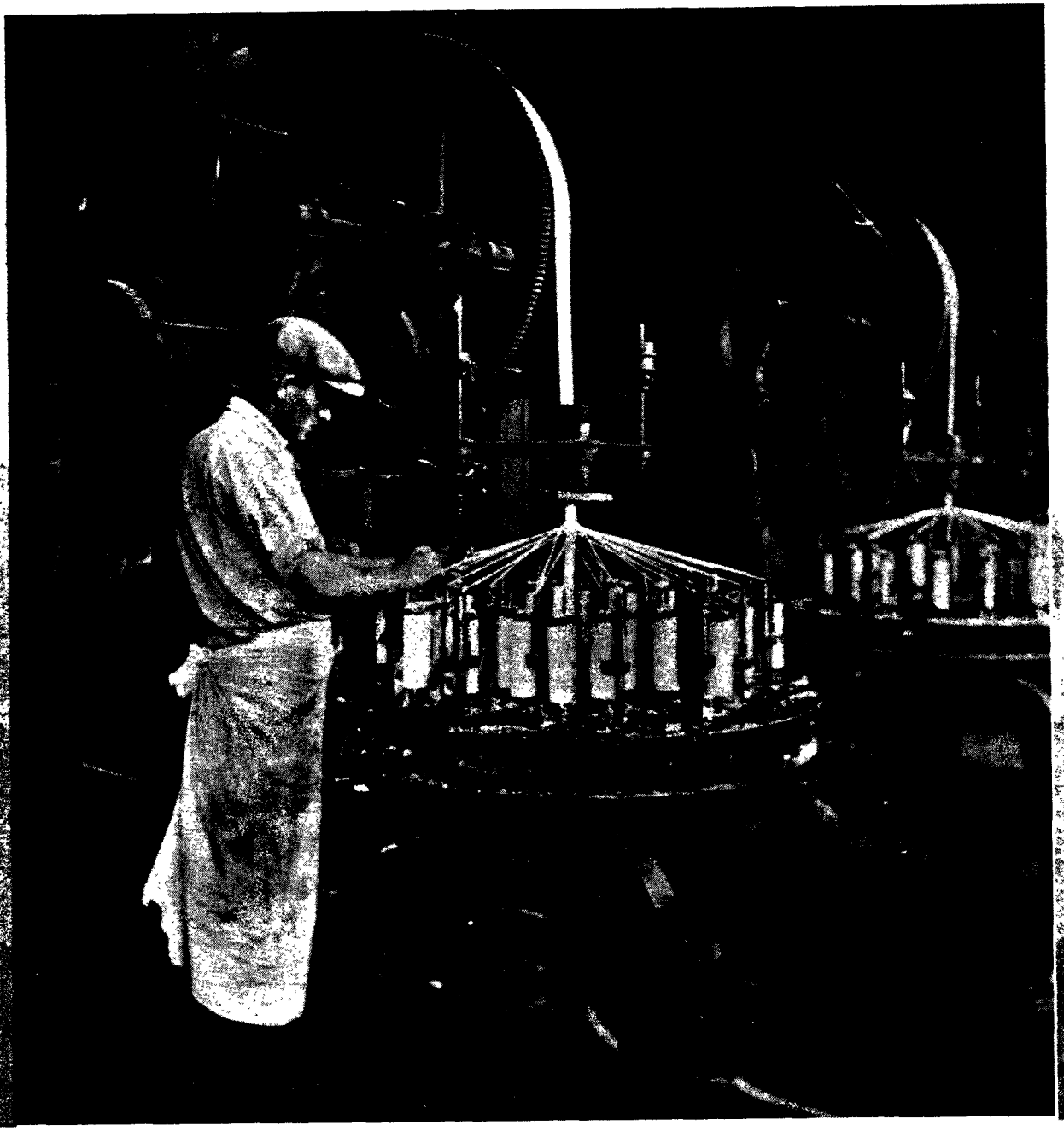
THE JM CIRCLE

JULY, 1929



FOR AND ABOUT JOHNS-MANVILLE EMPLOYEES

REPAIRING J-M ASBESTOS PACK

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"Planning Our Work"

BELIEVE that our most important duty, as individuals in this Company, is to plan our work systematically and after this has been done to see that these plans are fully and efficiently carried out.

Our Company has worked out many plans and procedures. We have set our quota, not only for this year, but for five years hence. We have a vision of doing a large volume of business and of being very successful. But these plans will be carried out and our Company's vision will become a reality only when each individual contributes his share. The plans the Company has made are at best only a guide, and it seems essential that each of us should supplement them with our own individual plans.



T. K. MIAL

A salesman should so plan his calls and sales talks that he introduces to his dealer or individual customer on each call, a product that the customer is not now selling or using. If this plan is consistently followed over a period of time, thereby presenting in a systematic way the entire Johns-Manville line, I am sure we can increase our volume through our present connections. By pointing out to a dealer how he can sell these new products and make money on them, and by pointing out to an individual user how these products can serve him and how he can save money by using them, you will make the customer realize that the Johns-Manville Corporation is offering a service as well as a worthwhile product. Our customers will feel the need of this Company in their business.

For those of us who are not doing direct sales work, there are many things to be accomplished by planning our work. Each day we should find something new that we can do to give better service to our customers or some new method of doing our work that will make us more efficient.

When we all realize fully that our Company cannot tell us how to think, or describe in detail to us how we should go about our daily work, then we will begin to plan our own work and to contribute our share toward the success of this Company.

The future of Johns-Manville is great. Our future is as great as we make it. I firmly believe that the quickest way to make our Company successful and to succeed ourselves is to carefully plan our work and to be loyal enough to Johns-Manville and to ourselves to see that our plans are carried out.

Our Company needs employees who can plan their work. Let each of us demonstrate what we can do along these lines. Hard work becomes easy and a pleasure when well planned.

T. K. MIAL
Sales Manager. Central Division

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THE J-M CIRCLE

JULY 1929

Three New Directors Elected

George B. Everitt, Alfred P. Sloan, Jr., and Clarence M. Woolley Added to Membership of Board

THREE new directors have been added to the Board of Directors of the Johns-Manville Corporation, bringing the Board membership to nine. Clarence M. Woolley, Chairman of the Board, American Radiator and Standard Sanitary Corporation, was elected at a meeting held in New York on April 30, and George B. Everitt, President of Montgomery Ward & Co., and Alfred P. Sloan, Jr., President of General Motors Corporation, were elected at a meeting on May 28. These three men bring to Johns-Manville a wide experience in manufacturing and merchandising.

Mr. Woolley helped organize the American Radiator Company in 1892. after five years' experience as a Director and Secretary of the Radiator and Iron Company in Detroit. In 1902 he was elected President, and he held that office until 1924, when he became Chairman of the Board. It was only recently that the American Radiator Company merged with the Standard Sanitary Manufacturing Company.



CLARENCE M. WOOLLEY



ALFRED P. SLOAN, JR.

Mr. Everitt's experience in merchandising dates back to 1910, when he became connected with the National Cloak and Suit Company in New York. He had contact there with the late Theodore F. Merseles, and when Mr. Merseles became President of Montgomery Ward & Co. in 1921, Mr. Everitt went to Chicago as his assistant. He was successively Operating Vice President, Vice President and General Manager, and then, when Mr. Merseles left to become head of Johns-Manville, Mr. Everitt succeeded him as President.

Mr. Sloan was President and General Manager of the Hyatt Roller Bearing Company for 15 years, and President of the United Motors Corporation for three years before becoming President of General Motors.

The other members of the Board of Directors are: W. R. Seigle, Chairman; Walter H. Aldridge, President of the Texas Gulf Sulphur Company; Lewis H. Brown, President of Johns-Manville; H. E. Manville; and George Whitney and Francis D. Bartow of J. P. Morgan and Company.



GEORGE B. EVERITT

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Changes Made in Sales Department

Organization Plan Designed to Direct Sales Efforts Toward Definite Sales Outlets for J-M Commodities

In times past, Johns-Manville sales efforts were concentrated on commodities, as the number of J-M products was comparatively small and there was a definite sales channel for each. But conditions have changed. Not only is there a greater variety of products, but all of them are sold through several channels to a number of ultimate markets.

... to meet these changed conditions a new organization of the Sales Department has been effected which directs sales efforts toward definite sales outlets.

The general intent of this plan is to have, at General Headquarters, assisting the Vice President in charge of Sales, a staff of General Sales Managers whose entire time will be devoted to sales to their respective markets. They will be responsible for the sales of all J-M commodities that these sales outlets can absorb, and for the planning of greater sales to these outlets. They will also be responsible for price policy maintenance, gross profit, and functional responsibility for Division Headquarters staff operation. Briefly, this plan creates five sales departments and three service departments, the former responsible for sales of all commodities to designated markets, the latter to handle commodity details, specifications, and sales engineering assistance.

The sales departments, each under a General Sales Manager, are Industrial, Transportation and Government, Building Materials Distribution, Power Products Distribution, and Automotive Distribution. The service departments are Sales Engineering, Architectural Service, and Sales Procedure.

Primarily, Johns-Manville business is divided into three major groups: Building Materials, Power Products, used largely in Industry, and Automotive. This is the basic plan behind the new organization. In addition to that, it is recognized that certain major industries together with the major lines of transportation require specialized selling, and therefore, require separate departments.

The Industrial Department will have as its responsibility the sale of all J-M commodities to a specific list of prominent industrial and other organizations. The Transportation and Government Department will operate as in the past, except that it will also be assigned airways. The Building Materials Distribution Department will handle all building materials as these are sold generally on similar lines and through the same channels of distribution.

Power Products Distribution will include sales channels such as insulation and packing contractors and distributors. Automotive Distribution comprises sales outlets for automotive products through rehandlers whose problems are distinct from any other channels.

L. R. Hoff, Vice President in charge of Sales, and his assistant, P. A. Andrews, will have complete responsibility for sales volume, price maintenance, gross profit, sales expense and Sales Department operating profit. Assisting Mr. Hoff will be the General Sales Managers and Department Managers and their staffs:

Industrial Department: J. S. Carroll, Vice President and General Sales Manager; J. J. Greene, General Sales Manager, equipment and special accounts, public utilities, and engineering contractors; E. V. Rinehart, chemicals, paints and rayon, non-ferrous metals, oil and natural gas, public works, stone, clay and glass industries; E. H. Younglove, iron and steel; C. C. Dandrow, paper, lumber and textiles; and C. H. Hall, food products.

Transportation and Government Department: G. A. Nicol, Jr., Vice President and General Sales Manager, handling railroads, airways and airplane manufacturers, assisted by C. S. Clingman; G. K. Bradfield, government; J. S. Doyle, Jr., electric railways, bus lines and bus manufacturers; and P. D. Mallay, engineering.

Building Materials Distribution Department: E. D. Pakenham, General Sales Manager, handling asbestos shingle and asphalt roofing distributors and dealers; Campbell Ryan, insulating board; A. V. Farr, Floridene stone and home insulation distributors and contractors; J. L. Elliott. concrete products, Celite and bridge flooring distribution; J. H. Walters, decorative flooring; J. M. Berdan, roofing and waterproofing, industrial flooring and corrugated Tansite contractors; R. V. Parsons, acoustical contractors and direct sales: and C. F. Ames, Jr., assistant to Mr. Pakenham.

Power Products Distribution Department: H. A. Kieselbach, General Sales Manager, handling insulation contractors and direct sales of filters, fillers and electric materials; and F. J. Wakem, insulation, packing, industrial friction materials and refractories distributors.

