THE J-M CIRCLE

APRIL *For and about Johns-Manville Employees* 1929



Building the Invisible House

(See Page 8)

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/1

THE J-M CIRCLE

APRIL 1929

New Officers Are Elected

(For a complete list of directors and officers turn to page 14)

At a meeting of the Board of Directors of Johns-Manville in New York on March 15, the following changes were made in the directorate and the officers of the corporation:

H. E. Manville resigned as Chairman of the Board of Directors to become Chairman of the Executive Committee of the Board. His place will be taken by W. R. Seigle, formerly Vice President in charge of Mines and Factories, who will devote his entire time to this position.

Lewis H. Brown, formerly Secretary of the Corporation and Assistant to the President, was elected to the Presidency to succeed the late Theodore F. Merseles. Mr. Brown will be responsible to the Executive Committee of the Board of Directors for the operation of the business.

E. M. Voorhees, Treasurer, was elected Secretary of the Company. He will handle the responsibilities of this office in addition to his present duties.

S. A. Williams, formerly General Production Manager, was elected to succeed Mr. Seigle as Vice President in charge of Mines and Factories.

Mr. Brown was also elected a Director of the Company, and was appointed a member of the Executive Committee of the Board of Directors, the other members of which are H. E. Manville, Chairman, and Francis D. Bartow and George Whitney, both partners in J. P. Morgan & Co.

Mr. Seigle will serve on the Executive Committee as member ex officio since the By-Laws of the Company limit the membership to four, of which one must be the President of the Company. Mr. Seigle has spent all of his business life in the service of Johns-Manville, having entered its employ when he left college in 1900.



LEWIS H. BROWN

Mr. Brown entered upon his business career as a salesman for an Indiana manufacturing company. During the World War he saw two years of service overseas, and following that he became connected with Montgomery Ward & Co. When Mr. Merseles left Ward's to become President of Johns-Manville, he brought Mr. Brown with him.

Mr. Williams has been with the Company for more than 25 years, having started in the manufacturing end of the business at Brooklyn Factory.

Mr. Voorhees became Treasurer of Johns-Manville last June, after serving as General Auditor.

James S. Adams, formerly assistant to Mr. Brown, has been appointed Assistant to the President and Secretary of the Officers Board.



L. R. HOFF



E. M. VOORHEES



S. A. WILLIAMS



J. S. ADAMS

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/2

The Road Ahead

FOR MORE than fifty years this company and its predecessors have been climbing steadily upward. The first twenty-five years of its history were largely devoted to finding something useful that could be made out of asbestos. From 1900 to 1915 the major problem was one of finding sufficient funds to finance the building of additional factories made necessary by the rapid growth of the company. During the war, the prime objective was production. After the war, it was one of readjustment and adaptation to meet the changing needs of industry. During all this period the Johns-Manville Corporation had forged ahead as a result of the remarkable loyalty of the men and women in this organization.



W. R. SEIGLE

During recent years there has been a change from a sellers to a buyers market. Producing quality goods at low cost is just as important today as in the past, but in addition there has arisen a vital need for modern merchandising, marketing and distribution methods—for more aggressive Sales Promotion and Advertising plans and for a more intensive type of salesmanship.

The Directors of this company sensed this need and in the great leader that we have just lost found the one man in this country who could bring to this fine old company the type of vision and knowledge required. His contribution to the progress of this company is definite. The one objective of the Board of Directors, Executive Committee and myself, as Chairman of the Board, is to carry forward the constructive plans and policies, the foundations of which have been laid during the past two years. The road ahead is straight and clearly marked. We know the goal to be attained. I am personally confident of the ability of the Johns-Manville organization to accomplish our purpose.

I am also particularly pleased, as I am confident all of you are, that the Board of Directors found within this organization the ability necessary to carry on this work. Development of men and promotion from within the organization are policies that make opportunity for every employee in this company. I wish to express my confidence in your new President and his Officers Board upon whom will rest the responsibility for carrying out the plans and policies that have been and will be laid down for the guidance of this great corporation.

For a generation Johns-Manville has been outstanding in the field of production and sales, and now with a reorganized merchandising viewpoint we should make rapid progress along the road that lies ahead. I am confident of the ability of this organization to reach the goal.

W. R. SEIGLE
Chairman of the Board

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/3

SANACOUSTIC TILE:

Johns-Manville's New Sound Absorbing Finish

JOHNS-MANVILLE has acquired the exclusive manufacturing and sales rights to the sound absorbing interior finish developed by the C. F. Burgess Laboratories, Inc., at Madison, Wisconsin, and heretofore known as Burgess Sanacoustic Tile.



Assembling Sanacoustic tile.

Sanacoustic Tile consist of beveledged perforated sheet metal containers which perform the double function of holding and supporting the sound absorbing element, and providing an attractive finish. The tile are finished in baked enamel in a color known as Government post card color.

The sound absorbing element will consist almost exclusively of Banroc Wool blankets, although in some cases Asbestos Akoustikos Sound Absorbing Felt will be used. In either event the combination provides the most efficient sound absorbing interior finish on the market today.

The tile are supported by T bars which are either bolted to the structural ceiling and walls or, in the case of furred ceilings in new construction, metal lath and plaster may be wholly omitted, and the T bars wired directly to the furring channels. When the T bars have been erected and lined up, the tile containing the sound absorbing element are simply snapped into place and the work is finished.

Johns-Manville Sanacoustic Tile have distinct advantages over any other commercial sound absorbent. When Banroc Wool is used as a sound absorbing element, the tile are entirely fireproof. They have received a Class A rating by the Underwriters Laboratories.

The finish surface is an excellent light reflector and may be kept clean simply by wiping it off with a damp cloth or sponge. The surface may be repainted or decorated and redecorated without impairing the sound absorbing efficiency in any way. Any decorating media may be used to secure any desired effect.

The greatest field for this new product is, of course, in office and bank quieting. But it also provides an absolutely sanitary acoustical finish for hospitals and restaurants.

The tile will also be furnished in aluminum with supporting T's formed of the same metal, and in this form it provides a rust and corrosion-proof finish for natatoriums, dishwashing rooms, kitchens, or wherever steam or excessive humidity may be encountered.

For the present the tile is furnished only in one size, 16″x16″. They may of course be cut on the job to fit special requirements. Inside of 90 days, however, Johns-Manville expects to completely prepare the tile and accessories in the factory at Waukegan, Ill., and the tile will then be available in the following six sizes: 24″x24″ plain tile; 24″x24″ with V scoring through the center in one direction; 24″x24″ with two V scorings through the center forming four 12″x 12″ tile; 12″x24″ plain tile; 12″x24″ tile scored through the center forming two 12″x12″ tile; and 12″x12″ tile.

These new sizes provide an extraordinary flexibility in pattern effects.

C. F. Burgess Laboratories will continue on the development of acoustical products independently and in cooperation with the J-M Research Department. The Burgess sales force and contracting units have been taken into the organization and will be available for special help.

The new tile will be perforated with J-M Style B-068 perforations,



Locking tile in the metal tees.

and samples of this style in supporting T's will shortly be sent to all district offices together with literature and detailed information.

Johns-Manville has also acquired the exclusive use of a remarkably ef-

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/4

ective device developed by C. F. Burgess Laboratories for demonstrating he sound absorbing qualities of felt nd rock wool. It is planned to place ne of these demonstrating devices in very district office in the Company at he earliest possible moment.

Purchase of Preformed Asphalt Company Adds to Present J-M Line

A NOTABLE addition to the line of Johns-Manville asphalt products has been made possible through the purchase of all assets and properties of the Preformed Asphalt Company, Incorporated, of Dayton, Ohio.

This company, which had not yet started manufacturing when negotiations with Johns-Manville were made, will be in operation early in April. The plant will be managed by L. J. Spangler, Superintendent of the Cincinnati Factory, who will handle this in addition to his present duties.

Preformed asphalt products include asphalt expansion joints, blocks and planks. Everyone who has driven along a concrete highway knows what expansion joints are, for these strips of asphalt, used longitudinally and transversely, allow for the expansion and contraction of the concrete during changes in temperature. They are used in all types of concrete structures—bridges, sidewalks, levees, retaining walls, dams, reservoirs, and swimming pools.

Asphalt blocks and planks are used extensively for piers, warehouses, loading platforms, railroad and highway bridges, and floors of refrigerator cars and freight cars, between street railway tracks and as rail fillers, and for flashings and gutters. Used over bridge floors they provide a protection for waterproofing, absorb vibration and deaden noise. These planks and blocks are resilient, but they also possess toughness and will adequately support the loads placed upon them.

This commodity will be sold by various sections of our sales organization. The Sales Engineering work will be handled by H. L. Rogers, formerly Vice President of the Preformed Asphalt Products, Incorporated. A definite sales plan is now being developed.

A J-M Factory in Belgium!

Acquisition of Foreign Asbestos Cement Works Will Increase Distribution in Europe

A BIG step toward the expansion of foreign business has just been taken by Johns-Manville in the purchase of the controlling interest in the Beton and Mollith asbestos cement works in Belgium. Negotiations for this purchase, which gives J-M its second plant outside the United States, were made by W. R. Seigle, then Vice-President in charge of Factories and Mines, on a trip to Europe last fall.



A. LA GATTUTA

The manufacture of the Beton and Mollith products—asbestos shingles, and corrugated and flat asbestos wood—will be continued, but Johns-Manville plans also to vary the products and to enlarge the plant greatly to take care of European and South American trade. Ultimately the Company expects to duplicate, in Belgium, the type of factories in operation in this country, where textiles, insulating materials, roofings, flooring, brake band lining and many other products are made. The asbestos used by the Beton and Mollith plant will come from the Johns-Manville mines at Asbestos, Quebec.



A. B. SAUNDERS

Engineers and chemists from Johns-Manville factories have been sent over to Belgium to analyze the present quality of the products and bring them up to the standards of material now manufactured in this country. A. La Gattuta of the General Office, New York, is now in Belgium as Executive Manager. Theodore Schleuter, mechanical engineer from Gretna Factory, and A. B. Saunders, chemist from Nashua, are in Belgium now carrying on research and development work.

The Beton and Mollith organization dates back to 1911, and its business since then has grown steadily. The factory is in the town of Moll, a very industrious place in the province of Antwerp, about 30 miles from the port of that name. Its location along the canal of Maes and Sceldt makes it readily accessible to small seagoing vessels, and consequently much of the shipping is done by water. However, a railroad connection at the factory assures prompt shipping by rail to any section of the Continent.



THEODORE SCHLEUTER

More details about this new Johns-Manville plant will be given in a later issue.

J-M Floridene Stone Will Be Exhibited in New York

Johns-Manville Floridene stone will be exhibited at the Architectural and Allied Arts Exposition to be held in the Grand Central Palace, New York City, April 15 to 27.

This stone, for which the Johns-Manville Corporation recently became the exclusive selling agent, is quarried in Florida, and is used for floor surfacing and for side wall and interior decoration. Imported travertine has been used extensively in a number of the larger buildings in New York.

The Wall Street Journal of March 25 carried an article on Johns-Manville Floridene that told of its composition and uses.

Inspiration comes from action; it is the result of making up one's mind to take the plunge.—*The Blue Bell.*

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/5

J-M to Manufacture Transite Pipe

United States and Canadian rights to make and sell a seamless pipe of asbestos and cement purchased from Italian company

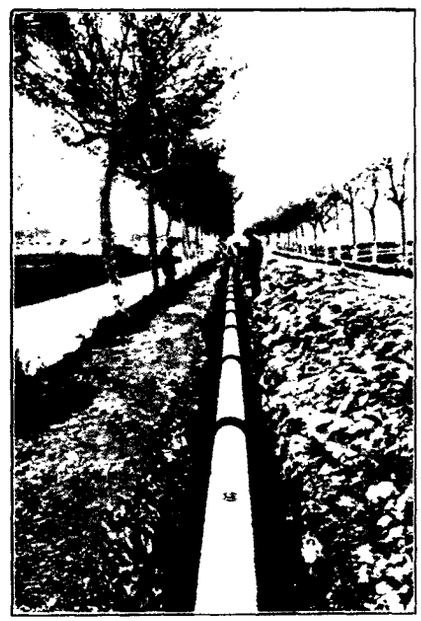
ANOTHER example of the world wide search for new products and new uses for its raw materials is the recent acquisition by the J-M Corporation of the United States and Canadian rights, together with the Colonies of each, to manufacture and sell a seamless pipe of asbestos and cement, under the patents of the Eternit Pietra Artificiale, Societe Anonima, of Genoa, Italy. This product, which has been used widely in Europe for a number of years, first reached the attention of W. R. Seigle, then Vice President in charge of Factories and Mines, while in Europe several years ago, and it is largely due to his interest and untiring efforts that the contract was finally consummated.

Transite pipe will be made in five general classes, one class of light weight designed for flue piping and exhaust stacks, and four pressure classes to carry liquids at working pressures of from 40 to 225 pounds per square inch. The flue pipe is not affected by the ordinary stack temperatures and is suitable for venting house heating boilers and automatic water heaters. A number of stacks have already been ordered for chemical service. The pressure pipe is suitable for delivery of hot or cold water, brine, various process liquids and solutions under pressure. A number of foreign municipalities have successfully used it for gas distribution. The principal American markets will be in building materials, petroleum, public utilities, railroad and industrial organizations, and chemical, metallurgical and mining companies. In addition to the standard uses for this material a variety of specialty uses constantly occurs, such as fire protection over electric cables and power leads.



Cast iron pipe placed in Versailles by Louis XIV more than two centuries ago.

The market for both pressure and flue classes of pipe is tremendous, running into many millions of dollars per year.



Sea water service main for the city of Genoa, Italy, 10 inches in diameter, tested to 300 pounds per square inch.

Until recently the only materials available for underground piping were either cast iron or steel. A false sense of security in these materials was generated by the fact that some cast iron pipe has been dug up after a century of service and found to be in perfect condition. One will frequently notice photographs of such examples on the advertising pages of magazines, but seldom sees the samples which are completely destroyed long before this period is up. A piece of pipe is pictured on this page which has been in service only 10 years. The principal enemies of metallic pipes are (a) tuberculation, or the forming of spongy iron barnacles on the inside of the pipe, finally closing off the flow; (b) electrolysis, or pitting on the outside of the pipe caused by stray electric currents; and (c) soil corrosion caused by oxidation or chemicals in the soil. The first is due to the chemical condition of the water inside the pipe; the second and third are external causes.



Steel pipe after only 10 years of service at Spring Lake, New Jersey.

Since Transite pipe is free from iron, it is absolutely safe from tuberculation; since it is a non-conductor it is completely free from electrolysis. Except for acid solutions the pipe is considered to be practically inert to chemical reaction.

Transite pipe has about 14 per cent higher delivery capacity than either new cast iron or steel, which it retains permanently since it does not tuberculate. Transite pipe weighs between one half and one third as much as iron or steel pipe. It has a dense close grained structure and is readily cut, tapped, or threaded with the same tools and under the same conditions as iron. In price it will compare favorably with either cast iron or steel.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/6

The soil and vent pipe will be supplied with a wide range of elbows, tees and fittings. For the pressure pipe the joints will be made with pipe couplings and fittings will be either plain cast iron or cement lined iron.

Two initial units capable of producing about 2,000,000 feet of pipe per year, are already on the way and will be set up at the Waukegan Factory. These machines will make all sizes of piping from two inches to 40 inches in diameter. It is expected they will be in production in the fall.

In the meantime arrangements have been made with the Genoa factory to supply J-M requirements from their own stock. Dominick Bergolatti and A. F. Miller, mechanical engineers from Waukegan Factory, have been in Italy looking after Johns-Manville interests there.

The engineering and sales development of this material is being handled by F. C. MacKrell, Engineering and Development Section, General Sales Department, and until it has been assigned a commodity classification, all inquiries should be referred to him.

Foreign Division Reorganized

Three Districts Formed to Handle J-M Products all over the World

A REORGANIZATION of the Foreign Division, necessitated by the acquisition of the Celite Company, the Banner Rock Products Company, and more recently the Beton and Mollith asbestos cement plant in Belgium, has just been effected by the Sales Department. This change makes the organization of the Foreign Division comparable to that of the other Divisions, dividing it into districts and sales territories under the direction of district managers and sales supervisors.

Three districts have been created to further the sale of Johns-Manville products all over the world: the European, the Latin American and the Far East.

S. Josi, formerly the Sales Manager for Celite products abroad, will be the European District Sales Manager of the Foreign Division. Mr. Josi's present headquarters are in London, but ultimately—perhaps by the end of this year—the district office will be located in Antwerp, Belgium, and the London Office will be made a sales office. Mr. Josi sailed for Europe the latter part of March, and will shortly open a sales office in Berlin. This office will have as its Sales Supervisor H. B. Whitmore, who planned to sail for Europe April 6.

The present Johns-Manville office in Paris, which was a Celite office before that company was taken over by Johns-Manville, is known as Les Produits de Kieselguhr Francaise, and J. Van den Broeck is now the Paris Manager. Under the new organization this will be a sales office of the new European District. Roger Schaeffer will be connected with the Paris Office as Sales Engineer.

C. A. Girvin, Sales Manager of the Foreign Division, who is now on a trip to South America, will be Sales Manager of the Latin American District, in addition to his present duties.

Plans for the organization of the Far East District will be formulated after a survey has been made for the Officers Board by Henry Prosseus, who formerly spent seven years in sales work in the Orient and who has been employed by J-M for about two years in various capacities on the Pacific Coast. His survey will include Australia, Dutch Netherlands, China and Japan. Mr. Prosseus will leave on this trip June 1. A. A. Rasmussen, formerly J-M salesman in Mexico, has been sent to Shanghai, China, to cooperate with J-M special representatives there.

Acoustical Treatment in New York Life Building Is Subject of Article

An article on "Soundproofing the New York Life Insurance Company Building," by Lonsdale Green, Jr., Staff Manager of the Acoustical Section, Eastern Division, appeared in the March 20 issue of The American Architect. The article was one of a series describing all features of this building, which was recently completed in New York City.

The installation of acoustical treatment in this structure was the largest that has ever been made, the contract amounting to more than a quarter of a million dollars. The story of how this contract was obtained was published in the J-M Circle in April, a year ago.

In the application of this treatment two problems were met: the absorption of noise at its source and the prevention of sound transmission both from noises inside and outside the building.

