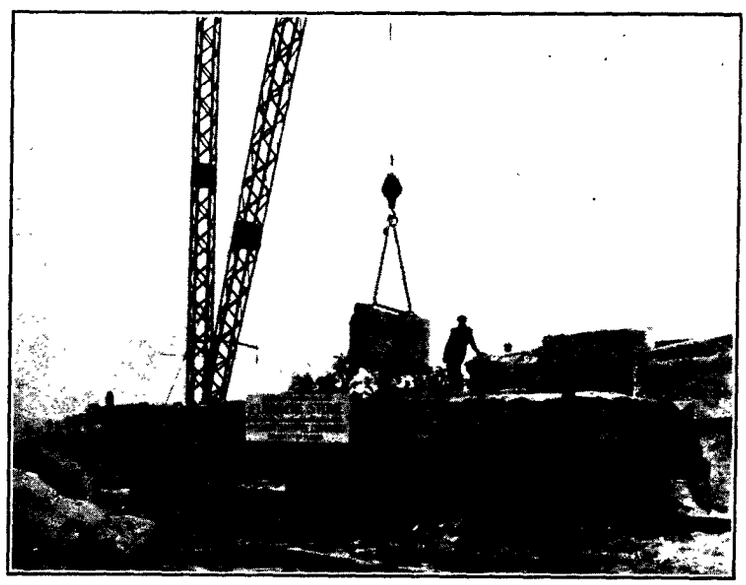
Travertine has become generally recognized as a most suitable floor surfacing material for public buildings, for side wall and interior decoration. Added to its natural beauty, due to its formation and color, it possesses a non-slipping property. When used as wainscoting on walls this stone has some sound absorbing qualities because of its open textured surface.

Geologically speaking, Floridene is a sedimentary dolomitic stone. Its formation was accomplished by a method in nature by which the carbonates of lime and magnesium were carried down in solution by fresh waters and settled in an 80-acre basin in practical purity, the stone containing approximately six percent extraneous matter, including iron oxide, which is the base of its buff color.

Until the proving of the Florida travertine deposit in Manatee County, Florida, very little true commercial travertine was known to exist in this country, almost the entire supply being imported from Italy.

More than three years ago a small outcrop on the Florida travertine properties was discovered, and small samples were submitted to stone experts and geologists. Laboratory tests proved the quality of the material, and careful boring of the properties showed it to exist in commercial quantity in free ledge formation, thus making a simple quarry operation possible.

Various engineers have estimated the quantity of available stone from sixty to eighty million cubic feet, these estimates being based on material existing to a level of 21 feet. Core drillings to at least fifty feet are possible.



Loading the first car of Johns-Manville Floridene stone for shipment to William Bradley and Son, Long Island City, New York.

The quarry layout consists of an area 400 feet in length by 200 feet in width. Blocks of random sizes in amount of approximately 20,000 cubic feet are in the yard or cut in the quarry, ready to be placed. The plant, with a maximum capacity of 3,000,000 square feet a year, is nearing completion. Approximately two miles of railroad have been built.

Leadlay Ogden, who has been associated with the development of Floridene from the start of the quarry operations, is now in the General Office assisting A. V. Farr.

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Selling Goods *vs.* Selling Terms

By J. L. Wood
General Credit Manager

"HELLO, Bill, how's the old batting average in your territory?" said Jim Brown, the ace of the sales force, to young Bill Jones, the peppy junior member of the staff as he arrived for the monthly sales conference.

"Not so dusty," was the cheery rejoinder, "I'd be in there massaging the old potato for about a thousand percent if the Credit Department would loosen up a bit and let me quote dealers longer terms. If I could throw some terms at some of these fellows in my territory, I could get them interested in taking on a good stock order and. . . ."

"I'll bet you could, Bill," interrupted Jim, "and you'd certainly be the white-haired boy down there for a while."

"What do you mean, 'for a while'?"

"Well, I'll tell you. I had the same idea myself several years ago and had it so strongly that I not only thought the credit man didn't know anything about how goods should be sold, but didn't even suspect anything. But I've learned that in the long run we can build better business and more substantial business by having a fair policy on terms and sticking to it. I'll agree with you that if you and I were able to go out and quote long terms we'd get a lot of business right off the bat, but you'd find that in the end you weren't helping yourself or the company a bit because a good part of the increased business that you'd get wouldn't stay with you *because your customer wouldn't be buying your goods, he'd be buying your terms.*

"Let me ask you this: are any of those dealers that you feel you could sell if you could grant them long terms, fellows with a good credit rating?"

"Well, all of them I think are on the level and good for what they buy, but maybe they haven't got a lot of capital. That's why I say I could sell them if I could quote them long enough terms."

"That's just the point, Bill. Most dealers that are interested in long terms haven't got much capital and because of that they are looking for anything they can get to take the place of capital. The trouble is that these fellows are so attracted by long terms that in many cases you can sell them everything but the echo of the factory whistle and they get themselves all loaded up with goods that they can't turn over quickly and then, where are you? You've got your hands full with the Credit Department looking to you for help in collecting the account and you're tied up in selling the fellow any more goods. Take it from me, Bill, it's been my experience that you're a lot better off in selling the dealer what he can turn over and pay for on reasonable terms, bringing him along as fast as the growth of his business warrants and helping your sales through helping him to sell your goods, instead of taking nice fat orders and then having a dormant account. You know that if a customer of yours owes the company money and it's past due, he's not so tickled to death to see you when you come around, but if you've not oversold him, you've helped him to move his stock and his account is in good shape, he's not going to be 'out to lunch' when you open the front door.

"Here's another thing," continued Jim, "Did you ever stop to think that if the company adopted long terms the chances are they'd have to increase prices to cover the interest on the longer time that they'd carry the accounts? Right now you're sitting pretty with competitive prices, but if prices had to be increased wouldn't that have a tendency to lose good customers and take on a flock of accounts that would give you trouble?"

"Maybe so," insisted Bill, "but there are competitors in my territory at least, who will extend long terms if they have to, to get the business."

"I don't doubt it, Bill," replied Jim, "but that's merely one of the evidences of cut-throat competition. Isn't it true, too, that some of our competitors offer goods similar to ours, but of inferior quality, at prices that we cannot touch? Sure they do, but you wouldn't want to attempt to build your volume on the class of dealers who buy price without regard for quality. The same thing holds true in the case of terms."



J. L. Wood.

Bill was wavering but not yet "out." "Well," he insisted, "where does this 'Credit Department helping the salesman' come in then?"

"Why, in several ways, Bill," replied Jim, "through helping the dealers in advice and suggestions in the keeping of records pertaining to their business; through advice as to how to extend credit, and showing them how and helping, when necessary, to collect their accounts and, most important of all, in educating them to discount their bills, which not only increases their own profits but keeps their accounts in good standing, so that there isn't a tendency occasionally to slip an order to a competitor because they don't think they can get it from us if their account is old.

"Take my advice, Bill, and forget that long terms idea and you'll find that you'll not only be better off in the end from a volume standpoint, but your dealers will respect you for having a policy."

"Well, maybe you're right, Jim. Anyhow, it looks like a good year."

Do Things

We have got but one life here, and what comes after it we cannot with certainty tell; but it pays, no matter what comes after it, to try and do things, to accomplish things in this life, and not merely to have a soft and pleasant time. Theodore Roosevelt.

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Sil-O-Cel *and* Banroc

With these new additions to its family, Johns-Manville now provides unlimited Insulation Service to Industry

By H. A. KIESELBACH, *Staff Engineer, Insulation Section, General Industrial Department*

THROUGH the purchase of the Celite Products Company and the nner Rock Products Company, hns-Manville has added two impor- ıt groups to its great line of heat ɜulating materials.

In the field of the higher tempera- res, there are no insulating ma- :ials so well-known and so widely ed as those marketed under the ıme "Sil-O-Cel." From its own great :posit of unusually pure diatomace- ıs silica at Lompoc, California, the elite Products Company developed ɔmmercial insulating materials hich cover in their range of tem- ɛratures even the blue-white heat at hich cast iron and rock are liquids -2,500 degrees F. In fact, there are ɔ commercially available insulating ıaterials that equal the complete Sil- -Cel line in heat resistance, insulat- ıg value and mechanical strength.

Having such products and a ɛilled sales force, it is only natural ıat the Celite Products Company hould have gained precedence over ll others in the insulation of fur- ıaces, kilns and many ypes of special indus- rial equipment operat- ng at the higher tem- ɔeratures. Now these naterials and this ex- ɔerience form a part of he service that Johns- Manville offers to in- dustry.

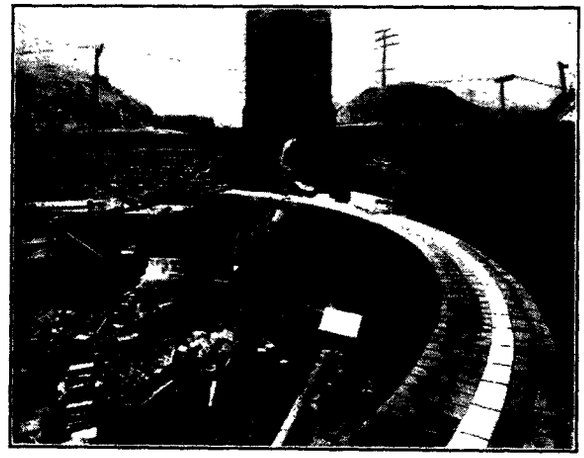
There are three main divisions in the Sil-O- Cel (insulating) group of commodities; Brick, Powder and Sil-O-Cel C-3.

In the brick group we have the Standard Brick for temperatures up to 1,600 degrees F., C-22 Brick for temperatures up to 2,000 degrees F. and Super Brick for temperatures up to 2,500 degrees F. Standard Brick is cut directly from the bed of diatomaceous silica at Lompoc, the C-22 and Super Brick are formed in moulds and then burned at temperatures of 2,000 degrees and 2,500 degrees respectively.

These bricks are made in a variety of sizes in addition to the standard 9 inches by 4½ inches by 2½ inches fire brick size to conform to the mechanical requirements of service. Split brick, 9 inches by 4½ inches by 1¼ inches, is, for example, frequently used for lining smoke stacks.

A particular advantage of insulation in brick form lies in the facility with which it may be laid and bonded with the fire brick linings of furnace walls under course of erection. In the construction of a "core wall," for example, we have Sil-O-Cel Brick laid between and bonded with fire brick on one side and red brick on the other side.

Among the prominent users of Sil-O-Cel Brick are the steel, glass and clay products industries who have learned that they must protect their hot steel, molten glass and burning brick against wasteful loss of heat if they are to produce them economically and of uniform quality.



Sil-O-Cel Standard Brick being installed between fire brick and red brick in wall of round down-draft brick kiln.



Monolithic gas-fired core ovens, the base, walls, top and doors of which are constructed entirely of Sil-O-Cel C-3 Concrete.

Sil-O-Cel Insulating Powders are used as filling materials and take the place of insulation in brick or block form. They are adaptable for use as a fill over furnace arches or between fire brick walls and outer steel casings. Sil-O-Cel Powder is finely pulverized and Sil-O-Cel Coarse grade is of granular structure. Although the brick and block forms of insulation are generally preferable to powders, these powders are still in demand for filling irregular spaces where insulating bricks or blocks are not adaptable.

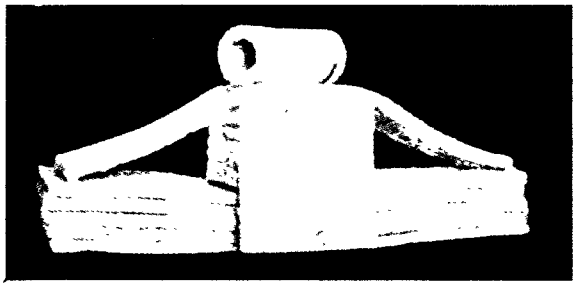
A most interesting and adaptable

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material sold in granular form is Sil-O-Cel C-3. Mixed with Portland Cement, it may be cast in any desirable form in much the same manner as structural concrete; in fact the mixture of C-3 and Portland cement is known as C-3 Concrete. Possessing good insulating value, strength and the ability to withstand high temperatures, it is possible to cast a complete monolythic furnace from Sil-O-Cel C-3 Concrete. It has been found far more satisfactory than brick or block materials for lining furnace doors and for the insulation of furnace foundations and obviously is destined to find many uses where its unique structural adaptability and monolythic formation will solve an otherwise difficult insulating problem.

To Johns-Manville the securement of Sil-O-Cel Brick, Sil-O-Cel Powder, Sil-O-Cel C-3 and the huge deposit of the finest basic material for their manufacture, brings unrivalled supremacy in the field of high temperature insulation.

Turning now to the Banner Rock Products Company, we find ourselves reaching out into the field of lower temperatures and with still another basic substance from which to build our materials—Rock.



These samples of Banroc blankets, which consist of rock wool held between sheets of wire netting, suggest their adaptability as an insulating material.

Foremost in the development, manufacture and sale of insulating materials made from Rock Wool, the Banner Rock Products Company brings to Johns-Manville new materials, specially equipped manufacturing plants, a highly trained personnel and a large deposit of rock at Alexandria, Indiana, from which the finest Rock Wool is made.

To those not acquainted with Rock Wool, it will be interesting to know that this material, soft and closely resembling sheep wool, is made from molten rock. Like wool, it is an excellent insulating material and because it consists only of rock, it is just as fireproof as the rock itself.

The principal insulating materials which were marketed by the Banner Rock Products Company, and are now added to the Johns-Manville line, are the plain Rock Wool (Banroc), Banroc Blankets, Rock Cork, Banroc Pipe Covering and Granulated Banroc.

Banroc Blankets consist of a mat of Rock Wool (Banroc) held between sheets of wire netting, expanded metal lath or rib lath. These blankets are furnished in sections two feet by eight feet and in thicknesses up to six inches. They have found quite general application in the insulation of industrial ovens for which their large size makes them particularly adaptable and have also been used for the insulation of tanks, boilers, breechings and other large surfaces having temperatures less than 1,000 degrees F.

Space will not permit our going into details of the present and future uses of Banroc products, many of which are now in development, but Rock Cork should at least be mentioned to illustrate the wide range of materials that may be produced from our basic Banroc.

Here is a material made up in sheet form like Natural Sheet Cork and used for just the same purposes. The difference is that the Natural Cork must be peeled from the cork trees of Spain, ground, baked and shipped across the Atlantic Ocean, while Rock Cork grows right in our factories at Alexandria. Our Company's only concern at the present moment is to provide sufficient facilities for filling the Rock Cork demand. Frigidaire household refrigerators will alone require fifteen million board feet this year—and refrigerators are but a fraction of our market.

Joined with us, BANROC and SIL-O-CEL have truly added another great stride to the oustanding leadership of Johns-Manville Insulation Service to Industry.

Manville Training Course Comes to a Close

THE Foreman Training Course conducted at Manville Factory by Rutgers University was brought to a close at a banquet in the Hotel Asbestos ballroom, Tuesday evening, February 5. An excellent dinner was served by the staff of the Hotel, and an orchestra composed of R. McKittrick, W. Russell, F. Hess, and M. Davier furnished music during the meal.