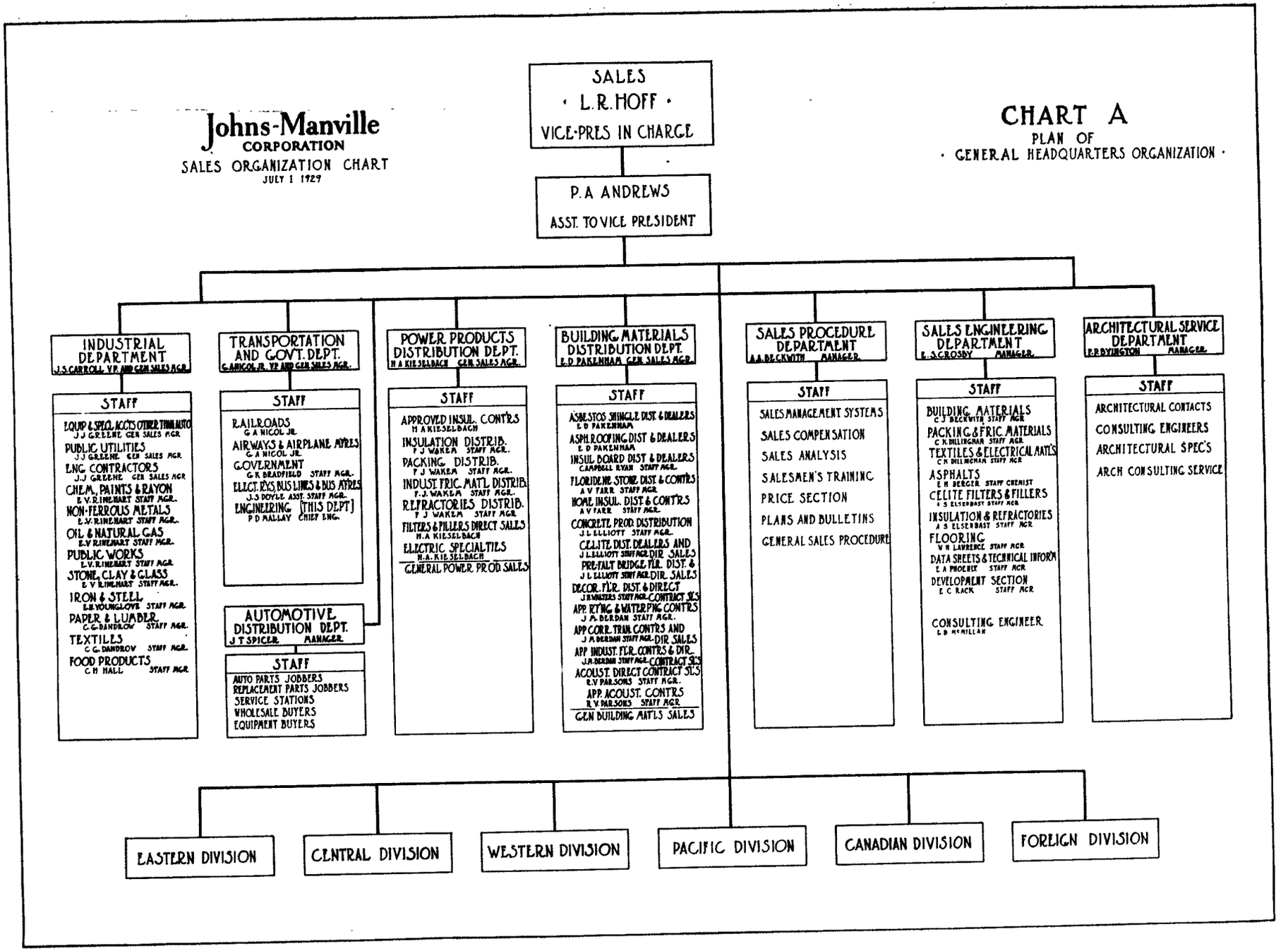
Automotive Distribution Department: J. T. Spicer, General Sales Manager, auto parts and replacement parts jobbers, service stations, and wholesale buyers.

Sales Engineering Department: E. S. Crosby, Manager; C. J. Beckwith. building materials; C. K. Dillingham. packing and friction, textiles and electric materials; A. S. Elsenbast, Celite filters and fillers, insulation and refractories; E. H. Berger, chemist, asphalts; W. H. Lawrence, flooring; E. A. Phoenix, data sheets and technical information; E. C. Rack, development section. L. B. McMillan, consulting engineer.

Sales Procedure Department: A. A. Beckwith, Manager.

Architectural Service Department: F. P. Byington, Manager.

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In front of this booth arranged by the Angola Lumber Company at the Angola, Indiana, fair, are Herman Kohl and Webster Sparks, owners. The photograph at the right shows the display of J-M literature and roofings at the Bluffton fair.

Capitalizing on County Fairs

How R. D. Bonnell Used This Means for Furthering the Sale of J-M Products



PROBABLY no Johns-Manville salesman makes better use of every sales help and takes advantage of every opportunity of displaying his wares than does R. D. Bonnell, of the Indianapolis Sales Office, Chicago District.

With the summer months at hand and the county fairs in contemplation throughout the country, a recital of Mr. Bonnell's success in making the Johns-Manville exhibit one of the main centers of attraction at various fairs, may be an incentive for other salesmen to "go and do likewise."

Mr. Bonnell worked with his authorized distributors and auxiliary dealers in putting on carefully prepared exhibits, and the results obtained amply repaid the distributors for their participation.

An unusual feature of the exhibits was the showing of samples of packings, insulation, electrical materials, built-up roofing, and other J-M products in addition to the large displays of rigid asbestos shingles and asphalt roofings. It is surprising how many visitors were interested in the general display. Showing the film "New Roofs for Old" in a darkened tent throughout the day attracted large crowds around the booths.



Three views of the Kendallville Lumber Company's exhibit at the Kendallville, Indiana, fair. At the left R. D. Bonnell is explaining the use of the shingle cutter to two contractors. The various features of this exhibit atttracted 5,000 people in four days.

Exceptional results were obtained with the exhibits displayed by the Kendallville Lumber Company at the Kendallville, Indiana, fair; by the Angola Lumber Company at the Angola, Indiana, fair; and the Cline Company at the Bluffton, Indiana, fair.

A large number of prospects were secured and several orders obtained at all three fairs. The results of the Kendallville exhibit are interesting: 47 live prospects for asbestos shingles; 1 prospect for insulation; immediate sale of 90 squares of rigid shingles; and a carload order of shingles from the Kendallville Company.



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Gustav Boesel Is Elected First Mayor of Manville

Gustav Boesel of Manville Factory has the honor of being elected the first Mayor of the Borough of Manville, which has recently been incorporated, by a large majority.



Gustav Boesel, the first Mayor of the newly incorporated Borough of Manville.

Mr. Boesel entered the employ of Johns-Manville as a laborer at the West Milwaukee Plant in 1902. He was transferred to Manville on October 15, 1912, to supervise the erection and installation of the new Magnesia Plant, of which he is now Superintendent.

Great improvements are expected in the new Borough under Mr. Boesel's careful and able management.

Nearly 100 Cars in One Order

J. R. Andrews, salesman, Chicago District, and P. G. McHenry, special representative, have secured from the International Harvester Company at Moline, Ill., the largest order for Transite corrugated ever secured by the Western Division — nearly 100 cars. The material will be used on an addition to the present building, which is one of the largest individual Transite corrugated asbestos roofs in the world.

Completes 48 Years of Service

On June 21 Edgar F. Keene of the Boston Office, familiarly known as "Pop" Keene, completed 48 years of service for Johns-Manville. The story of his experiences with the Company appeared in the October, 1928, J-M Circle. "Pop" Keene is just as spry as he ever was and is on his job daily as retail salesman.

Beauty Combined with Sound Control in Chicago Office

The acoustical treatment applied to the ceiling of the office of Ralph C. Harden, Sales Manager, Western Division, continues to attract the attention of many architects, business executives, and others interested in the subject of sound control. A number of architects and business men, having heard of the remarkable way in which beauty of design and complete sound control were combined in this installation, have inspected it and are deeply impressed with this noteworthy piece of craftsmanship.

5600 Squares of Shingles Sold for Goodyear Homes

One of the largest asbestos shingle orders ever booked by Johns-Manville has just been closed by R. J. Spence, salesman, ably assisted by A. W. Cates, merchandising representative, and G. L. Forbes, special representative, of the Atlanta District Office. The order calls for 5,600 squares of No. 70 asbestos shingles in different colors to be used on employees' houses at the Rockmar, Georgia, plant of the Goodyear Tire and Rubber Company. Credit is also due J. R. East, Supervisor of the Akron territory, Akron, Ohio, Office for the excellent assistance he gave with the home office of the Goodyear company.

Rigid asbestos shingles are becoming increasingly popular with the mill owners of the South. Their fireproof quality and absence of upkeep expense make them especially suitable for the colonies of mill employees' cottages, which many of these companies provide for the mill workers.

The successful man fails as often as any other man, but he tries oftener, so that his total of successes is bound to be high.—*N. C. R. News.*

A. G. Weber Absent Only One Day in Nine Years

The Manville Factory issues a challenge to the rest of the J-M family to better the record of A. G. Weber, shipping clerk in the Pipe Covering Department, who has been absent only one day in nine years. Mr. Weber entered the employ of the Company May 20, 1920. From this date until May 25, 1929, he had not been absent from his duties, with the exception of May 17, 1926, when he was compelled to remain at home due to the arrival of a new member into his family. On May 25 of this year he was again compelled to remain at home because of illness. Manville is justly proud of this record of one day's absence in nine years, since the Factory records show also that Mr. Weber had not been late in that period.



A. G. Weber, who has been absent from Manville Factory only one day in nine years.

Earns University Degree

Joseph Dowling, of the General Headquarters Accounting Department, received the degree of Bachelor of Commercial Science from New York University on June 12.

Mr. Dowling's graduation was the result of four years attendance at night classes. He received high honors, being given his degree cum laude, and being admitted to Delta Mu Delta, an honorary fraternity of the College of Business Administration.

Safety today keeps the doctor away.
—*Telephone Topics.*

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THE J-M CIRCLE

MARGARET S. GOBLE.....*Editor*

ASSOCIATE EDITORS

DIVISIONS

A. R. Gibbons.....*Eastern*
H. W. Kiel.....*Central*
E. Nelson.....*Western*
Hal Hallstrom.....*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.*
C. E. Mangrum.*Weaver-Henry Corporation*

Published for and about the employees of

JOHNS-MANVILLE CORPORATION

Editorial Office:
292 Madison Avenue, New York City

Our New Dress

The Circle rather surprised everyone last month with its new dress, and hardly anyone expected to see another style, and another color, only one month later.

It isn't that we're "going modern" like so many things these days, but just that we wanted a change incorporating the new J-M trademark. The circles aside from their artistic value, were, we felt, significant of the ever-increasing size and influence of Johns-Manville.

Do you like the new covers, and if so, which of the two do you prefer?

Have Your Circles Bound

Bound volumes of the J-M Circle for 1928 were issued to each Division and Factory office for a permanent file. Since then requests have been received for complete sets of the Circle. and several persons have asked to have their copies bound at their own expense.

Obviously it would be impossible to distribute bound volumes or complete sets of the Circle to all who ask for them, but realizing the value of having this volume for reference, we have made arrangements whereby the first nine issues can be securely bound, in imitation black leather, for one dollar. Any employees with complete sets of the magazine, who wish to have them bound, should get in touch with the Circle office.

Extra Copies Available

Copies of the special edition of the J-M Circle dedicated to the life of the late Theodore F. Merseles are available to employees desiring extra copies for themselves or for friends. These may be obtained by writing to the J-M Circle Office at General Headquarters. New employees in particular may wish to avail themselves of this offer.

S. G. Meek Retires

His many friends in the Company will regret to learn that Stuart Glenn Meek, for many years Manager of the Electrical Department of the Eastern Division, has decided to retire from business on July 1 after 34 years of service with Johns-Manville. Mr. Meek retires at the age of 58 with anticipation of many more years for rest, travel and the enjoyment of his pleasant country estate at Cushman Road, Scarsdale, in Westchester County.

The history of the modern electrical business has in many respects been the history of Mr. Meek for the past 34 years. There is hardly a prominent electrical engineer with whom Mr. Meek has not been on friendly terms, introducing and selling the first line of enclosed fuses, electrotherms, and street railway line material and equipment. He also sold electrical equipment for the elevated and subway systems, and fibre conduit and protective devices for the Pennsylvania and Grand Central Terminals.

Through the efforts of Mr. Meek possibly more than any other individual was the national electric code put into force. He was able to convince such leading concerns as the New York Edison Company, the Brooklyn Edison Company and the Public Service Corporation of New Jersey, to use better and more efficient protective devices for station and customers' premises.

Mr. Meek has always been ready to lend a hand in the advancement of the Company. He was the first man to get the steam insulation contracts for the large Central Stations in the metropolitan area. These contracts ran into large sums of money. He developed a standard of character among his associates of the large utility companies, where his word was as good as his bond.

Not only did Mr. Meek develop the J-M electrical line, but he was the first man to introduce and sell Transite and Asbestos Ebony.

Mr. Meek's friends in the Johns-Manville organization extend to him their very best wishes for health and happiness in the coming years, and sincerely hope that he will enjoy to the fullest his retirement from business activities.

On the Front Cover

The employee in the cover photograph this month is John Liszczak, braider in the Packing Department at Manville Factory.

Deaths

Albert Malston

Albert Malston, quarryman at Plant No. 1, Alexandria Factory, died at the home of his parents on May 21. The sympathy of the Alexandria employees is extended to his bride of three months, his parents and his brother. Elmer Malston, Shovel Operator, Plant No. 2.

Isaiah E. Hindman

Isaiah E. Hindman, General Foreman of the Plant Department, Lompoc Factory. died June 4 at his home in Los Angeles.

Mr. Hindman entered the service of the Celite Company July 1, 1925, and filled the position of Shops Foreman and General Foreman up to a few months before his death. Many improvements and cost reductions are due to his originality and initiative.

His host of friends and fellow employees sincerely regret his passing on.

Fred Bancroft

Fred Bancroft. teamster at Nashua Factory for a number of years, passed away recently from a sudden heart attack. Mr. Bancroft had a host of friends at the plant and the sympathy of the Nashua employees is extended to his widow.