Lompoc Staff Holds Dinner

On Wednesday evening, February 13, an informal dinner was held at the Santa Maria Inn, Santa Maria, California, for the purpose of giving the supervisory staff of the Celite Corporation an opportunity to meet the late Theodore F. Merseles. Mr. Merseles was introduced by A. R. Fisher, Manager of the Lompoc Factory, and in a short speech, welcomed the new members into the J-M organization. The speech made by Mr. Merseles gave everyone a very clear picture of the greater opportunity for development and the larger field of endeavor open through association with the Johns-Manville Corporation.

S. A. Williams, Vice President of the Celite Corporation, then gave a very interesting outline of the Johns-Manville policies and methods. Brief talks were also given by Mr. Fisher; A. Cromwell, Assistant Manager; and Dr. Hartmann, Technical Director, representing the Celite Corporation.

Mr. Merseles expressed himself as being very much interested in this unique industry.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/7

Building THE INVISIBLE HOUSE

FOR YEARS Johns-Manville insulating materials have been of service to industry; now they are also bringing comfort to the home-owner through the addition of house insulation to the line. House insulation might be termed an "invisible house", constructed within the walls and ceilings of the visible house. The remarkable feature of this "construction", which converts a house into a home, is that it can be effected *after* the house has been completed and lived in for years. To handle this business the House Insulation Section has been created, with A. V. Farr as Staff Manager.

The insulation itself is not new, for rock wool, the basic material, has been used for many years for cold storage and refrigeration insulation as well as for heat insulation, but application for insulation of homes is a recent development that has proved successful in both the Middle West and New England. Briefly, Johns-Manville house insulation consists of small particles of rock wool blown



into the space between the outside walls and the interior plaster by a specially designed machine.

The insulation properties of rock wool are widely known. It is just as effective in keeping the house warm in winter as in keeping it cool in summer. The material is particularly adapted to the insulation of houses, since, being made from rock, it is absolutely fire proof and vermin-proof, and it will not rot or deteriorate in any way. In fact, the insulation should outlast the house.

The method of applying this insulation is ingenious, and is far more simple than one would suppose. The specially built machine, mounted on a trailer that can easily be moved to any location, consists of a bin into which sacks of especially prepared rock wool known as J-M Type A are emptied. Power from a gasoline motor forces small wads of this rock wool through a hose that has been attached to the house. This connection is usually made by removing several bricks or several shingles from each wall of the house, as the photograph on the cover shows.



The machines used by the Wallfill Company for applying house insulation, and, at left, insulating the top of a house.

Enough material is forced through the hose to fill the space between the outer and inner walls completely, the average house requiring about four tons of the material. Of course the top of the house is insulated also, usually by placing the insulation between the attic joists, on the lath and plaster of the second floor ceiling, for it is through the roof that much of the heat escapes.

The obvious advantage of this treatment is a saving in the winter's fuel bill, and this saving, it has been estimated, may be as high as 40 per cent. In the uninsulated house, heat filters through the walls and ceilings to the cold air outside, and, similarly, the cold winds find an easy entrance. To realize this one has only to watch how quickly the snow melts from the roof of an uninsulated house, and how long it remains on the roof of an insulated structure.

This insulation service has found a ready market in Chicago and in Indiana cities, where numerous applications have been made by the Wallfill Company of Chicago. The account has been handled by R. J. Stewart, of the Chicago Office. Since this undertaking has met with such success,

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/8

Johns-Manville is placing more than a dozen of these machines in various cities of the East and as far west as Minneapolis, to be operated by approved insulation contractors.

Most of the rock wool used thus far by the Wallfill Company has been obtained from the Waukegan Factory, but in the future it will be supplied by the Banner Rock plants at Alexandria, also.



This Fort Wayne, Indiana, home has been treated with J-M house insulation. The method of application is shown in the photograph on the cover.

Financial and Accounting Men Hold First General Conference in New York

A CONFERENCE of the Financial and Accounting Division was held at the General Office, March 18, 19 and 20. The Office Managers, Assistants, and Credit Men from the various Company locations, came to meet with the General Office Staff, for the purpose of discussing accounting matters in general, and to read and consider papers which had been prepared on various subjects and problems.

This was the first Conference to be held by the Financial and Accounting Division, and it was a great success. Those who attended were not only enthusiastic at the opportunity of meeting those with whom they had been working and corresponding at a distance, but also felt that such a Conference was of much value to them in their relationship to the organization as a whole, and its progress toward future attainments. The general opinion seemed to be unanimous for continuing this Conference as an annual meeting.

E. M. Voorhees, Secretary and Treasurer, opened the Conference with an inspiring eulogy of our late President, Mr. Merseles. He then explained the policies of the Company, and its aims, giving special emphasis to the part to be taken by the members of the Financial and Accounting Division.

During the course of the Conference, Mr. Voorhees introduced W. R. Seigle, L. H. Brown, L. R. Hoff, G. A. Nicol, P. A. Andrews, and M. H. Clark, all of whom brought messages which added considerably to the understanding of the members as to just what the Company desired to accomplish with their aid. These remarks were an inspiration to all who had the opportunity to hear them.

J. L. Wood, General Credit Manager, emphasized the point that the value to the company of a credit man is judged primarily by the increased sales volume he actually *produces* through close co-ordination with the Sales Department, and in the development of credit plans looking to added and profitable business. The subsequent discussion of credit plans by Division Credit Supervisors indicated clearly their earnest desire to be of practical help to the salesmen, as well as their keen appreciation of the broadening influence of the exchange of ideas afforded by the Conference.

The value of such a conference can be estimated by the benefits derived from it, not only by those who attended, but by the results which will reach throughout the entire organization. These benefits are already apparent in the enthusiasm with which the members of the Division are writing to Mr. Voorhees, telling what their reactions to the Conference were, and how much they have gained by it.

The solving of problems which had to do with the performance of each individual's appointed duties, will lead to better co-ordination between the various offices, as well as between them and the General Office. The opportunity for the General Office Staff and the members from outside locations to thus establish personal contact, will bring better understanding of each other's problems and permit closer cooperation between them. The opportunity to hear the policies of Johns-Manville outlined by the various officers and heads of departments, who in their own work exemplify the soundness of these policies, is invaluable to each individual in formulating and carrying on his own part in the work of the organization.

The men who attended this Conference have taken with them renewed enthusiasm. Upon their return to their various locations, they will be better able to cooperate with all those about them. They will be of greater assistance to those under whose supervision they are working, because of their better understanding of what these men are to accomplish.

Those who attended the Conference from locations other than the General Office were: J. V. Bell, C. W. Nagel, C. N. Mann, R. H. Lang, W. T. Guion, H. B. Freeman, R. J. Simmerer, J. V. Castle, S. H. McVicar, L. H. Morgan, R. E. Hackett, R. Dennett, H. R. Congdon, W. R. Wikel, W. B. Hiller, W. Fields, J. C. Kelleher, W. F. Finch, W. N. Rook, J. McLean, G. E. Stahlhuth, F. Ryan, H. E. Richards.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/9

J-M Buys a Shingle Factory

Purchase of Weaver-Henry Manufacturing Company of Los Angeles Announced March 1

A NEW group of employees has been added to the Johns-Manville family through the purchase of all the assets and properties of the Weaver-Henry Manufacturing Company of Los Angeles. Announcement of this purchase was made March. 1.

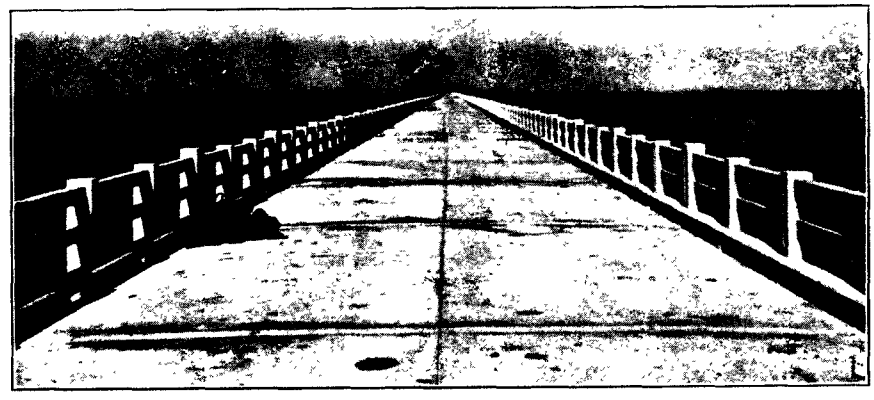
This company, which will be known as the Weaver-Henry Corporation, will be operated as a separate and distinct organization, manufacturing its own line of asphalt composition shingles and roofings. Johns-Manville will retain the entire personnel of the present company, which includes about 70 employees. The same high standard of service and the same sales policies will be continued.

The outstanding advantage in this merging of the Weaver-Henry interests with Johns-Manville is seen in better service to Pacific Coast customers of both companies. The Weaver-Henry factory will work closely with the Pittsburg, California, factory, in the San Francisco Bay district, more than 500 miles farther north. Both plants will manufacture the same products, and orders for shingles from Weaver-Henry and Johns-Manville customers in the Northwest will be filled at Pittsburg, while the needs of the Southwest will be cared for at Los Angeles.

The Weaver-Henry Corporation was organized, as the Weaver Roof Company, in Los Angeles in 1910, by Sylvester L. Weaver and associates. This company built a roofing plant large enough to serve the Southwest with its products, and operated, without change in organization, until three years ago. Then William Henry became associated with the company, and the name was changed to the Weaver-Henry Manufacturing Company. An increase in capital at that time enabled the company to expand its business on the coast. Mr. Weaver, the founder of the company, will continue as President of the Weaver-Henry Corporation, and Mr. Henry will continue as Vice President and General Manager.

The plant is thoroughly modern, and covers four acres in the city of Los Angeles. Sales offices are maintained in Los Angeles and San Francisco, California, and in Portland, Oregon, and Seattle, Washington.

This merger will provide the Weaver-Henry Corporation and its customers with the facilities of the Johns-Manville Research Department and Engineers and with the advantages of Johns-Manville's half century of experience in the roofing field. With the strengthening of its position through having Johns-Manville's raw materials and financial resources behind it, the Weaver-Henry people will be able to serve the building trade better than they ever have in the past.



The new 7-mile toll bridge across San Francisco Bay—the longest bridge in the world.

625 Tons of Celite Used in Construction of 7-Mile Bridge

One of the largest orders for Celite for concrete ever received was sold by J. H. Peterson, San Francisco District Celite representative, to the Raymond Concrete Pile Company for the San Francisco Bay Toll Bridge, connecting Oakland and San Francisco, which was opened on March 2.

This bridge is 7.1 miles in length—9,496 lineal feet east approach, and 13,793 lineal feet west approach, both of which are concrete pavement on an earth fill, and 38,126 lineal feet concrete trestle and steel spans. The roadway is 27 feet between curbs. The entire bridge cost $7,500,000.

Mr. Peterson sold 625 tons of Celite for this structure and this material was used as follows: 2 pounds Celite per bag of cement in the 4,000-pound pile concrete; 3 pounds Celite per bag of cement in the 2,500-pound cap, beam and slab concrete; and 5 pounds Celite per bag of cement in the railing.

The entire bridge was precast concrete, manufactured 20 miles from the site in Alameda, California, and floated on barges to the job. There were 346,016 lineal feet of piles, the largest 24 inches square and 105 feet long, and the shortest 16 inches square and 45 feet long. The 30-foot and 35-foot precast deck slab units weighed 42 tons and 52 tons respectively, and were handled by a floating derrick. There were five steel through truss spans, making a total of 300 feet crossing the main channel of the bay.

Some of the quantities of material used were as follows: 625 tons Celite; 152,428 barrels cement; 80,338 cubic yards gravel; 57,362 cubic yards sand: 12,259 tons steel; 3,477,790 square feet of forms; 5,320 precast piles: 2,400 precast deck slabs; 102,340 cubic yards concrete; 80,000 square yards concrete paving on approaches and steel spans; 220,000 cubic yards fill for approaches; 1,200,000 cubic yards construction dredging; 2,316 cubic yards pier excavation.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/10

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

VII. Using Transite in Making Glass Signs

IF A contest were being conducted among the J-M products to see which could find the most new uses for itself, Transite would certainly be at the head of the list. This time it has made its presence known in the Neon glass sign industry, where it has found a continuous market.

Neon glass signs in blue, green, and deep orange are now in fairly common use, and are immediately recognizable as they are made of glass tubes. The tubes, shaped into various designs and letters by the heat from a gas flame, are filled with Neon gas, which is obtained from the atmosphere. Each letter or design is a complete unit in itself, with an electrode at each end. When electricity is passed through the gas-filled tube, the tube becomes luminous with a colored gas. The color can be controlled, but it is usually the blue, green or deep orange mentioned above.

It is in the manufacture of these signs that Transite asbestos wood is used. Transite has been found ideal not only for the tops of the work tables on which the tubes are bent into shape, but also for the pattern plates used in forming the letters.

Transite, being fireproof, is resistant to the extreme heat required for bending the tubes, and at the same time is not a conductor of heat, like metal, and is therefore not difficult to handle. It also answers the requirements of strength, hardness, and smoothness and it is easily kept clean. The American Neon Light Corporation of New York City, one of the foremost manufacturers of Neon electric signs, uses flat Transite wood exclusively for all work benches in its modern 6-story factory.

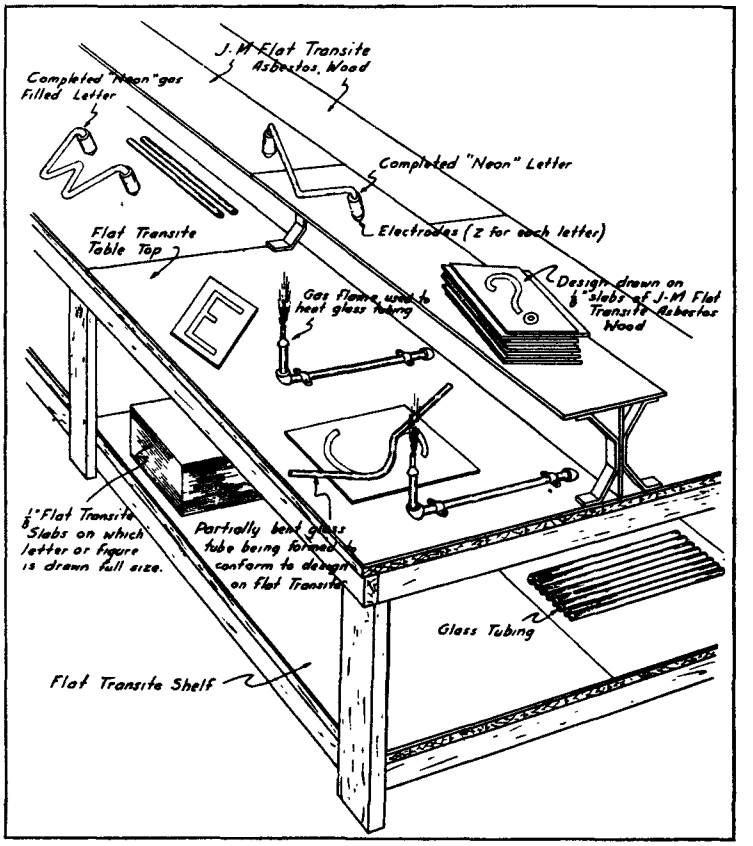
Transite was chosen as the pattern plate material because designs can easily be drawn on its surface, and also because it is durable. The design or name to be made into an electric sign is drawn in full size by an artist on a tablet of Transite one-eighth of an inch thick. The pattern is then passed along to a workman at one of the work tables, who proceeds to bend the originally straight lengths of glass tubing into the shape outlined on the pattern.

First he heats the tubing to the temperature at which glass becomes soft, over gas flames connected to the table as shown in the diagram below. When the tubing is pliable enough for moulding, the workman lays it on the Transite pattern and bends it to conform to the design outlined.

After being used to make the original designs, these patterns are filed away so that exact duplicates may be obtained by the customer if a letter should break. This practice assures a continuous market for flat Transite in this industry.

Transite also is an excellent material on which to mount the finished design, since it is easily drilled, is weather proof, and will not discolor or deteriorate under severe weather conditions.

A data sheet on the general process described above has been made up by the Transite Section, New York Office, and copies may be obtained upon request.



A clear understanding of just how flat Transite is used in the Neon glass sign industry may be gained from a study of this drawing.

More About Ebony

Since the story was published in the January issue of the J-M Circle about the use of Ebony and Transite in window displays in Filene's Department Store in Boston, more has been learned about how Ebony was chosen for this purpose.

After the Transite window display had

(*Continued on page* 14)

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 11 of 33
asbestosclaims.law/library/12760/11

THE J-M CIRCLE

MARGARET S. GOBLE, *Editor*

Associate Editors

DIVISIONS

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

FACTORIES AND MINES

Alton Jones, *Alexandria, Ind.*
George L. Fuller, *Asbestos, P. Q.*
T. R. Turnbull, *Cincinnati, O.*
E. Belsom, *Gretna, La.*
George K. Noe, *Lompoc, Cal.*
C. R. HOCKENBERRY, *Manville, N. J.*
E. C. Hopkins, *Nashua, N. H.*
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

The Johns-Manville Spirit

When the J-M Circle was started, just a year ago, it was Mr. Merseles, our late President, who outlined its Character and Purpose. And throughout the year his interest in the magazine never wavered, whether it was in the final O.K. of a cover design, in the writing of a personal message, or in his own suggestion for a special article.

Mr. Merseles' initial message has been a guide in the past twelve months; it will continue to be a guide in the years to come. That the new members of the J-M family may become familiar with this counsel, and the older members refresh their memory, the message is here reproduced.

"Every magazine that is successful—just like every man and woman who is successful—has both Character and Purpose.

I want our magazine to be a success. And so I am going to outline to you in this first issue, the Purpose of this publication and tell you what is to be its Character.

The "J-M Circle," aside from the interest it will hold and the entertainment it provides, is to bring home to you and to every member of this organization the Spirit of Johns-Manville—the Spirit of *Growth* and of *Accomplishment.*

Those two words sum up what I hope for this organization. Growth —going ahead, progress, doing things in a better way, discovering new ideas—ACCOMPLISHMENT. That is our job as an organization, as well as our job as individuals.

Business growth, in my opinion, comes as a result of the growth and personal development of the individuals who conduct the business.

