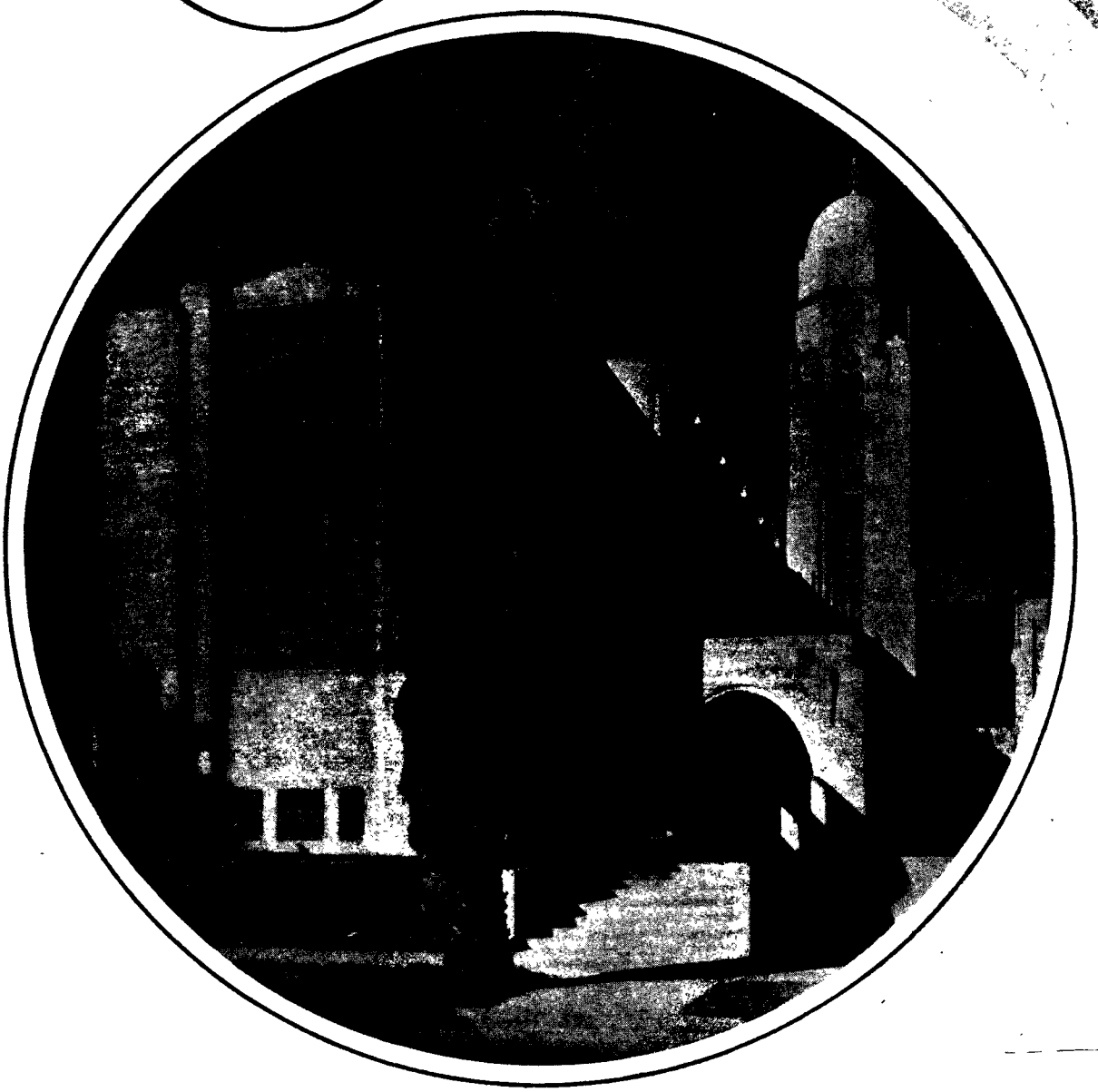
The J-M Circle

JOHNS-MANVILLE CORPORATION

AUGUST-SEPTEMBER 1929

FOR AND ABOUT JOHNS-MANVILLE EMPLOYEES



BEAUTY—A COMPLEMENT OF PERMANENCE

The delicate ornamentation and uniform surface texture of this Los Angeles church were secured by the better workability which J-M Celite gives to concrete.

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COMPETITION

WEBSTER describes competition as the struggle of two or more persons for the same object. In business the object is the consumer's dollar.

Certainly, we are facing keener competition than has been experienced at any time in the history of business.

In the past we thought of competition in terms of the prices, quality and service offered by manufacturers engaged in lines of business similar to those of our own. In this connection there have been radical changes in more recent years. Today we should consider competition from an entirely different light. The real problem is the securement of our portion of the consumer's dollar which may be considered as available for optional spending.



P. A. ANDREWS

In general the quality of merchandise has been pretty well standardized by all reputable manufacturers, and from this standpoint alone the average consumer is not especially concerned. Further, with improved transportation and changes in distributing centers, the question of service has likewise been improved by practically all manufacturers.

But our problem is not necessarily one of matching the offering of competitive manufacturers. Such commodities as asbestos shingles, which are sold in great part to the home owners, in bidding for the consumer's dollar are meeting as competition radio, electrical refrigerators, domestic oil burners, and similar conveniences. As a result of intelligent merchandising methods these lines have developed a strong appeal in the minds of the buying public.

If we are to compete successfully with these ever-increasing offerings, we will have to consider other things than price, quality, and service. We must have continued improvement in style, color, and adaptability. We must intelligently sense the changing tastes and adjust our product to fit them. While standardization was formerly the keynote of production, we must nevertheless recognize these newer trends and prepare ourselves to meet the constantly changing conditions.

In the past few months we have seen remarkable changes in our line of products, particularly in our asbestos and asphalt shingles. The Johns-Manville organization is awake to the needs of the market. Keeping this constantly before us is the answer to the new competition.

P. A. ANDREWS
Assistant to the Vice-President in charge of Sales

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THE J-M CIRCLE

AUGUST-SEPTEMBER 1929

"Traveling Shingle Shows" Arranged

Program Accompanying Display of the New J-M Line Will Constitute a Real Service to J-M Dealers

A PROGRAM offering a real merchandising service to Johns-Manville building material distributors and dealers has just been inaugurated by the Company in a series of "traveling shingle shows," to be held in all the major marketing centers of the Eastern, Central and Western Divisions. These shows include a display of the new J-M shingle line, a new moving picture featuring "Dutch Lap Shingles and Their Application," and talks on merchandising methods of today given by various members of the organization.

This dealer "merchandising conference" plan is an outstanding step forward in cooperation between Johns-Manville and our customers. It will give the dealer an opportunity to present his point of view and make known his needs to Johns-Manville, and Johns-Manville in turn will outline policies and give him a picture of conditions throughout the country and explain how they affect his business.

The magnitude of the undertaking is seen in the carefully worked out program and in the equipment prepared for each meeting. The display itself will be a revelation to the dealers, for it includes all styles and colors of J-M asphalt and asbestos shingles, arranged on a specially designed and correctly lighted stage where the shingles are placed on racks concealed by velour drapes. These may be drawn so that only one type is displayed at a time. A screen is provided, also, for the motion picture on the application of Dutch Lap shingles. The display weighs approximately 1,800 pounds and requires a "property man" in the person of the field sales promotion representative.

The program, which is the same for each meeting, includes the following talks: introduction by the District Sales Manager; "Modern Merchandising," by the Division Sales Manager of the Building Materials Distribution Department; "The Importance of the Architect to Your Business," by an Architectural Service representative; "A Custom Roof Service," by an Architectural Service representative; "Color in the Roof," a paper by Walter McQuade, Consulting Architect; The J-M Sales Promotion Plan, and "A New Line of Asbestos Shingles," by the Division Sales Manager of the Building Materials Distribution Department. The showing of the film, and the display of the complete line of shingles, will be followed by remarks by the District Manager, and open discussion.

The advantages of the plan to the J-M dealer are apparent. It is hoped that the broader outlook on his business obtained at these meetings will enable him to combat more effectively the competition in his field. Merchandising today must be aggressive; the day of the "order taker" has passed, and the dealer must not be content to let customers come to him for the materials they need. If he wants his business to grow, he must secure the newest and best materials the market affords and go out and sell them.

The situation is aptly expressed by President Lewis H. Brown, whose message appears on the printed program:

"Today, all industry is facing a new era, an era where a more intelligent conception of the science of business is essential to success.

"It is idle to prophesy when we will reach the point of saturation in the remarkable expansion of the building program this country is experiencing, but at least the temporary arrival of this time is inevitable and the object of this meeting is to sit down and discuss our problems in an effort to adjust ourselves in anticipation of the conditions which we eventually must face.

"The first thing we must realize is that no manufacturer—no retail dealer—can cope with the problems involved standing alone. If we all are to prosper, it must be through complete unselfish cooperation.

"I believe that this meeting affords us an opportunity to obtain a much clearer conception of our mutual problems and through our concerted and combined efforts we will find intelligent solutions of the problems of our business.

"I have no apprehension of the future, for I see an industry that is far out in front, with even greater prosperity in store for each of us, because we realized the necessity to anticipate and adjust ourselves in advance."

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Barricade Your Home Against Winter's Cold & Summer's Heat

INSULATE!

This advice on the display window of an Eastern contractor is only one of the ways J-M Home Insulation is being successfully brought to the attention of the home-owning public

INTEREST in Johns-Manville Home Insulation is increasing rapidly in the Eastern Division and in the Middle West. In Chicago and vicinity, where the Wallfill Company began operations more than a year ago, there have, of course, been more installations, but the addition of distributors and the use of effective window displays in the East are fast bringing in orders.

Home insulation companies have been established in Boston, Providence, Hartford, White Plains, Newark and Philadelphia, and they are being assisted by the Sales Promotion Department, which is making a study of the best methods for obtaining this new business.

The most effective advertising employed by the Eastern Division so far has been window displays, the first of which was installed on Decoration Day for the Home Insulation Company of Hartford. This showed a small model house being insulated. The realistic reproduction of details, including miniature models of the blowing machine and of the truck loaded with bags of rock wool, and the pipeman on the ladder blowing the insulation into the wall, have given passers-by a comprehensive idea of the process. Ribbons leading from the house to a full-sized wall section showing the rock wool in place demonstrated just how the material filled all the space in the house wall. Large posters, actual photographs of houses being insulated, and testimonial letters completed the display, which immediately produced inquiries that resulted in orders.

A similar display was then installed for the J-M contractor for Westchester County. While the finishing touches were being put on this display, a gentleman went into the office and made arrangements to have his house measured. In a few minutes two women passed, carefully inspected the window, and asked to have their homes measured. It wasn't long before orders directly traceable to the window display were entered.



Careful preparations were made for this installation at a Westchester residence, the machinery being located on a gravel driveway protected by a large tarpaulin.

Up to the end of June, the Wallfill Company had insulated 274 houses in the Chicago District, Elgin, Rockford and Joliet. At that time there were 19 jobs on the books which had not been completed, and those jobs required 370 tons or 37 carloads of rock wool. These orders included several public and industrial buildings, among them the ceiling insulation for St. Mary's Hospital in Kankakee, Illinois; ceiling insulation for all hangars at the new Curtiss Airport, Chicago; complete insulation for all outside walls and ceilings for a new factory building of the Imperial Methods Company in Forest Park, Illinois; and roof insulation placed on Johns-Manville Transite corrugated to prevent condensation at the Coal Products Company factory in Joliet. The Wallfill Company, the designers of the original machines, now have five units in operation.

The Wallfill Company, in contrast to the home insulation contractors in the Eastern Division, has advertised almost exclusively by means of circulars mailed to prospective customers. With each circular a postal card is enclosed, and over a period of a year, the average return has been about three per cent. Of those who returned the cards approximately 90 per cent have insulated their homes. Other work has been obtained through cold canvass, untraceable inquiries, and from people who have stopped to watch the installation crews at work.