S. K. Cooper, Manville Planning Manager, acted as toastmaster, and excellent talks were given by G. E. Halladay, Myron H. Clark, Professor M. A. Chaffee of Rutgers, P. Bonovitch of the Roofing Department, H. E. Holcombe of the Paper Mill and Dr. J. M. Thomas, President of Rutgers University.

Some clever and lively entertainment was furnished at intervals by the J-M Quartet composed of F. Adams, F. Hess, G. Mather and J. Brines; Bruce Bavis, who showed a few complicated dance steps; Dave Watson, whose sleight-of-hand tricks and novelty dances were enthusiastically received; and Professor J. Brines, who gave several vocal solos and led the group in singing some old-time favorites.

Following a very effective and sincere talk by Dr. Thomas, certificates were presented to those who had completed the course. The meeting closed after singing the Rutgers University song, "On the Banks of the Old Raritan."

About 150 men were present, including the following guests: Professor R. Heck, Acting Dean, School of Engineering, Rutgers University; A. S. Johnson, Professor W. T. Elder, L. H. Martin, Professor J. H. Vertrees, all of Rutgers; and R. S. Gardner, General Superintendent, Canadian Factory and Mines.

The tough job that tests your metal and spirit is like the grain of sand that gives an oyster a stomach-ache. After a time it becomes a pearl.

—*Colgate Clock.*

It is a wise man who knows his own business, and it a wiser man who thoroughly attends to it.—*H. L. Wayland.*

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A Roof Approved by Uncle Sam

J-M Super Class A That Protects the Dirigibles Moored in the Hangar at Lakehurst

SINCE its construction in 1921, the United States Navy hangar in ehurst, New Jersey, has been pro- ed by 3,000 squares of Johns-Man- e super Class A roofing. It was in home of the Los Angeles, Amer- s most famous dirigible, that cle Sam acted as host to the Graf ppelin visitors.

A few days before the big Zeppelin ived, a J-M roof inspector went r the roof of the hangar and found entire area in good condition. ere have been no expenditures for intenance on this roof throughout first eight years of its life.

During the application of the roof, re was a raging blizzard, but Irwin d Seighton of Philadelphia, gen- il contractors, kept on the heels of workmen and the job was com- eted and pronounced water-tight thin the period set by the Navy De- rtment.

A unique feature of this huge struc- re is found in the design and opera- n of the mammoth doors. Self-con- ined motors of 240 horse-power ove them open over special tracks, d to an interested spectator the pro- ss appears to remove the end of the ilding in one operation.

These gigantic portals are 76 feet ide at the base and have no hinges. dappled camouflage scheme consid- ered advisable at the time of erection, gives an odd appearance to the side and end sheathing of the structure.

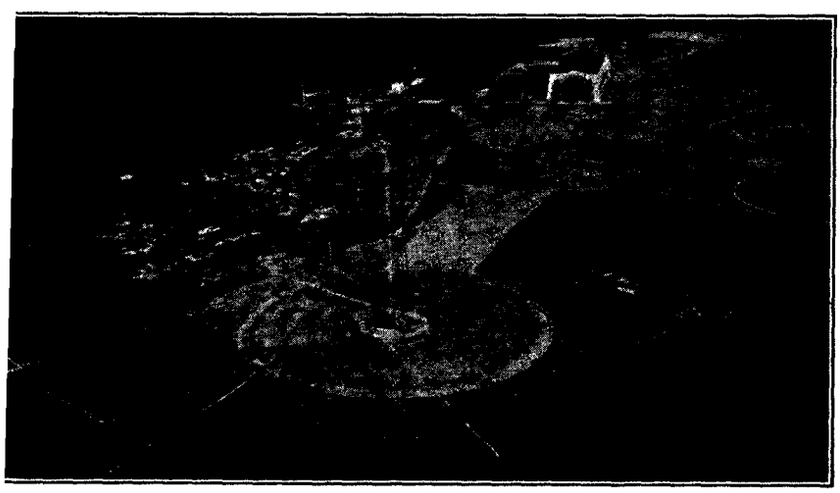
Johns-Manville has just been asked to submit bids for the roof of a larger hangar calling for colored built-up material to increase rather than decrease the visibility of the hangar in order to aid pilots in the air to get their bearings. Alternate bands of yellow, black and white will probably be used.

The Naval Air Station at Pensacola, Florida, is another place where many squares of J-M roofs are in service. This caution on the part of Navy Officials is due to a conviction that none but leak-proof, fireproof, permanent roofs made by manufacturers of reputation will prove satisfactory in housing naval property of such great value.

The growth of commercial aviation, bringing with it the necessity for aircraft shelters at every airport, means added possibilities for Johns-Manville roofing.

The photograph below gives an excellent idea of the size and arrangement of the U. S. Navy properties at Lakehurst, New Jersey, the mooring mast and hangar being plainly visible. The interior of the hangar, which is covered by a Johns-Manville roof, is shown at the right.





Night School at Asbestos Adds New Courses

Every Wednesday evening the night school at Asbestos, Quebec, is assembled to listen to a talk by one of the staff on various pertinent subjects relating to safety, efficiency, planning, and so forth. The talk is scheduled to last five minutes and is then given in French.

These talks are full of pep and last long enough to be interesting. The French classes which started this term, are patronized mostly by the office staff, who are fortunate in having such a splendid opportunity of studying conversational French under the able instructorship of Messrs. Bruneau and Lecours. A class in chemistry is being organized and may be added to the curriculum shortly. The Factory chemist, J. E. Morrison, will instruct in this subject.

William McGinnis is now in charge of the mechanical drawing class, replacing Mr. Jansen, who has transferred his activities to the study of French.

Quite a Shipment

The Manville Factory Paper Mill recently received an order for sponge insulation which, if shipped at one time, would fill approximately 25 cars.

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Suggestion Awards

A TOTAL of 1,879 suggestions were submitted by the factories and divisions during the nine months in 1928 that the Suggestion Plan was in operation, according to a report compiled by the Headquarters Suggestion Committee. Of these, 293 were accepted and 479 are still pending. The others have been rejected. The awards made in both factories and divisions amounted to $1,723, of which more than $1,000 went to factory employees. Included in the total number of accepted suggestions were some from men not eligible for cash awards, who received expressions of thanks from the company.

These facts are evidence of the interest the employees have taken in this plan, and also of the large volume of work that must be handled by the suggestion committees.

Of the factories Nashua had the greatest number of suggestions accepted, with 53, but the Cincinnati Factory, with 34, had the best record per suggestion submitted, the percent being slightly over 50. In the divisions the record is held by the Eastern Division, with 18, while the General Office and Foreign Division, combined, have the best percent, with the Central Division coming second.





W. W. Bainbridge, Special Representative, Industrial Insulation Department, Eastern Division, and H. W. Wilson, Building Materials Engineer, Philadelphia District.

The contest conducted at Nashua recently has resulted in an increase in suggestions submitted, the average now being about 50 a month. Waukegan Factory is now holding a contest and is offering a prize to the foreman whose department has the largest percentage of suggestions accepted.

The following figures show the records made in 1928:

Factory	Suggestions Received	Suggestions Accepted
Nashua	144	53
Manville	311	48
Waukegan	242	40
Canadian	191	34
Cincinnati	64	34
Pittsburg	48	8
Gretna	29	3

Division	Suggestions Received	Suggestions Accepted
General Office and Foreign Division	47	9
Eastern	208	18
Central	119	11
Western	232	17
Pacific	189	17
Canadian	55	1

Thirty-five employees received awards for suggestions during the past month as follows:

EASTERN DIVISION

H. W. Wilson.....Special Representative
Method of securing closer cooperation between districts and division personnel on the larger industrial projects.
Sales promotion plan to assist salesmen by giving them direct leads.

M. Craighead..Sales Supervisor, Insulation and Power Specialties
Symbol numbers for reports.

D. C. Crosby..Sales Supervisor, Worcester
Revising salesmen's letter sheet.

F. L. Bush.....Salesman, Boston
Printing of new sheets for price book.

H. Schuler.....Sales Clerk, New York
Additional sign in architects' sample room.

E. S. Holbrook.....Salesman, Baltimore
Increasing the size of salesmen's order books.

W. W. Bainbridge..Special Representative, New York
Leads on new construction from trade journals.

PACIFIC DIVISION

G. A. Fritz....Clerk, Railroad and Government Department, San Francisco Office
Using symbols to indicate department sending telegrams.

N. L. Best..Assistant, Automotive Department, San Francisco Office
Branding of Seigelite sheet packing.

Miss L. Seery..Order Clerk, Accounting Department, San Francisco Office
Procedure for handling of commission credit memorandum.

J. A. McConaghy.....Salesman, Los Angeles Office
Add specification chart for rag felt shingles to rag felt price list.

T. S. Tulien....Salesman, Los Angeles District
Instructions to salesman covering correct method of packing pumps and equipment.





John J. Biazovsky, General Foreman, Magnesia Plant, and Herbert E. Richards, Cost Accountant, both of Manville Factory.

Wix Lichty....Industrial Sales Supervisor
Provide private telephone booth in Los Angeles Office for long distance and confidential calls.
Issuing data sheet covering waterproofing specifications.

Helen Hertler—Clerk, San Francisco Office
Method of filing support orders.

E .H. Clausen..Manager, San Francisco District
New name for No. 20 Plastic Refractory cement.

CANADIAN FACTORY

W. N. Reakes.....Foreman, Milling Department
Advertising J-M products by means of prospective business cards.

A. Jutras.....Corrugator Operator, Department 3
Tin hoods for spray rolls on corrugators to protect gears and chains.

L. O'Bready..Crane Operator's Helper, Mining Department
Raising electric wires at Machine Shop to protect workers.

S. H. Sears..Gas Locomotive Operator, Mining Department
Issuing instructions to have fires built further away from the gasoline locomotives.

Edouard Matton.....Foreman, Mining Department
Blast warning.

Eddie Plourde....Storekeeper, Mining Department
Electric lights for hose houses in case of fire.

(*Continued on page 22*)

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NEW USES NEWS

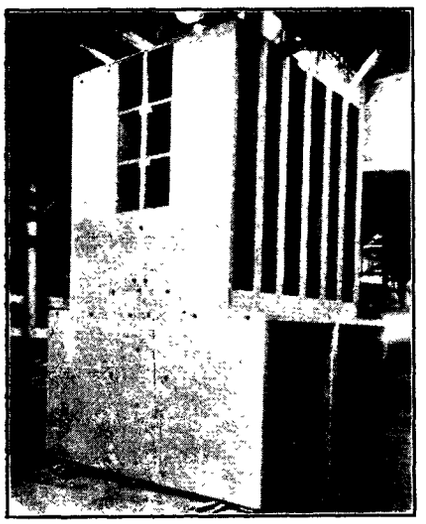
A monthly feature on suggestions and general information pertaining to new uses for J-M products and the markets they open up

VI. Transite Cell Structures

IN ELECTRICAL parlance a "cell structure" is a series of compartments housing electrical buses and apparatus.

The purpose is to confine the electrical "arc" so as to protect adjacent equipment or personnel, also to check the spread of gas generated by the arc, and to obviate short circuiting that might result from material being dropped on the apparatus. Improvement of the appearance of a power station or sub-station is also a factor.

Such a structure consists of a multiplicity of ducts, boxes, and so forth, so arranged and interconnected that an electrical conductor may go through several switches and other electrical apparatus and still be electrically and physically isolated.



End view of a portion of Transite cell structure for Ossining sub-station.

Brick or concrete have been commonly used for cell structures, with slate or soapstone partitions, and Transite doors. A type of gypsum combination, in slab form, has been offered for some four years, and designs utilizing soapstone exclusively with skeleton steel framework have been installed.

But none of these materials is free from some objections: either the cost is high and the progress of the work slow, as is the case with concrete and brick, or the materials lack sufficient strength, or too much steel for the framing is required.

J. H. McManus, Electrical Engineer of the Eastern Division, felt that as Transite had the requisites of strength, lightness, and toughness, it was specially adapted to form the entire cell structure.

After some study of the proposition, the Engineering and Development Section devised a design embodying combinations of flat and corrugated Transite which could be erected without any steel framework. The design was taken to Nashua Factory in order to check for fabrication, and F. H. Sherwin, of the Nashua Drafting Department, was of considerable help in suggestions for simplification of manufacturing and erection.

S. G. Meek, Sales Supervisor of the Electrical Department, Eastern Division, and Mr. McManus secured two orders, from the Westchester and Northern Westchester Lighting Companies, totaling about $28,000 and embodying 13 structures of 7 different types.

The structures were fabricated at Nashua Factory, completely erected there, and then knocked down and shipped in large sized panels.

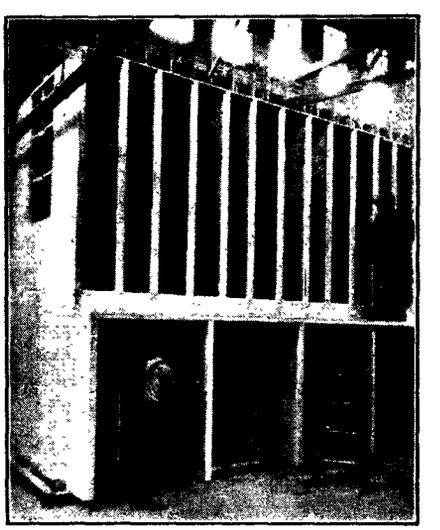
Naturally this increased the speed of final erection, a point of special interest to the power company, as the investment in land, building, and equipment is all idle until a cell structure is completed. Future alteration and enlargements can be handled with a salvage value impossible with other materials.

The structure shown on this page houses 4,000 volt buses, current and potential transformers, disconnect switches, and truck type oil circuit breakers.

The long buses run in the horizontal ducts near the top of the structure, six of which can be clearly seen in the top center. The disconnect switches are located in the vertical compartments running from the shelf to the top of the structure and the truck switches in the large compartments below the shelf.

It is interesting to note the height to which the side walls were built of Transite without any supporting steel as indicated by the comparative height of the workmen. As a matter of fact some of the structures were considerably higher than the one shown in the picture.

The structure shown in the pictures on this page has been erected in the Ossining, New York, sub-station of the Northern Westchester Lighting Company. The cell structures in the Portchester sub-station of the Westchester Lighting Company are practically finished.



Side view of the same structure while being erected at Nashua Factory.

(*Continued on page* 19)

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THE J-M CIRCLE

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E. N. Chrysler, *Pacific*
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G. H. Meredith, *Canadian*

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T. R. Turnbull, *Cincinnati, O.*
E. Belsom, *Gretna, La.*
George K. Noe, *Lompoc, Cal.*
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E. L. Adams, *Pittsburg, Cal.*
H. W. Deibler, *Waukegan, Ill.*

Published for and about the employees of
Johns-Manville Corporation

Editorial Office: 292 Madison Avenue, New York City

Why Go to the Antarctic?