I ask you to think about that. It means that as you develop yourself and do your work better, you contribute your part toward the progress of this Company. If we all grow, all develop ourselves, all become bigger and more capable in our work, Johns-Manville as a Company must grow and develop. That is the kind of sound growth I want to see here. And we should have no other kind. I want to see a growth in this Company that has as its foundation your growth, and your development —and then I will know we are attaining a progress that is sound and that we can continue.

And in this kind of accomplishment you will find your personal reward. As you become more capable, the bigger business that results from your work will bring bigger opportunities. It will without fail bring advancement to those who deserve it.

Your progress, your future, rest entirely in the future you, as an organization, are able to create for this Company.

The "J-M Circle" will cover the various activities within the organization. It will keep us in touch with what is going on among ourselves—help us to work together, and to grow together. I hope the "J-M Circle" may be everlastingly faithful in keeping before you the resolution I know you are going to make—to join with the rest of us in carrying forward our work in the true spirit of Johns-Manville, the Spirit of Growth and of Accomplishment."

How We've Grown!

The J-M Circle is just a year old. But in that year it has experienced more than a normal growth. As soon as copy for the April, 1928, issue began to come in, any doubt as to whether there would be enough material to fill the pages disappeared.

Each issue contained 20 pages until October, when the size increased to 24. This issue carries an additional eight pages, but the 32-page size can not yet be made standard. In order to print more news we have been obliged to use a smaller type for some of the departments, and this has been increased from three pages last April to nine and ten pages in the summer and fall—and to fifteen in this issue.

We started out with a press run of 7,000 copies; this month we are printing 8,500.

The growth of the Circle is but a reflection of the growth of Johns-Manville.

"The best time to hold on is when you reach the point where the average fellow would quit."—*Forbes.*

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/12

Night School at Asbestos Is Brought to a Close

MUCH interest has continued to be shown in the Canadian Johns-Manville night school at Asbestos, Quebec, even though the many local social and sporting attractions sometimes caused a rather irregular attendance. The steady attendants have gained some useful knowledge which will benefit them in their work. It was planned that on the closing night, March 27, each successful student be presented with a certificate showing that he had completed the course of study.

The French classes have been the most popular, the number of students having been continually increased by new employees of the Company, recent additions being Messrs. Basterash, Perkins, Korté and Ferguson. Special mention should be made of the Sheet Metal Development class, under the direction of Mr. McGruer, this class having completed its field of study with excellent results for those concerned.

Once a week a member of the staff gave a short talk on a subject of general interest to the night school. These talks, given in English, were later translated into French by Vicar Comptois, Mr. Bruneau or Mr. Lecours. The talk given by G. L. Fuller was given in both languages by the speaker himself.

The subjects and speakers have been: Character and Loyalty, R. S. Gardner; Orderliness and Service, S. L. Lamplough; Health, Dr. R. H. Stevenson; Fire Prevention and Safety, G. L. Fuller; Employment, P. Bartleman; Supervision of Equipment, Material and Man Power, H. K. Sherry; Production and Waste, G. G. Clark; Standardization, R. A. Denovan; Study and Planning for Your Job, B. S. MacMillian; and Reports and Cost Responsibilities, W. N. Rook.

To All Corners of the Globe

Shipments from Lompoc for the month of February totalled 307 cars, those of interest being 60 tons to Japan, 50 tons to South America, 125 tons to Cuba, 50 tons to Mexico, and 100 tons to Java, all for sugar filtration; and 250 tons in foreign shipments for insulation.

Shipping Facilities Improved

Additional work is being done on the wharf built at Pittsburgh Factory last summer. This includes erection of a Transite shed for the protection of inbound and outbound freight, and a mastic floor over the whole surface of the dock.

"To bear good fortune with evenness of mind is no easy task."—*Ovid.*

OUR TASK

We have suffered the loss of a great leader and true friend. There is no one who can take his place. But the work and the plans that were started as a result of his vision and under his guidance must be completed. That is our heritage and our task.

Our Board of Directors have placed upon us the heavy responsibility of completing the mission that he so ably started. This trust could not have been accepted on my part had I not been confident that the loyalty and energy of everyone of you would be joined into an irresistible TEAM *that would never cease its efforts until this great task is accomplished. For I know that you want it done.*

Those of you who know how closely I have been associated with him will realize that his policies and methods will be my policies. But to those who do not, let me give them the assurance that this corporation shall continue to advance "to the position in the manufacturing and mercantile world that it should rightfully hold—as one of the most profitable, most secure financially, most efficient and best organized institutions in this country."

We are already well on the road. The route ahead is carefully mapped and marked. All that we need is cooperation and the sincere, intelligent and enthusiastic devotion of you who ARE *Johns-Manville. The goal is service to our customers, profits for our stockholders and happy prosperity for our employees. Our Directors will give us every tool we need to make our work easier. But, in the final analysis, it is our task.*

LEWIS H. BROWN.

Pittsburg Factory Conducts Plant Clean-up Campaign

ON JANUARY 1 Pittsburg Factory started a campaign for the purpose of keeping the plant as clean as possible.

A clean-up committee is appointed every Thursday at the foremen's meeting by C. L. Bates, Superintendent, and usually consists of two or three employees picked at random. No one serves more than once. This committee makes a tour of the factory every Monday morning at eight o'clock accompanied by the secretary, inspects each department and reports any uncleanliness or untidy condition that may exist. A copy of this report is given to each department head and it is his responsibility to see that items listed in his department are promptly taken care of.

In the short space of time since the inauguration of this plan, a very decided improvement in the appearance of the factory has been noted. It not only serves to keep the various departments clean but also neat and orderly. By this is meant that raw materials, finished products, and containers are piled neatly and safely. The plan has been so successful that its continuance is assured and plans are now under way for the purpose of awarding a banner or trophy of some sort to the cleanest and most orderly department in the plant. This trophy would be kept by that department for a week only, unless, of course, it remained the cleanest. By setting up a competitive spirit, it is believed that still further results will be obtained.

"You have yourself to live with, so make yourself fit to live with."
—*Illinois Central Magazine.*

ACL Doc 12760 · Page 13 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/13

Shingle Demonstrations Held with Salesmen in Metropolitan District

THE Metropolitan District Sales Promotion Department in cooperation with the salesmen, has succeeded in putting on many lively, constructive good-will shingle demonstration meetings. The moving pictures, and especially the film, "New Roofs for Old," the open discussions, and informative talks have been received with unusual enthusiasm by both carpenters and dealers.

On March 28 a distributor's salesmen's meeting was held at the Elks Club in Newark, for the Bayonne Steel Products Company, a new account secured in February. Incidentally, this concern has already purchased 60 carloads of asphalt shingles and 2 carloads of asbestos shingles. E. W. Heurung, Metropolitan District Sales Manager; W. A. O'Hara; M. R. Carr, Newark Supervisor; J. F. McMahon, Paterson Supervisor; G. V. Bryant, Elizabeth Supervisor; A. L. Burt, Newark salesman; E. D. Pakenham, Jr.; D. Driscoll, Paterson salesman; W. H. Weise, Long Branch salesman; M. A. Macdonough, Elizabeth salesman; and B. P. Moore of the Metropolitan Sales Promotion Department attended the meeting.

Business relations and the sales policy existing between Johns-Manville and the Bayonne Steel Products Company were discussed, and the selling points and application of asbestos shingles were explained along with the showing of the films.

Two local carpenter meetings were held recently: one in Plainfield and one in New Brunswick. Each meeting had a twofold purpose: to read a letter from Mr. Hutcheson, President of the Carpenter's International, stressing the point that carpenters could and should apply asbestos shingles, and secondly, to familiarize the carpenters with the easy way of applying them. A question and answer discussion followed the showing of "New Roofs for Old," which was seen by 376 carpenters in Plainfield and New Brunswick.

At the "Own Your Home Show" held at the Elizabeth Armory, Elizabeth, New Jersey, the Asbestos Roofing Company, J-M distributors of Roselle, New Jersey, featured the continuous motion picture projector, showing "New Roofs for Old" with special titles. The name, address and telephone number of the Asbestos Roofing Company was inserted at a nominal cost of $.50. The film was run on an average of four hours a day, about one hour in the afternoon and three at night, when the largest crowds assembled. A total of 7,500 persons saw the picture.

The Asbestos Roofing Company attributed to it the success of its display.

The Johns-Manville Officers and Directorate

Board of Directors

W. R. SEIGLE, *Chairman*
WALTER H. ALDRIDGE
FRANCIS D. BARTOW
LEWIS H. BROWN
H. E. MANVILLE
GEORGE WHITNEY

Executive Committee of the Board

H. E. MANVILLE, *Chairman*
FRANCIS D. BARTOW
LEWIS H. BROWN
W. R. SEIGLE (*member ex-officio*)
GEORGE WHITNEY

Officers of the Company

W. R. SEIGLE, *Chairman of the Board*
LEWIS H. BROWN, *President*
L. R. HOFF, *Vice President in charge of Sales*
S. A. WILLIAMS, *Vice President in charge of Mines and Factories*
E. M. VOORHEES, *Secretary and Treasurer.*
J. S. CARROLL, *Vice President and General Sales Manager of the Industrial Department*
GEORGE A. NICOL, JR., *Vice President and General Sales Manager of the Railroad and Government Department*

Officers Board

LEWIS H. BROWN
L. R. HOFF
S. A. WILLIAMS
E. M. VOORHEES
J. S. ADAMS, *Secretary*

"The spirit with which we serve is quite as important as the service itself."

New Uses News

(*Continued from page* 11)

been put in, E. T. Florman, Boston salesman, and L. E. Cushman, Sales Promotion Manager, Boston District, called on Mr. Frye, Supervisor of Displays at Filene's, and brought samples of other materials besides Transite that could be used for backgrounds of window displays. Mr. Frye was rather partial to the Ebony, mottled gray asbestos shingles and insulating board.

The Ebony pleased him so much that he sent a representative down to the Office to investigate it more thoroughly, and finally it was decided to use this material for a large corner window.

The Ebony was sold them by following up their use of the Transite. It is expected they will use insulating board in place of wall board, which they have been using.

Asbestos Millboard for Humidors

Experiments with asbestos millboard as a cigar case humidor are being carried on by the St. Louis District, with a local tobacco concern.

It has been found that one-half inch millboard, cut to a size of 7 inches by 10 inches, will hold approximately three-fourths of a pound of water. There is no moulding or odor and the moisture actually lasts longer than in almost any other type of humidor.

The price of two such pieces for one case is practically the same as one of the clay cylindrical type, which is the cheapest now on the market. An aluminum binder can be put around the edges of the piece and make it a very attractive article.

It is expected these experiments will result in additional millboard business.

Transite in Coal Mines

The Madison Coal Corporation Mine at Mount Olive, Illinois, has experienced considerable difficulty with smouldering fires, caused by spontaneous combustion, back in old abandoned tunnels. Smoke, heat, fumes and gases made work almost impossible.

Various remedies had been tried, such as blanket barriers, but nothing

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/14

proved effective or satisfactory. After learning of this predicament, F. O. Rutherford, Construction Superintendent, St. Louis District, solved the problem: corrugated Transite as a fire barrier.

His specifications called for two barriers of corrugated Transite 8-feet 6-inch sheets about 6 inches apart, anchored to iron pipes with aluminum wire. Between the two layers of sheets is placed limestone dust. All fasteners and laps are sealed tight with retort cement. The bottom of the barrier is sunk in the floor and the top buried in the roof. This makes a fire-proof, air-tite, insulating barrier. The result was a $600 order for Transite.

Motion Pictures Brought This Order in the Face of Keen Competition

WHEN the erection of a new building was contemplated some time ago at the Crownsville State Hospital, an institution maintained by the State of Maryland for the insane or mentally deficient, the architect specified asbestos shingles because of their fire-proof qualities. A short while afterward E. S. Holbrook, merchandising representative at Baltimore, received an inquiry from the superintendent of the hospital asking for information about Johns-Manville shingles, as they, or their "equal", had been specified.

Mr. Holbrook with Mr. Donald, salesman for the William Garthe Company, J-M distributors, called with sample shingles and demonstrated their good qualities to the superintendent. As they were leaving they suggested that the superintendent might be interested in seeing a motion picture film showing exactly how these shingles are laid. He was interested, so on December 18, Mr. Holbrook, together with J. M. Reilly, then Sales Promotion man at Baltimore, again made the trip to the hospital and showed the film to the superintendent and his assistants. They met with a warm reception because these men, stationed at this rather isolated hospital between Baltimore and Annapolis, welcomed any diversion from the regular routine.

They were so interested that some of the hospital doctors took the samples of crude asbestos which Mr. Holbrook had with him and tested them at the hospital laboratory. The entire hospital staff was extremely conscious of the value of asbestos shingles and favorable to the Johns-Manville shingle.

In due course of time, the contract for the new building was awarded and bids were called for from five roofing contractors in accordance with the architect's specification. One of these bids was $260 lower than the Johns-Manville distributor's bid, and the contractor was very desirous of saving this money. Then Mr. Holbrook went back to the superintendent, who was so well sold on the merits of Johns-Manville shingles that he insisted on the contractor's using them, and an order for 75 squares of 16 by 16 mottled gray was placed.

Mr. Holbrook says there are two outstanding things that helped him land the order in the face of this keen competition. First, the appearance of the mottled gray shingle against the plain gray shingle the other competitors were offering, and second, the motion picture "New Roofs for Old" which showed the superintendent exactly what the roof would look like, educated him in the application of asbestos shingles so that he could talk with authority to the contractor, and convinced him that Johns-Manville shingles were the kind he ought to have regardless of the lower bids of competitors.

Mr. Holbrook says "This is the second job I have closed by use of the motion picture film in the face of strong competition. When it comes to Johns-Manville asbestos shingles, familiarity does not breed contempt. The more the customer knows about them and how they are applied, the better he likes them. Familiarize your prospects with asbestos shingles by showing them the motion picture and you will go a long way toward beating competition."

A Bulletin on Bulletins

In any organization as large and as far-flung as that of Johns-Manville it is vitally necessary that an efficient system of official communication be established and maintained. Changes in policies, new prices, changes in personnel, new products—all these vital announcements must quickly reach each and every member of the J-M organization who will be affected and interested. In order that our lines of communication might be most efficiently established the recent Bulletin System was inaugurated.

When you receive a bulletin it carries an important message—something with which you must be thoroughly familiar if you are to do your job efficiently and effectively.

Through the medium of the Bulletin System, the President may speak to every member of the organization the Division Manager to every salesman in his territory—and the Factory Manager to every worker in the plant. But the effectiveness of this system of communication is lost if those who receive the message do not read its contents.

During the war many an offensive failed because of a break in the line of communication—many a mile of hard-won territory was lost because of a misinterpreted or unread message.

Our 1929 Campaign towards the Sixty Million Dollar Goal depends upon perfect synchronization and coordination between every unit and every individual of our organization.

We therefore urge upon you again the importance of reading and thoroughly understanding every bulletin which you receive.

Working with Distributors

M. J. Lennon and F. F. Bartlett, automotive salesmen in the Philadelphia District, recently signed up four new distributors in 10 days. In an interview with Mr. Lennon he said, "We feel that the logical place for automotive men of the Company to work is in parts-replacement houses." These men feel that J-M's new material, moulded lining, has put J-M on top of all competitors.

These salesmen secured orders for one of the distributor's whole amount of woven lining stock before it had been delivered to him.

"The talent of success is nothing more than doing whatever you can do well, and doing well whatever you do, without a thought of fame. If success comes at all, it will come because it is deserved, not because it is sought after."—*Longfellow.*

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 15 of 33
asbestosclaims.law/library/12760/15

Suggestion Awards

THE largest awards to be made to any individual employees since the Suggestion Plan went into effect a year ago have just been announced by the Headquarters Suggestion Committee. Fred A. Scheske, Foreman of the Paper Mill at Waukegan Factory, was awarded $150, and Fred Gray, Foreman of the Packing Plant at Waukegan, received $100. Both men received $25 awards from the local committee, and the additional amounts of $125 and $75 were paid upon recommendation of the headquarters group.



Fred A. Scheske, Waukegan Factory, who was awarded $150 for a suggestion.

Mr. Scheske's suggestion covered the changing of position of control levers on paper machine winders, and will, it is estimated, result in a considerable annual saving to the plant. Mr. Gray's suggestion related to the use of shells for A-M lining moulds, and has brought about an increase in production. Both men are now in the class of Management Employees, and are no longer eligible for cash awards, but at the time their suggestions were submitted early last fall they were eligible.

During the past month a total of 92 suggestions, submitted by 84 employees in three of the Divisions and five of the Factories, were accepted by the suggestion committees. The awards were made as follows:

EASTERN DIVISION

M. Craighead...Sales Supervisor, Power Specialties
Asbesto-Metallic friction blocks: method of furnishing conical blocks so customer won't have to machine them.
That reports be given an identifying number or form number for reference.

J. S. Charles....Special Representative, Philadelphia
Method of securing Transite to steel purlins.
Advertising asphalt line by means of booklet.

W. S. Hough.....Salesman, Newark Office
Additional data on asbestos tubing.

A. V. Cambria..Chief Sales Clerk, Power Specialties Section
New name, Centripac, for No. 7, No. 8, and No. 10-B packings.

A. J. McLean.....Sales Supervisor, Automotive Section
Lehigh Valley Railroad booklet to show the name of Johns-Manville.
Correcting statement in Lehigh Valley Railroad booklet showing that the Hotel Asbestos is maintained only for employees of the Company.

CENTRAL DIVISION

M. C. Malham.....Sales Promotion Department
Inclusion of roofing and insulation article in Power Specialist.

G. P. Decker...Salesman, Toledo Territory
To stencil, stamp or paint the size on all Manhole and Handhole plate gaskets.

R. S. Hemmingsen.....Special Representative, Detroit District
Transite table tops for display lighting industry.

WESTERN DIVISION

J. B. Kelly...Engineer, New Orleans Office
Binder for samples of rag felt and asbestos roofing lines.

L. A. Baldwin.....Sales Supervisor, Oil Industry Section
Give 4.2 corrugated the name of "Jumbo" corrugated.

George Fohey.....Salesman, Milwaukee Sales Office
Use heavier instruction tags on gaskets to prevent their being torn off in transit.