H. J. Burt, Jr., President of the Wallfill Company, says of his company's methods:

"The best sales helps which the salesmen carry are the list of names of installations, samples of competitive materials, testimonial letters and pictures of crews at work and the types of homes being treated. Just lately, a small brass registry plate has been made which is being installed in every house that has been insulated. This plate states that the house has been thoroughly insulated with four inches of rock wool and contains a registry number.

"No small part of the success of

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the Wallfill Company has been due to the fact that all promises made by salemen have been carefully executed. The crews arrive on the job at the date designated, the work is put in neatly and quickly, without any muss or disturbance. The workmen are young, intelligent and polite and the home shows a marked degree of insulation comfort as quickly as the work has been completed."



The Home Insulation display in the window of a J-M approved contractor in Hartford, Connecticut, which has brought not only inquiries, but orders.

Prizes Awarded in "Ask-Me-Another" Shingle Contest

SOME time ago the Sales Department wanted to know the real problems connected with the sale of J-M rigid shingles. Even though Johns-Manville has the best rigid shingle on the market today, with the widest range of colors and styles, it is still necessary to have real sales effort by the men in the field to keep these shingles moving through the channels of distribution.

Therefore all J-M rigid shingle salesmen were asked to tell the problems and resistances which they meet daily in the field, from consumers, dealers, builders, and architects. From the problems submitted the most prominent ones were selected. The salesmen were then asked to give the best answers to each of these problems, and a veritable gold mine of valuable information came in from all over the country.

Their answers were carefully gone over by a committee of impartial judges, who picked the following winners: A. B. Curtis, Sales Supervisor of the Lansing Office, first prize of $25; A. C. Thompson, salesman in the Worcester Sales Office, second prize of $15; and J. T. MacKenrow of the Wilkes-Barre Sales Office, third prize of $10.

The contest certainly showed that the men are doing some real thinking about their jobs. There were 127 entries for the prizes, and in addition to the winners the following men received honorable mention for the excellence of their papers: I. W. Hally, New York City; E. S. Holbrook, Baltimore; R. C. McGuiness, Albany; E. R. Shackleton, White Plains, and H. S. Wakely, Lawrence; all of the Eastern Division. T. A. Finch, Grand Rapids; W. L. Garrett, Pittsburgh; I. L. Marker, Saginaw; and K. S. Rice, Erie; all of the Central Division. L. F. Albrecht, Louisville; W. H. Craig, Tulsa; M. E. Duncan, Tulsa; H. S. Frame, Tulsa; and C. E. Potter, Memphis; all of the Western Division; and H. W. Kircher, El Paso, Pacific Division.

Although the contest was held primarily for salesmen and supervisors, papers were submitted by staff men also. H. W. Farrington of Seattle and J. L. Schildmeyer of Cincinnati submitted papers that ranked with the highest for general excellence and merit.

Real sales strategy and thorough knowledge of J-M rigid shingles were required to answer the various questions in the contest, so it is highly gratifying to know that hardly an answer failed to display these qualities in the salesmen.

All of the men who submitted entries for the prizes are to be congratulated for their sincere interest. Their thoughts and ideas will be employed to excellent advantage in getting out a manual for J-M salesmen, distributors, and their salesmen to enable them to capitalize on the valuable information that has now been obtained.



A. B. CURTIS



A. C. THOMPSON



J. T. MACKENROW

A Million Jewett Rings in a Single Order!

To A. L. Haney, packing and insulation salesman, Los Angeles, goes the honor of having sold the largest single order of Jewett rings ever sold in Los Angeles District. He secured the order from Price-Pfister Brass Manufacturing Company, Inc., for one million Jewett rings. This company manufactures a complete line of brass plumbing goods for the plumbing trade, and will use Johns-Manville Jewett rings as standard equipment on all products that require packing.

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While their daddies are busy mining and manufacturing Celite materials from the White Hills at Lompoc, these Mexican children are busy learning English and American customs in Miguelito school.

Learning *Thrift* and *Safety*

Practical Training Is Added to the "Three R's" at Lompoc, Where Bank Accounts Can Be Opened at the School with One Cent

If training in thrift and in safety will make progressive and substantial citizens, Lompoc is year by year building up a citizenry that will some day do it credit. For at the Miguelito school, near the J-M Plant, lessons in thrift and safety are a part of the every-day routine.

Miguelito school is one of California's public schools, but it seems like a Johns-Manville school, for almost the entire attendance is from the Mexican settlement at the Lompoc Factory. Many of the parents do not speak or write English, but the children are learning quickly, and are bringing more than book learning into the Mexican homes. The method of teaching thrift has resulted in "rainy day" funds for these families, and the lessons in safety have practically eliminated accidents among the children.

The principles of thrift have made a deep impression, for 76 of the 89 pupils in the school last year had savings accounts in the Bank of Italy branch in Lompoc. These accounts were handled through the school, new accounts being opened with a deposit of one cent or more. At the close of the school year a total of $1,007.92 was on deposit, according to Mrs. Grace K. Duarte, Principal of the School. The accounts averaged $13.27. Sixteen new accounts were opened during the year, and the increase in deposits was $397.84.



The Miguelito school, near the Lompoc plant.

The Safety Department operated under the supervision and with the assistance of the Automobile Club of Southern California, made an enviable record at Miguelito school this year. There was not one accident on the school grounds, nor on the way to or from school. The Safety Committee, elected from the fourth, fifth and sixth grades, takes charge of all activities on the grounds. The different members divide the duties. Some supervise the pupils at "washing-up" time, others take charge of the lines, two others are in charge of raising the flag at the flag ceremony at the opening of school, and a lunch committee supervises the pupils at noon, thus leaving the teachers free to relax and eat lunch in quiet.

The members of the Safety Committee meet once each week. These meetings are presided over by their own elected president, all business is transacted in parliamentary manner, and new ways of promoting safety are discussed. Safety talks by the different members are a regular order of business and great enthusiasm is shown when a new idea is found to be feasible. In four years there has not been a serious accident.

Mrs. Grace K. Duarte, Mrs. Emily Howerton and Miss Irene Peterson are teachers at the school.

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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

XI. The Varied Applications of Asbestos Blankets

By J. W. HEMPHILL, JR., *Engineer, Power Specialty Section, Central Division*

THE selling of asbestos blankets is to a great extent a matter of individual effort on the part of the J-M selling organization. In most cases the sales are made through the initiative of the salesman creating in the mind of his customer a need for asbestos blankets. In most instances customers have been using fireproof canvas or duck, and when the subject of asbestos comes up they can appreciate the relative value and will give the blankets a thorough test. It would, therefore, seem that the most logical way of increasing our sales of asbestos blankets would be to point out to the selling organization as many applications for blankets as possible. This information should assist them materially in looking for prospective customers.

For Covering Rolls

In the rolling of steel, and particularly in the manufacture of black plate, the rolls become quite hot. When these rolls are removed from the mill and left exposed to atmospheric temperatures, they are liable to check due to sudden temperature changes and the checking may mark the sheet and make it unsaleable. Asbestos blankets have been used to cover the rolls so as to prevent the rapid dissipation of heat with the resulting elimination of checking.

For Covering Castings

Sometimes when castings are removed from the sand they are too hot to be exposed to atmospheric conditions as the rapid cooling is liable to cause cracking or checking. Asbestos blankets protect the castings from sudden temperature changes and bring about a partial anneal on the castings.

For Dry Cleaning Establishments

There is always a possibility of a fire around dry cleaning establishments. A small fire can readily be extinguished by the use of an asbestos fire blanket. In some cities there are ordinances providing that every dry cleaning establishment must have one or more asbestos fire blankets.

For Electrical Fires

Asbestos blankets are a great aid in smothering electrical fires where the use of water would not only be dangerous but would ruin the equipment.

For Welding

In either acetylene or electric arc welding hot sparks become a decided menace to adjacent equipment and may be a real fire hazard. Asbestos blankets hung around the welding space control these sparks and of course reduce the fire hazard to a minimum.

For Covering Equipment

In the operation of cutting out structural work it is impossible to prevent sparks and drops of liquid metal from falling down onto equipment that may be located beneath the operation. Asbestos blankets are an effective means of preventing these sparks and drops of molten metal from impinging on the equipment.

To Protect Workmen from Heat

Very often it is necessary for workmen around forging furnaces to stand very close to these furnaces. An asbestos blanket hung up in front of them materially protects them from this excessive heat.

As Removable Barriers

Asbestos blankets are used to some extent as heat barriers in kilns and Lehrs to control the variation of heat in the equipment. Generally speaking, this is a rather severe condition and for this purpose a very pure asbestos cloth blanket should be used.

For Filtering

In the filtering of oils and chemicals it is sometimes advisable to put an asbestos blanket in the bottom of a filter to prevent the filtering material from going out with the liquid to be filtered.

For Theater Curtains

It may be stretching our imagination somewhat to call a theater curtain an asbestos blanket, but this is one application for which there is a considerable market.

Farewell Dinner Given in Honor of C. R. Wikel

C. R. Wikel was the guest of honor of the Gretna Factory and the New Orleans Sales Office at a farewell banquet, June 26, at Kolb's German Tavern. Mr. Wikel, who has been superintendent of the Gretna Factory since operations started in February, 1925, has been transferred to Waukegan.

After an enjoyable evening of speechmaking C. J. Flanagan presented Mr. Wikel with a wrist watch. J. M. Taylor, District Sales Manager, acted as toastmaster.

Those in attendance were R. B. Murphy, E. Belsom, J. G. Vincent, E. Kennedy, W. E. Hunter, C. C. Gaiennie, Nick Curtis, and Vincent Trauth, of the Factory Staff; John Gies, C. J. Flanagan, Earl Schultis, Tom Discon, Bill Keller, John Kelly, E. J. Rodriguez, Lester Mullier, Eddie Foy, Charley Bizot, A. W. Graning, of the Sales Department; and representatives of Taylor Seidenback, Inc., and the Mayronne Lumber & Supply Co.

A New Reporter

Frank Dean has been appointed the Chrysotile reporter for the J-M Circle. Mr. Dean will submit news items in both English and Spanish.

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Waukegan Factory Spells "Busy" With a Capital "B"

A FEW hours spent in wandering around Waukegan Factory would certainly convince any J-M employee of the progress being made by Johns-Manville, for the factory is simply keeping up the pace set by the organization as a whole. But that pace means the introduction of new products, greater research activities, and overtime or night and day shifts in some departments to keep clear on orders.

The new styles and colors in rigid shingles have increased activity in that department, and to what extent can readily be seen by looking at the sample boards of shingles exposed to the sun on the south side of the building. These boards would convince any prospect that J-M has the right shingles for his home.

In the rear of the shingle building is the steel structure for the new Transite pipe building. This construction will be completed by the Erection and Repair Department this fall. Plant Engineer A. F. Miller is very enthusiastic about this new product since he visited the factory in Italy, and if his enthusiasm spreads throughout the organization, Transite pipe will be a big success.

The Sales Department received proper credit for the huge order for corrugated Transite—nearly 100 cars—from the International Harvester Company, but Waukegan has had the heavy work on its shoulders. Men have been working day and night to get out this material. In addition, the Transite department has been busy making fume hoods, smoke jacks and other specialties.

The new Rubber Tex-Tile is requiring a night and day shift, as 6,500 to 7,000 square feet are being produced daily. This has been made possible through the installation of a new type of mixer which produces in seven minutes what the old equipment, with only slightly less power, produced in an hour. The tile is now available in five colors.

The new equipment for Masoleum mastic flooring has also been installed and is now turning out this addition to the J-M products.

Orders for packings and textiles have been coming in fast, for according to George H. Ellinwood, Superintendent of this department, the number of employees has increased 50 per cent in the first six months of this year.