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New Uses News

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

X. J-M Rock Wool Blankets Used as Filter in Smelting Process

A RECENT large order for rock wool blankets received from Joy and Cox, Johns-Manville approved insulation contractors at Denver, Colorado, disclosed a new use for this material.

The Interstate Company Partnership Association of Denver, owner of a smelter, has a process for treating ore which requires that the roasted ore be put into a solution in tanks and then filtered out. Tanks for that purpose were designed, measuring 6 feet in diameter, and 10 feet in height, with a 3-foot cone on the bottom. The tanks were to be lined with a filtering material so the liquid would pass in an outward direction through the filtering material toward the shell of the tanks, then down the side of the tanks and through a special filter at the bottom.

Engineers of the Association experimented with various materials as a filtering medium for this purpose, and chose rock wool blankets. Their tests showed that blankets of a greater density than the regular type were needed, and Johns-Manville met the requirements with blankets one and one-half inch thick with a density of 18 to 20 pounds per cubic foot.

In order to provide clearance between the filtering material and the shell of the tank to enable the filtered liquid to course down the sides, it was first planned to place wooden spacers vertically in the tank. But then it was decided that the use of No. 162-A style blankets with expanded metal lath on one side and three-quarter inch high rib lath on the other, would give the necessary support. Instead of having the high rib turned in, this rib was placed in a vertical position against the tank, thus providing clearance for the liquid and obviating the use of wood spacers.

An Unexpected Outlet!

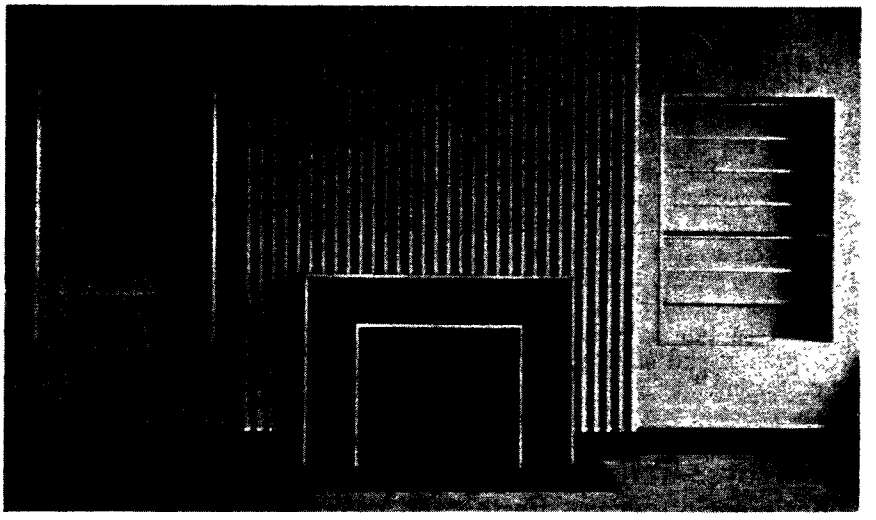
The Dallas Office reports that an enterprising merchant in Denison, Texas, is using a No. 70 shingle as a plate on which to fry hamburgers.

Transite and Ebony Enter Interior Decorating Field

AND still another use for J-M Transite and Asbestos Ebony!

In following the trend toward modernistic decorating, one expects to find an amazing variety of materials used to achieve certain effects, but even so it is surprising to see with what excellent results industrial materials like Transite and Ebony have been employed.





In the Park Avenue apartment of Adam Gimbel, of Gimbel Brothers, New York City, both flat and corrugated Transite have been used for the drawing room walls, with Ebony for the base trim. The richness of the mottled gray finish of the Transite is enhanced by an aluminum trim. The fireplace, also, is of ebony.

Without furnishings this room may seem a little severe, but it forms a stunning background for such colorful objects as a red lacquer grand piano. This use was worked out by R. Levens of the Transite section and Deskey-Vollmer, Inc., decorators.

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Accepted Suggestions

Carefully Worked Out Suggestion Wins $200

AN AWARD of $200 has been made by the Headquarters Suggestion Committee to D. R. Stubblefield, Jr., Special Industrial Representative at Syracuse, for a suggestion pertaining to asbestos ebony panels.



D. R. STUBBLEFIELD

Much credit was given Mr. Stubblefield because his suggestion was not merely an idea submitted for the committee to develop, but a carefully worked out table of list prices on ebony panels which could be put into effect immediately upon adoption. This 24-page list gives the price per piece or panel with the approximate crated shipping weight, for the various sizes of panels cut at the Nashua or Waukegan Factories.

In a letter of congratulations to Mr. Stubblefield, President Lewis H. Brown wrote in part: "It is most gratifying to me to note ideas sent in through the Suggestion Committees which are worked out with such complete detail and with such success as the one you sent in covering data on our asbestos ebony. It is felt that this information will be an aid to our salesmen in the field in rendering more prompt and efficient service to our customers."

Employee Tells of Real Satisfaction From Plan

A real appreciation of the opportunities afforded by the Suggestion Plan is found in the following letter received by President Lewis H. Brown from an employee who recently received an award:

"When I opened your letter on arrival this morning and noticed the check for $25 it naturally pleased me immensely. Imagine the thrill when later on in the letter I learned that there was another check for $25 to originate through the Local Suggestion Committee. You should have seen the pleasure registered on the faces of my wife and children when they read your letter.

"Mr. Brown, the fellows in the ranks get real satisfaction from this suggestion plan, especially when the suggestion bears fruit. Am in hopes that three other suggestions which I have turned in will have merit.

"To those who have so much, the amount involved in this transaction is a very small item, but to myself and family it is a gift and another pleasant incident in what has been a very happy life.

"It certainly is fine of you to express yourself as you have; it makes a fellow feel he is not lost or covered up in the heap.

"Can assure you it is my intention to continue giving J-M the same effort I have in the past. Hope I may be able to offer suggestions which will be of real value to the Company."

51 Suggestions Accepted

The Suggestion Plan continues to bring excellent results. In the past month the following 51 suggestions were accepted from 43 employees:

Pacific Division

G. D. MARION, *Salesman, San Francisco District.*
Use of Cellophane paper as second sheets under the cover of built-up roofing samples. Stenciling of miniature shingle samples.

O. C. KROTZ.....*Salesman, San Francisco District.*
Mechanical feeder for Super-Cel or Celite for concrete.

Asbestos Factory

LEON CAPLETTE.....*Milling Department*
Putting a loose pulley at counter shaft of cyclone elevators.

G. A. LOCKWOOD.....*Cashier, Office*
Advertising J-M products on Manville Avenue by means of a sign showing the line of shingles.

W. MCGRUER.....*Tinsmith, Machine Shop*
Guards for emery wheels.

A. JUTRAS.....*Corrugator Operator*
Changing spray rolls on corrugators.
Install block and tackle for changing corrugating rolls.

E. BERGERON.....*Burner, Machine Shop*
Roller on cutting torches.

VICTOR LAPRISE....*Fireman, Railway Dept.*
Flashlights for locomotive crews.

C. R. YOUNG, *Locomotive Fitter, Machine Shop.*
Guards, No. 4 air compressor.

EMILE TOUTANT, *Blacksmith, Machine Shop*
Device to facilitate handling of drill steels.

A. BRUNELLE.....*Saw Operator*
Canvas curtains at gang saws.
Graduated scales on gang saw tables.

OVILE ST. OURS.....*Railway Department*
Safety precaution in Mills 4-A and 4-B.

LIONEL BRETON, *Tool Keeper, Mining Department.*
First-aid kit for station 13.

C. MCKEOWN.....*Packing Maker*
Baggage truck for Department No. 5.

P. R. REED, *Locomotive Engineer, Railway Department.*
Telephone station under coal chute to save time.

C. E. MOSHER, *Locomotive Engineer, Railway Department.*
Changes to facilitate operation of mill hydrant.

WM. SMITH, *Locomotive Fitter, Railway Department.*
Barrel to save oily waste at compressor house.



Shalor S. Strickland and F. G. Hamilton (standing), and Frank Seifert were among those at Manville Factory who received awards for suggestions.

EDMOND VINCENT, *Locomotive Fitter, Railway Department.*
Time saving device for Locomotives 21-25.

HERVE COTE .....*Steamfitter*
Electric signal for Paper Machine.

Gretna Factory

E. BOUDREAUX, *Press Operator, Wet End Shingles.*
Discontinue the use of sand bags that hold up the hose for air hoists to prevent accidents.

G. NIEDERMIER ...*Mechanist, Repair Dept.*

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To purchase colored waste for cleaning machinery.

Lompoc Factory

F. M. RIGGS.....*Production Department*
Improved locking device, electric transfer car.

D. F. DYRSMID.....*Plant Department*
Improved blower rotor spacers.

SAM SECHREST.....*Production Department*
Brakes on transfer cars.

F. CARLSON.....*Plant Department*
Reject feeding at swing packer bin.
Guard rail along Espana road.
Guard for fan shaft, Super-Cel.

FRANK BOEKER.....*Traffic Department*
Refeeding material No. 11 Mill.
Reduced cost of labeling brushes.

RAY STATER.....*Production Department*
Improvements to sizer at natural brick plant.

Manville Factory

FRANK SEIFERT....*Millwright, Paper Mill*
Metallic packing, paper machine feed box.

W. F. FISCHER...*Supervisor, Cement Dept.*
Locating special bags of fibre in cars from mines.

ABE FELMLY, *Watchman, Erection and Repair Department.*
Fire alarm signals.
Telephone in No. 6 gate house.

SHALOR S. STRICKLAND, *Clerk, Magnesia Department.*
Changing location of Magnesia time clock.

F. G. HAMILTON.....*Clerk, Carding Room*
An improvement in sanitary equipment in "A" Building.

CHARLOTTE WOLF...*Secretary, Main Office*
Lightweight card stock for Forms G-60 and G-51 (Salary Record and Analysis Cards).

Pittsburg Factory

F. WEST.....*Oiler, Roofing Department*
Spout from slate conveyor to elevator to close gap so that slate will not leak out and into roller bearing.
That steps on each side of stock pumps be installed to provide footing for oiler and mechanics.

J. C. LEE....*Sweeper, Roofing Department*
That incinerator tender be furnished with asbestos hood for protection of face and eyes.

F. V. GALBRAITH.....*Timekeeper*
That small pump be used for spraying solution of muriatic acid on paper mill cylinder moulds instead of present method of using bucket.

Waukegan Factory

J. C. PAULSON.....*Shipping Department*
Paper cartons for bands, in connection with covering and blocks.

F. C. FREEMAN.....*Cement Plant*
Bins for storing cement materials.

AXEL LYBECK, *Maintenance Man, Roofing Plant.*
Change in slate hopper, roofing machine, resulting in saving of slate and labor.

HARRY SANCHEZ.....*Fireman, Oil Burner*
Door stops for Magnesia dry house to protect equipment.

General Office

MARTIN C. KAISER, *Electric and Public Utilities Section.*
Plan to assist visitors in locating the proper person or department.

J. J. HEROLD, JR...*Mimeograph Department*
Procedure for handling mail during conferences at New York.

E. L. REYNOLDS.....*Auditing Section*
That indirect lighting fixtures be installed in the conference room.

Asbestos Shingles Receive Very Severe Fire Test in Minnesota Lumber Yard

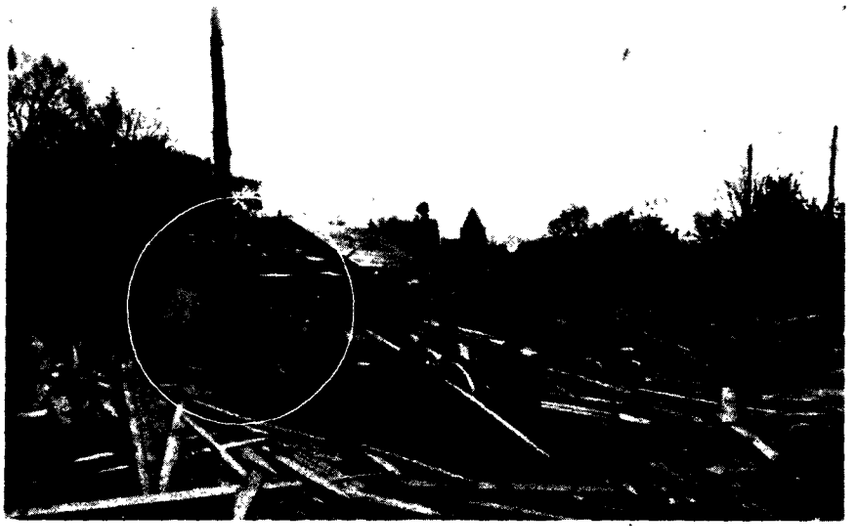
Johns-Manville asbestos shingles received a severe fire test on Saturday, May 19, when the yard of the White Bear Lumber and Coal Company, J-M distributor at White Bear, Minnesota, was completely burned out.

The stacks of lumber were entirely consumed, and asphalt shingles, roll roofings, and other building materials were burned to a crisp. But the Johns-Manville asbestos shingles which were in stock were only slightly damaged, and the pile of them loomed up very conspicuously from the debris, as can be noted from the accompanying photograph.