"I have been asked many times why we are going to the Antarctic, what we can do or learn there that will justify the expense or danger of such an expedition," says Commander Richard E. Byrd in his book "Into the Home of the Blizzard," a copy of which has just been sent to Johns-Manville for its assistance in the financing of the expedition.

"This is a hard question to answer," he continues, "not because there is any doubt in my own mind or in the minds of the scientists who are accompanying or advising me as to the value of the trip, but because the significance of data which may be obtained is far removed from popular knowledge and experience. . . .

"Why do scientists go again and again to the frozen North and South and spend weary months in seeking to reveal some of the secrets of these mysterious regions? . . . Men do these things because they are men; because in the unknown lies a challenge to man's curiosity, to his ever-expanding fund of knowledge."

Commander Byrd has a difficult task before him. It is a task that to us seems full of peril, but immeasurably thrilling. Most of us can't hope ever to have an experience comparable to it, but we can all make our life and our daily work a good deal more interesting and profitable, by regarding the vast stores of available facts as a constant challenge to our curiosity. Some of these may be "far removed from popular knowledge," but most of them are easily understood, helpful bits of information we've just never investigated.

The small item on the opposite page, on the film showing at Nashua, may sound like carrying coals to Newcastle, but it was anything but that.

Many of the Nashua employees have never seen the mines and are unfamiliar with the scope of manufacturing operations outside of the Transite and shingles made in their mill. The same is true of employees in the other factories and in the offices. It is only by grasping every opportunity to learn more about Johns-Manville that we can begin to realize its size and responsibility —and thereby better serve its interests.

The Power Specialist

There may be some of us who do not appreciate the value to Johns-Manville of "The Power Specialist." particularly the real sales help of the stories and articles which it contains.

With its present circulation—practically 40,000 copies per month throughout the whole of the country —a story on a Johns-Manville product which has successfully met unusually difficult requirements or has proved itself superior to competitive materials, is read by virtually all of our industrial customers.

It is true that each story tells about one particular instance where a J-M product was used, but it is equally true that there are many other places throughout the country where conditions are so similar that this same Johns-Manville product would render equal service. What one man has done in one territory can be duplicated by others in other territories using these stories as concrete examples of what the customer can expect of our materials.

For example, Mr. Tycer, owner of the Roseville Pottery Co., Roseville, Ohio, received a copy of the January 1929 edition of The Power Specialist in which we featured "Corrugated Transite." As a result, after making inquiries about this product he purchased approximately 75 squares.

Properly used, The Power Specialist can be one of the best aids to Johns-Manville salesmen and we urge that all of us take advantage of the opportunity which is outlined on page 11 of this issue of the J-M Circle.

Farewell Dinner Is Held

Waukegan Factory executives held a farewell dinner at the Hotel La Salle, Chicago, on January 19 in honor of J. E. Begert, who was transferred from Waukegan Factory to the Banner Rock Products Company, where he took up the duties of Manager. After the dinner an enjoyable evening was spent at the theatre.

One of the most valuable qualities which the average man possesses is the belief that he is above the average.

—*Consolidated News.*

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San Francisco Salesman Celebrates Twenty-First Anniversary with J-M



R. E. FLOURNOY

R. E. Flournoy, San Francisco salesmen, has just celebrated his twenty-first birthday, that is, his twenty-first year with Johns-Manville.

Mr. Flournoy entered the Company in January, 1908, at San Francisco, as Accounts Receivable ledger clerk.

Through all these years, most of his efforts have been in the Roofing Department, and he has built up a wonderful following among architects and contractors.

Mr. Flournoy is known along the entire Pacific coast and has hosts of friends.

Film Showing at Nashua

While in Nashua, N. H., on January 25, L. E. Cushman, the Boston District Sales Promotion Field Supervisor, called at the factory, and showed the motion picture film "The Story of Asbestos" to a gathering of factory employees.

Dance at Hotel Asbestos Sponsored by Students of Manville Factory

Approximately 225 people danced to the syncopations of the Rutgers Jazz Bandits in an atmosphere of subdued, colored lights and modernistic decorations at the Hotel Asbestos ballroom on Saturday, January 26, at an occasion sponsored by the residents of the hotel.

Dancing was interrupted while Dave Watson tapped and soft-shoe danced his way to popular acclaim, not outdoing "Shorty" Bamford, the former midget cheer-leader of the University of Maine, who demonstrated some of his original Pine Tree State dance creations. "Fluffy" Dezko, the former Bound Brook High School cheer-leader, teaming with Mr. Bamford, completed the evening's entertainment.

Among the guests were 25 persons from the New York Office who showed their keen interest and splendid cooperation by journeying to Manville solely to attend this function. This occasion furnished a splendid opportunity for making social contacts between those who had, previously, contacts in a business way only.

The committee in charge consisted of: Robert W. Page, general chairman; floor committee, C. A. Strong, chairman; tickets, H. Thompson; reception committee, M. A. Kraft, chairman, C. Kirkman, J. D. Van Eps, E. R. Stevens, E. H. Wells; decorations, D. Watson, chairman, J. D. Van Eps, W. Russell, C. Miller.

The next dance will be held March 16, St. Patrick's Eve, with Merwyn A. Kraft as general chairman. All members of the J-M Corporation are cordially invited to attend.

To live long, keep active—especially at street crossings.

—N. C. R. News.

WANTED

New Stories for the Power Specialist

$5.00 reward

For All Material Published

Particulars

A Power Specialist story should be based on at least one of the following situations:

1. Unusual use of a J-M industrial product.
2. Long length of service of a J-M product.
3. Incidents where J-M product has stood up under unusually severe conditions.
4. A case where a J-M product shows marked superiority over competitive products.
5. A J-M installation in a prominent institution or building.
6. An instance where a J-M product improves conditions which affect the general public.

The story should include:

1. Why the J-M product was used.
2. Specific product or products by name.
3. How it was used.
4. Where used.
5. When installed.
6. How the J-M item improved the product, efficiency of operation or service rendered.
7. Signed statement of performance or quotation which may be used. A letter on the letterhead for reproduction wherever possible.
8. The nature of the business where J-M product is used (what is manufactured or what service is rendered.) Items of similar interest, if possible human interest stuff.
9. Information about the Chief Engineer or man in charge of equipment, giving his experience in his particular line of work. Be sure the titles, names, initials and spelling of names are correct.
10. Other J-M products used in this plant —how, when, why and what (specific names of products).

Every Power Specialist story should be accompanied by as many pictures as possible on the following points. Do not send a lot of general pictures having no bearing on the J-M part of the story.

1. A J-M product in use if possible, otherwise, the machinery on which it is used.
2. A photograph of the Chief Engineer, Purchasing Agent or man in charge of equipment.
3. Photographs of interior of plant showing the process of manufacture where J-M products are used.
4. Photographs of exterior of plant.
5. Full captions *attached to, not written on* photo. Be sure caption covers the subject.

Do not send testimonials or photographs without securing permission to use them.

Check over all points before sending the story in and be sure it is complete.

Do not promise definite issue or preferred position.

Unless specifically requested, do not promise to send copy of article for O.K. before using. This can be done but always means delay.

Send all stories to your Division Sales Promotion Manager, who will send them on to New York. Payment will be made by check direct from the General Sales Promotion Department when a story is accepted for publication.

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SAFETY in the J-M Plants

No Accidents at Gretna

JANUARY was another "No Accident" month at Gretna Factory, and the employees are doing all they can to continue this record, which was begun in December.

R. B. Murphy was elected chairman and Joseph G. Vincent secretary of the Safety Committee of Gretna Factory at a special meeting held January 16, when plans for the year 1929 were outlined. The other members of the committee are N. G. Curtis and C. J. Barras representing the Wet End; L. Gross and E. Arcement representing the Finishing End: H. Alford and R. B. Hock, Machine Shop; V. Trauth. Shipping; and R. B. Hock, inspector.



R. B. MURPHY.

Instead of selecting a standing committee for the year it was decided to select someone in each department each month to take the place of one of the members. A new inspector will also be selected each month from the Machine Shop. By this method each man will be given a chance to help make a record for his department as well as create an interest in this Safety work.

A discussion of the record of accidents of the past year showed that many of them could have been prevented. The Committee in carrying out its work will make every effort to eliminate such accidents. It was also agreed that suggestions concerning safety should be turned in as they are just as important as any concerning plant operation. The showing for 1928 was the best since the factory was started, the best records having been one minor accident in November and NO accidents in December. The Superintendent complimented the men on this good record and said he wanted to see a "100 percent no accident" record for 1929. The committee unanimously agreed that they would work for a NO accident year instead of a NO accident month.

Safety Methods Observed

A. Hughes, General Superintendent of Manville Factory, and M. A. Kraft of the Planning Department spent a very interesting day of inspection recently at the Barber Asphalt Company plant and the Raritan Copper Works in Perth Amboy. The Safety, Personnel and First-Aid methods were studied, and both men said the records and appearances of these plants prove what real Safety and First-Aid work can do.

One of the interesting points found was that at the Raritan Copper Works each foreman is charged directly for the cost of all accidents happening in his department. This has proved to be an excellent way of keeping the foremen wide awake as to accident prevention, for none of them want their costs raised by having any type of accident and least of all a serious one. The Manville representatives felt this thought could well be considered for adoption at the J-M plants.

"Safety First" at Waukegan

"SAFETY FIRST" is the slogan of the Waukegan General Safety Committee, and it is stressing this policy vigorously to improve the safety record in 1929. At the January meeting of the Committee, of which J. A. Carey, Superintendent of Paper Mill and Pipe Covering, is chairman, a detailed report of conditions in December was discussed. The best record for the month was made by the Cement and Rock Wool Department with only three minor injuries and no loss of time.

This committee meets monthly, and each member reports the injuries in his department during the preceding month and what is being done to prevent their recurrence. All guards installed are reported and many recommendations are made for additional guards on machinery, for safeguarding health, and for improving factory conditions in general. The committee seeks outside information that is helpful in promoting safety. In its monthly report it lists the number of injuries by departments, the medical expenses incurred in their treatment, and the number of days lost by injured employees.

The aim of this safety work is prevent accidents wherever possil and not just to remove the cause aft an accident has occurred. The serious accidents are investigated by a special committee comprised of members of the General Safety Committee which makes a complete report of its findings. In order that full information on all accidents may be obtained, the injured employee is required to submit a report of his accident and his foreman must also submit a report of the facts as he knows them.



J. A. CAREY.

The personnel of the committee is: F. Scheske, H. Meisenheimer, V. Rehor. B. Knight. R. Haskins, A. Kittell. A. Fisher, A. Howard, J. Van Male.

Attend Safety Dinner

During the last three months of 1928 the New Jersey State Department of Labor conducted a state-wide inter-plant safety contest. A total of 563 concerns employing more than 188,000 persons were entered. Of these 563 plants, 183 had perfect records—no lost-time accidents during the period of the contest.

Although the Manville Factory was not entered. A. Hughes, General Superintendent, and M. A. Kraft of the Planning Department attended the dinner at the Robert Treat Hotel in Newark where certificates of merit were awarded. They said it was very enlightening to hear of the Safety accomplishments of other plants. Manville Factory is now laying plans for entering the contest this coming year.

Cincinnati Factory did its best to maintain its record of two consecutive "no accident months," but was unable to do so; two accidents having been reported in January. One of these was a lost-time accident, but only one day was lost.

The Factory and Erection and Repair Departments at Asbestos, Quebec, are to be congratulated on having won the right to fly the Safety Banner as the result of their record for January.

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MEETINGS

TOTAL of 400 approved roofing contractors in 20 states voiced their approval the new J-M built-up roofing plans and olicies for 1929 during the period between ecember 20 and February 1, when 15 concutive meetings were held in cities of e eastern, southern and mid-western ates. These meetings were conducted un- r the personal direction of J. M. Berdan, dustrial roofing and building materials ction, General Industrial Department, asted by R. W. Estey of the New York ffice. Division, district and staff managers each territory also actively participated these meetings.

Each meeting began with a presentation the plan and policy of the Company for 929 governing the sales and application J-M built-up roofs and the consequent enefits were stressed. Large charts and enrgements of the Surety Bonds and proedure forms aided in the explanation of hese items.

The increased attractiveness of asbestos oofing business under the present plan as outlined, and the advantages to be ained by becoming 100 per cent J-M roofrs was emphasized. The broader J-M line ow offered gives an approved roofer opportunity to cover every roofing requirenent without using other than J-M roofing materials.

After the presentation of each lan, the roofing contractors were nvited to ask questions on the ew procedures. These and their nswers and open discussion convinced each man that a J-M franchise means still more to him now than ever before in providing possibilities for increased profits, smoother operation and even greater customer satisfaction. Fundamental problems peculiar to each section were satisfactorily settled, the details to be worked out by the division, district and staff manager.

So far, the following Districts have been visited: Boston, Syracuse, New York, Philadelphia, Baltimore, Charlotte, Atlanta, Jacksonville, New Orleans, Houston, St. Louis, Cincinnati, Pittsburgh, Cleveland, and Detroit. The remaining territories will be visited in March and April.

The Columbus Sales Office held its monthly "Sales Educational Meeting" on January 21, attended by F. J. Jones, George Kellogg, E. E. Deem, and all local salesmen. After the formal discussion by Mr. Kellogg on general acoustical treatments, the meeting was turned over to the territory salesmen.

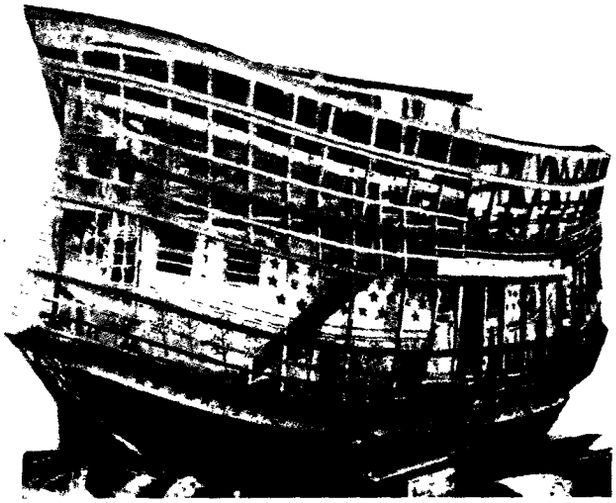
Following a plan suggested by Glenn F. Eby, each man was assigned a definite commodity and set up some rather difficult conditions that that material would have to meet in actual practice. That man then acted as a purchasing agent and another of the J-M salesmen was assigned to sell him on the use of the proper material for the conditions. All points were brought out very forcibly and when he was finally "sold" the subject had been covered thoroughly to the benefit of every one. C. D. Harris, who finally bought some corrugated Transite, took the prize as a "tough nut to crack."

The thirty-ninth annual convention of the Northwestern Lumbermen's Association was held at the Municipal Auditorium, Minneapolis, Minnesota, on January 15, 16 and 17.