The rock wool department is a source of unending interest, the process of blowing the molten rock being as thrilling and as fascinating as Fourth of July fireworks. This material is made into fillers for Sanacoustic tile—another recent acquisition at Waukegan.

The laboratory has come in for its share of work, too, and according to S. Collier, Chief Chemist, some of the men have voluntarily worked as many as 18 hours in a day.



The Sales Promotion men in the Pacific Division. From left to right, standing: P. Johnson, A. G. Markwell, Andy Hoffman, and E. Cathcart; seated, Ben Carpenter, R. B. Adams, and Hal Hallstrom.

Sales Promotion Program Discussed at Conferences

A General Sales Promotion Conference was held in New York during the week of July 22, attended by the Division Sales Promotion Managers and their assistants. The entire sales promotion program for the Company was discussed at that time, and plans for 1930 were made.

This Conference followed closely the Division Conferences, which were held in the Divisions during the week of July 8. Each Division Conference was attended by the field sales promotion men, and conducted by the Division Sales Promotion Manager. Among the topics discussed at each meeting were ways and means of improving sales promotion field activities, how sales promotion work can best help both the industrial and merchandising phases of J-M activities, a review of 1929 activities to date, and recommendations and suggestions for 1930.

In addition to the sales promotion men in attendance at these conferences, the various Division Staff Managers were present and presented their ideas on sales promotion work. Each Division reported excellent progress to date and an enthusiastic and optimistic forecast for the future.

Cleveland Men Complete Course in Chemistry

Six men in the Cleveland Office have completed the course on Elementary and Practical Chemistry conducted during the winter by L. V. Bohannon, Sales Supervisor of the electrical and public utilities section, Central Division. The men are: R. W. Grierson, F. D. Dougherty, Fred Fieger, Lou Homely, E. C. Ferris, and John Donaldson.

This course was started by Mr. Bohannon for the benefit of the sales clerks in the Cleveland Office who felt the need of instruction on this subject and who wished to increase their value to the Company. The lessons consisted of home study of a textbook and one hour of lecture and discussion each Saturday afternoon and oftener when the men could be assembled. The men were so enthusiastic about the lessons that they sometimes met during the lunch hour and discussed the various problems brought out in previous lessons. The last session was held May 25.

Displays Safety Flag

The A. and D. Railway Department at Asbestos, Quebec, earned the right to the plant Safety flag for another month, June.

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J. H. McMillan Becomes a "Packing Santa Claus"

When the new packing catalog made its appearance, J. H. McMillan, New Orleans salesman, was overjoyed.



J. H. McMillan

It is a well known fact that a J-M salesman carries considerable equipment when he goes forth in the morning. But somehow or other, Mr. McMillan managed to add 10 packing catalogs to his outfit, for he is a firm believer in distributing them in person.

He says he must have looked like Santa Claus when he started out with all this excess baggage, but the added effort paid. During the first week, he distributed all the catalogs and "bagged" four packing orders, one from the largest mill in his territory, a concern, moreover, that theretofore had been buying a competitor's products exclusively.

Dinner Given for G. Boesel

About 60 friends of Gustav Boesel, Superintendent of the Magnesia Plant, Manville Factory, gathered at Somerville Elks Club, on June 5, for a testimonial dinner to the first Mayor of the New Borough of Manville.

Mayor Flockhart of Somerville and Hon. Frank Cleary, Judge of the Circuit Court, gave very interesting talks, and assured Mr. Boesel of a successful administration and offered him their assistance in his new responsibility.

After talks by various others, including members of the Mayor's Council, Mr. Boesel was presented with a fine travelling bag with advice to "pack away his troubles" in his duties as Mayor.

J. P. Kottcamp Points Out Reasons for Urging Safety

A rousing Safety meeting was held June 24 in the cafeteria at Waukegan Factory. This was attended by the executives, building superintendents and assistants, foremen, sub-foremen and others whose employment at Waukegan made the subject of Safety an interesting problem to them. J. P. Kottcamp, Manager, was in charge of the meeting and he pointed out many reasons why safety should be preached and practiced by those who share any responsibility about the factory. As the various speakers brought out "high spots" in Safety work, he elaborated on them in words that left a good impression.

Waukegan Fills Large Order

Waukegan Factory recently received orders from the Firestone Tire and Rubber Company for 52,000 sets of moulded brake lining, which is manufactured only at Waukegan, and 341,000 feet of woven brake lining. These orders were completed within three weeks after they were received.

T. K. Mial Trophy Contest Arouses Central Division

Considerable enthusiasm has been manifest in Central Division over the T. K. Mial Trophy Contest, which was announced June 15. The sales territory showing, for the months of June, July and August, the largest percentage of increase over last year's sales of merchandised building materials will be presented with the trophy. A scoring system has been worked out whereby a certain number of points is given for each $100 worth of materials sold. Additional points are given for major items such as rigid and Dutch Lap shingles.



The Mial Cup

W. B. Walter, Sales Manager of the Central Division Merchandising Department, who is conducting this contest, has issued "The Sprinter" as a weekly bulletin giving standings of the various territories and mentioning prominent jobs secured. Cartoons used in the bulletin tend to liven up the contest.

The winners of the contest will be invited to Cleveland and a banquet given in their honor. At this time the trophy will be formally presented to the Territory Sales Supervisor.

Below: The card designed for J-M salesmen, which bears the new trade-mark. These cards are in the size shown.

E. J. LIGGETT

SALES SUPERVISOR
JOHNS-MANVILLE CORPORATION
LOCUST ST. AT SEVENTEENTH, ST. LOUIS, MO.
CENTRAL 3940

C. O. JOHNSON

JOHNS-MANVILLE INC. OF TEXAS
1416-17 MAGNOLIA BUILDING
DALLAS, TEXAS
PHONE 7-1528

Above: The type of business card adopted for J-M executives. These cards are produced by non-plate engraving.

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THE J-M CIRCLE

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

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Hal Hallstrom.....*Pacific*
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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 Factories

If most of us were handed the above list of J-M factories and asked to point out their relative size, their chief products, and their distinguishing characteristics, we would probably look blank and start to stammer even if we were not in the habit of looking blank and stammering. It wouldn't be our fault, either; we simply haven't the opportunity of getting more than a smattering of this knowledge while we're so busy with our own jobs.

And it's important information to have, although even its importance is outweighed by its interest. Each mine and factory has a fascinating story to tell; each one has a different story to tell: Asbestos and its great open-pit mines—Arizona and its net-work of tunnels—Lompoc with its white hills of fossilized diatoms—Alexandria and the rock that can be blown into fibre—and the factories, large and small, that manufacture the great variety of products that constitute the J-M line.

It is to present this J-M story that the J-M Factory Circle has been introduced. Each issue will feature a different plant. As usual, the J-M Circle will welcome any suggestions.

Two Issues in One

This Circle combines the August and September numbers, in accordance with a plan to publish the magazine eleven times a year. The next issue will make its appearance about October first.



This certificate, appropriately framed, and a gold medal, were presented to Michael Ragwisen, an asbestos worker who has been employed by Johns-Manville for the past 10 *years. Mr. Ragwisen applied acoustical treatment on the side walls of the chapel of Temple Emanu-El, New York.*

Safety Committee Meets Regularly at Asbestos

The Asbestos Factory Safety Committee, composed of Albert D. Tector, Chairman, Wm. McCullough, Vice Chairman, Ken Hall, Secretary, and A. Nadeau, G. Monahan, A. Turgeon, O. Patrie and W. Delaney, meets once a month to discuss the various aspects of Safety in both mental and mechanical hazards, as applied to everyday work. Additional members are taken on for a three-month period and then replaced by others. By this means the principle of Safety is continually kept fresh in every employee's mind, so that mechanical Safety ideas and devices are ever to the fore.

The Committee functions exceptionally well and takes a great interest in the execution and application of decisions given for the Safety of factory employees.

President Lewis H. Brown Addresses Boston Group

Lewis H. Brown, President of the Company, visited the Boston Office on July 19 and met individually many of the sales executives and special representatives who happened to be in the office.

During the day Mr. Brown addressed the office group, giving a very interesting and instuctive talk on the future of the Company, the goal that is being sought, and how the men can all help to attain this goal.

Later Mr. Brown had luncheon with George Esler, Jr., Boston District Sales Manager, and the Boston special representatives and sales supervisors. The luncheon continued into an informal sales meeting through the afternoon.

Happiness does not consist in getting something; it consists in becoming something.—*Dr. Frank Crane.*

Deaths

Ralph Brooks

Ralph Brooks, who was employed as brakeman in the Mine Railway Department, Asbestos, Quebec, was killed while on duty on the night of July 4. He played center half for the A. A. A. A. football team and was regarded by his associates as the mainstay of the players during their transition period from a weakling team to their present strong position. Mr. Brooks was buried in the Danville Protestant Cemetery on July 6. The six pall bearers were his immediate associates on the football team.

Silas Pierce

The sympathy of the Banner Rock Factory employees is extended to the wife and family of Silas Pierce, cupola foreman, who died July 24.

Marion Mannring

Marion Mannring, former employee at Plant No. 2, Banner Rock Factory, was buried June 17.

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L. B. McMillan Dies from Injuries Received in Airplane Crash

L. B. McMillan, Consulting Engineer for Johns-Manville, died on Saturday afternoon, August 10, at St. James Hospital in Newark, New Jersey, from injuries received in an airplane crash.

The accident occurred the evening before, when Mr. McMillan's tiny Monocoupe fell into a spin at a low altitude and plunged into marshy ground two miles south of Newark Metropolitan Airport. With Mr. McMillan was William De Roberti, a taxicab driver who usually drove him to the airport. Mr. De Roberti was so badly injured he lived only a few hours.

Immediately after the accident the Airport notified the Engineers' Club in New York City, where Mr. McMillan resided, and President Lewis H. Brown. Mr. Brown got in touch with H. A. Kieselbach and E. C. Rack, who live in Montclair and East Orange, New Jersey. They rushed to the hospital and remained there most of the night, providing every possible assistance and calling in the best of surgical ability. Mrs. McMillan was sent for, and arrived from Denver, where she had been visiting, Monday morning. Mr. McMillan's father arrived from Texas Tuesday, and made the funeral arrangements.

Services were held at the E. N. French Undertaking Parlors in East Orange, N. J., Wednesday evening, and the body was then taken to Angleton, Texas, for burial.

The cause of the accident will never be known. Persons who watched the take-off only a few minutes before the crash said the plane had gained an altitude of about 600 feet when it fell into a tight spin and made a nose dive into the marsh.

Mr. McMillan was an experienced and a skillful pilot, and exercised the greatest care when he was at the controls. It was about a year ago that he became so interested in flying that he took it up under the direction of V. H. Ramsey, a welder in the Erection and Repair Department at Waukegan Factory. Mr. Ramsey had spent two years in the air forces during the war, and then two years in the Marine air service. He holds a national transport license and now devotes all his time to flying. Mr. McMillan studied every phase of flying, and practiced such feats as tail spins so he would be prepared for emergencies.



L. B. McMillan

He used the Monocoupe, and also a four-passenger Stinson Detroiter monoplane which he kept in Chicago. Mr. Ramsey was pilot of the planes until Mr. McMillan could handle them alone. Last spring, with Mr. Ramsey as pilot and himself as co-pilot, Mr. McMillan made a trip to the Pacific Coast in the Stinson. They covered 6,000 miles, and kept close to schedule even though they traveled through all kinds of weather.

The loss to Johns-Manville is immeasurable. And the personal loss to Mr. McMillan's friends and associates in the Company is just as great.

His thirteen years with Johns-Manville constituted a record of marked achievement along insulation lines. He established heat insulation on a results accomplished basis where thicknesses are proportioned according to requirements. He developed a majority of the sales arguments on insulation and imparted a knowledge of heat insulation technique to others throughout the Company. He established the insulation testing laboratory at Manville Factory and cooperated with the factories in the improvement and standardization of many products.