A few of the asbestos shingles on the outside of the bundles were cracked, caused, no doubt, by the intense heat and then the quenching with cold water. But generally speaking, they were only slightly damaged, and the lumber company contemplates using them to cover a board fence which will be erected around the plant.

In spite of their misfortune, the officials of the White Bear Lumber and Coal Company were considerably elated at the condition of the asbestos shingles, as the fire confirmed their good judgment in promoting sales of asbestos shingles and enhanced their belief that asbestos shingles are really fireproof.

A. F. Marquardt, salesman of Minneapolis Office, Chicago District, who handles this account, is convinced that the disaster for the lumber company will result in considerable business for Johns-Manville shingles.



Bundles of asbestos shingles, unharmed by the fire that changed this lumber yard into a mass of charred debris, may be seen in the circle in this picture.

A Reunion at Waukegan

On May 20 Waukegan Factory was visited by A. R. Fisher, Manager, Lompoc Factory; C. L. Bates, Superintendent, Pittsburg Factory; and John E. Begert, Manager, Alexandria Plants. Their visit prompted a reunion which was celebrated by a turkey dinner at Rother's Resort on Grass Lake, attended by the executives, superintendents and others from Waukegan Factory.

J. P. Kottcamp, Manager of Waukegan Factory, acted as toastmaster. Several speeches were made and everybody joined in some singing. Jim Magri, Foreman of the Shingle Plant, entertained the gathering with selections on his piano accordion.

Recognition for Bravery

Felice Pivato, the Lompoc employee who saved the life of a fellow workman as published in the May issue of the J-M Circle, has received further commendations and recognition for his bravery, coolheadedness and forethought in a personal letter from C. K. Cadman, Chief Safety Engineer of the Federal California Underwriters, who commended him for the splendid work he performed in saving the life of G. Orso on March 15.

The Company has also expressed its appreciation of this act of bravery by an award of $25.

Your life to you is the most important life ever lived—protect it. Practice Safety.
—Rock Island Magazine.

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Promotions *and* Transfers

H. L. ROGERS, formerly with Preformed Asphalt Products, Incorporated, of Dayton, Ohio, has been appointed Staff Engineer on Preformed Asphalt Products, and will be located at General Headquarters.

F. L. SHERRY has been appointed District Manager for Toronto.

DORFF MOORE, formerly employed by the Banner Rock Products Company at Philadelphia, has joined the Eastern Division Sales Promotion Department staff in training for sales promotion work in the field.

R. E. FLOREY of the Accounting Department has been transferred from Pittsburg Factory to the office of the Weaver-Henry Corporation at Los Angeles.

R. C. FELS was recently transferred from Pittsburg Factory to the Pacific Division Traffic Department.

J. M. COONEY, formerly assistant Credit Supervisor of the Eastern Division, has been transferred to Boston.

J. H. FARGIS has been promoted to assistant Credit Supervisor of the Eastern Division in Mr. Cooney's place.

R. T. O'BRIEN, formerly Sales Supervisor of the Buffalo Office, has been promoted to special representative, public utilities section, Eastern Division, New York.

PAUL H. KEANSE, clerk in the Erection and Repair Department, Pittsburg Factory, has been transferred to the Construction Department, Pacific Division.

J. F. GOWELL, formerly special representative of the Merchandising Department for New York State District, has been appointed Sales Supervisor at Buffalo.

C. O. FRIEDLY of the Central Division has been promoted from Supervisor of Construction and Warehousing to Sales Supervisor of the roofing, building materials and industrial flooring section of the Industrial Department.

S. J. POLCAR succeeds Mr. Friedly as head of the Construction and Warehousing Section.

MISS HELEN CARROLL was transferred from the Dictaphone Department, San Francisco Office, to stenographer in the Packing and Power Specialties Section.

ANTON CERNY, of the Chicago Mailing Department, has been promoted to clerk in the Western Division Industrial Department.

HARRY J. WOOD has been promoted from stock room clerk to assist Ben Profeta, Sales Promotion Department, New York.

WILLIAM J. MCDERMOTT has been transferred from the Construction Department, San Francisco District, to clerk in the Sales Promotion Department, Pacific Division.

T. W. STEVENS, special representative on rigid shingles and roofings, has been promoted to Sales Supervisor, house insulation section, Merchandising Department, Western Division.

MISS MARIE CAREY has been transferred from fifth floor information clerk, New York Office, to the Sales Promotion Department, to do typing and clerical work.

ALLAN KING has been transferred from mail clerk, San Francisco Office, to clerk in the Accounting Department.

D. S. BOYER, special representative on rigid shingles and roofings in the Chicago District, has been promoted to Sales Supervisor, rigid shingle and roofing section, Western Division Merchandising Department.

MRS. ANNETTE FLOOD has been transferred from the Dictaphone Department, Pacific Division, to stenographer in the Industrial Department.

JOHN P. MURPHY of the Western Division Industrial Department has been promoted to merchandising salesman, Chicago city territory, Chicago District.

C. H. KIRKMAN and E. R. STEVENS of the Manville Factory have been transferred to Alexandria.

HILDING E. JOHNSON, foreman of the Tunnel Kiln, Production Department, Lompoc Factory, has been transferred to Waukegan.

JUDSON H. MERRIAM, assistant civil engineer at Lompoc Factory, has been appointed Manager of the newly organized Personnel Department.

H. J. O'BRIEN, formerly Superintendent of the Asbestos Cement and Rock Wool Departments, Waukegan Factory, was transferred May 16 to the Banner Rocks Products Company at Alexandria, Indiana.

The following employees have been transferred from Lompoc Factory to the Research Department at Manville: CLARENCE E. WEINLAND, laboratory assistant; GEORGE W. CLARVOE, chemist, asphalt research; HAROLD T. COSS, ceramic engineer; G. A. SMITH, concrete engineer; GERALD C. G. KERR, laboratory assistant. WALTER H. BORCHERDING, patent chemist attorney, has been transferred from Lompoc to the Legal Department, General Headquarters.

The Asbestos Cement Department, Waukegan Factory, has been placed under the supervision of H. W. DEIBLER, Superintendent of the Magnesia Plant.

MISS DOROTHY M. FRAZIER of the Stenographic Service Division, Lompoc Factory, is now secretary to the Superintendent of the Production Department.

E. E. SNYDER, clerk in the Magnesia Department, Waukegan Factory, was recently transferred to the Traffic Department.

MISS DOLINA T. MCINNES, formerly a stenographer in the Order and Billing Division, Lompoc Factory, is now secretary to the Manager of the Personnel Department.

S. G. ANSTEY, draftsman in the Mechanical Engineering Division of Lompoc Factory, has been transferred to the position of shops foreman, Plant Department.

KENNETH M. EDEN has been transferred from New York, to the Philadelphia District as architectural representative.

C. A. OBERMAIER, draftsman in the Mechanical Engineering Division, Lompoc Factory, has been appointed Chief Draftsman, Mechanical Engineering Division, Plant Department.

H. R. BICKLE has been transferred from the New York Office, to the Philadelphia District, where he is now assisting N. P. Cowles, acoustical representative.

MISS MARY KELLY has been transferred from J. S. Carroll's Office to H. A. Kieselbach's Office as secretary.

MISS J. F. VAUGHAN has been transferred from J. S. Carroll's Office to E. H. Berger's Office.

GUY KREMER, formerly Manager of the Los Angeles Construction Department, has been promoted to junior salesman in the metropolitan area of Los Angeles.

BERT CLARK has been promoted from order clerk to Manager of the Construction Department, in Los Angeles.

KEN CAMPBELL, formerly Superintendent of the Warehouse, has been promoted to order clerk, Los Angeles District.

M. HALVERSON, formerly clerk at the Los Angeles warehouse, has been promoted to Warehouse Superintendent.

ARTHUR W. BERGMAN, former special building materials representative in the Chicago District, has been appointed assistant to the Sales Manager of the Western Division.

New Employees

Eastern Division

CLARENCE VANDERMARK, Sales Promotion Department, Philadelphia.

MISS ELSIE GOEBEL, Filing Department. Philadelphia.

PERRY FAUST, Collections and Credits. Philadelphia.

W. D. DOHONEY, industrial salesman. Harrisburg territory.

DONALD GOSHER, mechandising salesman. Allentown territory.

MISS JOSEPHINE WHITMAN, Dictaphone Department, Philadelphia.

The following employees have been added to the Eastern Division at New York:

JOHN MCCORMACK, mimeograph operator, Service Department.

MARGARET BEHAN, clerk, Correspondence Department.

BERTHA COOK, file clerk, Service Department.

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NORMA BUCKERIDGE, clerk, Statistical Section.

WALTER BREKKA, mail clerk.

MISS R. S. ROTH and LOUIS STEINCHAGE, Dictaphone operators, Correspondence Department.

MISS FLORENCE SEARS and ALICE LANERGAN, typists, Correspondence Department.

MISS EDNA NOONAN and HELEN MCMANUS, file clerks, Service Department.

Western Division

C. G. LYKINS, salesman, Valley territory, Texas.

WILLIAM LOWE, file clerk, Railroad Department, St. Louis Office.

Pacific Division

ALEXANDER KLEERUP, Industrial Department, San Francisco District.

MISS M. MILLS, stenographer, San Francisco District (formerly employed in the New York Office).

G. J. GLADE, mail clerk, Pacific Division.

MRS. A. A. FIRPO, Dictaphone operator, San Francisco.

MISS D. EASLEY, stenographer, Traffic Department, Pacific Division (formerly employed by San Francisco District).

JOHN ARMSTRONG, clerk, Credit Department, Pacific Division Headquarters.

MISS RUTH W. MOELLER, Celite Section, Pacific Division Headquarters.

Alexandria Factory

MRS. FAY WHITENACK, Stenographic Department.

Asbestos Factory

MISS M. BOWER, key punch operator.

JOSEPH CAPEK, inspector, Service Department.

R. MACLEAY, timekeeper.

J. A. WILSON, Purchasing Department.

JOSEPH PRICE and ALFRED FISHER, Factory.

Lompoc Factory

A. V. AUSTERMAN, draftsman, Mechanical Engineering Division.

ROBERT MCCOY, Accounting Department.

MISS FLORENCE WALLINGTON, stenographer, Accounting Department.

MISS BUDDY MAE FRAZIER, stenographer, Accounting Department.

MISS BETTY SIMMONS, stenographer, Accounting Department.

Pittsburg Factory

LYLE COUGHRAN, clerk, Purchasing Department.

FRED RAHLFS, Accounting Department.

R. J. WATSON, clerk, Erection and Repair Department.

General Office

HENRY FREUDENBERGER, Mail Department.

CARL KLUMPP, Mail Department.

CHARLES HARRIS, Mail Department.

MISS D. G. ACKERMAN, stenographer, General Industrial Department.

MISS MARY V. NORMILE, secretary, Celite Section.

F. R. HAGERMAN, Sales Promotion Department.

JOHN WASHBURN QUIN, market analysis section, Sales Promotion Department.

ETHEL L. MANSUY, secretary to Leadlay Ogden in the Floridene Stone section.

MISS V. DOUGHTY, stenographer, General Purchasing Department.

MISS CATHERINE MCDONNELL, reception clerk, eighth floor.

MISS KATHRYN HAUCK, reception clerk, sixth floor.

JOHN G. SCALES, General Purchasing Department.

HENRY GARBADE, stock room clerk, Sales Promotion Department.

MISS DORIS MATHER, stenographer, Sales Promotion Department.

MRS. S. B. BELLOWS, utility stenographer, General Service Department.

Cinco De Mayo

La celebración anual en conmemoración del dia 5 de Mayo de 1862, fecha memorable para todo Mexicano, fue celebrada con su debida hónra, en Lomas Blancas, el Domingo, dia 5 del mes de Mayo.

El programa del dia principió con las salvas a las seis de la manana, mientras la banda tocaba los himnos nacionales, Mexicano y Americano. Durante el dia se llevaron a cabo varias diversiónes tales como carréras, juegos y boxéos. La Banda Soto de Los Angeles suplió la musica durante el dia, y el baile en la noche fue tocado por la Orchestra Soto, compuesta de algunos miembros de la misma Banda.

Por la noche, en el salon del Club Mexicano, tomo lugar una velada literaria musical, la musica rendida por la Orchestra Tipica de Lomas Blancas. El foro estaba arreglado de una manera muy artistica, dos niñas representando angelitos, coronando al General Ignacio Zaragosa, quien tiene a sus lados al Lic. Benito Juarez y General Porfirio Diaz, expresidente de Mexico.

E. retrato enseña una ascena durante la tarde cuando los boxéos tomaban lugar en la placita adelante de las oficinas. La multitud de gente que atendió a la celebración, fue las mas grande que jamás se habia visto en Lomas Blancas, en especial las personas que vinieron a la velada en la noche, habiendose llenado el salon a su capacidad, mientras las personas que vinieron poco tarde y no lográron entrar al salon se divirtieron en la placita, patrociniando los difirentes puestos de loterias y etc.