W. W. Jones.....Salesman, Milwaukee Sales Office
Lining material to prevent corrosion of refinery equipment.

GRETNA FACTORY

L. Gros.....Punch Department
Reducing the strips on ridge roll crate on the side.

W. Favaloro.....Mechanic
Separate switch on hydraulic pump, controlling conveyors.

C. Trauth.....Storekeeper
Protecting drain pipes on runways.

G. Niedermier.....Mechanic
Cutter blade racks for shingle machine.

C. J. Barras.....Machine Man
Installing guard on slate hopper.

R. B. Hock.....Carpenter
Ladder on side of building for fire purposes.

S. Trombatore.....Truck Driver
Facing door frames with sheet iron to protect building.
Guard for electric truck.

E. Boudreaux.....Machine Man
Remodeling slate bins.

E. Belsom.....Traffic Department
Reducing the strips on ridge roll crate.

MANVILLE FACTORY

Walter Zawella.....Mechanist, Packing Building
Mechanical change in Jewett ring press.

Chas. F. Jeffs.....Supervisor, Mail Department
Plan for stationery requisitions.

James Corrado.....Driller, Clutch Facing Building
Drilling clutch facings.

Nick Renaldo .....Workman, Saw Room Building
Sandpaper on combination on saw carrier rolls.
Pipe covering brace.

Emro Henkel .....Operator, Finishing Department
Change in crusher, saving labor.

Kenneth T. Grove.....Typist, Laboratory
Bell call installation.



Walter Zawella and Pauline Mamrosh, given suggestion awards at Manville.

W. Carlson..Packer, Shipping Department
First aid cabinet in saw room.

Jas. Rhodes.....Weaving Department
Remodeling four looms.

Lester Peat....Clerk, "E" Building Office
Changing door of Magnesia Office to improve working conditions.

C. Impellezeri.....Inspector "C" Building
Improved type of scraper.

Frank Seifert....Millwright, "D" Building
Oil saver for beater.

Ernest B. Talbot..Blacksmith "B" Building
Steel cutting shear for stockroom.

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 16 of 33
asbestosclaims.law/library/12760/16

Stephen Szumlitz. Pipemaker, "C" Building
3-ply waterproof jacket for pipe covering.

Frank Wozniak.....Laborer, "E" Building
Air hose connection with band saw.
Extra stock cars for finishing machines.

Pauline Mamrosh.....Braider, Twisting "A" Building
Device for labeling products.



Left to right: Stephen Szumlitz, Ernest B. Talbot and Casper Impellezeri, "successful suggestors" at Manville.

T. F. Walsh.....Packing, "B" Building
Fibre board trucks for handling asbestos yarn.

A. T. Kline.....Magnesia, "E" Building
Fire extinguisher in Magnesia Building.

George Sopko.....Clutch Facing, "A-1" Building
Watchman key station for Impregnation Department, "A-1" Building.

Harry B. Hills.....E. & R. Building
Die cutting metal brackets in power press.

Arthur Curtis...Cost Clerk, "A-1" Building
Additional racks for cloak room.

Alek Cemochowski..Workman, Weaving Room, "A" Building
Special guard for brake band calender.

S. K. Cooper.....Planning Department
Diary in connection with Suggestion System.

John Petras.....Clerk, Ring Room, "B" Building
Suggestion awards.

Angelo R. Soriano.....Clerk, Order Department, "A-1" Building
Procedure for telephone typewriter messages.

W. M. DeWitt.....Mechanical Engineer, Packing, "B" Building
New anti-friction rod packing.

NASHUA FACTORY

J. Currie.....Pressman, Press Room
Improving rolling press rack.

J. Vigneault....Supervisor, Machine Shop
Winter door opening and closing automatically.

A. Brunt.....Clerk, Compressing Section
Overhead trolley to save time and labor.

E. Willette.....Compressing Room
Improve mixer by cutting grooved slot in pedals.

W. B. Hoitt.....Impregnating Room
Improve conditions in lacquer room by breaking down partitions.

F. Barry..Transite and Ebony Department
Regular arrangement for window washing.

A. V. Dion.....Clerk, Traffic Department
Extension light for cars.

F. Wilson.....Shingle Mill
Use for salt shingle scrap.

G. Smolak..Chemist, Research Department
Marking asbestos with permanent markings.
Care of samples.
Suggestion for facilitating suggestion committee work.

J. Jones.....Shingle Mill
Listing daily problems coming up in different departments to see if some suggestion cannot be made to improve them.

T. O'Brien.....Supervisor, Lacquer Room
Floor joint filling to prevent accidents.

F. Prunier.....Master Mechanic, Factory
Handle for mould tops, replacing magnets, wiring, generator, batteries and controls.

PITTSBURG FACTORY

A. J. Slobe.....Sub-foreman, Shingle Mill
New brush for cleaning shingle machine picker roll.
Method of cutting two No. 71 starter shingles at a time instead of one as in the past.

Leonard Bardsley..Millwright, Paper Mill
Valve or cock tapped into stuff pumps to determine when valves are not working properly.

C. S. Adams....Draftsman, Erection and Repair Department
Adjustable forms to be used in the manufacture of curved fire felt, Asbestocel and Vitribestos sheets.

J. E. White.....Machinist
Install small fire extinguishers on all welding trucks.

E. E. Packard....Millwright, Shingle Mill
Guards for shingle machine take-off rams to keep slate granules and other foreign materials out of ram.

L. E. Knight....Sub-foreman, Shingle Mill
Install idler sprocket on chain drive for picker rolls on shingle machines.

Paul M. Jump..Sub-foreman, Pipe Covering Department
Method of removing hardened silicate of soda from beneath corrugators.

WAUKEGAN FACTORY

A. H. Wesch....Fire Felt and Vitribestos Department
Drain on Vitribestos tables to save solution.

M. E. Palo..Metal Worker, Erection and Repair Department
Damper in dry house stack in Textile Department to keep heat in building.

E. E. Witikka.....Clerk, Magnesia Plant
Box for shipping short ends of Magnesia orders.

Henry Tietz.....Sweeper, Roofing Plant
Four-wheel trucks with boxes to catch soapstone under roofing machine.

Wm. F. Lemke....Erection and Repair Department
Proposed brake band equipment change.

A. Butkus.....Stock Room Man, Textile Department
Curtain for brake band stock bins.

T. G. Foster.....Engineer, Power House
Ladder to roofs for fire fighting.

Fred Gray.....Packing Plant
Shells for A-M lining moulds.

Roy W. Cox.....Inspector, Paper Mill
Routing towmotor traffic between Paper Mill and Pipe Covering Department to save time and as a safety precaution.

(*Continued on page 30*)





At left: Watts Chernesky and John V. Sharp. Right, left to right: Kenneth T. Grove, Nick Renaldo, Charles F. Jeffs, Emro Henkle, and James Corrado, Manville Factory suggestion award winners.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/17

Promotions *and* Transfers

C. F. Moss has been appointed special representative for Celite products, Banner Rock products and acoustical treatment in the Pacific Division.

Miss Gladys Gaughan has been transferred to the Pacific Division as stenographer to A. W. Knight, Sales Supervisor, Celite section.

W. S. Hough, formerly of the Newark Office, has been promoted to power specialties salesman in the Newark territory, under M. R. Carr, Supervisor.

E. A. Trafzer has been appointed special representative to handle Celite for concrete in the Los Angeles District.

T. J. O'Neil has been transferred to the Research and Development Department, Manville Factory. A. M. Hughes has been appointed chairman of the Suggestion Committee in Mr. O'Neil's place.

Paul Jump has been promoted from foreman of the pipe covering winders to assistant foreman in charge of the pipe covering building, Pittsburg Factory. O. W. Dart was promoted recently from winderman to succeed Mr. Jump.

C. Noveck, Manager of the Manville Factory General Stores Department, who has been at the Factory for 12 years, was transferred to the General Purchasing Department in the New York Office on March 1.

B. H. Speer, formerly a clerk in the General Stores Department, Manville Factory, has been promoted to succeed Mr. Noveck.

Miss Vivian Gill has been transferred from the switchboard to the Tabulating Department, Pittsburg Factory.

J. Fuge, formerly in the Order Department, Manville Factory, has been promoted to clerk in the General Stores Department.

J. W. Hamilton has been transferred from the Merchandising Department to the Industrial Department and will operate in the Charlotte section of the Charlotte territory.

S. Collier, who has been Acting Superintendent, Packing Department, Waukegan Factory, has again resumed his duties as Chief Chemist in charge of the Laboratory.

R. S. Hammond has been promoted from merchandising representative to special representative of the Merchandising Department, Baltimore District.

Charles Shefers has been promoted from the Mail Department to the Auditing and Procedure Department, General Office.

A. W. Cates, who has been operating as automotive salesman in the Atlanta District, has been promoted to merchandising representative in the Atlanta territory.

W. H. Crow, formerly in charge of the Traffic Department, Central Division, has been transferred to the Merchandising Department.

Daniel O'Keefe, formerly in the Mail Department, General Office, has been promoted to assistant to the General Office Cashier.

H. H. Monteith, who has been operating as junior automotive salesman in the Atlanta District, will continue his activities in the Atlanta District sections of the Carolinas and Eastern Tennessee, handling automotive materials. Mr. Monteith will make his headquarters at the Charlotte Office.

John R. Gillespie has been promoted from machine tender in the Paper Mill, Pittsburg Factory, to night foreman in full charge of the Mill. Mr. Gillespie started with Johns-Manville in 1913 in "E" Building at Manville Factory and was transferred to the Paper Mill in 1920. He came to Pittsburg in June, 1928, when this Paper Mill was started.

Edward Bozett has been promoted from General Service Department to Accounts Payable Department, General Office.

H. E. Martin has been appointed Supervisor of the public utilities section, Industrial Department, Eastern Division.

Anne Steckler, formerly reception clerk on the fourth floor, has been promoted to secretary to L. H. Morgan in the Eastern Division, New York.

Donald MacKenzie of the Chicago Industrial Department has been promoted to the Chicago city sales force, as an associate of G. E. Hinchliffe.

Gladys Anderson, formerly a reception clerk on the third floor, General Office, has been promoted to secretary to F. W. Hubbard.

Signe Landberg, formerly a reception clerk on the seventh floor, General Office, has been promoted to secretary to F. J. Wakem.

C. H. Weaver, former industrial insulation representative, New York territory, has been transferred to the White Plains territory, as industrial representative handling insulation, power specialties and electrical materials. Mr. Habekotte, formerly a Celite salesman, has taken over the territory previously handled by Mr. Weaver.

Mrs. Clara Fessenden, formerly assistant to Miss Wing in the General Service Department, is now the telephone supervisor.

Miss Mary McNamara has been transferred from Auditing and Procedure Department to secretary to T. A. O'Brien, in the General Service Department.

Jewel Bellus, formerly a typist in the General Service Department, has been promoted to the Sales Promotion Department.

William Grander, formerly production clerk in the Sales Promotion Department, is now a member of the market analysis section.

Jack Aitken, former mail boy and stock clerk, has taken over Mr. Grander's former duties.

William Wood, former office boy on the eighth floor, General Office, is now mail and stock clerk, Sales Promotion Department.

Mrs. Howell, formerly a stenographer in the Sales Promotion Department, has been put in charge of filing and stenographic service in that Department.

K. D. Kerr has been promoted from the Sales Promotion Department in the St. Louis Office to Field Sales Promotion representative in the St. Louis District.

Fred Molson has been transferred from the Check Test Department, Asbestos Factory, to the Engineering Department, as junior draftsman.

Frank M. Taylor, after several months as junior to J. H. McMillan in the Southern District, has been assigned a territory of his own.

Bruce Owen, roofing salesman in the Houston Sales Office, has been transferred to the St. Louis Office.

Frank C. Galloway, former country salesman in the Santa Barbara territory, has been promoted to the Los Angeles city territory as special roofing and shingle salesman.

A. W. Miller, former salesman in the Celite section, has been transferred to the Santa Barbara territory to act as general saleaman for the entire Johns-Manville line.

B. W. Setzer, former Celite salesman located in Washington, has been transferred to Baltimore District, as industrial insulation and roofing salesman, in the east section of the Baltimore City territory.

W. Russell and George V. Larkin, student employees at Manville Factory, have been transferred to Waukegan Factory, Mr. Russell, in the Textile Department and Mr. Larkin in the Roofing Department.

J. D. VanEps, student employee at Manville Factory, has been transferred to the New York Office where he will assist F. J. Wakem, Staff Manager of Packings and Power Specialties.

Philip Hack has been promoted to Sales Promotion field man in the Southern District.

M. T. Ritchie has been promoted to merchandising, automotive and insulation salesman, New Haven territory.

J. W. Harnden has been promoted from office boy of the Boston District to stock clerk at the East Cambridge, Mass., warehouse of the Boston District.

M. C. Bixby, formerly automotive salesman, has been promoted to the newly created position of special representative for the Central Division Merchandising Department.

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 18 of 33
asbestosclaims.law/library/12760/18

New Employees

Eastern Division:

MRS. L. SHAW is the new Supervisor of Correspondence, MRS. M. E. BROSCH is a new dictaphone operator, and E. L. KEEHNER is a new typist in the Correspondence Department, New York Office.

M. NANNERY recently joined the Company as typist in the Billing Department, New York.

E. T. COLLIER has entered Johns-Manville as Supervisor of Statistics and H. KINCHLEY has been employed as a clerk, in the Statistical Department, New York Office.

G. P. MCPARTLAND and J. FARGIS are two new clerks in the Credit Department, New York.

E. L. MCNAUGHTON has entered the Atlanta District and will handle automotive materials in Georgia and Florida. For the present Mr. McNaughton will make his headquarters at the Atlanta Office.

C. E. HEARN has been employed to handle merchandising materials, except automotive, in the combined Charlotte and Greenville sections of the Charlotte territory in the Atlanta District.

E. B. TREIDLER recently entered the Company in the Baltimore District to specialize on packings and power specialties in Baltimore.

HARRY J. STERNER has re-entered the Company in the Newark Sales Office.

A. B. BURT, formerly with the National Asbestos Company of Jersey City, N. J., has joined the Company as merchandising salesman in the Newark District.

Central Division:

The Detroit District organization welcomes the following employees from the Celite unit: J. S. MEANS, L. M. LINDSEY, and MISS MADELON WILLIAMS, stenographer; MISS SALLY SISSON, file clerk and switchboard relief operator, and GODFRED JOHNSON, stock record clerk.

ROBERT J. HEMKES, merchandising and building materials salesman, has been added to the personnel of the Grand Rapids territory, Detroit District.

LOY D. ROYER has been employed as insulation and power specialties salesman for the Grand Rapids territory, Detroit District.

J. P. HANNAM has been employed in the Traffic Department, Cleveland District.

R. W. JONES has been employed as industrial salesman in Cincinnati city sales territory.

H. T. REEDER has been added to the Cleveland city sales force in the interest of merchandising materials.

Western Division:

H. L. COLEMAN, formerly a representative at St. Paul, Minnesota, has joined the Company, and will serve as a built-up roofing inspector in the Chicago District.

REX BRASHEAR is a new salesman in St. Louis District, handling the territory of North St. Louis.

WM. H. LOCKETT recently joined the Company and is handling a territory comprising the South portion of the city of St. Louis.

T. L. NEWMAN joined the Company on March 1, as salesman in North Texas territory.

Pacific Division:

MISS BARBARA TALBOT has been employed as San Francisco District Sales Promotion clerk.

MISS FLORENCE PETERSON is the new telephone operator and file clerk in the Seattle District Office.

DUDLEY B. WIARD has joined the Seattle District sales force as general salesman in the Tacoma territory. Mr. Wiard was with Johns-Manville some years ago.

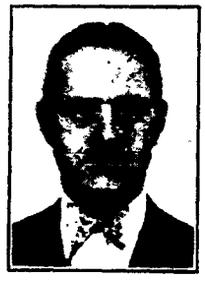
A. G. MARKWELL has been appointed field man for the Sales Promotion Department, Seattle District.

Alexandria Factory:

MRS. M. ETCHISON and H. T. CRIPE have been added to the Office and Plant No. 1 Staff respectively.

A. A. Rasmussen Is Sent to Shanghai, China

As one of the first steps in the expansion of trade through the Foreign Division, A. A. Rasmussen, formerly located in Mexico City, Mexico, has been sent to Shanghai, China. Mr. Rasmussen has all the qualifications necessary for this new enterprise, being young, energetic, and possessing a thorough knowledge of the entire Johns-Manville line. Mr. Rasmussen is a graduate of Texas A. and M. College, and has been very successful in boosting sales in Mexico.



Aided by the Jardine Engineering Company, new J-M representatives in China, who will closely cooperate with Paul I. Fagan and Company in selling the entire J-M line, it is felt that Mr. Rasmussen will greatly increase sales in the Far East.

Asbestos, Que., Factory:

MISS RUTH B. CROSS is a new stenographer at Asbestos.

RALPH M. BELL recently came to Asbestos from Geneva, Ohio, as assistant mines accountant. Mr. Bell was accompanied here by Mrs. Bell.

W. SOUTAR recently joined the Company as shop accountant.

A. G. THOMPSON is a new chief order and traffic clerk.

New employees in the Check Test (Research) Department are S. PERKINS and S. TURVEY.

Cincinnati Factory:

LOUIS DEZARN, ALBERT WRIGHT and ESTEL LUCAS, all former employees, began a new service record in the Wet-End during February.

ELVIS ROY and ROBERT WATKINS are again in the employ of the Johns-Manville Corporation; the former as a member of the Shipping Department, the latter in the Wet-End.

Manville Factory:

RAYMOND PARK joined the Manville Factory Office force recently as invoice clerk, in the Stores Department.

Nashua Factory:

MRS. LAURA GIBSON has been added to the office force at Nashua Factory as a typist.

EDGAR EVERETT has been added to the Nashua Office force as a draftsman.

Pittsburg Factory:

CARL STRAUB recently entered the Company as clerk in the Purchasing Department, Pittsburg Factory.

O. K. WARNECKE, formerly with the Caterpillar Tractor Company of Oakland, California, joined the Company early in January as Planning Manager for Pittsburg Factory.

W. WALDIE was employed on February 1 as telephone operator in the Pittsburg Factory.

MRS. A. PERRY was recently employed as stenographer in the Purchasing Department, Pittsburg Factory.

General Office:

MISS HELEN WELANC is a new stenographer in the Auditing and Procedure Department.