Mr. McMillan was always searching for improved methods. He designed the drying system for magnesia which increased the speed of drying approximately 200 per cent and at a substantial saving. He also took out the patent on Pan-O-Cel, helped develop house insulation, and assisted in the development of the high temperature insulation field.

Mr. McMillan was born at Bem, Mo., September 21, 1891. He was graduated from the Texas Agricultural and Mechanical College in 1911 with the degree of Bachelor of Science in Mechanical Engineering. He later took graduate work in mechanical and chemical engineering at this institution and at the University of Wisconsin, receiving the degrees of Mechanical Engineer in 1912 and Chemical Engineer in 1913 from the former institution, and the degree of Master of Science in 1914 from the University of Wisconsin.

Mr. McMillan came to Johns-Manville from the University of Wisconsin, where for two years he had been an instructor in the College of Engineering. This offer came to him after a year spent as a Fellow in Engineering in the University of Wisconsin Graduate School, and two years as an instructor in mechanical engineering at the Agricultural and Mechanical College of Texas.

His research work on heat insulation was notable. In 1916 he presented a paper entitled "The Heat Insulating Properties of Commercial Steam Pipe Coverings" at the annual meeting of the American Society of Mechanical Engineers. This paper, which was awarded the A. S. M. E. Junior Award, focused attention on a subject that has been growing in importance ever since. At the annual meeting in 1926 he delivered a paper on "Heat Transfer Through Insulation in the Moderate and High Temperature Fields," and last May presented one on "Heat Insulation Practice in the Modern Steam-Generating Plant."

Mr. McMillan has held membership on many of the most important committees of national engineering societies. A year ago he was appointed chairman of the Committee on Heat

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Promotions *and* Transfers

R. B. ADAMS, Sales Promotion Manager, Pacific Division, has been promoted to the General Sales Promotion Department, New York, in charge of field sales promotion activities.

A. G. BARRETT has been promoted to Chief Engineer at Asbestos Factory, replacing R. A. DENOVAN, who is taking over the work of Supervisor of Fibre Research. T. N. BASTERASH has been promoted to assistant to Mr. Barrett.

C. R. BINDER has been promoted from the General Office Accounting Department to Office Manager of the Foreign Division.

E. B. BLAKE has been transferred to the Accounting Department, Alexandria Factory, in charge of Accounts Payable.

J. O. BOYLAN, formerly Manager of the merchandising section, Eastern Division, has been transferred to the Philadelphia District as Sales Manager.

FLOYD W. BRAINARD, in addition to his present duties as head of the Statistical Section of the Western Division, has been appointed assistant to C. W. Nagel, Western Division Office Manager.

E. E. CLAPSADEL has been transferred from industrial salesman, Detroit city territory, to the Acoustical Section as special representative.

VICTOR CULLEN is now Timekeeper of Plant No. 1, Alexandria Factory.

N. DANCULOVIC has been promoted to chief estimator, Construction Department, Cleveland District.

B. H. DRUM has been promoted from sales clerk, Cleveland Office, to junior industrial insulation, power specialties and electrical representative, Toledo territory.

MISS EDNA EDSBERG, who has been in the employ of the Boston District for the past eight years, has been placed in charge of the handling of all orders.

KEN HALL has been promoted to Inspector of Roofing Department at Asbestos.

HAL HALLSTROM succeeded R. B. Adams as Pacific Division Sales Promotion Manager.

A. P. HOFFMAN has been promoted from the San Francisco District sales force, to chief clerk in the Pacific Division Sales Promotion Department.

J. H. P. HUGHART, Sales Supervisor, Indianapolis Office, Chicago District, has been transferred to Louisville as Sales Supervisor.

HENRY JARUS has been promoted from gasket maker to retail sales clerk, Cleveland.

C. W. JEWETT, formerly of the General Office Architectural Service Department, is now located at the Syracuse District Office, as Architectural Representative.

M. P. JONES, formerly handling the Williamsport section of the Wilkes-Barre territory, is now assisting in the Packing Department of the Philadelphia Office.

A. J. KROLL has been transferred from Waukegan Factory to Traffic Manager of Alexandria Factory.

MISS ANNA W. LOFGREN, formerly secretary to the Office Manager, has been appointed cashier in the Boston District.

I. L. MARVEL, who formerly handled brake lining and low pressure insulation in Wilkes-Barre, has succeeded M. P. Jones in the Williamsport section of the Wilkes-Barre territory.

J. G. NEAL has been promoted from estimator, Pittsburgh Office, to Special Acoustical Representative, Cleveland District.

E. ST. J. NEALLEY has been promoted to assistant to J. S. Adams in the President's Office.

MR. NELSON has been transferred to Asbestos Factory from the Manville Plant, to become Superintendent of Prevention of Waste, a new department just opening up. Mr. Nelson will be assisted by RALPH WILSON and J. A. WILSON.

WALTER W. NORRIS of the Chicago District has been promoted to chief clerk.

C. NOVECK, chief clerk, General Purchasing Department, has been transferred to Manville Factory as assistant to Mr. Ponisi.

J. A. O'BRIEN has been transferred from J. S. Carroll's office to Sales Manager of the Industrial Department, Eastern Division.

A. OLNHOFF has been transferred from "C" Building, Waukegan Factory, to the Traffic Department.

D. E. OWEN has been promoted from statistical clerk to estimator in the Construction Department, Cleveland District.

E. D. PAKENHAM, JR., former sales representative in the Paterson, New Jersey, sales territory, is now located in the Architectural Service Department, General Office.

R. W. PAUL, salesman, Indianapolis Sales Office territory, has been promoted to Sales Supervisor at Indianapolis.

GEORGE A. PAYNE has been appointed chief sales clerk of the Boston District.

A. PEKLO has been transferred from the General Purchasing Department to the Sales Promotion Department, Eastern Division.

H. PONISI, formerly a buyer in the General Purchasing Department, is now Purchasing Agent at Manville Factory.

G. K. POZER has been transferred from foreman in the freight shed to the Employment and Service Department, Asbestos Factory.

MISS JANE B. REGAN, formerly cashier of the Boston Office, and a J-M employee of 24 years, is assisting J. M. Cooney in the handling of accounting, credits and collections.

W. A. REYNOLDS, former industrial sal man of the Rochester District, has be appointed Sales Supervisor for the n Rochester District.

MISS HELEN P. SAVAGE, formerly fi clerk, Boston District, has been placed charge of the Architects' Service Depa ment Uniform Card Record System, n Call Reports, and Customers' Record Sy tem.

GEORGE SCHAEFER has been promot from retail sales clerk to sales clerk, assi ing J. R. Donaldson, Cleveland District.

E. R. STEVENS has been placed in char of Plant No. 1, Banner Rock Factory, Building Superintendent.

F. TROUGHTON has been transferred fro Plant 4 to Mill 3, as regrading foreman, A bestos Factory.

W. A. WALLACE, formerly in the Oil I dustry Department at Chicago, has be transferred to Houston to handle special a counts.

WALTER G. WENDLAND, special electric and public utility representative of the Ch cago District, has been promoted to Sal Supervisor of the Equipment Section of t Western Division.

WILLIAM WINDSOR is now Paymaster the Alexandria Factory.

J. PAGE WOODARD, formerly Plannin Manager of the Lompoc Factory, has be transferred to Pittsburg Factory.

New Employees

Eastern Division

MISS ANNA DONEGAN, general office a sistant, Boston.

W. L. FAIRCHILD, building materials a merchandising salesman, Rochester.

MRS. EVELYN J. BOUTILLIER, Dictapho operator, Boston.

R. S. ELLIOTT, industrial salesman, Roc ester Sales Office.

RALPH LEE RANKIN, Industrial Buildi Materials, Boston District.

GODFREY HAAS, Floridene Stone sal man, Metropolitan District.

F. B. GARDNER, industrial representati Albany District.

L. C. HART, Sales Manager, Building M terials Distribution Department.

Central Division

LUDWIG VCELLA, junior power specialti representative, Cleveland.

S. V. DAVIS, estimator, Pittsburgh.

WARNER WOODWORTH, clerk, Sales D partment.

MISS MARTHA RANDALL, Wheeling Offic

CHARLES A. KELLY, assistant to Powe Specialty Salesman G. F. Clark, Detroit cit sales territory.

HAROLD T. REEDER, Cleveland City Sal Department, Merchandising Division.

KENNETH B. KOMP, industrial salesma Detroit city territory.

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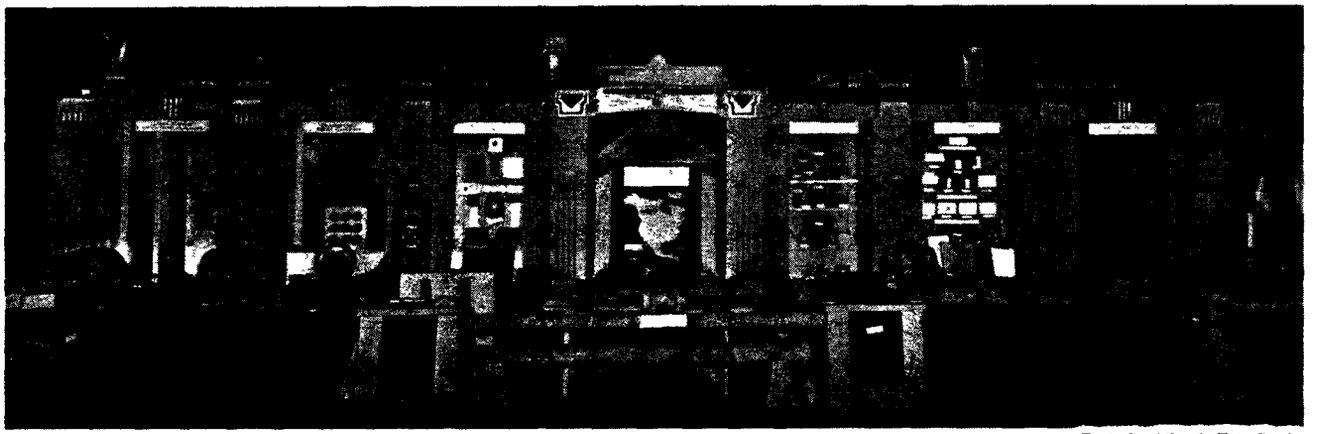


Photo by Atlantic Foto Service

J-M products played an important part in the industrial exhibits at the National Electric Light Association convention at Atlantic City in June. The display background was built entirely of flat and corrugated Transite, in the modernistic manner. This material, in the columns especially, had the appearance of stone, and showed the desirability of using Transite in permanent construction. A Transite cell structure in actual size, and showing construction details, may be seen at the left. and an Asbestos Ebony bench board at the right in the photograph. This convention marked the fiftieth anniversary of the incandescent light.

Here and *There* in the Field

J-M Line Brings Profit

The Ajax Asphalt Shingle Company of Wilmette, Illinois, appliers of asphalt shingles, some time ago felt the advisability of adopting the J-M line. That in taking on the J-M line the contractor profited, can be gleaned from the following letter sent to the J-M Chicago Office:

"Since we have promoted the Johns-Manville line we have doubled our business. Every roof which we apply acts as a salesman for us, and we have established a reputation, due to the good appearance of all our roofs. The owners of the buildings are all well pleased, especially those who have used the new attractive blends."

W. G. McKillip, Chicago city merchandising salesman, has cooperated with the Ajax Asphalt Shingle Company in making satisfied customers.

A Difficult Job

The Prasse Lumber Company, a J-M distributor in Cleveland, was instrumental in securing through V. J. Wallenhorst a 195-square re-roofing job of No. 5 mottled blue-black asbestos shingles on the Holy Name Church in Cleveland.

Samples of the old slate which were removed showed that this material had entirely deteriorated, being almost entirely reduced to a soft, porous mass.