Johns-Manville was represented with a booth at the convention, displaying various asbestos and asphalt shingles. The exhibit attracted much attention and favorable comment.

To express his appreciation for the success of a meeting recently held with him and his salesmen, on improved Asbestocel, Charles Miller of Charles Miller & Son Company, Utica, N. Y., an enthusiastic distributor, writes as follows: "We all certainly enjoyed the sales talk which we received last Friday. It made a big impression on the boys and many of them have expressed to me the satisfaction they received from it. We appreciate very much your efforts in making this possible."

This meeting was conducted by F. T. Crow, special merchandising representative, insulation section, Eastern Division, J. F. Gowell, special merchandising representative, New York State District, and D. W. Standrod, Supervisor, Syracuse Sales Office.



A modern Noah's ark, built by William Greenwood of Olympia, Wash., who predicts another flood before 1931. *When the New York Times reproduced this photograph recently, it didn't, of course, mention that the ark is protected by a J-M* 60-*pound asbestos felt tacked on the roof deck, with a* 14-*pound felt over it.*

On January 25 the Crane Company held a sales meeting for 23 of their men in Memphis. C. V. Holmes, special representative, Merchandising Department, St. Louis District, gave a very interesting talk, and Johns-Manville's new film, Magic Fibre, was shown.

The general insulation business of the Crane Company, consisting entirely of J-M materials, showed an increase of approximately 200 per cent in 1928 over 1927.

O. F. Dotson and W. I. Davidge of the Chicago District held a very successful meeting with 12 of the Baker Manufacturing Company's salesmen at Omaha on January 10. Mr. Davidge gave a talk on low pressure insulation and the salesmen promised to give their whole-hearted support to Improved Asbestocel.

Mr. Dotson and Mr. Davidge held another meeting with 15 of the U. S. Supply Company's men at Omaha on January 11, when a talk was given on the same subject.

The annual sales conference of the Leighton Supply Company of Fort Dodge, Iowa, distributors of J-M packings and Improved Asbestocel, was held during the week of January 7. Talks on the merits of their products were made by representatives of various manufacturers, including J. D. Rourke of Johns-Manville.

On January 30, W. W. Giles, merchandising roofing salesman, Syracuse Sales Office, and J. M. Reilly, Supervisor, Sales Promotion, New York State District, attended a Rotary Club luncheon at Greene, N. Y., where the "Story of Asbestos" and "New Roofs for Old" were shown. Preceding the showing of the films Mr. Reilly gave a 20-minute talk on asbestos.

It was getting late when the second film was shown and the guests were assured that it would be perfectly all right to leave if they wanted to do so. Out of 37 people present 32 remained to see the second film.

A carpenter-contractor's meeting was held on January 9 at the Young Lumber Company, Fairmont, Minnesota, conducted by G. C. Sacket, Minneapolis Sales Office Supervisor, and C. P. Paskins and S. J. O'Connor, Minneapolis Office salesmen. There were nine carpenters, besides the yard men present at this meeting, and a great deal of enthusiasm was manifest.

A few days later, one of the contractors who had been present at the meeting, closed a job calling for Johns-Manville No. 5 colorblende shingles, which prompted the Young Lumber Company to send in an order for a mixed car of asbestos shingles and rag felt roofings.

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Promotions *and* Transfers

J. W. LOGAN is a new industrial representative in the Wilkes-Barre territory.

R. E. HALL has been transferred from Supervisor of the catalog and technical data section, Sales Promotion Department, to the engineering and development section, General Industrial Department.

H L. RUSCH, who has been in charge of Performance Reports in the market analysis section, Sales Promotion Department, has been promoted to Supervisor of the catalog and technical data section, Sales Promotion Department, to take the place of R. E. Hall, transferred.

S. C. REYNOLDS, formerly a member of the advertising section, Sales Promotion Department, has been promoted to Supervisor of the newly created advertising literature section, Sales Promotion Department.

H. E. NIXON, formerly industrial representative in the Albany territory, has been promoted to chief sales clerk of the Eastern Division industrial roofing and building materials section.

W. R. JONES has been appointed Sales Supervisor for power specialties and packings, Pacific Division, relieving G. A. Barker, who is devoting the major portion of his time to new built-up roofing plans and specifications.

C. H. HALL, formerly Treasurer and Director of Sales of the Banner Rock Products Company, will be located at General Headquarters in New York, J. L. ELLIOTT, formerly Vice President, will be located in the Western Division, and R. F. FAHY, formerly Vice President, will be located in the Central Division.

W. C. THEIS, formerly Traffic Manager, Pacific Division, has been appointed Supervisor in the Pacific Division for all Foreign business handled through the San Francisco Office.

CHARLES A. JOHNSON has been promoted from the Texas Valley territory to the City of Houston as salesman.

HILBERT F. KELLER, salesman, Milwaukee Sales Office territory, Western Division, has been transferred to the Northern Territory of Illinois, with headquarters at Rockford.

WALTER F. KENNEDY, formerly with the Celite Corporation, and now located in the Pittsburgh District, is assistant to E. H. Younglove in the steel section of the General Industrial Department.

T. J. O'NEIL of the Manville Planning Department has been made Manager of the Manufacturing Standards section, a new section under the Research and Development Department which will handle standard manufacturing specifications and similar problems of standardization in method and process. Mr. O'Neill has been with Johns-Manville for over 15 years.

JOHN L. MCCULLOUGH of the Columbus Sales Territory, who formerly handled merchandise materials, has been transferred to the Industrial Department and will sell industrial building materials and acoustics.

MISS JULIA LAUENSTEIN, formerly reception clerk on the ninth floor, has been promoted to utility stenographer, General Service Department.

H. C. STRINGFIELD, formerly Supervisor of the General Office Auditing and Procedure Department, has been promoted to Assistant General Auditor. Mr. Stringfield will continue as head of the Auditing and Procedure Department.

CLARENCE L. SAGER, head of the Legal Department, has been promoted to Assistant Secretary and Treasurer. Mr. Sager will continue in charge of all legal work.

J. L. PICHETTO, formerly of the General Office Auditing and Procedure Department, has been promoted to the position of Assistant Treasurer of the Company.

J. E. BEGERT, formerly Superintendent of the Cement, Rock Wool and Magnesia Department, Waukegan Factory, is now Factory Superintendent at Banner Rock.

T. A. O'BRIEN, formerly a member of the Auditing and Procedure Department, has been promoted to Acting Manager, General Office Service Department.

WALTER HESTERHAGEN, former Assistant Cashier, has been promoted to the position of General Office Cashier.

MISS P. ANDREWS, formerly of the Payroll Accountant's Office, has been promoted to the position of Payroll Accountant.

New Employees

Eastern Division:

JOHN M. BARKER, formerly Boston District Manager with the Beaver Products Corporation, has joined the Eastern Division merchandising staff.

MISS LILLIAN LIPKE has joined the Buffalo Office force as stenographer and telephone operator.

MISS RUTH KELLS joined the Company recently as a dictaphone operator in the Boston District Office.

MISS JEANNE VAN DE SANDE is a new employee at the Newark Office, taking the place of Miss E. F. Stipple, who left to be married on January 19.

REGINALD MILLER joined the Company on January 15 as an industrial salesman in the Worcester Sales Territory of the Boston District.

Central Division:

J. N MEEKS has recently been added to the Columbus Office sales force and is taking over the northern section of the territory in the interest of the Merchandising Department.

P. I. DUDLEY of Bluefield, West Virginia, has been employed as merchandising salesman for the Bluefield Territory.

Western Division:

LINDSAY H. FUQUA, formerly of the Firestone Tire Company, entered the Company recently as automotive representative of the Milwaukee Sales Territory, to take the place of R. J. Stolz, who left to become Sales Manager of the Tisch Auto Supply Company of Milwaukee, J-M distributors.

CHARLES E. KOCH has re-entered the Company in the capacity of special representative, Chicago District, in the promotion of rock wool products.

O. P. QUILLING, new automotive representative, Western Division, will be located in Houston and will assist Douglas Brooks in covering South Texas.

J. FULTON FRANKS has been employed as junior salesman to G. H. Davis in the valley territory of the Houston Sales Office. Mr. Franks was formerly connected with the Guarantee Roofing Company of San Antonio.

MISS VERA ESCHENFELDER has been employed as stenographer in the Houston Sales Office.

HARRY HOUSTON, JR., son of Salesman Harry H. Houston, of the New Orleans Office, has joined the Company as junior salesman.

EARL CORNISH is now connected with the Company as junior to G. F. Bell, New Orleans Office salesman.

Pacific Division:

WAYNE B. O'NEILL is a new salesman in the Seattle territory.

MISS MARIE KRAMER entered the Company recently as stenographer in the San Francisco District Sales Promotion Department.

Foreign Division:

CHARLES H. CATELLI has recently joined the Company as assistant bookkeeper in the Foreign Division.

GORDON J. SCOTT entered the Company recently as engineer in the Foreign Division.

Cincinnati Factory:

THOMAS MACCOMB is a new employee in the Wet-End, Cincinnati Factory.

Manville Factory:

STEVE ADAMS and STANLEY WOLCHANSKY are two new employees in the Packing and Shipping Departments, "F" Building.

Waukegan Factory:

New employees at Waukegan Factory include: MISS FLORENCE L. BOUTON, stenographer, Factory Manager's Office; MISS NAOMA COULOMBE, Accounting Depart-

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J-M is well represented among the Long Island estates. At left, the estate of Payne Whitney at Manhasset, the various buildings of which were reroofed with 1,500 squares of No. 5 blueblack shingles. At right, the home of C. M. Pratt, Glen Cove, reroofed over wood shingles with No. 5 blueblack. These roofs were applied by Frank Kiebitz and Sons of Glen Cove.

Here and *There* in the Field

A Carload of Brake Lining

A carload order of 75,000 feet of brake lining to be shipped and billed to one distributor, Chanslor and Lyon Company of San Francisco and Los Angeles, is the unusual business turned in by George R. Tierney, Staff Supervisor, H. W. Mattice of Los Angeles District, and H. W. Mayers of San Francisco. Included with this order was an item for new moulded asbestos lining, totaling over 1,000 sets. Moulded lining for automobile brakes is rapidly gaining in favor on the Pacific Coast, nearly 4,000 sets having been purchased by J-M distributors in the month of January.

Meeting Temperature Problems

The General Asbestos and Supply Company of South Bend, Indiana, approved insulation contractors, had the problem of insulating a 4-inch gas line in a forge shop. The building was not heated, so it was necessary to protect the line in winter against freezing. Some sections of the line, however, are directly over high temperature furnaces, with a temperature estimated as high as 600 degrees Fahrenheit for short periods, when the doors are opened.

Double thick zero covering was applied to the line except over the furnaces, where the pipe was insulated with standard thick zero covering and over this a one and one-half-inch layer of Superex covering.

Testing J-M Products

Roy C. McGuiness, junior salesman at the Albany Office, states that learning more about J-M materials is not always a tedious task of "page thumbing" but rather the interesting practice of noticing how successfully they withstand the severest tests.

Mr. McGuiness was particularly impressed with the experience of Francis McConville with J-M insulating board. Mr. McConville built a garage in Watervliet, N. Y., early last fall and used 5,000 feet of the board to insulate the roof and walls, even though he was installing a very large Trojan furnace with a double grate for his heating plant.

Mr. McConville was unfamiliar with the mechanism of the two large fans that were to be used to carry the steam from the boiler into the circulating system of the outer garage. Consequently, when he did not regulate the fans the first night, the steam was confined to the boiler chamber with the only possible escape the "blow-off," and from there into the office in condensed form, and then into the garage.

When Mr. McConville came to open the garage the next morning, he had to pry open the warped door to enter the "turkish bath." He had to feel his way down into the cellar to curb the fire and start the fans, to clear the garage of the steam. Mr. McConville told Mr. McGuiness that he hated to open his eyes for fear that the insulating board would resemble the well known distorted mirrors that are seen at amusement parks. Much to his surprise, the insulating board was the only building material, except concrete, which was not the least bit affected although it had been exposed to 18 pounds of steam for 8 hours.

出来上り高の増加

請負者及びセメント購買者側に取りて、セライトが何等特別の経費を出すことなく使用し得ることは特筆に値するものなり。此の點に就いては數多の試驗が行はれ、實地に於ても此の事を證明せり。

更に Delaware and North Carolina State Highway は次の如き率を示せり。

1:2:4 CONCRETE IN PAVEMENTS

Proj. No.	Linear Feet Laid per Cubic Yard, Plain or with hydrated lime	Linear Feet Laid per Cubic Yard, Celite concrete	Cement Used Bags Per Foot, Plain or with hydrated lime	Cement Used Bags Per Foot, Celite concrete	Amount of Celite used	Additional Concrete due to bulking o Celite
Del. A	11522	4024	2.21	2.06	4%	6.3%
Del. B	5663	6675	2.115	2.00	3%	5.8%
Del. C	7616	12405	1.81	1.73	3%	4.6%
Del. D	12124	15653	1.85	1.76	3%	5.1%
N.C. E	11040	9052	2.34	2.13	3%	5.3%
N.C. F			2.18	2.09	3%	4.1%
Average			2.04	1.94	3%	5.0%

Cost of Celite used: 3% with concrete at $ 12 per cubic yard, 2.3% at $ 16, and 2% with concrete at $20 per cubic yard.

斯くの如きは使用セライト量の費用を支拂ひて餘りあることを明白に示せるなり。更に之れに加ふるに作業費の減少を考慮せざる可からず。セライトを使用する事はあらゆる意味に於て經濟的なり。

The Japanese are learning about Celite Concrete, judging from this detailed description in "The Geppo," the monthly publication of Asano Bussan Co., importers and exporters of Tokyo.

Replacing a Competitor's Line

C. S. Phillips, Chicago District automotive representative, with headquarters at Indianapolis, succeeded in selling the Auto Equipment Company of Indianapolis, the complete Johns-Manville automotive line, replacing a competitor's lining with J-M.

Mr. Phillips is now in an enviable position, his 10 distributor's accounts in the automotive line in the states of Indiana, Kentucky, and Tennessee being 100 percent Johns-Manville.

A New Use for Asbestos Cloth

As a result of the successful use of asbestos cloth in the manufacturing processes at the John B. Stetson hat factory, G. W. Alexander and Company, hat manufacturers of Reading, Pa., have placed an initial order for 50 yards. The order followed a satisfactory test of a one-yard sample.

Alexander and Company read of this use for asbestos cloth in the September "Power Specialist."

The Stetson Company, makers of Stetson hats, supply a market demanding more than 3,300,000 hats a year. For many years this Company was faced with the problem of finding a fabric which was strong, heat resisting, and moist proof, for use on its sand pressing flanging machines, for shaping the brims of the hats. These machines consist of a plate upon which rests a large bag filled with 135 pounds of sand, and

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the whole is heated by the steam plate to an average operating temperature of 216 degrees Fahrenheit.