MISS MARGARET O'NEILL and MISS MARIE CAREY have been added to the General Service Department as typists.

MISSES ETHEL WILKENS, MARY F. O'KEEFFE, and HELEN HEDEMAN have entered the Company as information clerks on the fourth, sixth, and seventh floors, respectively.

New mail clerks in the General Service Department are JOHN CUNNINGHAM, LAWRENCE SALINGER and A. GARTNER.

JOSEPH HEROLD, JR., and EARL PIAGET have been added to the General Service Department.

GEORGE HERRMANN has joined the Company as assistant to T. A. O'BRIEN, General Service Department.

MISS ESTHER BYRON is a new utility stenographer.

RANDOLPH BRAMWELL is a new copywriter in the Sales Promotion Department.

MISS IRIS LUCILLE HEFFNER has joined the Company as secretary to Frank Ryan in the Sales and Factory Coordination Unit, General Office.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/19

SAFETY in the J-M Plants

Again No Accidents at Gretna

GRETNA Factory again had a "No Accident" month, February having added a perfect record to those of December and January.

The Safety Committee wishes to extend congratulations to the employees of the Factory and thank them for their splendid cooperation in Safety work. The Committee also notes the interest taken in the "Safety Slogans" posted daily. "The first two steps of the ladder for a 'No Accident' year have been made", the committee says, "be careful for the next ten."

Organized for Action

PITTSBURG Factory has undertaken quite a pretentious Safety program during the past several months. A thoroughly organized General Safety Committee composed of five members meets on the third Friday of each month. This committee is augmented by a Workmen's Safety Committee also composed of five members which meets on the third Wednesday of each month.

The regular safety inspector makes his inspection every Friday, and reports direct to the General Committee. The workmen make their inspection tour in a body once a month for the purpose of checking up and locating new hazards. All recommendations made by the workmen are passed upon by the General Committee.

Since the organization of the Workmen's Committee, there has been a notable increase in the employees' interest in Safety. An accident score board has been placed near the time clock in each of the four buildings, and on this is tabulated each month the number of accidents requiring a doctor's attention during the previous month. The tabulating is made by departments, so a glance readily shows which department has had the largest number of lost-time accidents.

The greatest cause of accidents is found not to be mechanical defects, unguarded or improperly guarded machinery, but *carelessness*. Carelessness on the part of employees is the most difficult factor to overcome in working toward a reduction in the number and severity of accidents. Therefore, a program of education is now under way. As the first step the General Committee is publishing a small booklet containing Safety rules of the factory and the attitude of the management toward careless workers. This will be put into the hands of employees as soon as completed. The plan is to give every present employee a copy of the booklet, and to see that every new man reads and familiarizes himself with *all* the Safety requirements before going to work. The new employee will also be instructed in his duties by his immediate superior, who will point out and explain the hazards and dangers of that particular job.

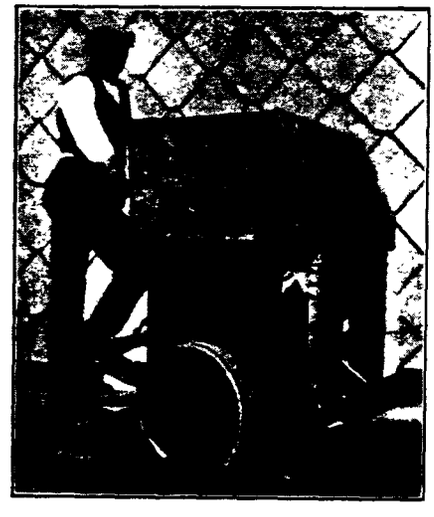
It is believed this method of procedure will tend to reduce to a minimum accidents caused by carelessness.

The members of the General Safety Committee are: E. L. Gebhart, chairman; Lea Moore, inspector; G. M. Deam, H. E. Piquette, C. H. Ward, and E. L. Adams, secretary.

The members of the Workmen's Committee are: E. L. Adams, secretary-chairman; E. Drown, Leonard Bardsley, J. E. White, R. E. MacDonald, and W. J. Murphy.

One Accident in Four Years

Simon Trombatore, truck driver for the Punch and Shipping Departments, Gretna Factory, has only one minor accident against his record. He has been on the job four years and feels that his accident record is very good, and says he will be just as careful in the future as in the past.



Simon Trombatore, truck driver at Gretna, has an enviable Safety record.

Safety Work at Lompoc

Since Safety is of vital importance to all, it is interesting to note how the recently acquired Lompoc Plant has organized its Safety work.

The Safety organization consists of a General Committee, a Foremen's Committee, a Workmen's Committee, and a Plant Safety Inspector. Plant Foremen turn in accident reports on all accidents, no matter how minor, and the injured employee is sent to the plant hospital for examination and report. On each accident reported, an attempt is made to determine the basic cause.

Weekly reports of all accidents are made up by the Service Division, giving the name and number of the injured employee, the department and division in which he works, the location of the accident, the lost time—if any—and the basic cause. These reports are studied by the management and the various department heads to determine the source of the accident and, if possible, to eliminate it.

Since the discontinuance of the White Hills Diatom, a paper issued by the employees, Safety posters have been displayed on the bulletin boards to keep Safety always uppermost in the minds of the employees. X-Ray pictures from the hospital are sometimes used in this connection.

Safety Council Enlarged

AN enlargement of the Safety Council has been made at Nashua Factory. The Council now includes W. B. Hoitt, Tank House Department; Thomas Sullivan, Punch Department; Gilbert Dumas, Shingle Machines; Thomas Hitchens, Compressing Department; David Sullivan, Ebony Department; Wilfred Maynard, Sanders Department; John Currie, Press Department; Arthur Smith, Smoke Jack Department; Fred Lamarche, Employment Department; and E. C. Hopkins, Planning Department.

Inspections and short meetings are held every two weeks. Much interest is being shown in the Safety Campaign. The meeting held March 11 showed a good improvement in conditions. Many of the suggestions brought out at the previous meetings had been attended to and some new recommendations made.

A new sub-committee has been formed in the Council. Along with the Inspection Committee is an Investigating Committee, consisting of two men and the Council secretary, to investigate all serious accidents at the time they occur, determine the cause, and recommend a way to prevent a recurrence. All members of the Safety Council were invited to attend the Foremen's meeting held March 13.

C. R. Wikel Addresses Group

A MEETING of the Safety Committee of Gretna Factory was held March 11. The Wet-End of the Plant was represented by J. Dimarco, F. Allelo; the Punch Department by S. Russo, L. H. Delaune; the Shipping, J. Benoit; Machine Shop, R. B. Hock W. Favaloro and George Niedermier. W Favaloro was elected inspector.

Superintendent C. R. Wikel addressed the committee, stating that accidents were not a direct loss to the Company, but more of a loss to the employee himself. The employee who is satisfied to sit down and draw half pay is not the type of man wanted in the plant. He explained that he was doing all he could to keep everything guarded and that it was up to the men to be careful

A letter from M. H. Clark was read and discussed and all the credit for the splendid safety showing was attributed to the wonderful spirit and cooperation of the employees. The weekly inspection reports were discussed and the subject regarding anticipated accidents was brought up.

Chairman Murphy closed the meeting with the following remark: "Men, we like to see you here daily as you are now, and with the satisfaction of knowing that you will finish your day's work just as you came all together."

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/20



Exterior of the Hixon-Peterson Lumber Company's display rooms in Toledo.



Forty-six representatives of the Hixon-Peterson Lumber Company, new J-M distributors in Ohio and Michigan, and of Johns-Manville enjoyed a banquet in Toledo, February 15.

Here and *There* in the Field

A New Full Line Distributor

The Hixon-Peterson Lumber Company of Toledo, Ohio, and its chain of 12 yards, has been signed up as full line distributor of J-M roofing and building materials.

This company had been handling competitors' materials for years, but this fact did not prevent T. H. Russell, Sales Supervisor at Toledo, and G. O. Hartzell, merchandising salesman, from trying to obtain the account. They were assisted by W. B. Walter, Manager, Merchandising Department, Central Division, W. C. Craig, special representative, Cleveland District, and L. B. Barber, Sales Promotion Department, Cleveland District. Well organized meetings with the yard men and executives were held months ago, with a most complete display of asbestos and rag felt panels, which started these men to questioning the materials they were carrying. The new rag felt line-up was the final selling point.

The initial order consisted of 13 cars of rag felt and asbestos for immediate delivery. Now every yard has the J-M line in stock.

Four Acres of J-M Roofing

Smith-Murray, Incorporated, approved roofers of Syracuse, N. Y., have recently received a contract from Rome Wire Company, Rome, N. Y., to furnish and apply 55,000 square feet Class A built-up roofing to new buildings being added to the plant at Rome. A notable feature of this job is the roof deck, which is constructed of 16-foot length two-by-fours on edge, dressed all four sides, staggered four feet and spiked together. This provides a very rigid deck and an ideal surface over which to apply built-up roofing.

This recent contract is only one of many which has been awarded Johns-Manville by the Rome Wire Company during the past several years. While the greater number of installations have been made at the main plant at Rome, Smith-Murray have also executed large contracts at Buffalo and at Mobile, Alabama, the latter including 70,000 square feet Class A built-up roofing for an entire new plant there. Altogether there are probably four acres of J-M built-up roofing at the various plants of this company. F. Gordon Smith of Smith-Murray, Incorporated, was connected with the Johns-Manville Corporation for 14 years and during that time he maintained a very close contact with the Rome Wire Company.

27 Tons of Celite

E. A. Trafzer, Supervisor and salesman for Celite for concrete, Los Angeles District, recently secured an order for 27 tons of Celite for the walls and flooring of the new Hollywood Church of Jesus Christ Latter Day Saints, Hollywood, California. A total of 3,000 yards of concrete was used in this job, and this required 27 tons of Celite.

The use of Celite eliminated the necessity of using plaster both on the exterior and interior of the building, and it also made it possible to cast all monolithic ornamentations directly on the wall. The use of Celite in the concrete eliminated patching, rock pockets, honey-combing, and any exposed steel, thus effecting a saving to the customer of several thousand dollars.

Mr. Trafzer also closed another order recently for Celite for concrete amounting to about 25 tons of Celite to be used on the new building of the Samson Tire and Rubber Company in Los Angeles.

Cooperation

A fine example of what can be accomplished by cooperation between salesmen and division staff representatives is seen in a recent order for 17,000 pounds of No. 32 cement secured by J. W. Hamilton, merchandising salesman in the Charlotte, N. C., territory of the Atlanta District. The material will be used for the setting of four new boilers at the Virginia Polytechnic Institute, Blacksburg, Virginia.

R. J. Spence, industrial salesman at Atlanta, secured information regarding the contractors figuring on the bid and the competitive materials being offered, and telephoned to M. K. Cumming, Engineer of the Eastern Division power specialties section at New York, requesting his cooperation and that of the Richmond Office. F. B. Stith, industrial salesman in the Richmond territory, acting on telegraphic directions, succeeded in getting the necessary approval of both the consulting engineer and the chairman of the school board. The contract was let to the Sales Engineering and Contractors Company of Charlotte, N. C., which was in Mr. Hamilton's territory.

Mr. Cumming says that this sort of thing is all in the day's work, and is merely an example of how the Eastern Division concentrates all its sales batteries to assist the local salesman in gaining his objective.

The Price Request Procedure

The Ford Motor Company of Detroit purchases a large quantity of asbestos cloth from which they make asbestos clothing, particularly gloves and mittens for use in their factories and foundries. For a number of years this company has asked for quotations from Johns-Manville, but as they always decided the price was too high, practically all hope of securing this business was given up.

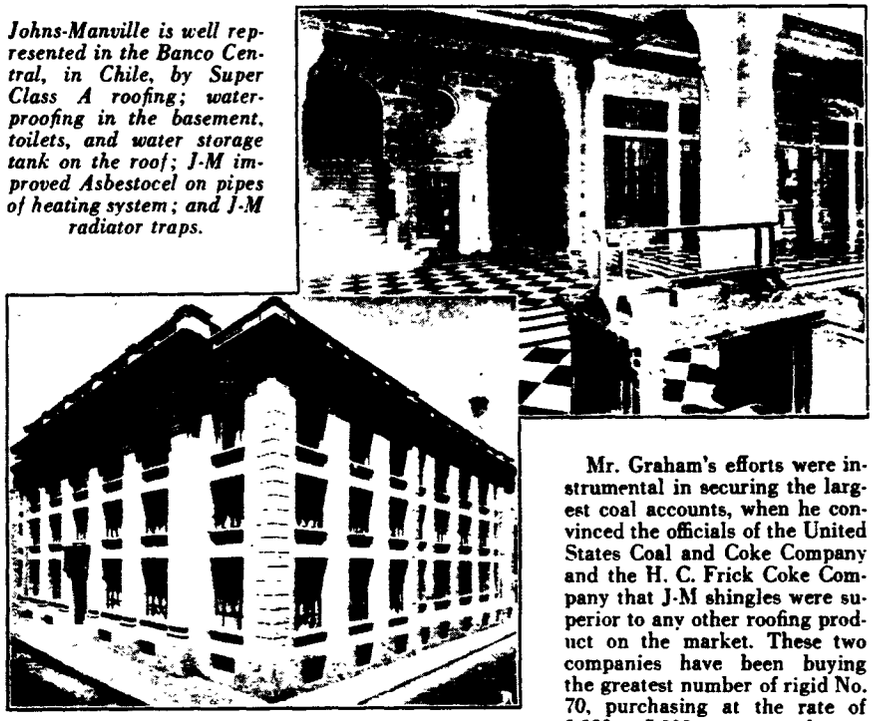
Shortly after the inauguration of the price request procedure, another inquiry was received requesting a quotation on 20,000 pounds of asbestos cloth. A price request was immediately issued, and authority given to quote a price based on the size of this order.

C. F. Clark, packing and power specialties salesman, Detroit District, submitted the quotation and received the order for

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 21 of 33
asbestosclaims.law/library/12760/21

20,000 pounds. About two months later another order for 10,000 pounds was secured. During the latter part of January an extension of the price request was asked for, but it was found necessary to quote slightly higher than previously. However, another order for 20,000 pounds has since been secured at the increased price, indicating that the customer is well satisfied with the J-M material.

Johns-Manville is well represented in the Banco Central, in Chile, by Super Class A roofing; waterproofing in the basement, toilets, and water storage tank on the roof; J-M improved Asbestocel on pipes of heating system; and J-M radiator traps.



J-M Roofs the Mining Towns

The Pittsburgh Coal Industry Department and its large accounts is certainly worthy of some mention, inasmuch as it sells approximately 8,000 to 10,000 squares of rigid shingles a year.

J. H. Graham, who has the longest service record of any employee in the Pittsburgh Office, handles this department. His specialty is selling rigid shingles to the coal companies.

Nestled among the mountains of Western Pennsylvania and West Virginia are entire mining towns that have been roofed with Johns-Manville rigid asbestos shingles—the result of Mr. Graham's efforts. A few of the towns that have been roofed with rigid shingles are: Coverdale, Pa., owned by the Pittsburgh Terminal Coal Co.; Kempton, W. Va., owned by the Davis Coal and Coke Co.; Adrian, Pa., owned by the Rochester and Pittsburgh Coal Co.; Wilcoe, W. Va., owned by the U. S. Coal and Coke Co.; Standard, Mt. Pleasant, Pa., and Colonial No. 1 and No. 3, Pa., owned by the Frick Coke Co.; Richieville, Pa., owned by the Vesta Coal Co.; and Bobtown, Pa., owned by the Shannopin Coal Co.

Mr. Graham's record for 1928 is 6,850 squares, and his largest order for this year has been for 1,100 squares of No. 70 mottled gray, shipped to New Salem, Fayette County, Pa. It was a 5-carload shipment from the Cincinnati Factory.

Mr. Graham's efforts were instrumental in securing the largest coal accounts, when he convinced the officials of the United States Coal and Coke Company and the H. C. Frick Coke Company that J-M shingles were superior to any other roofing product on the market. These two companies have been buying the greatest number of rigid No. 70, purchasing at the rate of 3,000 to 5,000 squares each year for the past six years.

A 6-carload order was received last June to be shipped to McDowell County, W. Va., where Venus, Thorp, Filbert, Gary and many other towns are being roofed with rigid shingles.

During 1928 the U. S. Coal & Coke Co., sent in their usual order for 3,000 squares. Mr. Graham has also succeeded in securing the adoption of the J-M No. 70 shingle as standard for re-roofing the houses of the Bethlehem Mines Corporation.

Salvaging Shingles

Dallas recently had a very severe apartment house fire in which three large apartment houses were destroyed. These were old wooden buildings, set not over six or eight feet apart. The fire started from the explosion of a hot water heater, and spread so rapidly that two lives were lost before the occupants could escape. The middle apartment was roofed with approximately 50 to 60 squares of Johns-Manville No. 70 shingles. This building, of course, caught fire through the windows and burned until the roof fell in.

The owner of the building lives at Terrell, Texas, 30 miles from Dallas, and at the time of the fire he was building a new home there. Although the shingles on this apartment building were exposed to a terrific heat, felt the force of water from the fire hose, and fell in with the building, the owner was able to salvage over 35 squares from the debris, or enough to put on his new home and garage, with some left over. The only cost was the drayage from Dallas to Terrell. He still has a good fireproof roof, and needless to say is well sold on Johns-Manville asbestos shingles.

Biggest Order in 10 Years

H. W. Kircher, junior representative in the El Paso and Arizona territory, Los Angeles District, secured an order from the El Paso Gas Utilities Corporation for 7,500 squares of 15-pound asbestos pipe wrapping felts. This is believed to be the biggest order for pipe wrapping felts sold on the Pacific Coast for at least 10 years. Mr. Kircher also secured an order for Type A asbestos roofing for the Chevrolet Motor Car Building in El Paso, the order amounting to more than $3,000.

A Good Advertising Idea

E. H. Holtgrewe, St. Louis Sales Office salesman, has induced one of his dealers to contract with a local newspaper to place the following advertisement under every story of a fire destroying a house or damaging it considerably:

Johns-Manville Shingles are Fire-proof
Hoskins-Maxwell · Phone 192.

The contract has been placed with the distinct understanding that only Hoskins-Maxwell can use this advertisement. It is also understood that if there are 10 fires, this advertisement will appear under each and every one of the stories. This not only costs less than a two-column advertisement, but also is much better advertising as every home owner reads about the fire.