This roofing job presented a difficult problem because the rise was 19 inches per foot on a 60-foot rafter.

A Persistent Worker

T. M. Butler, south Alabama representative, who is a very persistent worker in small towns, recently sold the Tallahassee Mills at Tallahassee, Alabama, 261 squares of shingles and 100 squares of Super Class A built-up roofing, against very keen competition.

The Tallapoosa County Board of Education is building two new school houses, and



The application of J-M shingles is a bit difficult when the roof is as steep as this one on a Cleveland church.

has bought 520 squares of No. 70 shingles. Mr. Butler came away with this order for J-M shingles regardless of the fact that a competitor had a dealer who was on the building committee of these schools.

Mr. Butler has also broken into the Tuskeegee Industrial and Normal Institute, better known as the Booker T. Washington Institute, at Tuskeegee, Alabama, and has sold 300 squares of shingles for re-roofing. These people were not sold on J-M re-roofing over wood shingles until Mr. Butler took the engineer in his car and made a trip to three different towns where they had a number of houses covered with rigid shingles.

Mr. Butler sold two cars of asbestos built-up felts to his Montgomery, Alabama, distributor, used for re-roofing.

In Business for Themselves

Two former employees of the J-M Pittsburgh Office are now firmly launched in an approved roofing business of their own. The new Johns-Manville approved roofers, Wheeler and Voegele, Inc., are applying built-up roofs, handling shingles and erecting corrugated Transite. Mr. Voegele was formerly in the Pittsburgh Construction Department, while Mr. Wheeler was packing representative in the Pittsburgh District.

Cooperation Among Salesmen

An interesting example of cooperation among salesmen was demonstrated in the Dayton Office recently with the sale of 850 squares of J-M built-up roofing materials to the New Idea Spreader Company of Coldwater, Ohio. The total job consisted of 500 squares of heavy flexstone roofing and 350 squares of Class A roofing.

B. Stickney of Dayton Office had called on the customer several times to make the measurements and estimate for the work. Inasmuch as in 1928 E. F. Adelberger, industrial salesman of Dayton Office, who then handled the Coldwater area, had sold the same concern a similar amount of roof-

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ing, he went with Mr. Stickney to Coldwater to explain some of the details to the owners, who were well acquainted with him. Mr. Adelberger spent an entire day with Mr. Stickney and his efforts were very helpful in securing the order.

River Boat Breaks Record

The "Vapor Cisneros," a river boat owned by the "Naviera Colombiana," in Colombia, South America, recently surpassed all speed records for similar craft on the voyage from La Dorada to Barranquilla, Colombia. Perhaps this speed was possible because this boat, like all the steamers of Naviera Colombiana, has its boilers and steam pipes covered with J-M insulation.

The company also uses J-M packings exclusively, and has decided to standardize on J-M refractory cements for all furnace work. Naviera Colombiana have been good J-M customers since P. Porta first called on them in 1925. Mr. Porta says that almost every time he goes to Barranquilla he secures an order.

The distance from La Dorada to Barranquilla, on the Magdalena River, is 803 kilometers (approximately 482 miles). The "Vapor Cisneros" made this in 36 hours, including four stops at river ports.

An Unusual Roof Leak

The latest cause for a roof leak was discovered in Oakland, California, when R. E. L. Flourney, San Francisco District roofing inspector, and Glenn Hawkins, roofing superintendent of the General Roofing Company, J-M approved contractors, were making an inspection of an asbestos roof applied on a permanent building in the heart of the business district in Oakland.

The slight leak in the roof was caused by what at first appeared to be a nail, but proved to be a steel tip bullet of the type used by the Oakland Police Department.

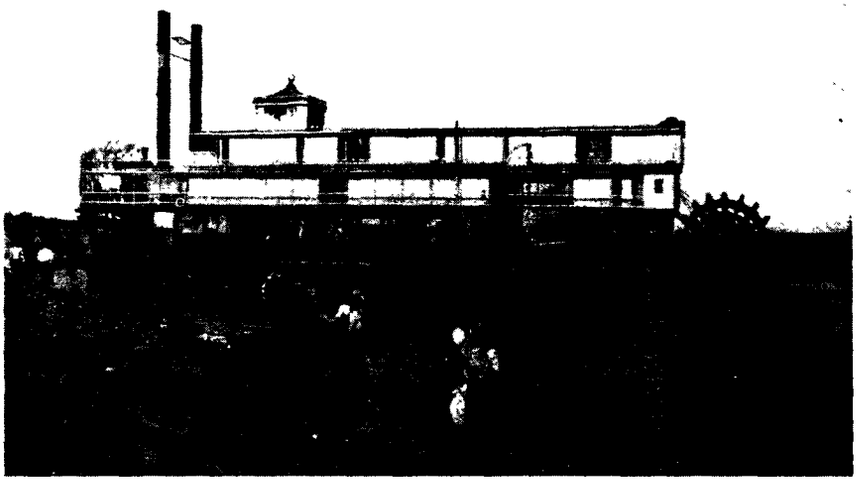
The bullet was removed and the leak repaired, although Mr. Flourney explained to the building superintendent that holes shot into a roof by the City Police Department are not considered the responsibility of Johns-Manville.

Activity in Acoustical Field

The Columbus territory has shown considerable activity in the acoustical field this year. Glenn Eby, Supervisor, and J. L. McCullough, salesman, with the assistance of Harry Fox and J. G. Neal, have secured some real business. Some of the jobs recently completed are the Council Chamber of the Columbus City Hall, Swasey Chapel at Dennison University, several court rooms at the Franklin County Court House, and some rooms for the Ohio Bell Telephone Company.

One very recent job was the installation of Sanacoustic tile in the bookkeeping room of the First Citizens Trust Company of Columbus. This room contains 40 machines and the conditions were so severe that it was either a case of discontinuing the use of the telephone and installing a teleautograph or treating the room acoustically. The teleautograph would have required a yearly rental of $1,300 plus the installation cost, which made the acoustical treatment a better investment. This installation has been so successful that the main banking room will probably be treated in the immediate future.

Another order obtained recently was for more than $7,000 worth of treatment to be applied in the new Columbus Safety Building, now under construction.



South American river boats, like this one that steams along the Magdalena River in Colombia, have their boilers and steam pipes covered with J-M insulation.

Jones and Jones Work Together

For some months L. E. Jones, Industrial building materials salesman, Toledo territory, has been working with Earl F. Jones, approved roofing contractor of Defiance, Ohio, to secure a contract for re-roofing approximately 500 squares of old tar and gravel roofing on the plant of the American Steel Package Company at Defiance.

Proposals were finally submitted and an order secured for tearing off the old roofing and replacing it with a 60-pound and one 15-pound asbestos felt on 800 squares, instead of 500.

Bridge Flooring

F. C. Kenyon, Supervisor of Dayton Office, with the cooperation of H. L. Rogers, Staff Engineer, was instrumental in closing the first bridge flooring contract, the materials to be furnished from the new Dayton Factory. This job was at Circleville, Ohio, and was applied in a very satisfactory manner.

Mr. Kenyon also secured the contract for the flooring of the Herman Avenue bridge in Dayton. By removing the concrete floor on this bridge and replacing it with J-M Prefalt bridge flooring, sufficient dead weight has been removed from the old bridge to give it a "new lease on life."

1000 Per Cent Batting Average

I. L. Marker of Saginaw, who seems to be setting the pace in the T. K. Mial Trophy Race, went out recently with George J. Diebold, West Branch, Michigan, distributor, and called on five re-roofing prospects. He turned in a batting average of 1,000 percent—sold every prospect on rigid shingles.

After selling these jobs, Mr. Marker told the distributor he had another good prospect and much to Mr. Diebold's surprise drove up and stopped right in front of Mr. Diebold's own house. This order amounted to 28 squares of mottled green.

First Airplane Connection

L. E. Denman of the Cincinnati District asked for permission to sign up the first Central Division airplane jobber in the Johnson Airplane Supply Company of Vandalia, Ohio. According to J. T. Spicer this is the first outfit of its kind in the country with which Johns-Manville has made a connection.

Quick Action

Following a carpenter-contractor meeting at Clearfield, Pa., E. J. Gordon, special merchandising representative, and W. V. Wetterstein, salesman, took six full-sized panels from the display trunks, loaded them into Mr. Wetterstein's car and drove 42 miles, part of it over dirt roads, to Janesville, Pa., to show them to a prospect. The result was an order for 50 squares of No. 70 rough reds.

Mexicali "Goes J-M"

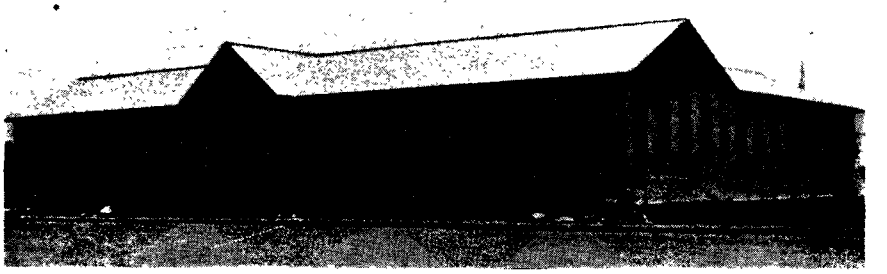
A hearty endorsement of rigid asbestos shingles is found in a letter from M. F. Guerra, City Engineer of Mexicali, Lower California:

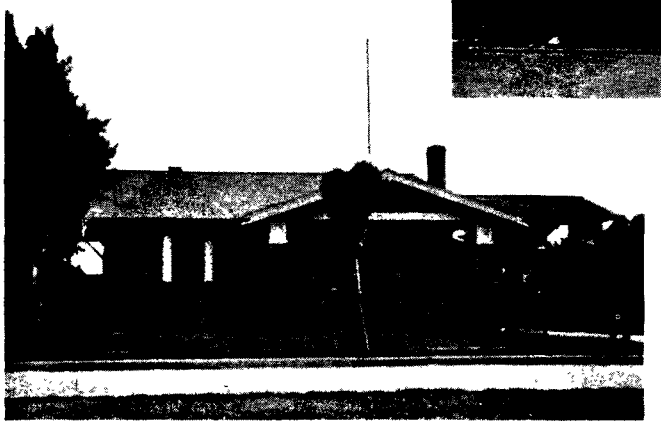
"I beg to inform you that both the Governor's residence and the new Municipal Hospital building of this city have been provided with asbestos shingle tile as manufactured by your firm and the use and ap-

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pearance of same have been very satisfactory to the users.

"Heretofore, composition and paper roofing have been used extensively here, but the climatological conditions of this region have rendered these useless and expensive to the owners of buildings and residences.





Two J-M shingle jobs in Mexicali, Lower California. Above, the new City Hospital, and at the left, the home of Governor Rodriquez.

"I shall be pleased to recommend the aforesaid roofing material to all who contemplate building in the future.

"I dare say that hereafter, all public buildings shall be provided with this same roofing material, and cordially wish you every success in this line of business."

These jobs, which totaled 110 squares of No. 70 model gray and rough texture red, were sold by W. F. Steigerwald, Jr., in the Los Angeles District. The roofs were applied by the I. B. Roofing Company of Calexico, California.

Dutch Lap Makes a "Hit"

Dutch Lap shingles are certainly making a hit! Youngstown territory sold a solid car of Dutch Laps to the Union Wholesale Lumber Company of Youngstown. Mr. Kelly, Sales Manager of this concern, is very enthusiastic about this shingle and says that it is going to enable him to eliminate asbestos shingle competition in Youngstown.

A Playground On the Roof

A large order for J-M industrial flooring recently secured for the building of the Meyercord Company of Chicago calls attention to the features of this flooring that make it satisfactory for unusual conditions.