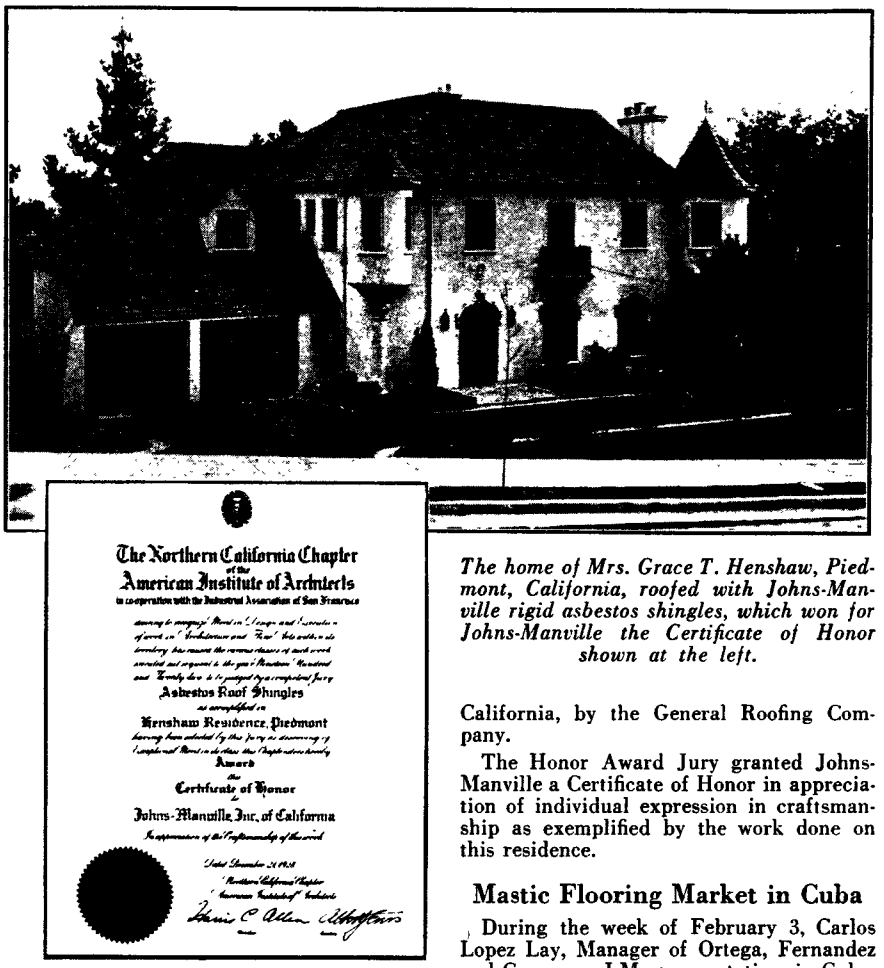
Originally the bag was made of army duck, with an outer covering of canton flannel, but it was soon found that the nap of the flannel would wear off so rapidly that it was necessary to change the outer covering of the bag about once every week. At least 33 hours a week were spent in the process of changing the bags, and the cost of this was considerable.

J. C. Schmidt, Philadelphia District salesman, worked very hard to have them try asbestos cloth and spent many hours in following up the tests. As a result approximately 88 asbestos cloth bags are now in use in that factory and not one of the bags has shown signs of wearing out.

A Certificate of Honor

During the latter part of 1928, the Northern California Chapter of the American Institute of Architects, in cooperation with the San Francisco Chamber of Commerce, sponsored a program for the development of craftsmanship in the building trades and allied arts.

Johns-Manville was invited to participate and exhibited photographs of the rigid asbestos shingle roof applied on the residence of Mrs. Grace T. Henshaw in Piedmont, California, by the General Roofing Company.



The Northern California Chapter
of the
American Institute of Architects
in cooperation with the Industrial Association of San Francisco

Asbestos Roof Shingles
as exemplified on
Henshaw Residence, Piedmont
Award
the
Certificate of Honor
to
Johns-Manville Inc. of California

The home of Mrs. Grace T. Henshaw, Piedmont, California, roofed with Johns-Manville rigid asbestos shingles, which won for Johns-Manville the Certificate of Honor shown at the left.

The Honor Award Jury granted Johns-Manville a Certificate of Honor in appreciation of individual expression in craftsmanship as exemplified by the work done on this residence.

Mastic Flooring Market in Cuba

During the week of February 3, Carlos Lopez Lay, Manager of Ortega, Fernandez and Company, J-M representatives in Cuba, visited the Foreign Division Office in New York.

Mr. Lay is particularly interested in Mastic flooring, for which a very excellent market exists in Cuba, and visited one of the jobs in New Jersey while a floor was being laid. With the information he was able to secure he expects to close some very important contracts in Cuba.

Where Quick Service Helped

H. Deakin, sales representative at the Elizabeth, New Jersey, Office, finds the cooperation of the other members of the Johns-Manville family a big help in getting business. As a specific instance of such cooperation, he tells of an incident which occurred on a Saturday morning, showing that the Metropolitan District Order Department is on the job on short days as well as on long.

"Saturday morning at 11:20 the Hand Hardware Company of Elizabeth, New Jersey, asked me for a price on six items of special cut gaskets from No. 60 service sheet. Their customer stated that it would be possible to obtain prices from competitors in Newark within half an hour on similar material. The situation was explained to Mr. Pope of the Metropolitan District Order Department. Early Monday morning Mr. Pope personally called the customer, gave him the prices, and within a few hours the order was obtained. This is the kind of cooperation that counts and it is very much appreciated by all concerned."

The Result of Cooperation

An illustration of what cooperation between the customer, the salesman, and the factory will do is shown by a recent sale of No. 1 insulating cement to the Kewanee Boiler Company. R. O. Fischer, salesman of the Peoria Sales Office, has followed the proposition of a suitable cement for lining boiler doors to prevent the warping of the metal, as well as to conserve the heat. After extensive tests on various cements and methods of holding in place, a solution to both was found. The result was a straight car of No. 1 insulating cement, to be followed by two or three cars per year.

Representation in Buffalo

Several large size contracts have been secured by the Buffalo Office recently. The American Radiator Company has again been signed up for insulating sheets for 1929, for use on their round and square jacketed boilers. This business will amount to approximately $150.000.

Worthy of mention also are a Magnesia and Superex insulation job from the Buffalo General Electric Company, amounting to $43,000, which was turned over to the Niagara Asbestos Corporation, approved insulation contractors at Buffalo, and an order from the Pierce Roofing Company at Olean, New York, for 225 squares of No. 150 Colorblende rigid asbestos shingles for use on the Oil City Hospital at Oil City, Pennsylvania.

A Large Job

The Real Estate Roofing Company, approved roofers in Philadelphia, have just completed a 400-square W. R. Transite corrugated siding job at the General Chemical Company, Marcus Hook, Pennsylvania. This is the largest job of this kind handled by approved roofers.

Engineer Sails for Australia

Lewis S. Ayars, acoustical engineer, General Industrial Department, left on January 31 for Vancouver, British Columbia, where he sailed on February 6 on the Steamship Aorangi for Australia, due to arrive March 2. In Australia he will superintend the installation of 20,000 square feet of office quieting treatment in the offices of the Sun News, Limited, of Sydney.

Gunn Russell and Company, Limited, J-M special representatives for Australia and New Zealand, closed this large acoustical contract, and requested that a Johns-

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ment in taking full advantage of the new sales plan. He not only saw that old distributors were taken care of on their immediate and near future requirements of rag felt roofings, but signed up several new accounts, some of which the men have been trying to get for years.

J-M in Hospitals

An order for approximately $10,000 worth of acoustical treatment was sold by the Eastern Division to the Jewish Hospital of Brooklyn, New York, for installation in the corridors of its new 12-story patient's pavilion. This hospital is one of the biggest and wealthiest in Brooklyn.

A Six Months' Supply

Frank Mohr, Milwaukee Sales Office Supervisor, has just secured a large contract from Nash Motors Company, covering the entire requirement of the Milwaukee, Kenosha, and Racine plants for Moulded lining for the first half of the year, and a large part of their gasket needs. The contract for hair felt pads has also been renewed. In all, the contract amounts to approximately $150,000.

Additional J-M Treatment

On page 17 of the January issue of the Circle is a photograph of the Industrial Trust Company Building at Providence, R. I., with the information that five miles of



Starting at the top with gray shingles and working down to blueblack, this roof of George Gunner of Hartford, Conn., imitates the snow-capped mountains of Switzerland. This is called the "Sunset" effect.

4-ply Improved Asbestocel and two miles of 85 per cent magnesia installation had been installed. It has since been learned that approximately 7,500 square feet of acoustical treatment was applied in the main banking floor of the building.

Selling Transite

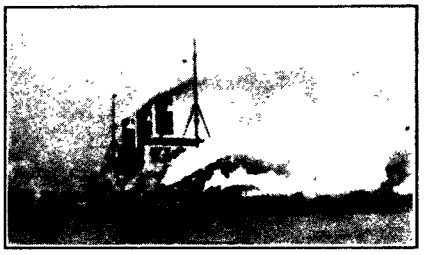
S. L. Organ, Houston and Beaumont salesman, with the assistance of J. B. Kelly of New Orleans, and P. G. McHenry of Chicago, has just closed an order with the Magnolia Petroleum Company of Beaumont, for a carload of corrugated Transite.

In the first three weeks of January Mr. Organ closed orders for corrugated Transite amounting to 1,200 squares with the Magnolia Petroleum Company, The Texas Company, Pure Oil Company, and the Sun Company. Mr. Organ usually has his prospect "all set" before he calls in a special representative, and then he just stays with them until they buy.

All the large oil companies in this territory recognize the value of J-M materials, and Mr. Organ has convinced them, one by one, that this is the material to use.

S. S. Leviathan J-M Insulated

The United States Lines Steamer "Leviathan" was sent to Boston for repairs during the latter part of January, and was dry-docked at the large United States Navy Dry Docks located at the Army Base Pier in South Boston. While it was in dry dock,



The "Leviathan" leaving dry dock at Boston in tow of a number of tugs. The liner had been J-M insulated.

the P. S. Thorsen Company of Boston, J-M approved insulation distributors, fulfilled a contract to do insulation work.

Through the courtesy of P. S. Thorsen a number of the employees of the Boston Office visited and inspected the "Leviathan." A special luncheon on the ship was tendered to Mr. Thorsen, G. V. Dutney of the Eastern Division Industrial Department; G. W. Esler, Sales Manager of the Boston District; and G. W. Blakeley, Special Representative in the Boston District on January 24.

Transite for Oil Tanks

An order was recently secured by Johns-Manville for the insulation of one of the largest oil tanks with Transite asbestos wood casing. The tank belongs to the Lincoln Oil Refining Company of Lincoln, Illinois, and is approximately 79 feet in diameter, 40 feet 6 inches high, and has a capacity of 35,000 barrels. It will contain 10 degree Baume gravity asphalt with an average temperature of 350 to 400 degrees Fahrenheit.

The order for applied insulation amounting to about $7,500 was secured mainly through the sales effort of J. N. Harvey, Sales Supervisor, Louisville territory, aided by technical and engineering data given by E. B. Yost of the Chicago Industrial Department. John Pennington of the Central Division is also entitled to credit for the securing of this business, which was placed through the main office of the Lincoln Oil Refining Company at Finlay, Ohio.

Insulation for tank roof and sides is included in the contract. For the deck of the tank, insulation consists of a one-inch thickness of 85 per cent Magnesia blocks, cemented to the deck with fibrous adhesive, with a coating of a one-half inch layer of asbestos cement reinforced with mesh wire. Roofing over the insulation consists of two layers of 15-pound asbestos felts and one layer of White Top Salamander roofing.

The tank side insulation consists essentially of sheets of Transite asbestos wood, 42 inches by 96 inches and three-sixteenths of an inch thick. The sheets are bolted together and secured to the sides of the tank and held away from the tank at a distance of two inches, to permit filling with granulated rock wool. The Transite sheets are lapped horizontally three inches.

In the securing of this order, severe competition was encountered, but the acknowledged efficiency of rock wool insulation, together with the increased durability and permanence of the Transite finish as compared to the cement finish, the latter being subject to cracking and incidental air infiltration, caused the engineers of the oil company to turn to the Johns-Manville specification. As to finished appearances, the Transite casing is obviously far superior to the other types.

Messrs. Harvey and Yost also obtained a contract from the Lincoln Oil Refining Company for the insulation of Detrick ventilated boiler walls and air ducts, the contract amounting to approximately $1,200.

41,000 Pounds of Cement

Wilbur W. Jones, salesman, Milwaukee Sales Office, sold the Nekoosa-Edwards Paper Company of Port Edwards, Wisconsin, 36,000 pounds of No. 20 refractory cement, 2,000 pounds of No. 32 refractory cement, and 3,000 pounds of No. 4200 rope for their new boiler and boiler settings. The walls are laid up with No. 20 cement, and a heavy wash coat of No. 32 protects the face of the bricks.

Insulating With Sil-O-Cel

H. N. Haberstroh, special Celite representative of the Chicago District, together with H. H. Gates of R. B. MacDonald and Company, approved contractors, recently closed a contract with the Barrett Company of Chicago for the insulation of one of their large crude tar storage tanks, 53 feet 6 inches in diameter, and 35 feet high, with approximately 24,000 Sil-O-Cel bricks. This is the same specification employed in insulating similar size tanks about six months ago.

Almost 10 Miles of Insulation

Nicely and Company, approved insulation contractors in Philadelphia, have secured contracts for insulation in the new power house and hotel section of the Chalfonte-Haddon Hall, Atlantic City. The hotel section is to be 17 stories high. In these buildings almost 10 miles of J-M insulation will be applied and 350 bags of cement, 6,000 square yards of canvas, and a large quantity of accessories will be used. A total of 3,000 feet of brine covering will be applied on

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anville engineer come and apply the eatment in order to have a good repre-ntative job there, and to educate them on e subject of acoustical work.

Improving the Talking Movie

The acoustical section of the Eastern ivision has just finished a large installa-on of acoustical treatment in the R. C. A. hotophone Studios on East Twenty-Fourth treet, New York. The installation was ıade on the walls and ceilings of a stage 50 feet long, 75 feet wide and 40 feet high, ne largest single sound movie stage in the astern section of the country.

In addition to that, the acoustical section ıas done work for the AGFA Studios at ort Lee, New Jersey; for the Metro-Gold-yn-Mayer Studios, The General Talking ictures Corporation, and Paramount News eel, all in New York City; and has sold naterials to several of the other producers f talking movies. Practically all the work vas obtained through the cooperation of the nanufacturers of talking movie equipment.

Orders Result From Meeting

C. D. Harris of the Columbus Sales Office recently obtained another carload order for Asbestocel insulation from the Standard Sanitary Manufacturing Company. This order amounts to more than $2,000 and follows a carload order received about two months ago, thus showing very convincingly the effect of Mr. Harris' work on this account.

George V. Christie of New York conducted a meeting of the Standard Sanitary Company's salesmen several months ago in the interest of Asbestocel and the sales results obtained are directly traceable to it, since the company had not been a purchaser for more than a year previous to the meeting. Mr. Lewis, the local Standard Sanitary manager, and Mr. Harris have held the Sanitary men up to the pitch attained at Mr. Christie's meeting and the results are very evident.