A $20,000 Mastic Flooring Job

A $20,000 mastic flooring job is being completed in the new 3-story $6,000,000 Chemical Laboratory at Princeton University.

While J-M mastic floors were originally specified for waterproofing underneath terrazzo, the architects and owners were so well pleased with the finish that they decided to eliminate the terrazzo and have the floor not only fulfill the item of waterproofing but act as a finished floor as well. After the mastic had been applied in a number of the rooms, the authorities decided to use the same material in the corridor areas and stair treads.

Ebony Wins Out

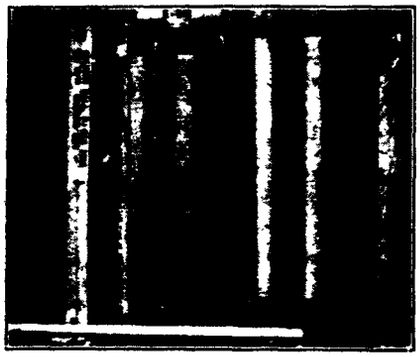
Carl Buratti, public utility salesman in Los Angeles, was successful in securing an order for Ebony asbestos wood to be installed in the new West Lake Park Fire Alarm Station.

This station is the third largest in the world, having been laid out to handle 5,000 fire alarm boxes, of which 1,700 boxes are now connected on 30 circuits interconnecting with 150 fire stations throughout the city.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/22

Slate, marble and Johns-Manville Ebony were all considered, but when the boards were laid out, they found that the instruments which are set in 3-inch diameter holes could be mounted on 1-inch Ebony at 7-inch centers, while the marble required 50 per cent greater spacing, and 50 per cent more building to house the equipment. The weight of marble was over three times that of Ebony and the breakage greater.

The order amounted to 940 square feet of Ebony in two thicknesses.



This rock cork was crated and stacked for rough handling, as it was to be taken 250 miles on dog sleds into upper Manitoba.

250 Miles on Dog Sleds

Rock Cork is generally known as an insulation for household refrigerators, but in this case it is being used for keeping out the refrigerating breezes.

Alexandria Factories have shipped 23,000 square feet of rock cork to the Church Hill River Power Company, in care of Hudson Bay Mining and Smelting Company at The Pas, Manitoba, Canada. This order, consisting of two carloads, was crated for rough handling as it was taken into upper Manitoba via dog sled caravans for a distance of another 250 miles to Flin Flon Siding.

The Flin Flon District is widely known as one of the world's richest ore deposit areas.

"Asbestos Derby" Contest

The O. & N. Lumber Company, with headquarters at Menomonie, Wisconsin, and branch yards in north central Wisconsin towns, recently announced the results of an "Asbestos Derby" contest, in which its various yards competed in the sale of asbestos shingles.

The prize of a new hat was presented to the manager of the Cadott, Wisconsin, yard.

A total of 1,189 squares was sold in 1928 by the O. & N. Lumber Company. This was nearly double the 1927 showing of 680 squares, but the O. & N. Lumber Company is not satisfied. With experienced appliers now available all over the O. & N. system, and with bigger and better sales helps to be furnished by Johns-Manville, the slogan adopted for the year is "3,000 squares by 1930."

C. A. Foster, salesman, Milwaukee Sales Office territory, Chicago District, deserves much credit for this showing, as this territory was practically a virgin field for asbestos shingles when he first took it over.

What Distributors Say

The February 6, edition of the Clark County Lumber Company's "Searchlight" has included an interesting item with regard to Johns-Manville asbestos shingles:

> "Winter rains and snows have a very unpleasant way of finding every little crack and break in your roofing. There is no need of waiting until next spring to have it repaired. You can have Johns-Manville asbestos shingles, the fireproof roofing, applied right now over your old roof.
>
> "We will give you a written guarantee that this roofing laid in this manner will give you absolute satisfaction. We also sell it on easy terms."

Paul B. Schardt, Dayton Office salesman, reports that this idea along with many other modern merchandising plans of Clark County Lumber Company is proving of real assistance in the sale of Johns-Manville asbestos shingles and asphalt roofing material.

A New Distributor

A. L. Fowler, salesman of the Providence Sales Territory, Boston District, has for some time been looking for the proper distributor to handle merchandising building materials in Providence and its vicinity. He has finally been successful in making connections with the James C. Goff Company, a large building material supply dealer, and has sold them two carloads of rigid shingles, three carloads of Slatekote shingles and one carload of insulating board.

Right On the Job!

On March 3, Tyler, Texas, suffered a severe hail storm, and at least 75 per cent of the roofs in this town were damaged. C. R. Martin and T. L. Newman, who handle this territory, went immediately to assist their distributor, the Carlton Lumber Company, in securing orders for Johns-Manville shingles. They made an investigation of all Johns-Manville rigid asbestos shingles they could find—and there are quite a number of rigid asbestos roofs in Tyler—and so far as they could learn not one had been injured. Incidentally they secured orders for two carloads of shingles as a result of their efforts.

New Use for Rock Cork

E. F. Adelberger, industrial salesman in Dayton territory, recently sold some rock cork for use in insulating a refrigerator machine to be installed in a cabin plane by an airplane manufacturer of Dayton. It is felt that the sale opens a new and interesting field for Johns-Manville materials.

"Too Good To Be True"

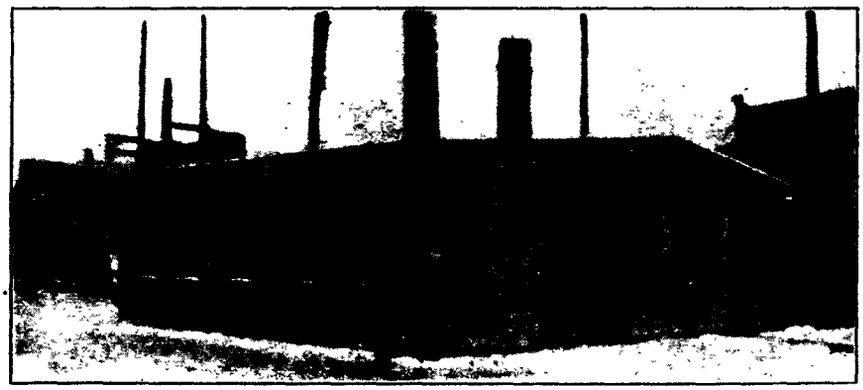
B. P. Moore of the Eastern Division Sales Promotion Department, helped the Rotary Club of Huntington, Long Island, celebrate Washington's Birthday by showing 45 of the members the Johns-Manville shingle films and telling them the story of asbestos. Afterwards their official reporter made the following comment:

"It was a good show, so accept our thanks. Anyone could easily tell it was a movie from the way the men worked. We noted they had all the tools with them and didn't return to the shop once for any. Isn't that a little too far fetched for us to believe?"

Hard Effort Shows Results

Gene White, J-M salesman in Independence, Kansas, has been working long and hard with the Prairie Pipe Line Company to secure their pipe line insulation requirements, and his intelligent, concentrated effort is showing results.

At present this Company is laying a line from Shawnee, Oklahoma, to Griffin, Indiana. Their placing the order for pipe was contingent upon the pipe company being able to machine wrap its pipe with J-M



The Downes Lumber Company's office, Boston, where the outside walls have been used to advertise J-M shingles by covering a small section with each type. This company sold rigid asbestos No. 70 mottled gray shingles for about 30 residences recently.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/23

No. 15 tar saturated pipe line felts.

Mr. White, in conjunction with Hill-Hubble and Company of Tulsa, secured the contract. The material used for factory wrapping amounted to about $60,000, and the amount of felt necessary for field wrapping exceeded $10,000.

New Business in Baltimore

Close cooperation and hard work brought its reward to the Baltimore District recently, when an order for 400 squares of composition roofing was secured from Black and Decker in the face of keen competition.

Another good piece of business was recently secured from general contractors on the Western Maryland Railway, City of Baltimore, Port Development, through the efforts of the Railroad Department in Philadelphia, the Baltimore District men and William F. Zeller Company, Incorporated, in Baltimore. This amounted to approximately $20,000 worth of corrugated and $10,000 worth of Class A built-up roofing.

14 Carloads Per Week

Alexandria Factories have just completed an order for 100 carloads of rock wool for the Texas Gulf Sulphur Company. This large order has been filled at a scheduled rate of 14 carloads per week. This Company uses Banroc Wool as a filtering medium for raw sulphur, and it is said they have yet to learn of any substitute that can equal its efficiency.

Large Roofing Contracts

The Birmingham Office has recently secured some large roofing contracts, among them a $5,000 contract from one of the large steel plants for Transite corrugated to replace a tile roof.

The new Goodyear Tire and Rubber Plant at Gadsden, Alabama, will be roofed with 3,500 squares of Johns-Manville built-up roofing, and the Cudahy Packing Company's new building is now being roofed with Johns-Manville combination built-up roofing.

Wilson and Company's packing house in Birmingham, which was recently destroyed by fire, is now being roofed with combination built-up roofing on the main deck. A Transite corrugated awning is being put up around this building.

Prompt Action

A. C. Smith, mechanic in the Dayton Office, reported on the morning of February 26 that the brine and ammonia insulation job being applied at the Springfield Coal and Ice Company Plant, was covered by nine feet of water. This job, sold by B. Stickney, Dayton Office industrial salesman, was progressing very nicely with possibilities for rapid completion under the supervision of R. C. Crawford, Dayton Office Construction Superintendent, when on February 25 the swollen waters of Buck Creek, which flows through Springfield, covered a large portion of the low part of the city. By prompt action on the part of Mr. Smith, only three bales of hairfelt were lost. The water receded rapidly and the job was resumed without delay.



The San Joaquin Lumber Company of Stockton, California. J-M distributors and applying contractors, recently painted their several roofs with Johns-Manville letters about 30 feet high. As the building is between 400 and 500 feet long, it is quite possible that this company might win the prize for square feet of Johns-Manville advertising.

A New Outlet for J-M Roofing

H. H. Conger, salesman, secured an order for approximately 250 squares of built-up roofing for cottages in a new tourist camp now being built at Midland, Texas. This is a good outlet for J-M materials, as the new and improved type of tourist camps now being built throughout the country call for better types of roofing.

Fifth Order in Four Months

O. E. Decker of the Youngstown Office secured an order on February 9 for Superex blocks used in insulating pack heating furnaces at the Newton Steel Company. Newton Falls, Ohio. This order, amounting to approximately $800, was the fifth of its kind received from this company in four months.

Mr. Decker was also successful in obtaining an order for the complete insulation of a Morgan continuous billet heating furnace at the Sharon Steel Hoop Company. Sharon, Pennsylvania, on January 15. This order comprised Superex blocks, No. 106 Millboard, Filinsul and asbestos rope and totaled approximately $1,600. He received an $800 order from the same plant a week later, for Superex for lining a gas main.

Make the Architect See "Light"

J. G. Mason of the Tulsa Office seems to have hit upon the formula for selling acoustical treatment. It is just a question of making an architect see the "light." It takes patience and hard work, but the results show a just reward.

During 1928, Mr. Mason secured six jobs from the School Board Architect, totaling nearly $12,000. Two other jobs in Tulsa were secured, totaling about $4,000.

Just to start the new year right, Mr. Mason had acoustical correction specified on the auditoriums of four new school buildings which are to be built in Tulsa this year.

Acoustical Campaign

About a year ago, R. B. Ross, salesman of the Syracuse Sales Office, started a campaign to sell acoustical treatment in his territory. During the month of January he secured two contracts, one covering the ticker room of a brokerage office and one for the main corridor in the Auburn City Hospital. These two installations brought the total contracts secured by Mr. Ross to 11, amounting to approximately $13,000.

J-M in $10,000,000 Hospital

A unit of the Los Angeles County General Hospital, being erected in Los Angeles, will contain a number of J-M materials. This structure, which will cost approximately $10,000,000, will require five years to erect.

Johns-Manville insulating materials amounting to approximately $40,000 will be used on the steam heating and hot water lines. Lloyd Haney, Los Angeles city salesman, was successful in securing the initial order for Magnesia pipe covering, blocks, and cement amounting to approximately $25,000. Other business will follow as the building is constructed.

The steam heating system will require approximately 83,500 feet, or 16 miles, of Johns-Manville 85 per cent Magnesia sectional pipe covering, and the hot water lines will require approximately 56,500 feet, or 11 miles. The sizes will range from one half inch pipe to ten inch pipe. There will also be some sponge filled pipe covering on high pressure steam lines and the necessary 85 per cent Magnesia blocks and cement to complete the work.

Celite For Concrete

Two cars of Celite for concrete have been used by the E. W. Sproul Construction Company of Chicago in the new cold storage plant at Kansas City, Missouri, as the re-

(*continued on page* 30)

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/24

At J-M MEETINGS

Paul Neumann, Purchasing Agent for American Factors, Limited, and Chairman of the Entertainment Committee of the Woodstock Lodge, No. 491, F. & A. M., Alameda, California, asked Johns-Manville to supply the entertainment for the meeting on Wednesday, February 6, at which time the San Francisco Chapter of DeMolays were guests of honor.

Walter Giesecke, Jr., chief clerk, San Francisco District, made arrangements to show the new film "Asbestos," together with the newly acquired Celite film, and E. H. Clausen, Sales Manager of the San Francisco District, gave a splendid talk on asbestos and its allied products to an audience of approximately 125 men.

A sales meeting was held at the Congress Hotel, Chicago, on February 11 and 12, attended by salesmen and sales supervisors of the Chicago city, Peoria, Milwaukee, Indianapolis and Louisville Sales Office territories of the Chicago District.

A large number of Johns-Manville approved roofing contractors located in these sales office territories also attended special sessions of the sales meeting, when special emphasis was given to the new built-up roofing sales policies and standards. This part of the meeting was conducted by J. M. Berdan and R. W. Estey of New York, and C. H. McCauley, Sales Supervisor of roofing and building materials section, Western Division Industrial Department.

The sales meeting was conducted under the chairmanship of W. H. Fogarty, Sales Manager, Chicago District, and R. C. Harden, Sales Manager, Western Division. Ken R. Dyke, General Manager of the Sales Promotion Department, outlined advertising policies and sales promotion plans.

Information regarding materials of the Banner Rock Products Corporation recently acquired by Johns-Manville was given by C. E. Koch, special representative, Chicago District. C. A. Frankenhoff, Sales Supervisor of the Celite section, told in detail of the many Celite materials, their uses, sales policies, and marketing methods.

A dinner was given the evening of Monday, February 11, with Mr. Fogarty as toastmaster.

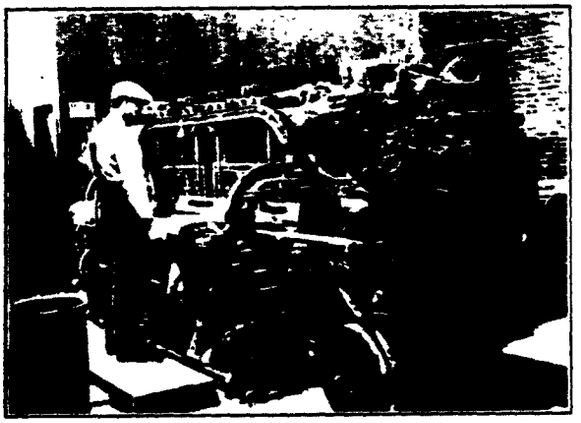
One of the best sales meetings in the history of the Baltimore District was held on February 13, 14 and 15 at the Lord Baltimore Hotel, presided over by H. M. Aring, District Sales Manager, and attended by all of the Eastern Division executives and staff men. Considerable interest was shown in both industrial and merchandising lines.

During the meetings, approximately $76,000 worth of business was handed in, consisting of built-up roofings, acoustical treatment, Celite and other Johns-Manville commodities.

The new products, Floridene, Celite and Banroc, were received enthusiastically, and orders for the commodities came in on Saturday after the close of the meeting.

Johns-Manville was represented at the convention of the American Ceramic Society Engineers held at the Stevens Hotel, Chicago, the week of February 4, by a booth displaying the Company's products, which did credit to the talents of H. M. Shackelford of the Shows and Displays Section, Sales Promotion Department.

Another J-M booth was maintained the following week at the exhibit of the Midwest Power Show at the Coliseum, Chicago, held in conjunction with the Midwest Engineering and Power Conference. The conference was attended by engineers and executives from public utility and industrial organizations, and leading manufacturers of power plant equipment and their representatives, including those of Johns-Manville. A number of Johns-Manville Chicago District men attended the show, and found the exhibits of great educational value.



A specially constructed loom at Manville Factory, used in the manufacture of giant woven brake band lining 10 inches wide and one inch thick.

The film "Asbestos" was shown at a sales meeting for about 40 men of the Memphis branch of the N. O. Nelson Manufacturing Company on February 1. P. T. Phillips, Sales Supervisor, Memphis Sales Office, gave a very interesting talk on J-M insulation. A. A. Longinotti, Memphis salesman, also represented Johns-Manville.

A sales convention was held in Omaha, Nebraska, at the Fontenelle Hotel, on February 15 and 16, at which 29 salesmen and sales supervisors from Minneapolis, Denver, Des Moines, and Omaha Sales Office territories, and 26 approved roofing contractors located in territories scattered from New Mexico to Minnesota, were in attendance. They enthusiastically received information which was ably presented by J. M. Berdan and R. W. Estey of New York.

W. H. Fogarty, Sales Manager of the Chicago District, presided at a banquet when very interesting talks were made by a number of the roofing contractors, and by R. C. Harden, Sales Manager of the Western Division.

A meeting for the Los Angeles District distributors, dealers and applying contractors, and salesmen, was held at the Biltmore Hotel, February 11, to explain thoroughly the new rag felt roofing specifications, the new custom built asbestos shingles, and the new rag felt shingle colors.

Approximately 60 of the distributor-dealer organization came to Los Angeles to attend the meeting, after which a luncheon was served.

An approved roofing contractors' meeting, attended by about 50 men, was held at the Clift Hotel, San Francisco, on February 4, for the purpose of acquainting J-M approved roofers with the new 1929 built-up roofing policy.

The meeting was opened at 2 o'clock by E. H. Clausen, San Francisco District Sales Manager. R. B. Adams then addressed the men on the 1929 Sales Promotion program, telling them of the J-M national advertising plans, roofing helps, and showing the new film "Asbestos."