J-M Shingle Ad Brings Request for Floor Plan of Residence

The residence of H. M. Aring, Sales Manager, Baltimore District, was shown in the April 20 issue of *The Literary Digest*, advertising J-M asbestos shingles.

The Baltimore District is very much pleased to learn that an inquiry has been made at the San Francisco Office for the floor plan and other information concerning this residence.



Cinco de Mayo (May 5) was a gala occasion among the Mexican employees at Lompoc. Here is a scene on the plaza in front of the office, during the celebration.

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Here and *There* in the Field

A Boost for Mulberry Shingles

A boost for the new mulberry rigid shingles is found in a letter from the Earl Newman Roofing Division of R. M. Myers & Co., Inc., Rochester, N. Y.

"The samples of the mulberry shingles were received by us April 28. The same day one of our customers happened to be in while I was opening the crate. He looked over the new shades of mulberry and like a wild man grabbed the 8 by 16 tapered mulberry shingle away from me and ran out of the store saying, 'That is just what I want and I know where I can sell a job.' I called to him that I didn't know whether the factory was in a position to make shipment on this shingle and what the price would be. He replied, 'That doesn't concern me. All I want to do is get the job. This is the color that my customer has been asking for for a long time.' Inside of two hours he returned and placed an order with me for 30 squares of the 8 by 16 tapered mulberry shingles.

"Even then I did not know as to shipping dates and prices, but both my customer and I were convinced that the job should go on irrespective of the cost of the material, because we both believe it is such a beautiful shade and will tend to be a big seller in the rigid field.

"When we finally got in communication with the local Johns-Manville office and found that the price was identical to that of the mottled red and mottled blue-black, we were both pleasantly surprised and pleased. We gave Mr. Hodder a carload order which included the new mulberry shingles."

Following Up Prospects

Recently a call was received from a contractor in Doniphan, Missouri, a small town on the southern border of Missouri. B. R. Gardner, St. Louis salesman, in his new Ford, drove 150 miles to interview the prospect. He met the Church Board and secured a 60-square order for rigid shingles.

A new distributor was signed and a carload order received. And Mr. Gardner sold the balance of the carload before he left town the next day. The distributor, to prove he had been properly "sold," went out the next day on his own initiative and sold 25 squares more. This additional order was phoned in before the original order was placed.

J-M Manual Used as Textbook

The following letter was recently received by the Portland, Oregon, Sales Office, from the Portland Gas and Coke Company's garage superintendent:

"Recently I received a Brake Reliner's Manual published by your concern. This manual is very complete in every detail. Since receiving it I would like to have at least 10 copies so that I might hold some classes among the mechanics in our employ and use this manual as a handbook for these classes.

"It contains so much general information that the average mechanic has not learned that I feel a great deal can be accomplished in educating our men in the use of this manual.

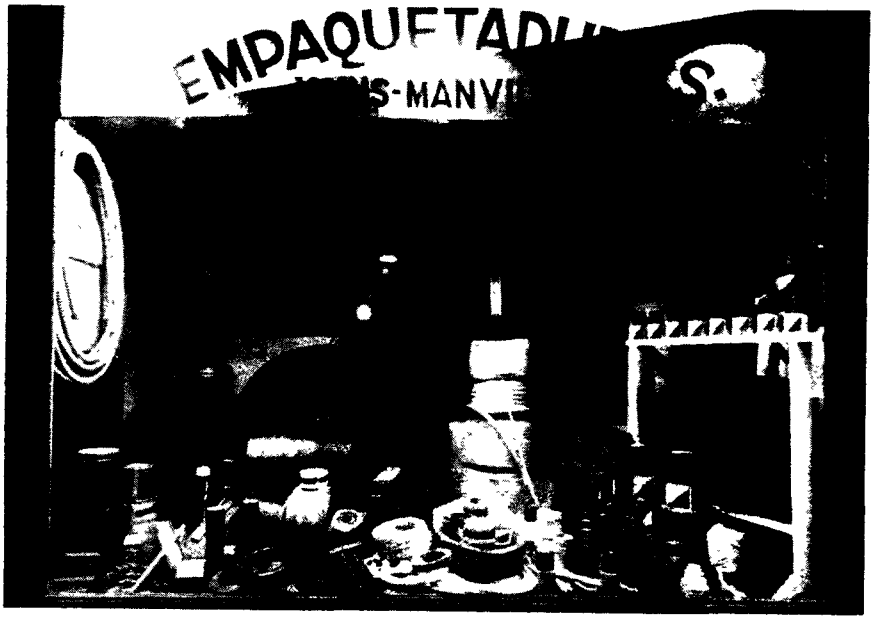
"If you would be so kind as to send me 10 copies it would be appreciated and I can assure you that we will make good use of each and every one."

A Carload a Day

"A Carload a Day Keeps the Decrease Away" is the slogan adopted for 1929 by the Newark Sales Office of the Eastern Division. This is on the basis of three hundred working days—three hundred carloads or more! Quite a good sized freight train scheduled to leave Newark, N. J., with engineer M. R. Carr and fireman A. B. Burt, at the end of 1929.

Connections have been made with a number of new dealers for the sale of J-M rigid and asphalt shingles, roll roofing and insulating board, through the Bayonne Steel Products Company of Newark, N. J., who signed up as a distributor shortly after the first of this year. The orders from this distributor, for the month of April, totaled almost $27,500.

The result is that the Newark Sales Office is holding its own with the quota set, and before the year is over expects to go over the top.



J-M packings displayed in the window of K. Von Nathusius, J-M distributors in Mexico City. Five red and white Johns-Manville signs, including the large one on the window, show to good advantage on the outside of the store. Calle Capuchinas, on which the store is located, is one of the most traveled streets in Mexico City.

500 People Visit Display

The W. H. Sawyer Lumber Company, J-M rigid shingle distributors in Worcester, Mass., opened a new department store for home building in Worcester on May 7.

A. C. Thompson, building material salesman in the Worcester Sales territory, and L. E. Cushman of the Sales Promotion Department, Boston District, both worked with the Sawyer Lumber Company and arranged for the proper display of J-M rigid shingles in the display room and in the show windows.

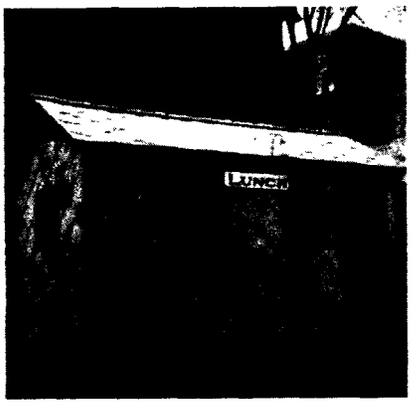
The store officially opened at one o'clock, and between then and closing time, more than 500 people visited the display.

All of the officials of the W. H. Sawyer Lumber Company were very appreciative of the work done by the Johns-Manville representatives in helping them to display the materials.

Record Service!

E. H. Thorpe of St. Louis Sales Office territory, in company with a distributor's salesman at Jefferson City, called on a prospect and sold a No. 70 rigid shingle roof at 3 p. m. The customer wanted the application to begin at once. So, at 3:45 p. m., the body shingles were being applied. This undoubtedly, is a record on service.

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A small lunch stand in the principal square of Oldtown, Maine. It is both roofed and sided with J-M mottled gray asbestos shingles, so as not to be a fire hazard in the congested fire zone of the city. Incidently, it is a fine local demonstration of the uses of J-M asbestos shingles, and has brought many inquiries to the Gray Hardware Company of Oldtown.

"Hamburger Castles"

Neat appearing, far-reaching "hamburger castles" of the White Castles Systems, Inc., with headquarters in Wichita, Kansas, are very rapidly spreading over the middle western section of the country. The steel, movable structure was patented by the White Castle Company.

W. D. Bizot, by intelligent cooperation with these people, has had a J-M specification standardized for all their future buildings. It includes Rock wool packed between the walls, 60-pound asbestos felt strips for gaskets on the metal battens on the exterior, flat Transite for interior walls and the roof deck, and a Class A roof.

A New Panama Hat

L. E. Cushman, Sales Promotion man at Boston, is all dressed up in a new Milanese Panama hat presented by George V. Christie, Staff Manager of the Insulation Section, Merchandising Department. The hat was offered as a prize to the Boston salesman who would be the first to get a straight carload order of Asbestocel from a large Massachusetts distributor who heretofore would not consider handling Asbestocel. Mr. Cushman got his prospect interested by offering to show the film "The Story of Asbestos" to a small business club composed of his business friends. In this way he put over the story of Improved Asbestocel, convincing both the distributor and his business friends that it was the only kind of pipe covering to use. C. A. Canty, Boston merchandising salesman, immediately closed the distributor for a carload of pipe covering. Mr. Canty is also sporting a new straw hat as a reward for his part in the enterprise.

First Floridene Order

To Arnold L. Klug of the Milwaukee City territory goes the honor and distinction of securing the first carload order for Floridene stone received in the Western Division.

With the assistance of G. R. Meade the order was secured from the McClymont Marble Company, large Milwaukee marble dealers. The order is significant in that it proves the acceptance and approval of Floridene stone by one of the largest marble contractors in the Middle West, a fact which should indicate future increased sales of Floridene.

New Celite Dealers

Three new Celite dealers have recently been appointed in the Philadelphia District, namely: The Camden Lime Company, Camden, New Jersey; Progress Building Materials, Trenton, New Jersey; and Progress Building Materials, Philadelphia.

20-Year Old Roof Saves Dairy

A roof of J-M asbestos shingles applied more than 20 years ago saved a large dairy barn on the estate of P. M. Sharples at West Chester, Pa., recently, from a fire which completely destroyed an adjoining building.

The fire broke out in a large cow barn constructed of field-stone and concrete, but which was roofed with wooden shingles. By the time J. C. Mason of the Eastern Division Sales Promotion Department arrived, the barn was a wreck, as water for fighting the flames was secured from a pond only after a thousand feet of hose had been coupled and brought to the building.

The milking sheds, covered with over 100 squares of 8 by 16 gray asbestos shingles, had to stand almost as much of the fire as the building that was destroyed, but they were unharmed. The total loss was around $30,000.



One view of the J-M roof which saved a fire from spreading on the P. M. Sharples estate at West Chester, Pa.

A Successful Week

A week of outstanding success in the sale of rigid asbestos shingles was experienced by J. E. Kratt of the Milwaukee Sales territory in May, when he secured contracts aggregating 800 squares of shingles. Mr. Kratt started the week by selling a large church job as Newberg, Wisconsin. The next day he sold a canning company on the idea of No. 80 asbestos siding shingles to replace metal siding which was badly rusted. The roof of this same factory building was replaced with No. 70 shingles. Not yet satisfied, in company with one of his distributors he wound up the week's activities with orders to reroof two large barn buildings. Mr. Kratt says he is out to triple his quota of "rigids."

After Three Years of Effort

An order for 1,800 squares of Class A asbestos built-up roofing is an order well worth going after, particularly when it will be the first installation of this type of roofing in the North Pacific Coast of South America. So the Foreign Division not only went after it, but worked until the contract was secured. The roofing will cover four pier shed buildings being erected by the Raymond Concrete Pile Company of New York for the Colombian Government, but the application of materials will be done under the supervision of a J-M mechanic.

The securement of this important order is of particular interest and satisfaction as it crowns the efforts of over three years. The preliminary work was done early in 1926, and from then until May of this year the contractors and government officials had to be followed, in both Bogota, Colombia, and New York. During the days of the preliminary work, P. Porta, Foreign Division Sales Engineer, had to take long mule back rides across the Andes of Colombia, and in order to reach the various officials, he had to make use of all types of transportation, from ocean and river steamers and slow and fast trains, to trucks, automobiles, and airplanes.

The progressive Government of Colombia, realizing the need for modern harbors with fast freight-moving facilities to meet the needs of a rapidly progressing country, contracted with the Raymond Concrete Pile Company to erect a modern port at Buenaventura. Climatic conditions at this port are unusually severe, so when it came to the selection of roofing to protect the coffee and other valuable cargo that would be stored at the pier sheds, the contractors wanted the best material obtainable. After long and detailed investigations they chose J-M asbestos built-up roofing because it had withstood successfully similar conditions.

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Supplying Many Needs

F. F. Mohr, Sales Supervisor, and J. E. Kratt, territory representative, Milwaukee Sales Office, Chicago District, secured an order for one carload of 6-ply and 12-ply fine corrugated Improved Asbestocel sheets, and 10 carloads of loose rock wool from the Malleable Iron Range Company, of Beaver Dam, Wisconsin.

The Malleable Iron Range Company is one of the largest manufacturers of electric ranges in the country. Besides the materials mentioned, their requirements purchased from Johns-Manville include, among other products, Sil-O-Cel C-3, and standard hair felt.

One Way to Find Prospects

A very attractive display of the J-M asbestos and asphalt shingle line was arranged at the Builders' Show in Sidney, Ohio, May 17 and 18, by the Klipstine Lumber Company, local distributor.