A Roofing Testimonial

Four years ago Mrs. C. A. Weaver of 962 Bayridge Avenue, Brooklyn, found that the roof of her house leaked. She called in her roofer, and he applied tar over the leaky spots. This didn't add to the appearance, and in a short while the roof began to leak again. Then Mrs. Weaver, who is a business woman, decided to invest some money in a sturdy roof, backed by a reliable manufacturer.

She called in Mr. Bolter, of the Bolter Corporation, 316—37th Street, Brooklyn, and he applied 10 squares of J-M Class A built-up roofing.

About noon on January 21 of this year, fire broke out in the dumb-waiter shaft of Mrs. Weaver's home. The fire department arrived, only to find that a 4-inch pipe in the water main was inadequate to cope with the situation and no water was to be had. A fire plug was finally located many blocks away, which provided sufficient water to quench the fire. In the meantime the fire had worked its way up from the cellar to the skylight. Although the flames crept along the rafters under the roof they could not break through, and were slowly smothered.

Mrs. Weaver stated that she did not doubt but that the J-M asbestos roof had, in smothering the flames, prevented the fire from spreading and consuming the entire house. The roof is still in perfect condition, and Mrs. Weaver is thankful that she was thoughtful enough to invest her money in a roof which lived up to its guarantee.

A Visitor From the Argentine

Frederick W. Boley, son of Max W. Boley, who is Johns-Manville's special representative in the Argentine, was a recent visitor in the New York Office. While his trip to the United States gave him an opportunity to transact business, it was not made for that purpose, but in order to take home with him as his wife, Miss Frances Beadel of Newcastle, Pa. Mr. and Mrs. Boley were presented with a beautiful table lamp by their Johns-Manville friends.

It is to Fred Boley and to his cousin, Herman V. Boley, that a large portion of the success of the Boley organization is due. The former is vice president in charge of the Johns-Manville Department, and the latter is in charge of sales. Both of them were educated in the United States, Fred at the Massachusetts Institute of Technology in Boston and Herman at the Case School of Applied Science in Cleveland.

The Boley organization has represented Johns-Manville since 1924, and each year sees an appreciable increase in the volume of business placed with the Foreign Division. Max W. Boley has organized a distributing company called Boley Sociedad Anonima Introductora to sell the entire line. The organization is constantly expanding and not only sells J-M products F. O. B. warehouse but applies them as well.



Herman Boley



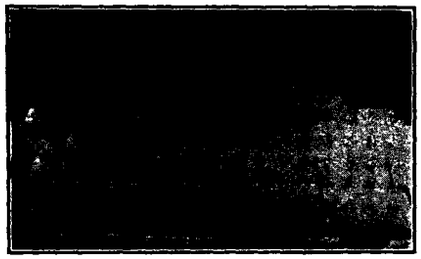
Fred Boley

Oil Tanks Are J-M Insulated

R. O. Fischer, salesman of the Peoria Sales Office territory, Chicago District, recently secured an order from E. D. Etnyre and Company, Incorporated, of Oregon, Illinois, asphalt distributors and manufacturers of oil, for a carload of two-inch-thick 12-ply fine corrugated Improved Asbestocel sheets, for the purpose of insulating tanks containing oil for road oiling. The tanks are mounted upon auto trucks, the oil in the tanks being heated by means of gasoline or kerosene burners at the rear of the truck. Heating coils keep the temperature of the oil at approximately 350 degrees Fahrenheit.

Fine corrugated Improved Asbestocel sheets combine the properties of high insulating value, lightness of weight, and ability to withstand the jarring of the moving truck, which renders it impossible to use an insulation of fragrile moulded construction.

The Asbestocel sheets are furnished cut to size and curved to fit the diameters of the various size tanks. The sheets and crates are stenciled at the factory with specified markings, and a set of sheets for a certain size tank is separately crated, so that in equipping the tanks the sheets can be readily assembled. The tanks measure from 44 to 52 and three-eights inches in diameter, and from 10 feet, 1 inch to 10 feet, 7 inches in length.



The first car of tar saturated pipe line felt made at Waukegan Factory, which was shipped to Messrs. Hubbel and Company. About 18 cars comprising 75,000 squares were shipped to various parts of the country.

E. D. Etnyre and Company manufacture a large percentage of all the road oiling tanks used in the United States, and export a good number of these tanks to South America and European countries, including Russia, which is a particularly good market. Their requirements of Asbestocel sheets are approximately two carloads per year.

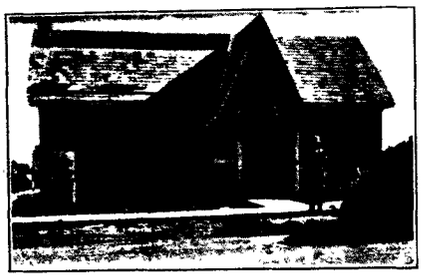
Formerly many of the South American shipments went out uninsulated, but on a visit to this country by their South American representative, data was compiled and presented by Johns-Manville, relative to the performance of J-M insulation under typical operating conditions peculiar to South American countries, with the result that the customer was convinced of the practicability of insulating the tanks for export use.

Has This Been Equalled?

W. W. Giles, merchandising roofing salesman, Syracuse Sales Office, working under the 1929 sales policy, sold 31 carloads of rag felt roofing during the month of January, an average of one car per day, including Sundays and New Year's Day. Whether this is a record or not is not known, but Mr. Giles is to be complimented upon his highly satisfactory accomplish-

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the refrigerating lines, and 7,000 feet of ice water cork covering on the ice water lines. On the plumbing and heating lines, magnesia, air cell and wool felt covering will be applied.



C. H. Shepard, Lydick salesman, in front of a new building on which asphalt shingles, after 30 days' service, were replaced with J-M rigid asbestos shingles.

J-M Roof Replaces Asphalt

Above is a picture of a building constructed in the latter part of 1928 and roofed with asphalt shingles. After about 30 days of bad weather, the owner was in the market for a really good roof. C. H. Shepard, of the Lydick Roofing Company, and H. H. Conger, salesman in West Texas, fixed him up by selling him a new roof of mixed colors of No. 5 rigid asbestos shingles.

A Carload a Day for 10 Days

J. W. McGrath, salesman in southeastern Nebraska, secured orders for an average of a carload of roofing and shingles per day for 10 days in his territory during the second and third weeks in January.

These sales were effected through Mr. McGrath's ability to make the lumbermen realize the growing demand for rigid shingles, plus the desirability of purchasing from a firm which is able to take care of all their requirements, thereby reducing the investment and increasing turn-over.

Unharmed by the Elements

The Hickcock Apartments, Roanoke, Virginia, are insulated with a solid carload of J-M insulating board and plaster lath, used for sheathing under the brick veneer.

This sheathing was exposed, without any protection, to the elements for 45 days before the brick work was completed, and it remained in as good condition as the day it was applied.

Plaster lath is being used on all ceilings and a large portion of the side walls as a plaster base, sound deadener and heat insulater.

Material was furnished by the Exchange Lumber Company, Roanoke distributors.

"Finding Out What's Wrong"

C. A. Kissinger, Industrial Representative in the Wilkes-Barre. Pa., territory, writes that the February J-M Circle editorial on "Finding Out What's Wrong" is O. K. and to the point.

The school board of Selinsgrove, Pa., sent in a complaint concerning the Johns-Manville built-up roof on the high school, and Mr. Kissinger, inspired by the spirit of the editorial, immediately investigated personally. He discovered that inferior bricks were crumbling in the parapet wall, allowing leakage behind the Johns-Manville flashing.

A report with recommendations for adequate treatment was made which so pleased the members of the school board that they placed an order for time and materials amounting to approximately $600, and promised that the new building to be erected this year would be covered with a J-M roof.

Meetings

(*Continued from page* 13)

The Sales Supervisors and Special Representatives of the Boston District held an all-day meeting at the Boston Office on February 4. In order to bring up items that were of importance to each sales territory and special representative, subjects were allotted to each man, after which there was a general discussion on the various policies that Johns-Manville has adopted for 1929.

On January 15 a meeting was held with the National Association of Power Engineers in the auditorium of the Aluminum Company of America at New Kensington, Pennsylvania.

L. V. Bohannon, Supervisor of the electrical and public utilities sections, Cleveland District, gave a very descriptive talk on asbestos and its adaptability to the power companies. Two films were shown, showing the mining of asbestos, and its different travels through the manufacturing department until it is a finished product.

The Ohio Retail Lumber Dealers Association held its annual convention on January 28, 29 and 30 at the Neil House in Columbus. L. B. Barber, Sales Promotion Field Representative, Cleveland District, set up a very attractive shingle display. W. B. Walters and W. C. Craig of Cleveland took charge of the Johns-Manville display section. C. D. Harris, by very intensive work, obtained three new carload dealers.

New Uses News

(*Continued from page* 9)

C. L. Day of the Engineering and Development Section was in direct charge of design and erection, assisted by H. C. Zimmerman.

Ernst Steck, Electrical Department, Western Division, spent a month as resident engineer on one of the jobs in order to thoroughly familiarize himself with all the details, and he contributed valuable ideas on the design and erection features.

Fred Gagnon of Nashua Factory aided in the erection of the first structures. His knowledge of handling and working Transite was most helpful.

Not only public utilities but also large industrials with their own power plants are excellent prospects for Transite Cell Structures, particularly if they have been constructing them of concrete at $125 to $200 per yard (because of the intricate form work). It offers an outlet for Transite in considerable volume.

For the present, until data is issued and the proposition is turned over to the proper commodity department, all inquiries should be addressed via the usual channels, to the Engineering and Development Section.



The Hickcock Apartments, Roanoke, Virginia, under construction, showing the J-M insulating board and plaster lath used for sheathing under the brick veneer, which was exposed to the weather for 45 days without any harm to the material.

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Within the Circle

Eastern Division

A. R. Gibbons, *Associate Editor*

W. W. Giles, merchandising representatative at Syracuse, started the new year by bringing in an order of seven carloads of asphalt roofing from the Neal-O'Brien Lumber Company at Oswego, N. Y., thereby enrolling them as 100 per cent J-M distributors.

Ernest J. Weaver and Miss Catherine Kennedy, formerly with the Celite Company, are now located at the Boston Office. Mr. Weaver is special Celite representative for New England and Miss Kennedy is his office assistant.

Celite products are now stocked at Johns-Manville's Boston warehouse located at East Cambridge, Massachusetts.

Central Division

H. W. Kiel, *Associate Editor*

M. J. Ryan is a new reporter in the Wheeling Sales territory.

The address of the Toledo, Ohio, Office has been changed to Room 1353, Nicholas Building, and the address of the Columbus, Ohio, Office has been changed to Room 211, James Building.

L. I. Wilson, Cleveland District automotive representative, is receiving congratulations on his success in signing The Valley Oil Company of New Philadelphia, Ohio, as a new Class A service station. This company has coined a new name for the service station—"Lubritorium."

The employees of Pittsburgh District congratulate E. W. Rosenberger, Manager, on the birth of a son on January 14.



Part of the office force at Chrysotile Mine. Left to right, J. P. Long, Bookkeeper; H. E. Claude, Stenographer; Frank Knuckey, Superintendent; R. A. Grange, Mine Accountant; and Jose Castaneda, Mine Foreman.

S. M. Durham, special insulation and packing representative, Cincinnati, has spent considerable time in the Charleston territory recently in the interest of large insulation and packing business.

The Youngstown Office received an order on January 11 for $11,500 worth of acoustics on the new Youngstown Hospital, representing a year's effort on the part of Messrs. Fox and Kellogg of the Acoustical Department.

Western Division

E. Nelson, *Associate Editor*

J. B. Kelly of New Orleans, and E. C. Reimann of Chicago, spent two weeks in the latter part of January in Houston, working on several large Transite corrugated prospects.

C. E. Beckett, formerly with the Celite Products Company, has been added to the Minneapolis Office sales force.

G. A. Nicol, Jr., Vice President and Sales Manager of the Railroad and Government Department, spent January 21 and 22 in Omaha, accompanied by T. O'Leary, Jr., of the Railroad Department.

L. A. Baldwin, special representative, oil industry section, Chicago, spent several weeks in South Texas during the month of January, working with the salesmen on special propositions. Several nice orders have resulted from Mr. Baldwin's assistance.

John J. Toohey, an employee of the Chicago District, died January 9 after an illness of about six weeks. Mr. Toohey was connected with Johns-Manville for over 10 years, being first employed in June, 1918. He served at various times in the Chicago Construction Department, the Louisville, Kentucky, Office, the Steel Industry Section, and as salesman in the Chicago Metropolitan District. He leaves a wife and baby daughter.

The employees of the Southern District extend their sympathy to T. P. Discon, Order Department, New Orleans Office, in the loss of his mother.

The sympathy of the employees is extended to Malen K. Carr, Engineer, power specialties section, Chicago Industrial Department, whose mother passed away recently.

Edward J. Sullivan of the Filtration and Development Service Department in the New York Office, visited the New Orleans Office several times during the month of January.

J. F. Lawrence of the Tank Top Department spent January 29 in Houston, making inspection calls.

Harry E. Tessman, formerly an employee of the Chicago power specialties section, and now connected with the Public Service Company of Northern Illinois, Evanston, Illinois, was recently awarded a life saving medal by that Company, having resuscitated a workman who came in contact with electric wires.

H. C. True, automotive salesman, New Orleans Office, recently sold a large order of brake lining to Borden-Aicklen Auto Supply Company, J-M brake lining distributors.

E. F. Ries, manager of construction and warehousing, Western Division, spent January 25 and 26 in Memphis Office on a Transite corrugated roof proposition.

W. S. Hamilton, salesman, Chicago Metropolitan District, was held up by a robber on New Year's Eve, while returning home from his neighbor's. He was struck down and left unconscious. He suffered considerable injuries including the temporary loss of the sight of one eye.

Gus Bell and Earl Cornish, New Orleans Office salesmen, together with E. M. Naylor of the Dallas Office, recently sold a large order for tank tops in Louisiana.

S. J. O'Connor, Minneapolis and St. Paul building materials salesman, recently secured an order for 21 cars of rag felt roofing from the Reserve Supply Company, Minneapolis, Minnesota.

The Peoria, Illinois, Office of the Chicago District is now located at No. 321, Peoria Life Building, having moved from No. 421. A much larger and more prominent location has been secured.

Edwin J. Rodriguez, salesman in the Southern District, recently sold a $12,500 order of built-up roofing to the Ford Motor Company for their New Orleans plant. The application of the roof is to be done by Taylor-Seidenbach Company, Incorporated, approved distributors and contractors.

Charles A. Johnson, in his new Houston territory, and on his first trip into the outlying section, returned with $4,000 worth of business and two new distributors.

Ray J. Wille, New Orleans Office salesman, has, as usual, been selling shingles in appreciable quantities. In one week alone he sold four carloads.