On the roof will be installed two layers of J-M industrial flooring on top of J-M 2-ply fabric waterproof membrane, laid as a floating type of roof applied to a concrete deck. It will serve as a combination roof and playground, and for these conditions the best methods and materials were desired. Consequently the flooring that is "made to fit" was chosen for this particular condition.

A parapet wall three feet high surmounted by an iron fence will provide protection for the elevated playground. This roof will not only serve as a playground for employees, but Mr. Johnson, secretary of the Meyercord Company, who appreciates the value of healthful exercise in safe surroundings, has invited the children of the neighborhood to make use of the roof as their playground.

One-inch industrial flooring over a floor of precast concrete slab construction will be installed on the fifth floor of the building, which will be used for stockroom space and will be subject to light trucking.

This exceptional order consists of 33,600 square feet of flooring and 16,800 square feet of 2-ply fabric waterproofing membrane. The flooring is to be installed by the Edward Moore Roofing Company of Chicago, J-M approved contractors.

L. S. Perry, architectural representative, and A. A. Purvis, territory salesman, are credited with the securing of this large order.

A Nice Order

P. C. Lipscomb, architectural and acoustical representative, has been doing some very nice work with the South Texas salesmen. This is evidenced in the securement of a $1,650 acoustical job on the First Presbyterian Church at Austin, Texas, for old style treatment. Mr. Lipscomb has been working on this contract in conjunction with E. S. Crocker.

In Favor of J-M Materials

The Surface Combustion Company, Toledo, one of the country's largest manufacturers of gas fired industrial furnaces, is much in favor of Superex, 85 per cent Magnesia block and C-22 Sil-O-Cel brick.

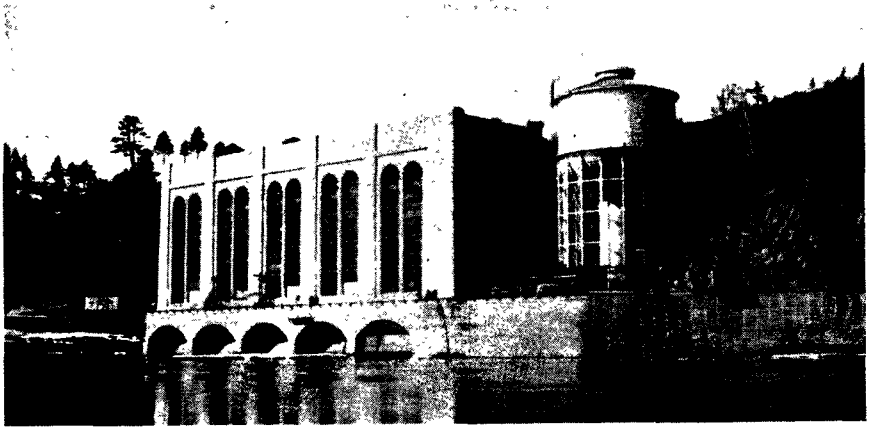
The two block materials are used because of their high insulating value and low cost of installation. Where temperatures are excessive, C-22 brick are utilized to break down the heat to a safe working temperature for the Superex and Magnesia.

Two Nice Jobs

E. F. Adelberger, industrial salesman of Dayton Office, closed two very nice insulation jobs amounting to $9,000. They were pipe covering for the new building of the National Cash Register Company and for the Loretto Guild, both of Dayton, Ohio.

Prominent Orders

A few prominent built-up roofing orders secured in the Wheeling territory recently were: U. S. Stamping Company, Mounds-



The hydro-electric plant of the International Pulp and Paper Company at Grand Falls, New Brunswick, in which J-M waterproofing was used for flumes, pen stocks and dams. This structure is covered with a J-M built-up roof.

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ville, W. Va., 2,400 squares of Type C; W. S. George Pottery Company, Cannonsburg, Pa., 1,000 squares, Class C; Standard Tin Plate Company, Cannonsburg, Pa., 180 squares of Super Class A over Roofinsul.

Quick Work

When W. V. Wetterstein of Johnstown territory called on the Grable Lumber Company, J-M dealer in Export, Pa., he was told they would have to place an order with a competitor for 18 and one-half squares of asbestos shingles. Mr. Wetterstein took Mr. Grable in his car and drove out to see the customer. In a few minutes he had the order for mottled red Dutch lap. And he got a mixed carload order from the dealer.

Roofing for Leather Factory

If you have leather upholstering in your car, chances are it was made in the plant of the American Oak Leather Company of Cincinnati, for which R. W. Jones of Cincinnati Office recently sold 543 squares of Class A built-up roofing.

A Novel Way To Entertain

Everyone is taking his hat off to Harry Hennings, the Johns-Manville roofer of Oakland, California, for the novel and entertaining feature he arranged for a group of prominent architects of his city.

Mr. Hennings invited them to visit the famous Oakland Air Port. Upon arrival, they were escorted to one of the large Maddux planes, and away they flew. They were up for about three hours, and in that time viewed the wonders of the Bay, and covered an area of five counties.

53 People Use Carload

An unusual order was received from Krause-Managan, Inc., J-M distributors and approved contractors in Lake Charles, La., for shipment of a carload of rigid shingles to Captain, La., which has a population of only 53 people. The shingles were not for a special job, but are to be carried in stock, a record shipment for a small size town.

Bulldog Determination

William Garrett's bulldog determination to get more rigid shingle business resulted in an order for 108 squares of No. 5 green shingles for the Brackenridge Country Club although a competitor's shingles had been specified. Mr. Garrett worked on the architect and building committee, and with the aid of The Logan Lumber Company, J-M distributor, came out with the order.

A J-M Hospital

A. A. Gaible, Cincinnati Office, has sold Super Class A roofing, asphalt floors, rigid Roofinsul, pipe insulation, sound-quieting treatment and membrane waterproofing for the Pediatric Clinic Research Building of the Cincinnati Children's Hospital.

A Representative Job

The new office of Sales Manager R. C. Harden in Chicago has a fine installation of Sanacoustic tile and Rubber-Tex-Tile to show to prospects for these materials, according to R. F. Holbrook of the Architects Service Department, Chicago. Mr. Holbrook recently showed this office to J. G. Born, Secretary and Treasurer of the Trustees System Extension Corporation, a Chicago company now building a 35-story office building on Wells Street.

Mr. Born was tremendously impressed with these products and particularly with Sanacoustic tile, as to both its decorative possibilities as seen in Mr. Harden's office, and its sound control qualities.

Pacific Division Orders

The Union Oil Company are putting in some new cracking equipment, and the Oil Industry Department, Pacific Division, and Messrs. Tulien and Welsh, working through the L. A. Rubber and Asbestos Works, applying contractors, secured the insulation contract on the Kellogg Unit, amounting to approximately $20,000.

Messrs. Tulien and Welsh also secured an insulation order from the Union Oil Company, through the Marine Engineering and Supply Company, applying contractors, amounting to approximately $7,000.



Harry Hennings, J-M roofer in Oakland, California, and the group of architects he invited for an airplane trip over the San Francisco Bay region.

J-M Ad Leads to Investigation

Mr. Sorenson, of the real estate department of the Northern Trust Company in Chicago, came into the Johns-Manville Office to get some facts on asbestos shingles.

He had formerly purchased a competitor's asphalt, but J-M advertising led him to investigate a more permanent type of roofing. Mr. Sorenson was exceptionally pleased with No. 70 duplex shingles, with the result that he placed an order for a straight carload for shipment to an estate at Lime Creek, Minnesota.

Real estate departments of banks and trust companies are good prospects for asbestos shingles, and this field is practically unlimited.

Hail Storm Sells J-M Shingles

In the little town of McHenry, Miss., with a population of 630 people, there was but one J-M roof, which was on the residence of Dr. McHenry.

On May 26, 1927, a severe hail storm occurred, and Mr. Bush of Hamilton Brothers Company, Gulfport, Miss., J-M distributors and approved contractors, received an S.O.S. to come to McHenry immediately. When Mr. Bush arrived he found the majority of the citizens anxiously waiting for him at the depot to measure up their homes, as the only roof not affected by the storm was that of Dr. McHenry. Hamilton Brothers secured several shingle orders.

At J-M Meetings

On the evening of June 3, at the request of the Ohio Edison Company of Springfield, Ohio, B. Stickney, industrial salesman of Dayton Office, attended the Edison Company's night school class in Power Plant Engineering, and gave a very interesting talk on J-M insulating materials before about 20 members of the power plant staff.

O. W. Andrew, Sales Promotion representative of Cincinnati Office, also attended and showed the film "Asbestos—the Magic Fibre."

H. L. Mayers, special automotive representative, San Francisco District, and E. E. Cathcart, San Francisco District Sales Promotion representative, recently conducted the most successful automotive sales meeting of the year for the National Auto Parts Company of Vallejo, California. Mr. Shots, Manager, sent out invitations to 120 garage owners and executives, and 130 attended, some of those invited bringing friends.

The meeting was opened by Mr. Cathcart, who gave an interesting talk on asbestos products in general, as an introduction to the film "Asbestos—The Magic Fibre." After the showing of the film, Mr. Mayers held the interest of the audience with a two-hour talk on J-M brake linings, automotive packings and clutch facings. The balance of the meeting was devoted to a general discussion of automotive commodities.

A similar meeting was conducted in the

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Chamber of Commerce Building, Napa, California, for P. M. Quein, J-M automotive parts dealer in that city, and was attended by 28 garage owners from Napa and vicinity.

Automotive meetings have also been held in the San Francisco District for Waterhouse-Weinstock-Scovel of San Francisco,



A group of J-M boosters. Left to right: E. E. Cathcart, San Francisco District Sales Promotion man; V. Smith and H. Mayers, automotive salesmen; and J. Johnson and J. Shinn, salesmen of the Chanslor and Lyon Stores.

J.M automotive distributors; at the Petaluma Rotary Club of Petaluma, California; and the E. C. Kraft Company of Santa Rosa, California.

A very interesting and successful sales meeting was held by the Baltimore District on June 28, at The Lord Baltimore Hotel, attended by the staff and supervisors. H. M. Aring, Sales Manager of the Baltimore District, presided.

Matters of importance were discussed, such as new commodities recently taken over by the Company and changes in the method of handling both new and old commodities.

E. L. Clausen, Sales Manager of the San Francisco District, addressed a large number of sales meetings of the Johns-Manville representatives in Hawaii during his visit to the Islands in May. He thoroughly explained Johns-Manville commodities, prices and policies and showed some J-M films and slides. Mr. Clausen was also the guest of and a speaker at the Engineering Association of Hawaii. Films and slides were shown at this meeting also.

The Charleston territory held a sales meeting at the Daniel Boone Hotel, July 2. H. L. Steiner, District Sales Manager, attended the meeting.

The Central Division held a sales meeting with the Baldwin Supply Company, packing distributor, on June 29. J. W. Hemphill, Jr., attended the meeting.

More than 1000 electrical engineers gathered at the William Penn Hotel, Pittsburgh, Pa., on June 17 for the five-day Twenty-Fifth Annual Convention of the Association of Iron and Steel Electrical Engineers and combined Iron and Steel Exposition.

Every prominent Iron and Steel firm in the country was represented and electrical and other industrial equipment that was exhibited by 224 American firms represented products valued at $1,500,000. Exposition space totaled 40,000 square feet. Johns-Manville had quite an interesting exhibit and from the amount of interest it evoked it helped in establishing, still further, the name of Johns-Manville among all who attended the Convention and Exposition.

The materials shown were those that are used extensively in the power plant and steel plant and for power plant and steel plant maintenance.

The Johns-Manville men present included E. H. Younglove of Chicago, J. S. Charles of New York, E. Dowling of Cleveland, Mr. Kennedy, D. W. Very, E. F. Obert and J. A. Vetter of Pittsburgh.

W. B. Walter, Manager of Central Division Merchandising Department, gave one of his excellent talks on Johns-Manville asbestos and asphalt shingles at a dinner meeting recently held in Cleveland by the Prasse Lumber Company.