Several very good roofing prospects were secured.

A $100,000 Contract

An order has just been secured from the Ford Motor Company for approximately 1,050 squares of built-up roofing and 30 cars of corrugated Transite to be used on the new assembly plant at Los Angeles Harbor. The contract amounted to about $100,000.

The job, which had been pending for over two years, had been figured and re-figured several times, and the contract for the erection was recently let to the Clinton Construction Company of Los Angeles, through whom the order was secured.

The contract was closed through the efforts of Wix Lichty, Sales Supervisor, Industrial Department, Los Angeles, assisted by General Salesmen F. C. Galloway, W. R. Dempwolf and D. W. Thom. Credit is due Mr. Clise of the Detroit Office who secured specifications on the job, both for the roofing and the Transite.

Some Impressive Jobs

The Detroit City Sales territory has closed some very impressive jobs recently, as shown by the following list: Detroit Wax Paper Company, 1,067 squares Type C built-up roofing; Oakland Motor Company, 600 squares combination built-up roofing; Produce Terminal Company, 1,325 squares combination built-up roofing; and Cadillac Motor Car Company, 35,000 square feet acid-resisting industrial flooring, all sold by R. E. Shoens; and Fisher Body Corporation, 1,000 squares Type C built-up roofing, sold by E. E. Clapsadell.

A Representative Installation

The Buffalo Office is to be congratulated upon closing a contract with Roessler and Hasslacher Chemical Company at Niagara Falls for 840 squares of the new 4.2 corrugated Transite. This contract was secured with the close cooperation of the Eastern Division Building Materials Department in the face of keen competition. When completed this job will furnish a representative installation of the new material, and will undoubtedly assist in securing further contracts in the chemical industry.



A special insulation order manufactured at Alexandria for a customer in the oil fields. This material was made up of a curved sheet metal form to fit the Homes-Manley Vertical stills, and fabricated so that the customer could install without cutting.

"Quieting" Los Angeles

The Los Angeles District Acoustical Department has secured some very prominent orders in Los Angeles recently, among them: The Broadway Department Store, $12,000; Pacific States Electric Company, $3,600; Richfield Oil Company, $4,000; Hills Brothers Coffee Company, $3,000; and Roeblings and Son, $900. In each case the treatment was applied in the General Offices.

Credit for these good orders is due Frank Kitson of the Acoustical Department, and Salesmen A. L. Haney, Buratti, Tulien, Galloway and Thom.

The First to Score

F. S. Switzer, Beaumont salesman, has just succeeded in securing an order for a carload of Fibre Conduit from the Gulf States Utilities Company, Beaumont, Texas.

Mr. Switzer has the honor of being the first salesman in the Southern District to secure an order for a direct-mail campaign.

Distributor Is Convinced

McGraw-Bearly Lumber Company, J-M distributors in Oklahoma City, have been properly convinced by C. M. Higgins, J-M salesman, that local advertising will pay big returns. On May 29, they started an advertising campaign to cost $3,000, the entire expense of which is to be borne by them with the exception of a quantity of electrotypes furnished by Johns-Manville.

More Sil-O-Cel Bricks

The sale of 54,000 Sil-O-Cel natural bricks to the Dudlo Manufacturing Company at Fort Wayne, Indiana, was reported in the April issue of the Circle.

Since then an additional order for 88,000 bricks has been secured by R. W. Paul, Indianapolis Sales Office representative. This insulation is used in enameling ovens.

The Knack of Selling

H. S. Frame has the knack of selling asbestos built-up roofing, and has sold quite a few roofs in and around Holdenville, Oklahoma. In the town of Holdenville in one block alone, one entire side of the block—seven buildings in all—are roofed with J-M Class A specifications. Intensive searching for re-roofing prospects spells Mr. Frame's success.

Enthusiastic About J-M Colors

An advertising coupon addressed to the Philadelphia Office and referred to the Tattersall Company, June 3, resulted in the sale of 70 squares of 16 by 16 asbestos shingles, in rough greens, mottled greens, duplex, blueblack and red. Fourteen squares were used on each of five houses, hence the different colors.

The inquiry was turned over to Jack LeConte, salesman for the Tattersall Company, who got on the job immediately and secured the order. The party who purchased the shingles was previously a customer of a competitor of the Tattersall Company, which competitor handled competitive shingles.

Price evidently was not a consideration, the customer being enthusiastic about the J-M colors.

First Carload of Felts

S. L. Organ, Beaumont-Houston salesman, has just sold the first carload of J-M pipe line felts ever sold to the Gulf Refining Company at Port Arthur.

It was no easy matter to convince these people of the merits of J-M materials, but Mr. Organ was very persistent and the result was that he secured the carload order!

A Tribute to the New Line

The McGraw-Bearly Lumber Company, J-M distributors in Oklahoma City, sold only 426 squares of slatekote shingles during 1928. But in the first five months of 1929, the same distributors sold over 1,500 squares. They attribute this remarkable increase to the new styles and colors in the present line which makes this type of roofing in such great demand. Of course C. M. Higgins has been watching this account and has done everything possible to increase the volume.

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Rebuilding with J-M Materials

An order was recently received from the Sun Oil Company, Marcus Hook, Pennsylvania, for approximately 225 squares of Transite corrugated and ventilators for use on all new buildings now being erected.

The Sun Oil Company, Toledo Plant No. 2, recently sent in an order for the following materials: 500 bags No. 302 cement; 5,601 square feet of Superex blocks; 8,800 square feet of 85 per cent Magnesia blocks; and 3,906 feet of pipe covering.

This material is to be used in new buildings being erected to replace the buildings recently destroyed by fire. The order amounts to approximately $10,000.

A Repeat Order

The Asbestos Wood and Shingle Company, Waukegan Factory, has received an order for 60 carloads of corrugated Transite from the International Harvester Company, East Moline, Illinois. Two years ago, an order was received for 75 carloads from the same customer. This repeat order bespeaks the customer's apparent satisfaction with this material.

For Filtering Sugar Liquors

Philadelphia District has been successful in securing two large orders for filter aids, 200 tons of Hyflo Supercel going to the Penna Sugar Company and 200 tons Standard Supercel to the McCohan Sugar Company for the filtration of sugar liquors.

Lompoc to Maine in 13 Days

A carload of Celite materials shipped from Lompoc, California, on April 9, arrived in Bangor, Maine, in exactly 13 days. It contained 25 tons of Celite for concrete and one ton of Hyflo Super-Cel, sold to the Acme Manufacturing Company, J-M distributors in Bangor, by L. V. Knight, senior salesman of the Bangor sales territory of the Boston District.

The railroad people in Bangor state that this carload, which weighed 52,221 pounds, was the largest car ever received in Bangor and attracted considerable attention because of the size and type of material being unloaded from it.

Lining Gives Excellent Service

The Beaumont, Texas, Iron Works are using J-M standard folded and compressed brake lining on their Draw Works, in connection with their rotary equipment, and are setting 4-inch pipe in wells over 6,000 feet deep, which means a weight of 126,700 pounds. J-M brake lining is giving them service for the handling of the pipe for at least one well. They consider this excellent service.

More Sanacoustic Tile

H. R. Berlin of the acoustical department of the Chicago District has secured still another order for Sanacoustic tile for sound-absorbing treatment — this time in the Postal Telegraph Cable Company's new Chicago offices. The order amounts to over $13,000.

At J-M Meetings

On April 11, 12 and 13 a "Best Homes Building Show" was held in Saint Cloud, Minnesota, sponsored by the lumber yards, building trades, and building materials supply dealers.

Johns-Manville was represented by a very attractive display of built-up roofing, asbestos shingles, and rag-felt roofings, in the booth of the Metal Roofing and Cornice Company, the local J-M approved contractor. The booth was conducted by Mr. St. Onge of the Metal Roofing and Cornice Company, assisted by R. A. Messner, Minneapolis Office salesman. The distributor secured 21 prospects for reroofing as a result.

J-M panel boards of asphalt shingles were also displayed by the Northland Lumber and Fuel Company of Saint Cloud. This account sold a reroofing job at the show on the opening night.

The B. Mazer Heating and Roofing Company, new J-M distributors in Birmingham, are very enthusiastic about the J-M line. They had a booth at a recent Home Show held in the Birmingham City Auditorium, decorated with J-M shingles, display boards, and advertising literature, which was a decided success.

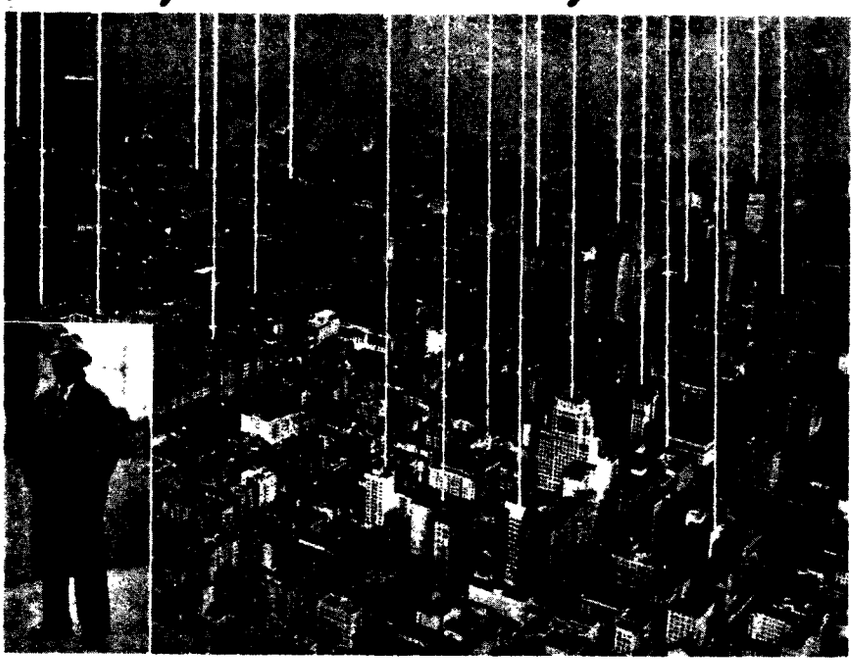
E. J. Liggett, Sales Supervisor, St. Louis Sales Office, C. V. Holmes, special merchandising representative, and B. R. Gardner, salesman in St. Louis territory, attended two carpenter-contractor meetings in Missouri recently, one conducted by the Graham Lumber Company in Fredericktown, on May 7, the other by the Lang and Brothers Manufacturing and Mercantile Company, in Farmington on May 8.

There were 26 in attendance at the former, including O. J. Ferguson, Editor of the "Democrat News" of Fredericktown, who very forcefully brought to the attention of all at the meeting that his home is covered with J-M rigid asbestos shingles, the first rigid shingles used in Fredericktown, about 15 years ago. This roof is satisfactory in every respect.

A. H. Thost, Chief of the Fire Department, and assistant cashier of the Bank of Fredericktown, talked for a few moments on fire prevention and gave some figures that were issued by the National Association of Fire Chiefs. He heartily endorsed the use of J-M rigid shingles in Fredericktown, and will endeavor to have the Council pass an ordinance restricting the use of wood shingles within the corporate limits of the town.

Mr. Anthony, a prominent attorney of the town, gave a 10-minute talk on the advisability of using J-M rigid shingles. He has

10,000,000 lbs of Celite for Concrete in 1 and ½ yrs. in San Francisco by J.H.Peterson



John Peterson, who has been in the employ of the Celite Products Company and of Johns-Manville for a year and a half, has been very successful in selling Celite for concrete for new structures in San Francisco, as the above photograph shows. These ten million pounds do not include the San Mateo bridge or some of the other large jobs he has sold in the outlying districts.

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them on his home, and was instrumental in having the Christian Church re-roofed with rigid shingles about two years ago.

C. V. Holmes was master of ceremonies and gave an excellent talk on rigid shingles. He also demonstrated a complete application, removal of broken shingles and replacing with new shingles, and then showed the various styles of rigid asbestos shingles made by Johns-Manville.

As a result of this meeting Mr. Gardner was successful in securing an order for a straight car of 120 squares of No. 70.

In addition to this, Mr. Graham, Sr., of the Graham Lumber Company, a member of the Board of Trustees of the Baptist Church of Fredericktown, has agreed to use 60 squares of No. 70 mottled gray on the Church.

The next morning after the meeting, at ten o'clock, one carpenter-contractor had specifications outright on No. 70 mottled gray for a house on which asphalt shingles of another make were previously going to be used.

The Graham Lumber Company are discontinuing entirely the competitor's line, which they had handled heretofore, and will be 100 per cent J-M distributors.

Mr. Holmes gave a talk and demonstration at the second meeting, also.

Ferd McClinick, Fire Chief, heartily endorsed J-M asbestos shingles, and Mr. Lang and Mr. Giessing of the Lang Company both stated that they would discontinue handling competitors' lines and handle Johns-Manville 100 per cent.