Pacific Division

E. N. Chrysler, *Associate Editor*

O. C. Krotz, former Manager of the San Francisco branch of the Celite Corporation, is a new addition to the San Francisco District Sales Department.

H. R. Haines, who has been in the Oregon territory for the past two months, working on a large job for the Long Bell Lumber Company, has returned to the San Francisco District as salesman of insulation, packing and power specialties.

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H. PETERSON, formerly a Celite sales-, is a new member of the San Fran- District Sales Department.

. T. RAUP, former Traffic Manager for Celite Corporation in Los Angeles, has transferred to the San Francisco Of- where he will serve in the same capa- for the entire J-M line.

. M. SINCLAIR, formerly with the Celite poration in Los Angeles, is now in the Francisco Office assisting A. F. Knight, ific Division Sales Supervisor for Celite lucts.

Chrysotile, (Ariz.,) Mine

J. P. LONG, *Reporter*

AMILO CASTANEDA, fibre inspector at ysotile, gave a ball on January 3, to ebrate his mother's birthday. A large wd was present and the music for danc- was furnished by the Medina jazz band. reshments were served later in the eve- g.

RANK KNUCKEY, Superintendent, has talled a new Radiola 60, Super Hetero- ne radio set, and it has been the source much pleasure to many of the Chrysotile abitants.

About three months ago it was reported t two of YGNACIO CASTILLO'S children l died from scorpion stings. The Com- ny again extends its sympathy to the stillo family in the death of their third ld.

C. B. HOSTETLER, Mining Engineer, re- ntly returned from a hurried trip to Kan- , having been called there by the serious ness of his father.

January, bringing the first winter weather Chrysotile, caused several delays in ck and mail service from Globe. Owing the higher mountains that the road sses through, snow and mud have delayed e trucks several times.

Cincinnati Factory

T. R. TURNBULL, *Associate Editor*

STATCHIEL DAVIS of the Finishing De- rtment, Cincinnati Factory, was married January 19 to Miss Helen Jacob.

Manville Factory

C. R. HOCKENBERRY, *Associate Editor*

MR. and MRS. WALTER BIRNIRT are re- iving congratulations upon the birth of a n, Frederick Walter, on December 29. r. Birnirt is employed in the Carding De- rtment.

The sympathy of the employees is ex- nded to LOUIS VOSSEL of the Paper Mill nipping Department, whose mother died Somerset Hospital on January 6.

A baby boy was born to MR. and MRS. UDOLPH MOWAK at Somerset Hospital on ecember 30. Mr. Mowak is a Tinsmith in ne Erection and Repair Department.

W. KAZIMIRSZ, an employee in the Moulding Department, Magnesia Building, ied December 21 at the age of 59.

MR. and MRS. VINCENT KOZTOWSKI of Manville are parents of a baby girl born anuary 24. Mr. Koztowski is Supervisor in he Shipping Department of the Magnesia Building. Mrs. Koztowski before her marriage was employed in the Twisting Department.

WILLIAM SMITH of Roycevalley, New Jersey, died January 24. He had been employed in the Wet End of the Magnesia Department for 12 years.

E. F. MILLETTE from Asbestos, Quebec, and T. R. TURNBULL from the Cincinnati Factory, have recently been at Manville Factory preparing for Planning work at their respective locations. Although Mr. Millette was originally located at Manville he is now considered a "foreigner," and since he is an American, he is called an "alien" in Canada. The truth of the matter is that he is a New Englander and so, perhaps, both views are correct.

Standardization of factory forms, labels, stickers and containers, is being handled now by F. W. HILLS, who has been with the Company in this capacity since last September. Mr. Hills is located at Manville Factory and recently returned from a month's stay in Waukegan where he was engaged in this work.



The receiving platform, Chrysotile, Arizona, Mine, showing men screening and picking out the small rocks from crude fibre before it is accepted by the fibre inspector.

Waukegan Factory

H. W. DEIBLER, *Associate Editor*

R. M. O'HANRAHAN of the Accounting Department, Waukegan Factory, and office reporter of the J-M Circle, is the proud father of a baby boy born at Waukegan January 4.

D. C. RENTON, Chief Engineer, New York Office, arrived at Waukegan Factory February 4, for a few days' visit.

M. A. RUDWELL, accountant connected with Waukegan Office, left February 4 for a month's visit to the Celite Corporation at Lompoc, California.

The Waukegan Factory extends its sympathy to HENRY RAMREZ of the Pipe Covering Department, whose five months' old baby died February 5.

The sympathy of the Waukegan Factory employees is extended to MEDFORD TUCKER of the Laboratory, whose father passed away on February 10.

HOMER MILLER, employed in the Paper Mill, Waukegan Factory, is the proud father of a baby boy born February 5.

Asbestos, (Que.,) Factory

GEORGE L. FULLER, *Associate Editor*

Members of the Milling Department are promising everybody cleaner and better fibre since the new extension to Mill 4A went into operation.

MR. and MRS. H. S. DEELEY were given a reception and dance on their return from their honeymoon recently.

The Mining Department employees extend congratulations to RICHARD OLNEY on his recent bethrothal to MISS DEFOSSES of Danville.

MRS JANSEN recently arrived from Michigan to join her husband.

MISS RUPERTA LEECH, daughter of Robert Leech, Transportation Foreman, was married recently to ELVICE LOZIER, Pipe Covering Department, Canadian Factory.

The Asbestos employees extend their sympathy to MRS. VIVIAN, whose husband, W. H. VIVIAN, Machine Shop Clerk, died very suddenly of heart failure.

The Interdepartmental Hockey League has been going strong and considerable enthusiasm has been aroused. So far, the Factory is ahead with 8 points, and the Mine is second with 5. The Town is third with 2 points, and the Mill comes last with 1 point.

The members of the Mine Team have recently acquired new sweaters and consequently expect to top the League at the next game.

Banner Rock Factory

The following men comprise the newly organized J-M Circle staff at Alexandria: A. L. JONES, associate editor; ARTHUR PEET, plant No. 1 reporter; ROBERT JOHNSON, plant No. 2 reporter; and MISS ADA BESS CRIPE, office reporter.

General Office

FLORENCE MUIR, *Reporter*

MISS JOAN E. WING left the Company on January 15 to go into business for herself as "Courtesy Doctor." Miss Wing is establishing her telephone system in several large organizations, including The Chatham and Phenix National Bank, and also retains Johns-Manville as an account.

The factory office of the Celite Corporation, formerly at Los Angeles, California, was removed to Lompoc, California, on February 16.

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San Francisco Staff Gives Farewell Dinner for P. A. Andrews

A FAREWELL dinner in honor of P. A. Andrews was given at the Bohemian Club in San Francisco January 16 by members of the Pacific Division Staff, Pittsburg Factory and San Francisco District. Mr. Andrews, who was formerly Sales Manager of the Pacific Division, was recently promoted to assistant to L. R. Hoff, Vice-President in charge of Sales.

W. R. Jones, toastmaster, introduced the following speakers: C. L. Bates, Superintendent of the Pittsburg Factory, who spoke for the factory; T. C. Pond, research engineer, for the General Production Department; E. H. Clausen, Sales Manager of the San Francisco District, for the District Sales Department; and Franklin Shuey, Sales Manager of the Pacific Division, for the Pacific Division.

On the inside cover of a menu prepared especially for this occasion was a likeness of the figure of "Victory" carrying Mr. Andrews from the Pacific Coast to New York. This figure, it will be remembered, is a part of the President's Anniversary Contest trophy, which was won by the Pacific Division last September.



Those present at the dinner for P. A. Andrews. To the left around the table, beginning with Mr. Andrews, who is seated just in front of the curtain, are P. A. Andrews, F. Shuey, A. W. Knight, G. A. Barker, W. B. Ludlow, H. E. Miller, E. H. Clausen, C. L. Bates, G. G. Ashwell, W. Giesecke, E. N. Chrysler, T. C. Pond, W. R. Jones, J. A. Csupak, T. J. Peterson, C. D. Fry, W. J. Hennessy, C. E. Wayland, H. Stockton, S. J. Piercy, G. R. Tierney, W. C. Thies.

SPORTS

The Waukegan Rotary Club was entertained at dinner by J. P. Kottcamp, Waukegan Factory Manager, in the factory Cafeteria on January 23. About 75 of its members were present. Music was furnished by factory employees. Mr. Kottcamp gave a splendid talk on asbestos and explained its many uses. A trip through the factory was made later.

Mrs. Taylor and Mrs. Geis, wives of John M. Taylor, Southern District Sales Manager, and John F. Geis, New Orleans Office Sales Supervisor, have been consistent winners in womens' golf tournaments in and about New Orleans.

Three bowling teams from the Johns-Manville Bowling League of Waukegan Factory have sent in their entry to bowl in the National Bowling Tournament of the American Bowling Congress to be held in Chicago during March. The teams consist of: Packing Team, William Heiting, Louis Godan, M. Durbin, N. Durbin and W. C. McGinnis; Paper Mill Team, C. Durbin, J. Butkus, J. Merlock, J. A. Buckles and Ole Nelson; Pipe Covering Team, H. Meisenheimer, W. J. Hawley, John Harding, William Lemke and Milton Hayman.

John H. Meyers of the "Sponge Felts" in the Cleveland Office League showed what good bowling really is when he collected games of 257, 212, and 225, totaling 694, in a recent series.

Suggestions

(*Continued from page* 8)

George Mailhot.....Mechanic, Erection and Repair Department
Saving of time in loading and unloading material at Machine Shop door.

Albert Rondeau..Foreman, Erection and Repair Department
Plan to prevent spring plank buckling up when car is derailed.

MANVILLE FACTORY

John Biazovsky.....Foreman Moulding Department
Motor cable pull, Magnesia Department.
Signal lights and switches.

Walter Zawella.....Mechanic, Packing Department
Machine to roll and cut tubes for condensor rings.

Watts Chernesky.....Laboratory
Safety attachment.

John V. Sharp...Clerk, Traffic Department
Building (letter) signs for each manufacturing building.

John A. Barber.....Checker, Billing Office
Labor saving method on billing tickets.

Alvin Colandone..Foreman, Mechanical Department
Counter for pipe covering bands.

Bruce Bavis...Foreman, Packing Building "B"
building telephone for watchman on Saturday afternoon and Sunday.

H. E. Richards.....Accountant
Liquid soap for office employees.

New Employees

(*Continued from page* 14)

ment; W. E. WILLIAMS, Cost Department; and M. E. SHEEY, Planning Department.

General Office:

MISS EMILY DAVIS entered the Company recently as a joint librarian and receptionist on the ninth floor.

MISS DAISY RAMA is a new stenographer for J. S. Adams, assistant to the Secretary of the Company.

NELSON B. SHERRILL, JR., formerly in the power specialties section, has re-entered the Company as assistant to A. V. Farr, Staff Manager of the house insulation section.

Asbestos (Que.) Factory:

OLIVER A. MILLS, graduate from Massachusetts Tech, has been welcomed to the Milling Department, Asbestos Factory, as Planning Department representative.

ERNEST L. MOUMBLOW, Consulting Engineer, El Paso, Texas, recently joined the Company as Mechanical Engineer at Asbestos, Quebec.

N. THOMAS BASTERASH, formerly of the Western Electric Company at Chicago, has entered the Asbestos, Quebec, Engineering Office.

MISS JANET DOW is a new key punch operator at Asbestos, Quebec.

MISS MARGARET H. TEED, a graduate in Law from the University of New Brunswick, has joined the Company Office at Asbestos.

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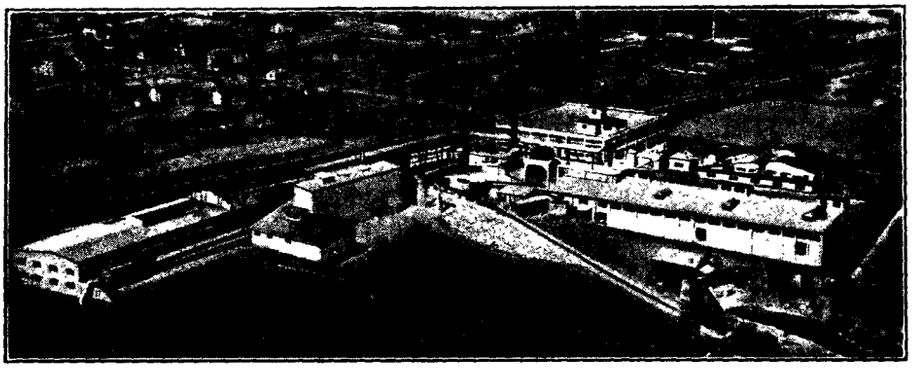
The executives and office force of the Banner Rock Products Company at the time of its purchase by Johns-Manville. Top row, left to right: C. Coffin, Advertising Manager; C. H. Hall, Assistant General Manager and Treasurer; H. Kirk, Accounting; A. Jones, Superintendent, Plant No. 1. Second row: G. Houk, Purchasing Agent; H. K. Huffine, Production Manager and Secretary; R. F. Fahy, Sales and Vice President; C. C. Hall, General Manager and President; G. Lortz, Estimating and Drafting; J. L. Elliott, Sales and Vice President; G. E. Stahlhauth, Chief Accountant; E. R. Powell, Research. Bottom row: Miss V. Crowley, Mrs. L. Schronz, Mrs. M. Ammons, Miss G. Bodmer, Miss A. Arnott, and Miss A. Cripe.

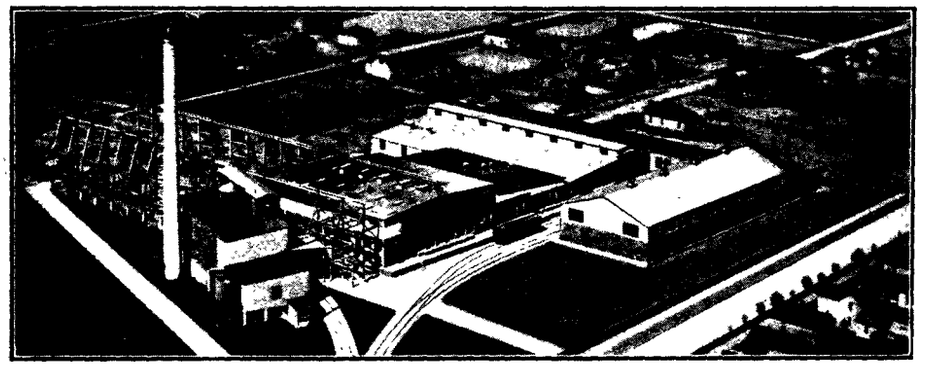
The ALEXANDRIA BRANCH of the J-M TREE



J. E. Begert, former head of the Rock Wool Department at Waukegan, is the new Superintendent.

At the right is Plant No. 1, in which the entire line of Banner Rock products is manufactured. The original unit, constructed in 1906, is in the center, and the other buildings were added as the need for them arose. The offices and laboratory are located at Plant No. 1, which is supplied with rock from the quarry in the foreground.