The attendance of 63 out of a total of 68 invitations issued was very pleasing.

The Green Springs Lumber Company, Green Springs, Ohio, in conjunction with the Central Division Sales Promotion Department conducted a carpenter-contractor meeting recently at which 600 were present.

Being 100 percent J-M, Mr. Goodall, the Manager, had, in his enthusiasm, invited the entire population of Green Springs. He arranged to have seats for 500 people, but by the time the meeting started every seat was occupied and about 100 persons were standing.

W. C. Craig gave an unusual talk on Johns-Manville products, which was followed by two reels of the "Magic Fibre" film, refreshments, and music by the High School orchestra.

Johns-Manville was represented by Mr. Craig, C. V. Holman, T. H. Russell and W. H. K. Herron.

Carpenter-contractor meetings recently proved their worth in the Johnstown territory of the Pittsburgh District, when a meeting was held with the Windber Lumber Company of Windber, Pa. Mr. Walker of that Company had become a J-M distributor only a few weeks before the meeting, and, in fact, he had not yet received his initial order of J-M roofing. However, enough asbestos shingles had been taken to Windber from the distributor in Johnstown to give a demonstration of re-roofing over an old wooden shingle deck.

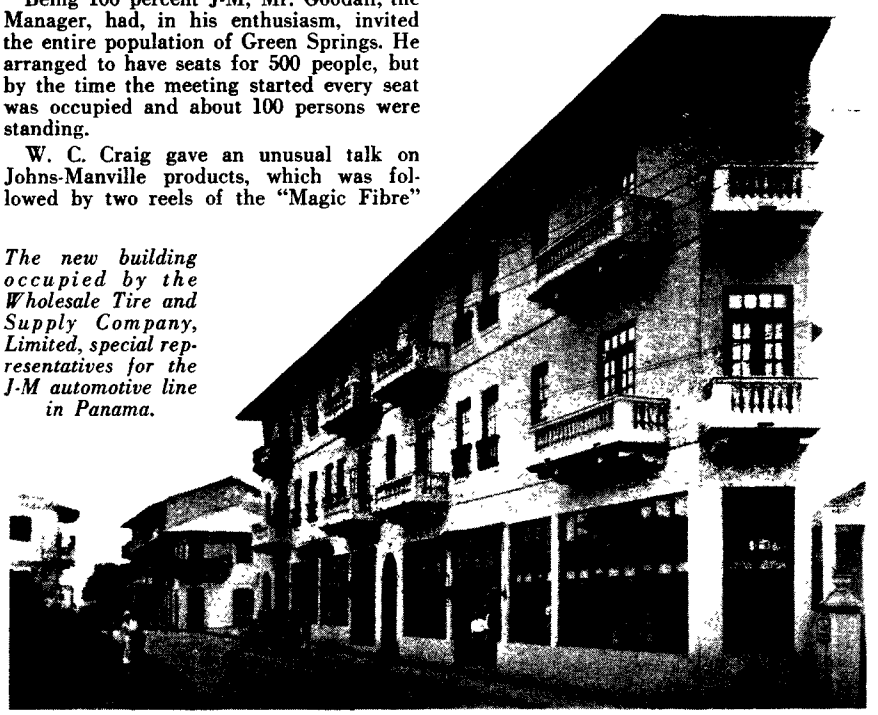
This meeting convinced the appliers that this method was a very advisable thing and before their carload arrived a week later 56 squares had been sold in the community where asphalt shingles were formerly used.

During May, Waukegan Factory made 8,122 shipments, or 127 more than the high record of April. A total of 1,207 cars of J-M material were shipped or 70 carloads more than in April. The Receiving Department unloaded 1,022 cars, which is 160 cars more than the record.

L. B. McMillan Dies

(*Continued from page* 11)

Insulation of the National Research Council Committee on Heat Transfer, an appointment which virtually stamped him as the outstanding authority in the country on heat transmission through insulation and building materials.



The new building occupied by the Wholesale Tire and Supply Company, Limited, special representatives for the J-M automotive line in Panama.

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Within the Circle

Eastern Division

K. E. MOORE, *Associate Editor*

LESLIE M. CASSIDY, industrial roofing salesman of the Newark Sales Office, has succeeded in selling 800 squares of combination built-up roofing for application by Fader Cornice and Roofing Works, J-M approved roofers, on the Charms Company in Bloomfield, N. J. Incidentally this job adjoins the buildings of the Chevrolet Motor Company of Bloomfield, where a 1,600 square job of Class A built-up roofing was applied about two and one-half years ago.



A recent snapshot of George W. Esler, Jr., Sales Manager of the Boston District.

RALPH LEE RANKIN, a new employee in the Boston District, is a well-known Xylophone player. Mr. Rankin, with his own orchestra, has played on the Keith Vaudeville Circuit and was the leader of the original Cliquot Club Eskimos when they broadcast over the radio.

J. H. WILKINSON, salesman in north Alabama, recently sold 225 squares of No. 70 for cotton mill houses in Huntsville, Alabama. He also secured an order for 220 squares of No. 70 shingles for a school building at Sulligent, Ala., and sold Sanacoustic tile for a theatre at Cullman, Alabama.

R. S. DOWNING, covering the Norfolk section of the Baltimore District, recently secured an order for approximately 25 squares of the new Salem Gray shingles from C. A. Nash and Son, Inc., of Norfolk, J-M approved distributor.

The recent installation of accounting and credit and collection matters at Boston enables the District to function as a separate and distinct unit.

The Wilkes-Barre Office recently secured a corrugated Transite job at the Dorrence Colliery of the Lehigh Valley Coal Company, amounting to approximately $20,000.

The Philadelphia District extends a sincere and cordial welcome to J. O. BOYLAN, who is again the Sales Manager of that District.

L. B. MCMILLAN, Consulting Engineer, New York, flew over to Philadelphia on July 15 to visit the Philadelphia District Office.

L. C. HART, formerly assistant Eastern Division Sales Manager, has reentered the Company as Sales Manager of the Building Materials Distribution Department.

Central Division

H. W. KIEL, *Associate Editor*

W. C. BECKMAN, shingle salesman in the Cleveland District City Sales Department, has just returned from an extended enforced vacation.

F. D. DOUGHERTY, senior packing representative, is the proud father of a baby girl, born May 19. This sixth child of Mr. Dougherty's has been named Rosemary.

G. V. FLECK of the Cleveland City Sales Department secured the first order for Sanacoustic tile, a representative installation in the office of the Cleveland Pneumatic Tool Company.

GEORGE G. REED follows with a second order, this for $1,500 worth of Sanacoustic tile in the residence of Harry W. Hosford, a Cleveland broker.

The Cleveland District City Sales Department is doing its share toward capturing the Theodore F. Merseles trophy for the Central Division by having had $109,000, $113,000, and $110,000 worth of business for March, April and May respectively.

Several sales territories in Central Division which have not previously had regular office locations have just been established in new headquarters as follows: Wheeling, West Va., in Room 301 Wheeling Bank and Trust Building; Lansing, Michigan, in 601-3 Capitol Savings and Loan Bulding; and Grand Rapids, Michigan, in 400 Building and Loan Building.

The Columbus Sales Office is very proud of a new addition to the family, a daughter, Mary Lou, to MR. AND MRS. JOHN L. MCCULLOUGH. Mr. McCullough is industrial building materials salesman.

J. H. GRAHAM of the Pittsburgh Office enjoys the honor of being the first grandfather in that District.

G. H. JOHNSON, Architects Service representative in the Cleveland District, attended the recent conference in New York, held primarily for men calling on architects, and was very much enthused about the J-M program for the coming year.

The Dayton, Ohio, Office has sold a third sound-proof room to the Frigidaire Corporation. The room is 9 by 10 feet.

The Westinghouse Electric and Manufacturing Company of Pittsburgh has just purchased an additional quantity of Moulded Ebony and Ebony panels from the Central Division amounting to approximately $5,000.

I. E. WILLISON and G. V. FLECK of the Pittsburgh and Cleveland Sales territories collaborated in closing an order for approximately 550 squares of Class A asbestos built-up roofing. This will cover additional buildings being erected at the Cleveland plant of the U. S. Aluminum Company.

The Lexington Utility Company with its network of bus lines serving the heart of the blue grass region in Kentucky, will, through the efforts of A. S. TURNER, Lexington salesman, house its equipment under 416 squares of Super Class A built-up roofing.

J. L. MCCULLOUGH of Columbus Office has had considerable success recently in selling corrugated Transite roofing. He sold one large job to the Osgood Company at Marion, Ohio, and one for a building at the Tycer Pottery Company at Roseville, Ohio.

J. H. GRAHAM of the Pittsburgh Coal Industry Department recently closed orders amounting to about $8,000 with the United Supply Company and Union Supply Company for asbestos shingles, asphalt shingles and roll roofing.

J-M packing cups will be used on the equipment manufactured by the American Laundry Machinery Company of Cincinnati. C. E. TANNER of Cincinnati Office secured one order for 1,300 cups.

F. T. JONES, Sales Manager of the Cleveland District, spent a day in the Erie Office the early part of July discussing sales and sales possibilities with the salesmen of the Erie territory.

MR. AND MRS. E. L. HOFFMANN visited Charleston on June 15, on their honeymoon trip. Mr. Hoffmann is Chief Clerk at Cincinnati and Mrs. Hoffmann resigned her position there upon getting married.

MERT MALHAM of the Sales Promotion Department, Central Division, was a recent visitor at the Erie Sales Office. He discussed various sales promotion plans and ideas with L. B. Page, Sales Supervisor.

G. E. GRIMSHAW, Sales Supervisor of Insulation, Central Division, and T. H. RUSSELL, Sales Supervisor, Toledo territory, spent June 21 with J. W. BATMAN at the plant of the Libbey-Owens Sheet Glass Company, Charleston, W. Va., on a survey of insulation for Lehr machines.

L. B. PAGE, Sales Supervisor of the Erie territory, reports that when he was in Dallas, Texas, recently, he had a very pleasant interview with some of the representatives of the Dallas Office at which time many favorable comments were made on the present J-M policies, commodities and the very good business outlook.

H. H. STRIETMANN recently made a tour of the Charleston, Bluefield and Huntington territories in the interest of Celite.

GEORGE T. PARKER, JR., industrial representative in the Erie territory, was married on June 15 to MISS VIRGINIA OSBORNE of Erie. They enjoyed a motor trip and visited Mr. Parker's home at Kelford, North Caro

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lina. They will make their home at Erie, Pa.

R. H. ALVEY, JR., and family have moved from Greensburg, Pa., to Charleston, W. Va., where they will make their home.

GEORGE T. PARKER, JR., of the Erie territory, recently gave a very interesting talk on "Heat Insulation" before a staff meeting of the Elk Tanning Company's Engineers at Ridgeway, Pa.

Western Division

E. NELSON, *Associate Editor*

BRUCE OWEN of the St. Louis Office is the proud father of a baby boy.

CARL S. CLINGMAN of the Transportation and Government Department, General Headquarters, paid St. Louis Office a visit on June 28.

E. S. CROCKER, Austin salesman, has lined up the state of Texas for a carload of Celite for concrete, and has established Kuntz-Sternenberg Lumber Company of Austin, Texas, as J-M distributors. Mr. Crocker has been promised two more cars at an early date.

LOUIS A. FOSTER of the St. Louis Sales Office was married on June 13 to MISS RUTH GRAIN of St. Louis.

DAVID PARKINSON of the acoustical section, General Headquarters, was a visitor at the St. Louis Office on June 27.

C. S. JACK, roofing inspector, St. Louis District, has been loaned to Chicago District to handle the inspection of a 3,400-square job for the Du Pont plant at Nashville, Tennessee. The Du Pont people are well sold on Mr. Jack as a roofing inspector, and their orders for applied built-up roofing carry the stipulation that Mr. Jack must handle the inspection service.