A very interesting sales meeting was held in the Houston Office on June 8, with W. H. Lawrence, Staff Manager of the Industrial Flooring and Waterproofing Section, New York, in charge. The meeting was attended by the Houston salesmen and S. L. Organ, Beaumont salesman.

Then—And Now

What a difference only a few years make! Back in 1924, *shingle demonstrations were staged on the street, with a salesman acting as stage manager, stage hand and leading man, as the above photograph shows. Contrast this with the* 1929 *method, below, where a real stage is set for a moving picture showing.*

J. O. Boylan, of the Eastern Division, in his shirt sleeves, is conducting the above demonstration in Ellicott City, Md., with the aid of a blow-torch. That same day in June, 1924, *three of the men on the steps bought roofing.*

The demonstration below, conducted by W. W. Giles, Syracuse District, was the feature of a meeting held by the Albany Lumber and Planing Company.



Karl Dern, Filtration Department, Chicago, John F. Geis, Sales Supervisor, New Orleans, and T. E. Gossett, Sales Supervisor, Houston, attended the Oil Mill Superintendents' Convention at San Antonio on May 23.

Mr. Dern gave a lecture on Celite products, and Mr. Gossett, who was formerly a member of this association and contributed a number of articles for publication in their magazine, gave a discussion of the oil mill industry.

Several members of the Pittsburg Factory staff motored to San Francisco on May 23 to hear a lecture at the Engineers' Club by L. B. McMillan, Consulting Engineer, New York Office.

A very enjoyable dinner was served in the club rooms, after which Dr. McMillan presented a paper on insulation.

Those attending from Pittsburg Factory were: H. E. Miller, E. L. Gebhart, Lea Moore, W. E. Gelling, O. K. Warnecke, P. M. Jump, Edmond Drown, L. E. Knight, H. T. Brodersen, R. Perow, H. E. Varner, K. R. Pithey, and E. L. Adams.

J. B. Stevens visited New Orleans Office on May 9 and 10 and held a meeting with several salesmen of the Southern District for the purpose of discussing rigid shingles and rag felt business, as well as general business in the Merchandising Department.

News of the film "Asbestos the Magic Fibre" is finding its way around engineering circles in Toronto with the result that Mr. McIlray of the Engineers' Benefit Society introduced G. H. Meredith, Manager, Sales Promotion Department, Canadian Division, at the May 21 meeting of the Society.

More than 25 local engineers were present and from the questions that were asked

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during and after the presentation of the film, it was obvious that they were very much interested in J-M products.

On May 21 and 22, a chief clerks' meeting was held at the Central Division Office to discuss accounting and credit procedures. The chief clerks of the four Districts—O. H. Steddle, Pittsburgh; C. E. Treganza, Detroit; E. L. Hoffman, Cincinnati; and E. P. McCarter, Cleveland—attended.

Papers on subjects assigned in advance were read and discussed by the chief clerks and members of the Division Accounting and Credit Departments. Messrs. T. K. Mial, F. T. Jones and E. Dowling also gave short talks during the meeting.

V. J. Sjostrom, North Dakota salesman, and S. J. O'Connor, Minneapolis Office salesman, held a contractor's meeting on April 30 at Grand Forks, North Dakota, with the Central Lumber Company, J-M authorized distributor, and the Robertson Lumber Company, auxiliary dealer.

The Central Lumber Company furnished the dinner, after which Mr. O'Connor gave a short talk on the policies of the Johns-Manville Corporation, and Mr. Sjostrom talked on the application of asbestos shingles and the big field open to contractors in this work.

Mr. Sjostrom and Mr. O'Connor held another meeting with the F. H. Carpenter Lumber Company at Bismarck, North Dakota. The program started with a dinner, and later both Mr. O'Connor and Mr. Sjostrom gave short talks relative to the J-M policy, and the connection the Company is maintaining with the dealer and the contractor, both through personal contact and national advertising.

A demonstration of the application of asbestos shingles over old cedar was shown at both meetings, after which many questions were asked. One contractor announced that he had an asbestos shingle job which he would close the following day for J-M asbestos rather than a competitor's material.

There's only one thing that interests the population of Northern Ontario, and that is mines and mining, for this is one of the richest mining fields in the world. Gold, silver, copper and nickel properties dot the country—the majority of them protected by Johns-Manville asbestos roofings. This district is hundreds of miles north of Toronto, and Johns-Manville is represented there by The George Taylor Hardware Co., Ltd., who have a sales staff of nearly 50 men with five district offices located at New Liskeard, Cobalt, Swastika, Cochrane and Timmins.

On May 28, J. A. Bradley, Roofing Manager, and F. L. Sherry, District Manager, Toronto, arrived at New Liskeard, where they were met by H. G. Barter, who is the resident J-M representative for the whole of this district. Arrangements had previously been made for a meeting with the whole of the sales staff from Cobalt, Swastika and the Rouyn district. After the introduction of R. S. Taylor, President of the Hardware Company, Mr. Bradley outlined the new policies of Johns-Manville, reviewed the roofing situation and showed the new "Story of Asbestos" film. Mr. Sherry then gave a description of the insulation lines and the refractory cements, following which Mr. Barter reviewed the packing situation in a very able manner.

The same program was followed the next day with the Timmins and Cochrane branches, except that the "Built-Up Roofing" film was also exhibited.

The James C. Goff Company of Providence, J-M distributors in Rhode Island, with the assistance of Salesman A. L. Fowler, of the Providence Sales territory, have succeeded in lining up 25 lumber yards to act as auxiliary dealers.

On May 9, a demonstration meeting was held at the Goff Company headquarters, attended by lumber dealers, roofers, architects and interested officials of Providence and vicinity. The "Story of Asbestos" film, was shown, after which a talk on rigid and asphalt shingles was given by J. O. Boylan of the New York Office.

Samples of the complete J-M line, including all of the new shingles, as well as asphalt material and insulating board, were on display.

For some years past, the T. S. Goslin Lumber Company, J-M distributor in Wildwood, N. J., has conducted a club in the lumber yard office known as the "Pep and Kick Club." The first meeting of the season, held recently, was opened by the new President of the club, Samuel Gibison.

Four members of the J-M organization were present: C. L. Hitchner, merchandising representative of the Philadelphia District; C. G. McAnally, Sales Supervisor; George F. Brown, salesman in that territory; and J. C. Mason, representing the Philadelphia Sales Promotion Department.

A two-reel picture showing the mining and manufacturing of asbestos products was shown to the club members, after which the initiation of the following new members took place: Harold E. Smith and Ogden A. Sharpnack, of the T. S. Goslin Company; and George F. Brown and J. C. Mason of the Philadelphia Office, honorary members. Mr. Hitchner and Mr. McAnally have been members for several years.



At the carpenter-contractor meeting held in Albany recently. Left to right: C. A. Murphy, Supervisor, Albany Sales Office; J. A. Chambers, Albany Salesman; William Fleet and Hazen Fleet of the Albany Lumber and Planing Company; J. M. Reilly, Sales Promotion Man at Syracuse; R. C. McGuiness, Albany Junior Salesman; and W. W. Giles, Special Merchandising Representative.

J. B. Stevens, J. M. Taylor, J. F. Geis and A. Frith held a meeting with C. M. Managan of Krause-Managan, Inc., Lake Charles, La., attended by all the yard managers.

On May 14, A. J. Masson, Roofing and Building Materials Section, Toronto District, A. R. Burrows, salesman, and G. H. Meredith, Manager of the Sales Promotion Department, Canadian Division, presented J-M roofing products to the sales organization of the Boake Lumber Company of Toronto by showing the films on "Asbestos" and "Reroofing." From the very keen discussion that took place, and the questions regarding the products and their application, it was evident that a very desirable connection had been made, and that the Boake organization was sold on the sales possibilities presented by rigid asbestos shingles and the other products in the roofing and building materials line.

On June 11 the American Clay and Cement Company of Rochester, N. Y., held a meeting at the local Builders Exchange in connection with the introduction and

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Within the Circle

Eastern Division

A. R. GIBBONS, *Associate Editor*

The Newark Sales Office announces a new arrival into the Johns-Manville family. W. J. BUCKLEE, Celite salesman, is the proud father of a baby boy born May 26.

MISS ALMA L. VERRIER, Baltimore District, who is recuperating from a recent illness, visited the Baltimore Office. Her condition is greatly improved.

MRS. FRANCES KUNZMAN, stenographer to A. S. Royal, Manager of the Philadelphia Office, has been granted a leave-of-absence because of a nervous break-down.

JOHN W. OBERHOLTZER, industrial salesman for the Metropolitan District, was married to MARGARET ROBINSON on June 8.

MISS REBECCA A. MELONEY, Philadelphia District cashier, was married on June 22 to BALDWIN BROWN of Lansdowne, Pa., where they have purchased a new home.

S. F. PORCH of the Wilmington territory has reported that the Keys and Miller Lumber Company, J-M distributor in Elkton. Maryland, has contracted to furnish material for 17 buildings, 12 of which call for J-M rigid asbestos shingles and the other 5 for J-M asphalt shingles.

J. M. COONEY, formerly of the Eastern Division Credit Department and recently promoted to Office Manager of the Boston. Massachusetts, Office, succeeding W. A. West, who has left for an extended leave of absence on account of ill health, reports that he is now nicely settled in his new home at the hub of the universe, and making many pleasant friends among the J-M employees there.

There has been an addition to the Architectural Service Department in the arrival of a boy in the family of H. C. DRUMMOND, Atlanta District representative, Eastern Division.

Western Division

E. NELSON, *Associate Editor*

C. G. LYKINS, who has reentered the Company in Texas after an absence of several years, has been connected with the Guarantee Roofing Company as Manager of their Building Material Department. While he is coming back as practically a new man, he can be considered a J-M veteran.

B. R. GARDNER of St. Louis Sales Office territory sold 10 cars of rigid shingles in the month of May. This is nice volume for a country territory, and is partly the result of carpenter-contractor meetings held there.

The Milwaukee Sales Office moved its quarters from 165 West Water Street to the second floor of the Railway Exchange Building, corner of Broadway and East Wisconsin Avenue, on May 13.

S. L. ORGAN, Beaumont-Houston salesman, with the assistance of J. B. KELLY, New Orleans, secured a $10,000 order for Transite corrugated to be used on one of the Texas Company's most important buildings at Port Arthur, Texas. Mr. Organ has been very successful in getting this material specified for work of the Texas Company, and other oil companies.



Mr. Mattison, Advertising Manager of the W. H. Sawyer Lumber Company, J-M distributors in Worcester, Massachusetts, and A. C. Thompson, Johns-Manville merchandising salesman at Worcester, in front of the entrance to the new "Department Store for Building Materials" recently opened by the distributors.

C. J. FLANAGAN and D. F. BOYER of the Chicago Office recently made a trip in the New Orleans territory in the interest of auxiliary dealer contracts.

W. D. GRAY, special automotive representative, St. Louis District, became the proud father of a baby girl on April 4.

J. E. BOWELL, Minneapolis Office salesman, has just closed an order with the Huston Company of Minneapolis for two carloads of Vitribestos sheets, or 20,000 square feet, for the lining of the stack and boiler room ceiling of the new Northwestern National Bank Building, Minneapolis, Minnesota.

W. D. BIZOT was suddenly called to New Orleans because of the illness of his mother.

MR. AND MRS. R. F. CROSBY are the proud parents of a son born May 9. Mr. Crosby is Sales Supervisor of the Omaha Sales Office.

Through the efforts of W. A. HUGHES, salesman, Des Moines Sales Office, Chicago District, and W. G. WENDLAND, Public Utility special representative, Chicago District, an order for an underground system of insulation, amounting to nearly $5,000. was secured from the Iowa Railway and Light Company of Cedar Rapids, for their plant at Vinton, Iowa.

P. C. LIPSCOMB, architectural and acoustical representative, has spent several weeks in South Texas with the salesmen lining up prospects and securing contracts.

Prillaman-Adler, Incorporated, J-M approved insulation and built-up roofing contractors, have been established at Joliet. Illinois, for several years. Last year a branch office was opened at Davenport. Iowa. A third office has now been opened by this enterprising firm at Peoria, Illinois.

W. L. MACATEE, Houston distributor of Celite materials, who owns considerable property in Houston, is remodeling one of his buildings, and it is in this that the Houston Office will be located after July 1.

The sympathy of the Chicago District is extended to MISS THEODORA RUPSIS, of the Chicago Office, whose mother recently passed away.

E. M. COLLEY has secured an order from the Houston Post Dispatch for acoustical correction amounting to $800. Mr. Colley was assisted by P. C. LIPSCOMB, architectural and acoustical representative, in closing this nice order. While Mr. Colley is a new man with the Company, he has been very active in securing acoustical prospects.

MISS OLGA KANSCHAT of the Sales Promotion Department, Western Division, was married on June 28, in the Immanuel Evangelical Lutheran Church, to EDWARD MANSCH, JR.

GEORGE V. CHRISTIE of the New York Office spent several weeks during May and June in the Western Division in behalf of Improved Asbestocel. Mr. Christie took part in numerous sales meetings in many cities throughout the Division and gave a decided impetus toward increased sales of this popular form of domestic insulation.