At the left is Plant No. 2, which was put in operation in May of last year. This plant, located about two blocks from Plant No. 1, is solely for the manufacture of rock cork, used for the insulation of Frigidaires. Raw material for this plant comes from the quarry at the extreme left.

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With the J-M Approved Roofers

In Charlotte, North Carolina

In the photograph above are those who attended the approved roofers meeting at Charlotte, North Carolina, on January 9: Top row, Mr. Schneph, J-M Roofing Superintendent on American Enka job at Asheville, N. C.; H. D. Crawford, Special Representative on Chemical Plants; Jim Hefner, of Frank B. Ingold, approved roofer, Hickory, N. C.; J. W. Hamilton, Merchandising Salesman, Charlotte, N. C.; and W. H. Hall, Sales Supervisor (Baltimore District), Greensboro, N. C.

Second row from top, W. H. Arthur, of W. H. Arthur Co., approved roofer, Asheville, N. C.; E. T. Bunch, Industrial Representative, Charlotte (Residence, Greenville, S. C.); L. G. Bricker, Industrial Representative (Baltimore District) Greensboro, N. C.; and Ralph P. Barker, of Budd-Piper Roofing Co., approved roofer, Durham, N. C.

Third row, F. C. Alexander, Special Representative, Industrial Department, Atlanta District; E. A. Swenson, Industrial Roofing Department, Eastern Division, N. Y.; G. Lester Forbes, Special Representative, Merchandising Department, Atlanta, Ga.; R. T. McManeus, Sales Supervisor, Charlotte, N. C.; R. B. Spell, approved roofer, Charleston, S. C.; and C. F. Shuman, of C. F. Shuman Roofing Co., approved roofer, Charlotte, N. C.

Center front row, E. W. Proctor, Merchandising Representative, Charlotte (Residence, Columbia, S. C.); J. M. Berdan, Staff Manager, Industrial Roofing, New York; R. W. Estey, Industrial Roofing Staff, New York; J. H. Olden, Sales Manager, Atlanta District; Geo. F. Ray, of G. G. Ray, approved roofer, Charlotte, N. C.; B. H. Goodson, of Sumter Roofing & Sheet Metal Works, Sumter, S. C.; and C. J. Chapman, of K. G. Chapman & Son, approved roofer, Florence, S. C.

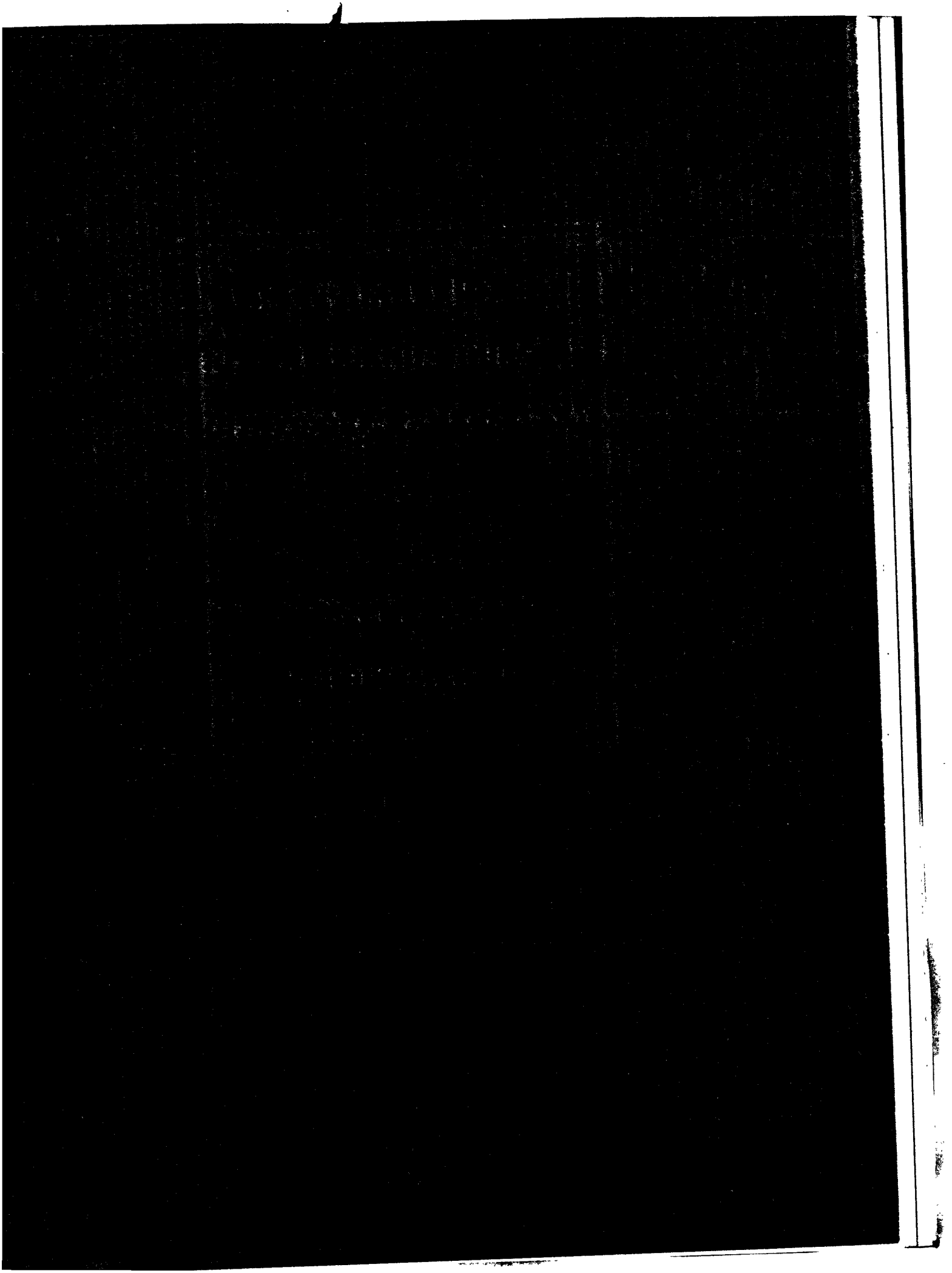
In Jacksonville, Florida

The photograph below shows the group in attendance at the Jacksonville, Florida, approved roofers meeting: Front row, left to right, Mr. Falkner of Falkner Roofing Co., Orlando, Fla.; C. A. Matthews, Sales Representative of Johns-Manville; A. C. Logan and W. M. Logan of South Florida Roofing Co., Tampa, Fla.; Shelby Cowan, of J. A. McDonald Co., Miami, Fla.; J. M. Berdan; E. A. Swenson; R. W. Estey; Representative of Daytona Steel Metal Co., Daytona, Fla.; and Mr. Robbins of Robbins Roofing Works, Miami, Fla.

Back row, left to right: Mr. Bolmert of Bolmert Sheet Metal Co., Miami, Fla.; B. F. Remington, J-M Salesman; J. E. Hooker, Sales Supervisor, Jacksonville Office; J. H. Olden, Atlanta District Sales Manager; A. C. Alexander, Special Industrial Representative; G. Lester Forbes, Merchandising Supervisor, Atlanta District; and Mr. Corse of Montgomery Corse Co., Jacksonville, Fla.



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Department matched strikes and spares with the Wet-End.

Worthy of particular note was the bowling of Abe Kraak, who came down from Dayton on October 15 to bowl with the Engineers. He toppled the maples to a three-game total of 584, scoring 222, 162 and 200 respectively.

The standing was Punch Department, 750 per cent; Wet-End, 583 per cent; Office, 500 per cent; and Engineering, 167 per cent.

A Badminton Club has been inaugurated at Asbestos Factory with Jack Wilson as Manager and Captain, and Miss Fishwick as Secretary. The Club intends to meet every Wednesday and Sunday and has every promise of being a success.

The Research and Development Department at Manville Factory planned to hold a Thanksgiving Dance on November 29 at Middlebrook Country Club at Bound Brook, N. J. The popular Mayfair Orchestra



A few of those who participated in the Spring Lake Golf Tournament. Left to right: Frank Crow, Mr. Ryan, R. T. O'Brien, E. W. Heurung, Frank Pierce and T. V. Bryant.

of New Brunswick was engaged to furnish the music for the dancing. This was the first social get-together of the department.

On October 5 and 6 the Metropolitan District golf enthusiasts again held a tournament at the Spring Lake Country Club. Practically all the entrants remained over night at the Atlantic Hotel, Spring Lake, N. J., enjoying two days of excellent golfing weather.

Approximately 30 men attended, comprising most of the sales forces and district staff men of the offices at Newark, Elizabeth, Paterson, and New York. There were also a number of golfers from the H. W. Porter Company of Newark, N. J., J-M distributors and contractors. Mr. Asmuth, Superintendent of the American Hair Felt Company, Newark, New Jersey, was also present with his bag of sticks.

A number of prizes were awarded to the various successful players. The J-M Golfers Tournament Trophy was won by John S. Witemeyer of the Newark Office with a low net score of 151 for 36 holes. Eighteen holes were played each day. Mr. Witemeyer also won several of the other prizes.

W. R. Keplinger of the Architectural Service Department, New York Office, had this trophy in his possession from the previous tournament which was held in the Spring of this year.

The Asbestos Bowling Team in the Industrial League, Nashua Factory, took all four points in their game November 7, putting them in first division. Much interest is being shown in a bowling tournament now on between John Donnelly and John Lemery of the Office and John Spence and William Wills, representatives from the Factory. The first ten strings gave the Office an advantage of three pins.

The Accounting Department Entertainment Committee at Lompoc Factory is laying plans for another get-together—a weiner roast, treasure hunt, or fishing party.

After a very successful season at Asbestos Factory under the managership of W. N. Rook, the Football (Soccer) section of the A.A.A.A. held a Carnival Dance in the Club House on October 25, which everyone voted an astounding success. The hall was packed to its limited capacity, and dancing, vocal entertainment and specialty dancing were enjoyed by all.

Members of the Soccer Club are at present rehearsing for an entertainment, "Minstrel Smiles," under the directorship of R. M. Bell, which will be held in the near future.

Pittsburg Factory has organized a bowling league within the plant which consists of six 5-man teams, selected after two tryout nights at which 30 men reported. Each man bowled 3 games, scores were averaged, and selections were made from the average scores. There are representatives from every department, but no effort was made to make up departmental teams.

The first league games were bowled at the Arcade Alleys in Pittsburg, November 6. Each player contributes 40 cents on the night he bowls toward the prize fund from which prizes will be given for high scores at the end of the season.

The teams have been organized as follows:

Gasketeers: C. H. Ward, captain; G. W. Rhodes, H. E. Miller, P. M. Jump, N. P. Christensen.

White Tops: H. E. Piquette, captain; P. S. Fleetwood, W. E. Gelling, F. N. West, H. G. Baker.

Custom Builts: J. Shaw, captain; J. Alexander, J. J. Shirley, I. J. Smith, L. E. Knight.

Brake Liners: P. Ramey, captain; J. P. Woodard, R. J. Welsh, C. Ortega, E. L. Gebhart.

Dutch Laps: E. L. Adams, captain; J. A. Csupak, C. Alexander, P. A. Birkholm, F. L. Soule.

Slatekotes: E. L. Crosthwait, captain; C. L. Bates, G. M. Deam, Lea Moore, F. H. Rahlfs.

The officers elected for the bowling league



A foursome on the golf course at Spring Lake. Left to right: Mr. Asmuth of the American Hair Felt Company, and L. Cassidy, William O'Hara, and John McMahon of Johns-Manville.

at a meeting on November 12 are: President, O. K. Warnecke, Planning Manager; and Secretary-Treasurer, E. L. Adams. Captains will act as a board of directors.

C. A. Middleton Given Dinner by Rio de Janeiro Employees

A dinner was given for C. A. Middleton in Rio de Janeiro on September 20 by the employees of the J-M Office as a token of their esteem on his home-coming.

The banquet was a great success. The attendance numbered about 30, and included representatives of the Government, Army, Navy, and the Press, as well as some of J-M's foremost Brazilian customers. The banquet ended about 10 o'clock and an excellent band then furnished entertainment for those who attended the dinner and about 60 more guests. Mr. Middleton made an after dinner speech in Portuguese, which was well received. A picture of the committee in charge, with Mr. Middleton, appeared in the Sunday edition of the Rio de Janeiro "Journal" two days later.

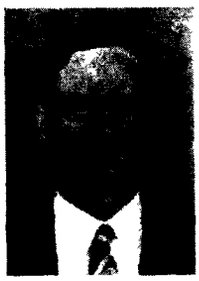
Waukegan Well Represented

The Waukegan-North Chicago Foremen's Club resumed its meetings at the Y.M.C.A. on October 3 for the coming season. Harry N. Clark of Cleveland, Ohio, a nationally known speaker, addressed the gathering. His topic was "The Industrial Man's Civic Responsibilities." Waukegan Factory was well represented with 77 out of a total of 250 at the dinner.

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Chief Line and Staff

Executives of Manville Factory



A. GRAMNESS
Plant Engineer



FRANK RYAN
Accounting and Financial Manager



A. R. FISHER
Assistant Manager



A. M. HUGHES
Planning and Personnel Manager



J. C. KELLEHER
Office Manager



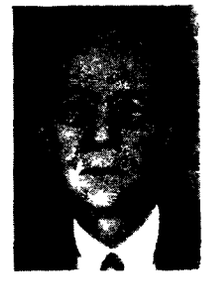
E. J. LEGGE
Personnel



H. E. RICHARDS
Chief Accountant



G. E. HALLADAY
Factory Manager



F. E. PARTRIDGE
Paymaster



H. PONISI
Purchasing Agent



H. S. SMALLEY, JR.
Roofing, Asphalt



S. K. COOPER
Material Inspection Control



A. J. AYRES
Planning and Rate Setting



F. L. HESS
Packing



G. BOESEL
Magnesia



G. W. KINGSTON
Brake Lining and Clutch Facings



M. J. BOYLE
Night Supt.



G. W. MATHER
Traffic Manager



E. A. TOOHEY
Pipe Covering, Rock Wool, Cement, Paper



P. D. CANNON
Textiles

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FIREPROOF–

BECAUSE IT IS ROCK AND BORN OF FIRE

And because it is fireproof, vermin-proof, and heat-resisting, J-M rock wool is an excellent material for economical and efficient home insulation. Blown to a thickness of four inches between the outside and inner walls of a house, it becomes an invisible structure that completely insulates the home against cold in winter and heat in summer. . . . Rock wool is made from J-M's own deposits of limestone, heated to a red-hot molten mass, and blown into shreds resembling sheep's wool. Its manufacture, as perfect as Nature's method of shredding molten lava when a volcano tosses it to the winds, is a guarantee of quality. And its application under Johns-Manville direction is an assurance that it will give service as everlasting as the rock from which it is made. Already J-M Home Insulation has proved its worth in lowering fuel costs and by adding to the comfort of living.

ROCK WOOL IS ANOTHER J-M QUALITY PRODUCT

JOHNS-MANVILLE JM PRODUCTS

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