G. G. Ashwell gave a short talk on the ready-to-lay roofing policy for 1929, and the rest of the afternoon was devoted to a discussion of the new policy. Guy A. Barker of the Pacific Division Industrial Department told the men of the additions to the line, guaranteed roofs, specifications, maintenance and approved roofers agreements, and inspection service. The roofers and salesmen all agreed that the new guaranteed rag felt roof was the one thing that was needed to complete the J-M line.

Closing remarks were given by Walter R. Jones, after which an informal dinner was served.

At the request of the F. D. Cook Lumber Company of Nashua, N. H., distributors of rigid and asphalt shingles and insulating board, L. E. Cushman, Sales Promotion Manager for the Boston District, showed the film on Asbestos to the Rotary Club of Nashua, on March 6.

Mr. Cushman accompanied the showing of the film with a talk on the products manufactured at the Nashua plant, and had on display a small panel board of samples which was made by the Nashua Factory for the occasion. Mr. Cushman arranged with

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/25

Mr. Cook for several carpenter-contractor meetings to be held in Nashua the first part of April, at which time the re-roofing film will be shown.

Three days later Mr. Cushman showed the film to the instructors and engineering classes of the Wentworth Institute of Boston, gave a talk on asbestos, and exhibited samples of the crude asbestos and the finished products. After the showing of the film a discussion period was handled by G. W. Blakeley, industrial representative of the Boston District.

Census figures give the population of Waverly, Iowa, as 3,599, and it is estimated that at least 900 of this number viewed the showing of the "Story of Asbestos" film, at the building show of the Waverly Lumber Company recently.

W. A. Hughes, Des Moines Sales Office representative, Chicago District, who was in charge of the film showing, states the picture created a great deal of interest among the general public, dealers and contractors who were in attendance. Large crowds gathered around the booth, giving Mr. Hughes the opportunity of showing asbestos shingles and acquainting both home owners and contractors, as well as a number of dealers from other towns, with the merits of this roofing.

J. W. Hemphill, Jr., power specialty engineer, Cleveland District, addressed the meeting of the Grand Rapids Local of the National Association of Power Engineers held at Grand Rapids, Michigan, recently. T. A. Finch, Sales Supervisor, and R. S. Hemmingsen, special representative, power specialty section, Detroit District, also were present at the meeting.

The film "Asbestos—The Magic Fibre" was shown, and Mr. Hemphill gave a general talk on asbestos fibre which ended in an interesting discussion on high temperature cements.

A lunch was served after the meeting, which was attended by 35 engineers, representing the maintenance operators from the large furniture manufacturing plants in Grand Rapids.

John P. Schock, J-M distributor, Marietta, Pennsylvania, held his fifth annual dinner for the dealers working with him, at the Hotel Brunswick, Lancaster, Pennsylvania, on February 14. Johns-Manville was represented by Messrs. Hitchner, Worrall, Ebersole and Mason.

Mr. Hitchner spoke on asbestos shingles and insulating board and samples of the latter were handed around to all the dealers. Mr. Mason spoke briefly on the extensive advertising campaign for 1929 and the proposal to assist the distributor and dealer along the sales promotion line. Mr. Schock then addressed the dealers on how he proposed to increase their profits during 1929, after which prizes were awarded to the dealer having the largest increase in sales over the previous year. The film "New Roofs for Old" and one reel showing mining operations were shown.

Many of the dealers are in the general contracting business, so Mr. Ebersole thought that it was a good opportunity to call their attention to the use of Celite for concrete. Afterwards orders were taken for approximately 300 pounds to be used for experimental work.

The Industrial Department of the Central Division is making some fine contacts and doing some very effective sales promotion work in its meetings with members of the National Association of Power Engineers.

At a meeting held in Cincinnati on February 19, about 35 engineers showed keen interest in the "Story of Asbestos" and in a short talk by J. W. Hemphill, Jr., on high temperature cements.

J-M representatives present, in addition to Mr. Hemphill, were A. A. Gaible, Cincinnati City Sales Manager, Special Representative S. M. Durham, and Salesmen C. E. Tanner and E. M. Newbold.

When the Kiwanis Club of Medford, Mass., held its annual exhibit of automobiles and building materials at the Medford Armory in February, J-M rigid and asphalt shingles and insulating board were featured in the booths of the Downes Lumber Company of Boston, and the Ormsby Roofing Company of South Boston.

A. L. Cunningham, salesman of the Metropolitan Boston Sales District, had charge of this exhibit and also the showing of the re-roofing film to approximately 600 people. As a result of this, 20 prospects and an order for 30 squares of mottled gray asbestos shingles were secured.

Messrs. Foster, Lockett, Plackmeyer and Gundlach, J-M built-up roofing salesmen in St. Louis, have decided to meet in the evening once a week to discuss built-up roofing problems. This meeting is held in conjunction with the C. Young Roofing Company, approved roofer in the city of St. Louis.

Questions of new built-up roofing policies and specifications, individual jobs coming up for consideration, means of meeting competitive prices, and so forth are the topics for discussion. A better mutual understanding is reached and the benefits derived from these meetings are very pleasing.

An approved roofing contractors meeting was held at the Hotel Statler in Detroit for the purpose of familiarizing the sales representatives and approved roofing contractors with the new 1929 built-up roofing sales policy.

The morning session, for J-M representatives only, was opened by G. R. Lewis, Detroit District Sales Manager, who, after a brief talk on the importance of the 1929 policy, turned the meeting over to J. M. Berdan, Staff Manager of the General Industrial Department, New York.

Mr. Lewis opened the afternoon session. The 1929 sales policy on built-up roofing formed the basis for discussion at both meetings and it was agreed at the conclusion of these meetings that much of a helpful and constructive nature had been accomplished.

T. K. Mial, Sales Manager, Central Division, C. O. Friedly, Cleveland, and T. M. O'Connell, Detroit, as well as the territory supervisors and salesmen, exerted their best efforts toward making this meeting an unqualified success.

A dinner in the Hotel Statler followed the meeting, during which the approved roofing contractors voiced their appreciation of the cooperation given them by Johns-Manville and were unanimous in their opinion that the educational meeting of the afternoon would prove of great benefit to them. They felt they were brought much closer to the Johns-Manville organization through the medium of this meeting.

Recently very successful meetings on the new built-up roofing changes and policies for 1929 were held in St. Louis and Kansas City. These were "get together meetings" of the Johns-Manville sales personnel and J-M approved roofers.

Talks were made by Messrs. Roome, Berdan, Estey, Harden, Greenwood, Decker, Stevens, McCauley, Nelson, and Frankenhoff, and a much better mutual understanding of the new policies was obtained.

All the J-M approved roofers present were very much interested. Several of the contractors gave talks and all pledged their continued support of the Johns-Manville built-up roofing line.

Boy Scouts at Asbestos Appoint New Committee

The Boy Scouts Troop Committee at Asbestos, Quebec, has appointed an executive committee to meet once a month to consider troop matters, and to foster and further the movement. Those added to the Executive are: W. N. Rook, H. K. Sherry, B. S. MacMillian, A. van Winsen, H. G. Ross and S. L. Lamplough.

The committee met for its monthly meeting on March 4 and discussed important items, among which was the need of a suitable meeting hall for the Troop. Some definite ideas on this matter were accepted.

The Troop planned to hold their first annual Hobby Show and Sale in the Canadian J-M Club House, on April 5. The Scouts and Cubs have been working hard to have enough fret work, silk mats, and so forth, for the sale table. There will be about 60 hobbies entered, among which will be Meccano and Erector models, stamps, woodwork, bird houses, all with J-M roofing, and leaves and flowers. Special exhibits will include sail boats and minerals, besides the collection of old documents and a "crude" sample. This collection is being exhibited by Scoutmaster W. N. Reakes. Mr. Reakes would like to get in touch with any of the J-M employees who might have any foreign crude samples for exchange.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/26

Within the Circle

Eastern Division

A. R. GIBBONS, *Associate Editor*

MR. AND MRS. E. W. SCOTT are being congratulated on the birth of a son, Frederick, born February 19. Mr. Scott is engineer and estimator on corrugated Transite in the Philadelphia District.

MISS ALMA L. VERRIER, chief clerk, Baltimore District, is recuperating from a recent illness, and her condition is greatly improved.

THOMAS B. STEIN, special representative for the Du Pont interests, reports that W. N. Martin and Brothers of Richmond, Virginia, are executing a contract on the Du Pont Rayon Plant at Waynesboro, Virginia. The contract consists of approximately 1,000 squares of J-M built-up roofing.

After strenuous efforts with the architect and the building committee, E. P. HAMMELL, senior salesman in the Trenton territory, was able to have a J-M Super Class A roof, instead of competitor's materials, applied on the Shrine Temple at Trenton.

Central Division

H. W. KIEL, *Associate Editor*

JAY WILLARD EBY, Lansing territory industrial salesman, was married on February 20 to MISS ANNIE DUNCAN ROBERTSON, at Storm Lake, Iowa, the bride's home.

Western Division

E. NELSON, *Associate Editor*

The sympathy of the Dallas Office employees is extended to C. O. JOHNSON in the loss of his father on February 2.

T. R. LEMMERT recently spent several days in the St. Louis District making a survey of the potential sales possibilities of that district.

G. H. DAVIS paid his first visit to the Memphis Office on February 25.

A. J. DUAEI and E. F. REIS of the Chicago Office were recently in Birmingham working on the Alabama Power insulation job. Louis Seidenbach and Frank Livesey, of Taylor, Seidenbach, Incorporated, J-M distributors in New Orleans, came up to Birmingham to assist Mr. Duaei and Mr. Reis.

MISS OLGA KANSCHAT of the Western Division Sales Promotion Department has announced her engagement to EDWARD MANSCH.

J. B. KELLY of New Orleans and E. C. REIMANN of Chicago were recent visitors in Birmingham Office.

Salesman RAY WILLE led the January Shingle Selling Contest in the Southern District with sales of 644 squares.

E. T. FRANKENHOFF, special representative of Celite for concrete, made an extensive trip through the Southern District territory, calling on Celite-for-concrete prospects and familiarizing J-M men with the talking points on the product.

C. N. MANN of Chicago Credit Department stopped over in Birmingham for a day on his way to points in Mississippi and Louisiana.

With the cooperation of J. B. KELLY, E. J. RODRIGUEZ sold the Standard Oil Company, Baton Rouge, Louisiana, J-M Transite corrugated for eight buildings, these orders amounting to several thousands of dollars.



A. Longinotti, Memphis salesman, and E. Nelson, Sales Promotion Manager, Western Division, feeding the squirrels and pigeons at the City Hall Square in Memphis.

The many friends of J. E. MELICAN, Office Manager at St. Louis, will be pleased to know he has recovered from his recent illness and is now back on the job.

W. R. WILKINSON of the Asbestos Roofing Company, J-M distributors in Birmingham, and MR. BURGESS of the Acme Roofing Company, Montgomery, Alabama, attended the joint meeting of the Southern District J-M salesmen and J-M approved roofers and both report that they thoroughly enjoyed the meeting.

HOMER PLACKMEYER, salesman in the Memphis territory, was married to Miss Helen Dolphus on February 18.

The Wausau Lumber Company, Laurel, Mississippi, recently ordered through Salesman J. H. MCMILLAN $300 worth of steam traps. This plant has been using J-M steam traps for several years with very satisfactory results.

WILLIAM CARTER, distributor at Laurel, Mississippi, was a recent visitor at the New Orleans Office and left orders for five carloads of roofing.

The St. Louis District Office employees extend their sympathy to J. E. MELICAN, Office Manager, in the death of his wife.

A bouncing baby girl was born at the home of G. H. FOHEY, Milwaukee city salesman, in February. Mr. Fohey now has a family of eight.

L. B. MCMILLAN, Chief Consulting Engineer for Johns-Manville, went to Peoria by airplane on February 28 and left March 1. He visited the J-M office there, the Keystone plant and the Central Illinois Light Company. He uses a plane constantly for business purposes.

Pacific Division

E. N. CHRYSLER, *Associate Editor*

R. B. BRIAN, assistant to the Manager, Los Angeles District, recently welcomed ROBERT EDWIN BRIAN, a new arrival in his home.

The Portland, Oregon, Sales Office was moved from the Lewis Building to 603-4 Title and Trust Building, on February 22.

Foreign Division

E. A. MCLAUGHLIN, *Associate Editor*

C. A. GIRVIN, Sales Manager of the Foreign Division, sailed from New York March 9 on the S. S. Southern Cross on a business trip to Brazil, Argentine Republic, Uruguay, Chile, Peru, and Panama. Mr. Girvin will go down on the East Coast, cross the Andes, and return along the West Coast by way of Panama.

A host of friends were at Pier 3, Hoboken, to bid Mr. Girvin bon voyage.

Asbestos, (Que.,) Factory

GEORGE L. FULLER, *Associate Editor*

PETE MORRISON, pipe covering expert, recently returned from a trip to Manville Factory, where he studied the methods in use there. He found this trip instructive and Asbestos Factory expects to benefit considerably from it. R. WILSON, Erection and Repair man, also visited Manville and returned full of knowledge.

The sympathy of the Asbestos Factory employees is extended to J. MACDONALD, who recently lost his father, MURDOCK MACDONALD.

G. L. FULLER, Supervisor of Services for the whole plant, left on March 9 for a trip to Manville.

R. A. DENOVAN, Chief Engineer, returned from a trip to Waukegan, Manville and various places in the middle west, in connection with fibre research. Mr. Denovan was shown the troubles experienced at the factories, and he in turn explained Asbestos Factory problems. Mr. Denovan seemed to be in a happy mood when he returned, a

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/27

reflection of the reception he received at the various plants.

MR. AND MRS. FRANK BOGAN are the proud parents of a baby girl.

HOWARD GALE, Railway Superintendent, has been ill and has been having treatment at a nearby hospital.

LIONEL BRETON recently received congratulations on the birth of a baby boy.

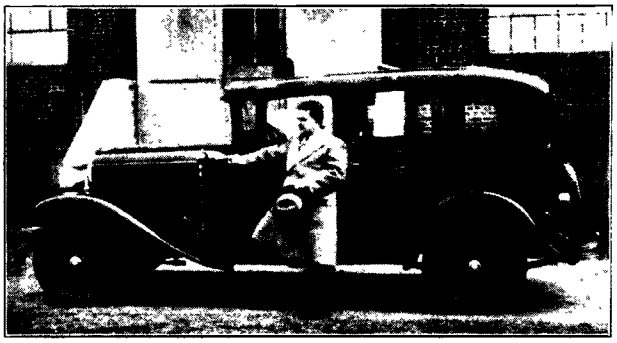
B. S. MACMILLIAN, Planning Manager, has been ill with pleurisy.

Cincinnati Factory

T. R. TURNBULL, *Associate Editor*

ROSCOE NICODEMUS of the Punch Department is being congratulated on the birth of a son, MALCOLM LLOYD NICODEMUS, on March 7.

Cincinnati Factory Office employees enjoyed the inaugural ceremonies on March 4 by "listening in" on a radio temporarily installed in the office.



Manville Factory's new Chrysler "75", for service between Bound Brook and Manville, with the chauffeur, Walter S. Major, an experienced driver.

Banner Rock Factory

A. L. JONES, *Associate Editor*

Funeral services for ARTHUR WOLFE, son of JOHN WOLFE and brother of VIRGIL WOLFE, both of whom are Plant No. 1 employees, were held February 20. The sympathy of the Alexandria employees is extended to their fellow workers in their bereavement.

VERN LITTLE, Foreman of the Jacket Department, is once again happy over the arrival of a baby boy.

The sympathy of the Alexandria employees is extended to HENRY LISBY, Foreman of the Maintenance Department, who lost his baby granddaughter on February 20, and to GEORGE CUNNINGHAM, employee in Plant No. 2, who lost his wife on February 19.

The Saw Gang of Plant No. 2 was entertained at the home of NOLAND PARISH on February 19 with an excellent program. Those attending were WILLIAM KNOPP, GEORGE SMITH, THOMAS LEWIS, LEE EWING, ROBERT JOHNSON and K. W. HUFFINE, General Superintendent.

CHESTER GARDNER of Plant No. 2 is the proud father of a baby girl.

The Alexandria Plants have been favored with many visitors from other Johns-Manville Divisions, among whom are the following: GEORGE M. GRAEF, Supervisor of Factory Accounting; D. C. RENTON, Chief Engineer; R. S. GARDNER, Superintendent, Canadian Factory; M. H. CLARK, General Planning Manager; A. M. HAMBLET and DR. T. WHITTELSEY, Research Department; H. A. KIESELBACH, Staff Manager, Insulation Section; E. C. RACK, Insulation Section; W. R. KELTY, Planning Department; J. E. COLEMAN, Manville Factory; L. B. MCMILLAN, Consulting Engineer; and F. W. BRAINARD, Chicago Office.

T. R. TURNBULL, Office Manager at the Cincinnati Plant, successfully underwent an appendix operation on March 13. His many friends and business associates wish him a speedy and complete recovery.

Gretna (La.) Factory

E. BELSOM, *Associate Editor*

W. LANDRY, bundler in the Punch Department, is the proud father of a baby girl, born February 28.

W. R. KELTY, Planning Manager of Nashua Factory, was a visitor at the Gretna Factory for three days.

C. TERRITO, bundler in the Punch Department, announced the birth of a baby girl on March 12.

Lompoc Factory

GEORGE K. NOE, *Associate Editor*

On March 4, W. R. SEIGLE, President of the Celite Corporation, and Chairman of the Board of Johns-Manville, visited the Lompoc Plants. Mr. Seigle spent three days at White Hills inspecting operations and reviewing the organization.

When the Celite Corporation's offices in Los Angeles were transferred to White Hills, Lompoc, California, the White Hills plant personnel was increased from 569 to 581 members. The White Hills employees welcome the newcomers to their group.

Manville Factory

C. R. HOCKENBERRY, *Associate Editor*

STEPHEN BALANT and MISS HELEN LUTCHKO were married on February 9 at New Brunswick, New Jersey. Both are employed at the Manville Factory.

MR. AND MRS. JAMES NEAL are the proud parents of a baby boy, born February 17. Mr. Neal is employed in the Quotation Department.

HARRY HUFF has returned to his duties as Supervisor of Shipping in the Magnesia Department, after an illness of five weeks.