"Nine-pound fire cracker arrived. Mother and baby well." This was the electrifying telegram with which FRANK F. MOHR. Sales Supervisor of the Milwaukee Office. announced the arrival of a son on June 12.

A. C. PICKETT of the St. Louis Railroad Department, spent several days in Houston and surrounding territory with DELMAR BELL, also of the Railroad Department. Mr. Pickett formerly lived in Houston.

H. R. BERLIN and GEORGE HINCHLIFF of

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the Chicago District secured a $14,000 Sanicoustic order from Libby, McNeil and Libby of Chicago.

Pacific Division

HAL HALLSTROM, *Associate Editor*

MRS. WANDA O. OLIVER, stenographer, San Francisco District, was married to A. CANTWELL, on May 19.

On May 21, at the Russian Tea Room, San Francisco, a farewell luncheon was given to MISS GLADYS GAUGHAN, stenographer in the Pacific Division Office, who was married to WALTER B. JONES on May 25. Miss Gaughan was presented with a corsage of gardenias and a novelty bridge set. All arrangements for this luncheon were made by Miss Marie Kramer. Miss Helen Gaughan, a twin sister, attended the luncheon, but little difficulty was had in presenting the tokens of good-fellowship to the right sister.

The men in the Pacific-Division presented her with an electric waffle iron.

When the Gold Coast Limited stopped at Salt Lake City on May 31 at 2:30, it was met by JOHN CALHOUN LANE, junior salesman of the Salt Lake District, and the "Parson." Mr. Lane met MRS. MARGARET EVA JACOBSON, stenographer, Pacific Division, and the couple were married that same afternoon in Salt Lake City, where they will make their home.

Canadian Division

G. H. MEREDITH, *Associate Editor*

P. J. BRENNAN of the Toronto Office has been extended an indefinite leave of absence and on his return will handle special staff accounts.

Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

Recent visitors at the Asbestos Plant were: S. A. WILLIAMS, E. M. VOORHEES, D. C. RENTON and E. H. BERGER.

A number of the young people of Asbestos gave a party at the Canadian J-M Club House on June 7 in honor of G. M. OLIVER and A. D. SMITH, who are leaving Asbestos.

MRS. W. A. OLNEY, hostess at the Hotel Iroquois, has been ill recently.

MISS IDA FLANDERS. former ditto machine operator, was married to REGINALD HAMILL of Iroquois Falls, on June 3.

Congratulations are extended to GEORGE LAXSON, chief storekeeper, on his approaching marriage to MISS FLORA MACLEOD of Gould.

W. N. REAKES of the Research Department, is the proud father of a son born May 16.

T. N. BASTERASH, Engineering Department, is to be congratulated on the birth of a daughter on May 19.

MR. AND MRS. ARMAND CHAMPAGNE are the proud parents of a son. Mr. Champagne works in the Machine Shop.

Banner Rock Factory

A. L. JONES, *Associate Editor*

MISS RUTH LOUDENBACK, Stenographic Department, was married on May 29 to RUSSELL BODENHORN.

MR. AND MRS. GLEN FRY are the parents of a baby girl born May 28. Mr. Fry is a machinist at Plant No. 1.

ORA MOORE of Plant No. 2 was married to MISS MARY LITTLE on May 11.

The sympathy of the Alexandria employees is extended to A. L. HAMPTON of Plant No. 2, who lost his mother, Mrs. Mollie Hampton, on May 11 and his sister, Mrs. Josaphine Caunar, on May 26.

HENRY LISBY, Maintenance Supervisor of Plant No. 1, has been on the sick list but is now much improved.

ELLSWORTH WEAVER has returned from Manville Factory, where he has assisted with experiments on rock cork installations.

MR. AND MRS. G. S. SMITH are the proud parents of a baby girl born June 5. Mr. Smith is Chief Engineer at Alexandria Factory.

Lompoc Factory

GEORGE K. NOE, *Associate Editor*

HOWARD SMITH of the Accounting Division, was recently married to MISS JEANETTE BROWN.

About 50 members of the Celite Technical Club met at a dinner on May 28 and enjoyed a very interesting talk by L. B. MCMILLAN, Consulting Engineer, New York Office, on insulation and heat conductivity.

F. C. RYAN of the Engineering and Development Section was a visitor at the Lompoc Plant in May.

Manville Factory

C. R. HOCKENBERRY, *Associate Editor*

MISS ANNA MCGULICK of the Cost Department, Manville Factory Office, was married to MICHAEL KUDRICK on May 25 at St. Mary's Church, Bound Brook, New Jersey, by Rev. Jasionowski. Mr. Kudrick works for the Asbestos Transportation Company.

Nashua Factory

E. C. HOPKINS, *Associate Editor*

JOSEPH ALLESON, stripper in the Shingle Mill, was married on May 30 to MISS SOPHIE SABANSKI of Manchester, N. H. Before leaving, Mr. Alleson was presented with a traveling bag by his fellow employees.

FRED PRUNIER, master mechanic, was a visitor in New York during the week of June 3.

The work of installing a new storage tank in the Tank House has started.

NORMAN JEANOTTE of the Quotation Department, was married on June 16 to MISS KATHRYN HELEN DEVINE of Rosindale, Mass. Mr. Jeanotte was the recipient of a purse of gold from his fellow employees as a token of best wishes.

PAUL BOUFFARD, Transite Yard Man, who was married April 29 to MISS ERNESTINE COTE, has just returned from his honeymoon.

Pittsburg Factory

E. L. ADAMS, *Associate Editor*

MR. AND MRS. T. MARTIN are the proud parents of a baby boy, born May 20. Mr. Martin is a winderman in the Pipe Covering Department and Mrs. Martin was also previously employed at the factory.

MR. AND MRS. E. E. PACKARD are being congratulated on the birth of a baby boy, on May 25. Mr. Packard is millwright in buildings No. 1 and No. 2.



At the Pacific Division Picnic at Redwood City, California, on May 4.

Waukegan Factory

H. W. DEIBLER, *Associate Editor*

H. WARNECKE, Foreman, Finishing Department, Magnesia Plant, announced the arrival of a baby boy, May 22.

The sympathy of the Waukegan Factory employees is extended to F. C. BOGGESS, Assistant Purchasing Agent, Waukegan Factory, whose father passed away May 11 at Chicago, and whose brother passed away on May 17 at Washington, D. C.

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The Engineering Department, Waukegan Factory, boasts of its new baby, a blue print machine. Instant service is now given when prints are desired.

The manufacture of rock wool has been discontinued at Waukegan Factory and the Banner Rock Corporation is now furnishing all rock wool used and sold by Johns-Manville.

GUST ANDERSON, machinist, Erection and Repair Department, Waukegan Factory, has returned to work fully recovered from an operation.

General Office

FLORENCE MUIR, *Reporter*

KEN R. DYKE, Sales Promotion Manager, recently returned from a five weeks' trip, during which visits were made to the following District Offices: Cleveland, Chicago, San Francisco, Los Angeles, San Diego, New Orleans and St. Louis.

The friends of F. J. JEWETT will be glad to know that he is now on the road to recovery after an attack of pneumonia.

R. BRAMWELL of the Sales Promotion Department, General Headquarters, paid a flying visit to Chicago on June 3 and 4 to gather material for new Rubber-Tex flooring literature.

SPORTS

Employees of the Pacific Division at San Francisco held their annual picnic on May 4, when 60 automobiles loaded with employees left the Division Office promptly at 9 o'clock and drove to Redwood City.

At 10:30 a ball game was played between the single men and the married men. Joe Csupak pitched a very wonderful game for the single men, although during the last inning while Mr. Csupak was pitching the married men made five runs. The final score was 15 to 5 in favor of the single men. Sam Piercy pitched for the married men.

At noon barbecued ham and all the "trimmings" were served in the open. At 2 o'clock, George Marion, salesman in the San Francisco District, opened the afternoon activities with a clog dance. Miss Sylvia Berger of the Sales Promotion Department and one of the radio players from KGO, Oakland, sang four selections accompanied by a ukelele. The celebrated German Band comprised of Messrs. Clarke Wayland, P. N. Van Dyne, Ted Peterson, Ed. Chrysler, Joe Csupak, and Larry Osborn entertained with several well known selections.

The County Game Warden was called to Lompoc Factory on May 9 to investigate the death of a "spike" buck. The warden decided that while the young deer was grazing on the hill where the brick saws were operating, it became frightened and either fell or jumped over the face of the old No. 7 quarry, a sheer drop of 100 feet. The deer was so badly crippled that it died shortly after. The carcass was turned over to the Celite Hospital and venison was enjoyed by all who were lucky enough to be on the sick list at that time.

Baseball games are being played weekly between two teams in the Shingle Mill at Nashua Factory. Team A is captained by Gilbert Dumas, break-off man, and Team B. by Howard Moore, assistant foreman.

Joseph Capek will serve as pitcher for the local baseball team, and J. L. Wilson, Joseph Price and Alfred Fisher will be welcome additions to the football team at Asbestos Factory. Mr. Price was the winner of the five-mile open race held at Sherbrooke last year.

On Friday evening, June 7, the Johns-Manville Champions of the Philadelphia Office met the Quigley Quakers at the Oaklyn Community Center Bowling Alleys, in what turned out to be a difficult match. But the "Champions" are not disappointed, and have arranged for a return match.

Bill Costello, General Manager of the J. R. Quigley Company, has a live wire organization that not only works together but plays together. In the winter months the principal recreation is bowling, and in the summer, swimming.

The J-M bowling team, recently organized, consisted of G. F. Brown, C. G. McAnally, John C. Schmidt, Jr., R. R. Franey and J. C. Mason.

On June 10, the Nashua Factory Wood Mill team defeated the Office employees 3 to 2. Batteries for the Wood Mill were John Spence and Ralph Rock; for the Office, R. Lemire, Durant and Jeannotte. The features of the game were turned in by the Office team outfield. A large crowd attended from the Factory.

The introduction of daylight saving time on June 10, at Asbestos Factory, proves a boon to the athletic bodies which were previously handicapped by the small amount of daylight, so necessary for practices. Since its advent the athletic grounds are humming with activity after working hours. All are keyed up and striving with might and main to regain the old form and standing that is the peculiar characteristic of the boys of Canadian J-M.

The local football team scored a 2—0 victory recently over the "Regiment." The match was played at Sherbrooke, but the soldiers were not able to withstand the A. A. A. A. boys' attack.

The golf enthusiasts are having ideal weather in which to display their talents. Many new members are expected to be enroled this year. Grant Barrett, Engineering Department, the popular all-round athlete, is the captain of the golf club and E. E. Lockwood, Purchasing Agent, is secretary.

W. N. Rook, Office Manager, who was appointed football coach some time ago, is proving very successful in his efforts. A. H. Jackson, Electrical Superintendent, has been elected football manager vice M. Cargin, who has returned to England.

Joseph Gagné, Milling Department, the noted hockey player, is making good headway as a catcher for the baseball team.

The Nashua Factory Shingle Mill baseball team was defeated by the Wood Mill 17 to 5 in the annual game. Batteries for the Wood Mill were John Spence and Ralph Rock; for the Shingle Mill, J. Backer and D. Laflash.

A New Associate Editor

C. E. Mangrum has been appointed associate editor of the J-M Circle for the Weaver-Henry Corporation in Los Angeles.

At J-M Meetings

(*Continued from page* 19)

sale of Celite for concrete. The meeting was attended by prominent builders, contractors and architects and addressed by A. L. Gossman, assisted by J. M. Reilly and G. C. Garland.

Very favorable comment was heard on all sides and the American Clay and Cement Company are to be congratulated on their enterprise in making this meeting a success.

The Cleveland District City Sales Department has had some very interesting Saturday morning sales meetings. Talks have been given as follows:

J. W. Blemker, Special Representative, insulation and power specialty and electrical section, discussed rock cork very throughly. G. L. Stitz, Special Representative, Celite section, Cleveland District, gave a very complete talk and demonstration of Celite for concrete.

R. F. Fahy of the Banner Rock Products section thoroughly discussed rock wool. J. W. Hemphill, Power Specialty Representative, contributed a great deal of information on steam traps.

G. H. Johnson, Architectural Representative, outlined completely all the information he secured at the Architects' Service conference in New York. L. H. Ogden outlined the program for Floridene stone, and gave a very interesting talk on the formation, discovery and use of the stone.

A sales meeting which was attended by all the automotive equipment salesmen of the Western Division was held in Chicago on June 13, 14, and 15.

A comprehensive program covering every phase of automotive equipment activities had been arranged by H. B. Harden, who presided, and a definite campaign was mapped out for the rest of the year.

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Manager



R. DENNETT
Office Manager



A. F. MILLER
Plant Engineer



S. COLLIER
Chief Chemist

Meet the

Chief Line and Staff Executives of Waukegan Factory



L. A. GRIFFIN
Planning Manager



E. J. HAMPSON
Personnel Manager



J. A. CAREY
Superintendent, Pipe Covering & Paper Mill



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