Nashua, (N. H.,) Factory

E. C. HOPKINS, *Associate Editor*

ROMEO FRANCOEUR, pressman in the Shingle Department, has been granted a three months' leave of absence to recuperate from a recent illness.

HENRY POWERS, electric truck operator, is the proud father of a baby girl.

WILLIAM GERRITY, Superintendent of the Asbestos Wood and Shingle Company at Waukegan, was a Nashua visitor recently.

WILLIAM R. KELTY, Planning Manager, Nashua Factory, has just returned from a trip to the Manville, Cincinnati and Waukegan Factories.

FRED MCKEOWN, Night Saw Department Foreman, is the proud father of a baby, born March 1.

J. T. HUNT of the New York Office is at the Nashua Factory assisting in installing a tabulating system.

W. S. MILES, Staff Engineer, and WALTER MCGRADE, Consulting Architect, were at the Nashua Factory, the first of March.

The employees of the Nashua Factory wish to extend their sympathy to FRED PRUNIER, JR., master mechanic, whose father passed away February 20. Mr. Prunier's father worked at the plant for several years as foreman of the Smoke Jack Department and retired from active work a few years ago.

ADELARDE DUPONT, sticker, Shingle Mill, is the proud father of a baby girl.

Pittsburg (Calif.) Factory

E. L. ADAMS, *Associate Editor*

I. J. SMITH of the Accounting Department, Pittsburg Factory, was called to his home in Ilion, New York, a short time ago because of the serious illness of his mother.

On February 12 at noon, the employees of the Warehouse and Sample Departments gave a surprise luncheon for HARRY LANGDON, janitor, No. 3 Building, in honor of his birthday. The party was attended by em-



At the birthday party for Harry Langdon of Pittsburg Factory. From left to right: Owen Burnham, Dennis Skinner, Iva Fluett, Tom Peppas, Alma Billingsley, Josephine Gravens, Robert Welch, Monroe Edwards, Harry Langdon, William Elder, Rose Murphy, Mary Romens, I. Klass and Walter Walquist.

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 28 of 33
asbestosclaims.law/library/12760/28





At left, the Asbestos Factory hockey team, champion of the League. Left to right: A. M. Mills, D. Clark, A. G. Barrett, E. Wolfe, G. M. Oliver, A. Watterson and F. G. Atwood, Manager. At the right is the Mines team, which was second in the League.

ployees of the Warehouse, Sample and Paint Departments. Tables were set in the sample room where "Dad", as he is known, received the congratulations and good wishes of his fellow employees. A large birthday cake was baked for the occasion by one of the women.

Waukegan Factory

H. W. DEIBLER, *Associate Editor*

W. R. KELTY of the Planning Department, Nashua Factory, was a recent visitor at the Waukegan Shingle Plant.

NICK DOWDELL, Punch Department, Waukegan Shingle Plant, is the proud father of a baby girl, MILDRED, born February 4.

ANDY HOWARD, Mechanical Department, Waukegan Shingle Plant, has returned from Fall Creek, Wisconsin, where he was called because of the illness of his mother.

ROSCOE VOILES of the Waukegan Shingle Plant storeroom has returned to work after a short illness.

ZACARIOUS ALBA, who has been employed in the Salvage Department, Waukegan Shingle Plant, for the past five years, passed away February 23 after an illness of one week. His death was caused by pneumonia. During his years of faithful service, Mr. Alba formed a host of friends at Waukegan. He leaves a wife and seven children.

PRUDENCIO VEGA, Wood Press, Waukegan Shingle Plant, has been a patient at Victory Memorial Hospital at Waukegan.

JOHN CAREY, Superintendent of Paper Mill and Pipe Covering, Waukegan Factory, accompanied by his family, attended the funeral of his sister on February 5 at Dayton, Ohio, his home town. The sympathy of the factory employees is extended to Mr. Carey.

Representatives in the United States and Canada of the J-M Railroad and Government Departments, in attendance at the biannual convention held in Chicago recently, visited Waukegan Factory March 1. They were shown through part of the factory in the morning, served a dinner in the factory cafeteria, and completed their inspection in the afternoon.

SPORTS

The Hockey Season at Asbestos, Quebec, came to a close with a fast play-off between the Factory and Office Team and the Mines Team, with the former winning the championship and the Canadian Bank of Commerce Cup.

In addition to the local games, the combined Asbestos team played three outside games with Victoriaville and Acton Vale, winning two and losing one. These games were very fast and the local organization had good reason to be proud of the team, both from the standpoint of good hockey and sportsmanship.

Cincinnati Factory bowling team accepted the Cincinnati Sales Office's challenge to a bowling match and defeated the latter by a margin of 426 pins in a three-game series. The Factory had a total of 1,014 pins in one game with a five-man team.

The annual mid-winter dance given by the Manville Social Club, Incorporated, at Liberty Hall, Manville, on February 9, was well attended and was a pronounced success.

F. S. Culbertson, Foreman of the Expansion Joint Department, and H. B. Wood, Foreman of the Hoist Department, Alexandria Factory, attended the Izaak Walton League dinner and fish fry at the Y. M. C. A. at Anderson, on February 13.

The Western Division Bowling League began a spring series on February 4.

The six teams comprising the league, and their captains are: Chicago District, G. H. Thinnes; City Sales, H. M. Robbins; Celite, R. V. Massman; Statistical, T. W. Bachmann; Office Service, J. E. Dagon; Industrial, E. B. Yost.

After four weeks of bowling the Chicago District team and Statistical teams were tied for first place, each with 8 games won and 4 lost, but Chicago District led in total pins. T. W. Bachmann of the Statistical team led the league in individual average, and also had high individual game and high individual average, 3 games, to his credit.

The season will end May 13, when prizes will be distributed to leading teams and individuals.

Officers of the league are W. J. Berry, president; V. S. Miller, treasurer; F. W. Brainard, secretary.

Messrs. Cargin and Simpson of Asbestos Factory attended the Eastern Townships Football League meeting recently. The local interest in this game is increasing and there are quite a number of local "would-be stars" to form a strong enough team to expect a good showing in the Eastern Townships Football Association.

Stanley Stumpf, stenographer, and Eddie Kennedy, assistant bookkeeper, Gretna Factory, went fishing Saturday afternoon, March 9, and each brought back a bundle of fish.

Waukegan Shingle Plant has developed a new group of bowlers who find time on Sunday mornings and holidays to enter into departmental competition. Among these bowlers are William Gerity, A. Smoot, Jack Harding, V. G. Hartman, A. Schilling, F. Nemenick, B. Wendt, L. B. Veale, E. Onsrud, and H. Thompson.

H. M. Robbins of the Chicago City Sales Department turned in scores of 647 and 644 to win first and second prizes in the Second Annual Bowling tournament conducted by the "Southtown Economist," a Chicago newspaper.

The Factory and Office Bowling Teams at Nashua Factory, have completed their annual winter tournament. The Factory team was the winner and its members were the guests of the Office men at a banquet held March 6, at the Nashua Country Club. After the banquet, cards and entertainment

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 29 of 33
asbestosclaims.law/library/12760/29

were enjoyed. The members of the winning team, captained by John Sullivan, were: W. R. Kelty, John Narciski, P. J. O'Brien, Benjamin Mason, John Spence, John Gregas, Robert Howe, Fred Prunier, E. E. Willette, Jr., John Barry, John Farrell, Richard Farrell, William Wills and Ralph Rock. John Lemery of the losing team was high man for series with an average of 96.3.

The mild weather at Asbestos Factory early in March melted the snow considerably, and at the sight of the grass, spring feeling entered everyone's souls and even wakened up the local baseball fans. An annual meeting was held recently, which was well attended, and everybody showed great enthusiasm. It was decided, in view of the many good players at hand, to coach a good team in order to enter the Eastern Townships League.

With signs of spring "just around the corner," the horse-shoe pitchers and baseball players at Cincinnati Plant have started spring practice.

Jack Harding and H. Thompson were winners of a recent challenged bowling match, beating their opponents, W. Billings and V. G. Hartman, by 150 pins. The men are employed in the Shingle Department at Waukegan Factory.



The Cincinnati Factory bowlers, who defeated the Sales Office team in a three game match recently.

Suggestions

(*Continued from page* 17)

Ralph Johnson.....Millwright, Erection and Repair Department
Floor plate tread on steps at loading doors to prevent accidents.

Chas. E. Korn..Metal Worker, Erection and Repair Department
Insulating brick by mopping it with waterproofing below sill in Magnesia Building to preserve it.

Wm. P. Braheny.....Checker, Shipping Department
Guard on dry end of paper machine to safeguard workers.

Bruno Frank....Machinist, Erection and Repair Department
Oil carrier for compressor main bearings.

D. M. Dickinson..Checker, Magnesia Plant
New size shipping crate to facilitate shipments.

Harry Nimas.....Operator, Winding Department
Hoods for spray rolls on corrugator dryers to prevent coating of belts and rolls.

F. C. Freeman.....Cement Plant
Platform at bucket elevator at insulating mixers.

I. Fisher.....Cement Plant
Filling cans with J-M pipe joint cement.

B. S. Knight.....Erection and Repair Department
Channel to catch oil when cleaning Merrills.

T. O'Connel.....Erection and Repair Department
Grind 5/16" to 11/16" drills three cornered.

The Suggestion Committee of Gretna Factory met on February 23, and since the previous meeting in January the Committee received 27 suggestions of which 11 were accepted. The Committee appreciates the interest shown in the Suggestion Plan and hopes it will continue.

Here and There in the Field

(*Continued from page* 24)

sult of the efforts of S. T. Halsted, special Celite representative. This is a slip form job where Celite is especially advantageous.

An Aid to Radio

Johns-Manville acoustical treatment has been installed in Alabama's newest and finest broadcasting studio, WAPI, "The Voice of Alabama," in the Protective Life Building in Birmingham.

54,000 Sil-O-Cel Bricks

N. E. Baxter, special Celite representative, and R. W. Paul, salesman, Indianapolis Sales Office territory, Chicago District, secured an order for 54,000 Sil-O-Cel natural bricks for warehouse shipment to the Dudlo Manufacturing Company at Fort Wayne, Indiana. These bricks will be used on enameling ovens, which will require a total of about 80,000 bricks.

Effectual Work

With the grim month of February staring him in the face, G. H. Fohey, Milwaukee city salesman, immediately set to work and, on the very first day, secured a fine stock order amounting to $5,000 for a carload of Ebony from Julius Andrae and Sons Company.

Service That Counts

It was learned some months ago that the main Post Office Building in St. Louis needed a patch on its concrete floor. F. O. Rutherford, J-M Construction Superintendent, immediately picked up some material from another job and putting it in the back of his sedan, traveled at a fast clip to the Post Office. This prompt service and the wearing qualities of the patch brought such satisfaction that two nice contracts have resulted.



The team from the Asbestos, Quebec, Mill, which was fourth in the League.

New Business Received

R. R. Canfield, Foreman of the Electrobestos and Moulded Ebony Departments at Nashua Factory, has been on a good-will trip through the central states. Much new business has been received in both Electrobestos and Moulded Ebony during the past few months, an order received in March for 10,000 large pieces of the latter being one of the largest single orders ever received for this material.

In 1,000-Pound Quantities

Service sheet packing sales have been developed to such an extent in and about Milwaukee that one of the packing distributors in that city finds it necessary to order it in 1,000-pound quantities. The A. O. Smith Corporation and Allis-Chalmers Manufacturing Company, two large local consumers, order 500-pound quantities at regular intervals.

Lumber Man For 65 Years

R. E. Montgomery, President and General Manager of the Lee Lumber Company, J-M roofing distributor in Memphis, has been in the lumber "game" for 65 years and "at the age of 72, is the dean of active Memphis lumbermen," says a Memphis paper.

Manville Service Car Meets Trains at Bound Brook

Arrangements have been made to have the Manville Factory Service Car make connections, however, with the exception of New Jersey trains at Bound Brook. These connections, however, with the exception of the regular mail trips, are not made unless arranged for in advance. Persons desiring to use this car are asked to notify the Manville switchboard operator in advance of the scheduled time for the car to leave Manville.

Published by AsbestosClaims.Law
ACL Doc 12760 · Page 30 of 33
asbestosclaims.law/library/12760/30

Meet the Pacific Division!

The First of a Series of Picture Pages of the J-M Factory and Sales Executives Designed to Show That "Names Are People"



FRANKLIN SHUEY, *Sales Manager*



H. B. HEYN
District Sales Manager, Los Angeles



W. R. JONES, *Sales Supervisor, Packings and Power Specialties, Oil Industry.*



GUY A. BARKER, *Sales Supervisor, Public Utilities, Roofing, Building Materials.*



G. G. ASHWELL, *Sales Supervisor, Roofing, Building Materials, and Insulation.*



E. H. CLAUSEN
District Sales Manager, San Francisco



W. J. HENNESSY
Sales Manager, Railroad and Government Department



L. A. BRINKER, *Sales Supervisor, Industrial Flooring.*



C. D. FRY, *Sales Supervisor, Acoustical Section.*



G. R. TIERNEY, *Sales Supervisor, Automotive Section.*



F. W. MCDERMOTT
District Sales Manager, Seattle



W. C. THEIS, *Sales Supervisor for Foreign Business.*



W. J. OVIATT, *Pacific Division Office Manager.*



R. B. ADAMS, *Division Sales Promotion Manager.*

Published by AsbestosClaims.Law

asbestosclaims.law/library/12760/31



E. H. YOUNGLOVE,
Staff Manager, Steel Industry



J. C. YOUNGLOVE,
Sales Manager, Railroad and Govt. Dept.



R. C. HARDEN,
Sales Manager



J. B. STEVENS,
Sales Manager, Merchandising Dept.



T. C. GREENWOOD,
Sales Manager, Industrial Dept.

Chief Line and Staff Executives of the Western Division



J. H. TRENT,
St. Louis & Southern Dist. Mgr. R.R. and Gvt. Dept.



C. O. ROOME,
Sales Manager, St. Louis District



L. A. BALDWIN,
Spec. Representative, Oil Industry



W. H. FOGARTY,
Sales Manager, Chicago District



J. M. TAYLOR,
Sales Manager, Southern District



T. O'LEARY,
Chicago Dist. Sales Mgr. R. R. and Gvt. Dept.



A. J. DUAEI,
Sales Supervisor, Elec. Pub. Utilities



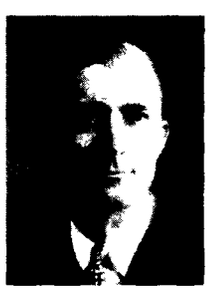
F. W. DECKER,
Sales Supervisor, Ins., Pr. Specialties



W. J. HODGE,
Sales Supervisor, Acoustical Section



C. A. FRANKENHOFF,
Sales Supervisor, Celite Section



W. I. DAVIDGE,
Sales Supervisor, Ins., Merch. Dept.



D. S. BOYER,
Sales Supervisor, Roofings & Shingles



H. B. HARDEN,
Sales Supervisor, Automotive Section



G. F. FAIRBRASS,
Representative, Architects Service



E. F. RIES,
Mgr. Construction and Warehousing



E. NELSON,
Division Sales Promotion Manager



C. W. NAGEL,
Western Division Office Manager



T. W. STEVENS,
Spec. Representative, Home Insulation

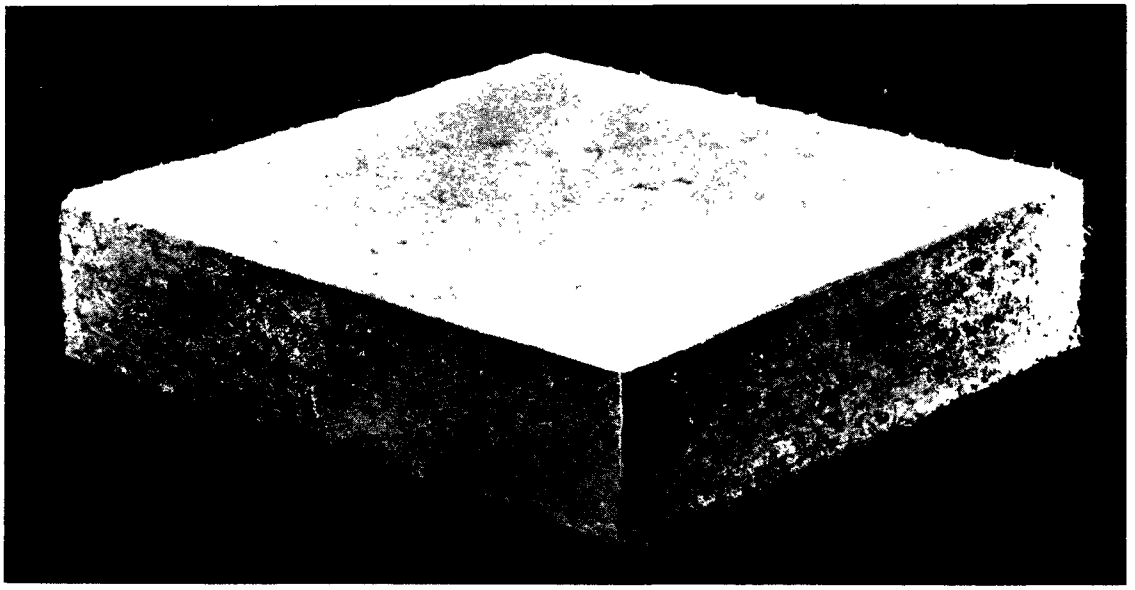


J. L. ELLIOTT,
Sales Supervisor, Banroc Products



C. H. MACCAULEY,
Sales Supervisor, Ind. Rfg., Bldg. Mat.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/32



WHY SUPEREX MUST BE A QUALITY PRODUCT

J-M Superex blocks, one of the aristocrats of the J-M insulation line, is called upon to meet a startling variety of conditions in resisting temperatures of from 600° to more than 1600° Fahrenheit. That is why this product, which combines an excellent refractory material with asbestos fibre, must be so well made that it will not disintegrate, crack or shrink. The insulating quality of J-M Superex is so permanently built-in that the material is making a name for itself for performance worthy of a J-M quality product.

In block form, Superex is being used increasingly in great quantities for insulating high temperature furnaces, kilns, retorts and other manufacturing equipment, because the industrial world recognizes that Superex merits the confidence it has received.



The Superex blocks forming the background at the right are used as insulation back of a refractory setting.

JOHNS MANVILLE JM CORPORATION

PRINTED IN U.S.A.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12760/33