G. F. FAIRBRASS of the Architectural Service Department, Chicago, spent June 19 at Houston, with A. W. GRANING of New Orleans and P. C. LIPSCOMB, putting into effect the new architectural service record.

G. R. MEADE recently paid a visit to the St. Louis District in the interest of Floridene stone, and he and J. H. BEDSER, city salesman in St. Louis, sold a carload on the first day to the Bradbury Marble Company. The next day a carload was sold in Kansas City to the Kansas City Marble and Tile Company.

CARL H. HOLEKAMP, President of the Holekamp Lumber Company of St. Louis, O. H. JOCHENS, former J-M employee and now with the Holekamp Company, C. O. ROOME, Sales Manager of St. Louis District, and J. E. PLACKMEYER, salesman in St. Louis, were visitors at Chicago Office and Waukegan Factory on June 20 and 21.

T. C. GREENWOOD of the Industrial Department, was a visitor in Houston recently.

R. N. STROUP, Sales Supervisor, Dallas, visited Houston recently on his way home from the Sales Supervisors Conference at New Orleans.

MRS. S. L. ORGAN, wife of the Beaumont-Houston Oil Industry representative, who has been in the hospital at Houston for some time, has sufficiently recovered to return home.

T. E. GOSSETT, Sales Supervisor, South Texas, spent July 12 and 13 in New Orleans, attending the Sales Supervisors Conference.

E. S. CROCKER, Austin representative, secured two carload shingle orders the first day in his territory after his vacation.

Pacific Division

HAL HALLSTROM, *Associate Editor*

FRED C. CUNNINGHAM, Construction Department, was married to MISS LILLIE VARBLE on June 28.

On July 13, R. B. ADAMS acted as host at an informal farewell party in the San Francisco Office prior to his departure to New York where he has been transferred. Before leaving Mr. Adams was presented with a very attractive pen and pencil set as a token of appreciation.

FRANK C. GALLOWAY, special roofing and shingle salesman, city of Los Angeles, secured an order amounting to seven carloads of Slatekote roofing from the Security Company of Los Angeles.

Foreign Division

E. A. MCLAUGHLIN, *Associate Editor*

After three months of intensive training in Foreign Division headquarters, ROGER SCHAEFER sailed for Europe July 1 on the S.S. France. Mr. Schaefer will have headquarters in Paris, and is scheduled to sell the J-M line in France, Spain, Portugal, Greece, Syria, Turkey, and Albania. Mr. Schaefer, who is a native of the Grand Duchy of Luxembourg, was formerly employed by one of the largest steel manufacturers in France, so he is thoroughly familiar with conditions abroad.

Thirty-eight squares of colorblende asbestos shingles have been applied on the home of Mrs. Grace I. Batsholts, sister of C. A. GIRVIN, Sales Manager, Foreign Division, at Lake Mohawk, Sparta, N. J.



Roger Schaefer

MISS RUTH P. THOUSAND has returned to her work in the Foreign Division after a long illness.

OSCAR MERTZ, special representative, Foreign Division, left on July 2 for a month's visit in the Mexican District.

C. A. GIRVIN, Sales Manager of the Foreign Division, left for a short visit to Cuba on July 22.

Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

A crew of six men has been added to the shop force under the supervision of Mr. McGruer.

OVILA MEUNIER, a former employee of Johns-Manville, died recently in the St. Vincent de Paul Hospital at Sherbrooke, Que.

ALBERT MERCIER, A. and D. Railway conductor, announces the arrival of a son.

MISS CECELIA COWDEN, bookkeeper, was married on July 9 to S. PERKINS of St. Johnsbury, Vt.

Banner Rock Factory

A. L. JONES, *Associate Editor*

On June 6, W. T. JOHNSON, Night Watchman at Plant No. 1, celebrated his sixty-eighth birthday with a dinner for all his children and their families.



E. E. Cathcart, Sales Promotion field man (left), and H. Mayers, automotive salesman (right), both of the San Francisco District, held 43 roofing meetings and 7 automotive meetings in the first six months of this year.

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July 1 brought to Alexandria Factory the announcement that MR. AND MRS. J. E. BEGERT were the proud parents of a baby girl, Barbara Ellen. Mr. Begert is Factory Manager at Alexandria.

The sympathy of the Alexandria employees is extended to WILLARD MONTGOMERY of Plant No. 2 whose mother, Mrs. William Miller was buried July 12.

MR. AND MRS. ELMER MALSTON are proud parents of a baby girl born July 16. Mr. Malston is steam shovel operator at Plant No. 2.

MISS DOROTHY PALMER and LAUREL EVERETT, cupola operator, Plant No. 2, were married July 21.

MISS ALICE BICKLE and BERNIE CORNWELL, saw operator, Plant No. 2, were married July 20.

The largest rush order ever shipped from Banner Rock Factory was sent out of the plant July 23. It consisted of 26,000 pounds of Banroc blankets and was shipped American Express to Big Springs, Texas. The remaining two carloads of this order were shipped in the next two days.

Alexandria Factory handled a very large export order to London the week of July 15, when four carloads of two-inch thick blankets and five carloads of loose wool were manufactured and shipped in five days.

Visitors to Banner Rock Factory recently were: L. B. McMILLAN, Consulting Engineer; S. A. WILLIAMS, Vice President; F. C. KENYON, Dayton Office; and D. C. RENTON, Chief Engineer.



Abe Felmly, watchman, Manville Factory, who had a suggestion accepted.

Chrysotile Mine

FRANK DEAN, *Associate Editor*

S. A. DYMOND, Compressorman, has returned from a two weeks' visit in Los Angeles, California.

A dance was held in Chrysotile July 8, in honor of a baby girl born to MR. AND MRS. JOE CASTANEDA. Dinner and refreshments were served and everybody had a fine time.

Gretna Factory

E. BELSOM, *Associate Editor*

STANLEY STUMP, stenographer and billing clerk, has been sick but is now rapidly recovering.

MRS. STELLA RUSSO, wife of SAM RUSSO, Punch Press operator, died July 7. The sympathy of the Gretna employees is extended to Mr. Russo.

E. FREEMAN of the Punch Department, is the proud father of a baby boy born July 22.

Lompoc Factory

GEORGE K. NOE, *Associate Editor*

MISS LOTHELLE MILLER of the Purchasing Department was recently married, and is now Mrs. Murray Hall.

The General Offices of the Lompoc Factory have moved to their new and more commodious premises in the Laboratory Building.

Weaver-Henry Corporation

C. E. MANGRUM, *Associate Editor*

The Weaver-Henry Organization, as new members of the Johns-Manville group, gladly grasp this opportunity of meeting the "J-M Circle family."

E. M. VOORHEES, Secretary and Treasurer, recently spent several days in Los Angeles. He visited the Weaver-Henry plant and enjoyed a swim in the waters of the Pacific with S. L. WEAVER.

S. A. WILLIAMS, Vice President in charge of Factories and Mines, in company with FRANKLIN SHUEY, Pacific Division Manager, inspected the plant of Weaver-Henry Corporation with a view to making improvements to increase facilities.

The visits of Mr. Voorhees, Mr. Williams and Mr. Shuey were much enjoyed by all the employees, who feel that contact with such men will greatly assist them in acquiring the "J-M Spirit."

S. L. WEAVER, President of the Weaver-Henry Corporation, was recently elected a director of the California Manufacturers' Association.

W. B. KOEHLER, Weaver-Henry Sales Manager, was in the Northwest territory for two weeks organizing the sales force for more extensive distribution of products.

While in Los Angeles, J. W. SEGHERS, Assistant Office Manager at Lompoc, visited the factory for the first time.

R. E. HACKETT, Pacific Division Credit Manager, spent several days recently assisting Mr. Aikins in checking credit files.

H. E. MILLER, Master Mechanic at Pittsburg, has been assisting Mr. Fletcher, Weaver-Henry superintendent, on specifications for additional machinery and equipment.

General Office

FLORENCE MUIR, *Reporter*

E. D. PAKENHAM, JR., of the Architectural Service Department, is the father of a son born June 17.

MISS ROSE REVELLESE of the Sales Promotion Department recently received the following letter from J. S. Adams, assistant to the President:

"Mr. Dyke tells me that you have just completed twelve years service in the Sales Promotion and Advertising Department.

"This is certainly an enviable record and I want you to know that not only Mr. Dyke, but the Officers Board of the Company appreciate the years you have given to Johns-Manville and trust they have been pleasant."



Miss Charlotte Wolf, secretary at Manville Factory, who recently received an award for a suggestion.

Accepted Suggestions

Eastern Division

H. A. CLARK, *Clerk, Adjustment Department.*
That changes be made in credit memorandum forms to eliminate complaints from customers regarding "no date given."

M. CRAIGHEAD, *Sales Supervisor, Industrial power specialties section.*
Papers read before A. S. M. E. and other technical societies.

J. C. HEPPE, *Salesman, Automotive Department, Baltimore District.*
Photostats of brake lining.

WINIFRED M. REYNOLDS, *Supervisor, Compensation Department.*
Extra copies of billing.

VIRGINIA VAN PELT, *Secretary, Merchandising Department.*
Copies of bulletins or circular letters to be made on 3-hole punched paper.

G. GINGRAS, *Order Clerk, Industrial Flooring Department.*
Emergency pads.

S. G. LUND, *Merchandising Salesman, Roofing Department (Buffalo) Syracuse.*
Identification by numbers of items listed in distributor's monthly price lists.

H. M. ARING.....*Manager, Baltimore*

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Some of the participants in the celebration, photographed in front of the factory. Left to right, C. H. Shoemaker, Vice President, the Warwick band, the Y. M. C. A. football team from Sherbrooke, and the Asbestos (A.A.A.A.) team.

Dominion Day Celebrated by Asbestos Employees

The local yearly celebration of Dominion Day (July 1) at Asbestos, Quebec, was a decided success, although the evening entertainments were somewhat marred by rain.

The day opened fine and the parade of decorated cars and floats was decidedly original and interesting. The Mine, Mills and Machine Shop were represented with floats, and there were also many private cars and floats entered. The whole parade made a round of the principal streets of the town of Asbestos.

Two bands were engaged and these were assisted by the drums of the local Boy Scouts. The parade was conducted around the town and to the athletic grounds by two men on horseback. The town was "en fete" and everybody entered into the spirit of the occasion.

Most of the prize winners were members of J-M families. They were:

Boy's Race—12 yrs. and under—Halden Johnson, Donald Wooten, Maynard Basterash.

Girls' Race—12 yrs and under—Helen Gallop.

Boys' Race—12 to 15 yrs.—Robert Burns, Napoleon Aubé, Kenneth Heron.

Boys' Race—15 to 18 yrs.—George Clapp, second; and Tom Basterash, third.

Girls' Race—15 to 18 yrs.—R. Poirrier, A. Pelletier.

Shot-Put—Open—W. D. Schoonover, 35 ft. 7 ins.; E. Millett, 32 ft. 7 ins.

100-Yard Dash—Open—W. D. Schoonover.

Boat Race—Howard Atwood's Patrol of Boy Scouts.

Fat Men's Race—75 Yards—Dr. E. Moumblow, G. G. Clark.

Broad Jump—Open—W. D. Schoonover, 17 ft. 6 ins.

High Jump—Open—W. D. Schoonover, 5 ft.

Half-Mile Run—Open—J. Price, 2 min. 31 sec., R. Martin.

Half-Mile Relay—Open to Eastern Townships—A.A.A.A. Team (Messrs. Price, Whitney, McCullough and Schoonover).

Waukegan Factory

H. W. Deibler, *Associate Editor*

Fred Basten, repairman, Magnesia Department, was married June 16 to Ann Navard and spent his honeymoon in Green Bay, Wisconsin.

Hulon Smothers, Rock Wool Department, announced the arrival of a boy on June 15.

J. Jellings, pipe moulder, Magnesia Department, is the proud father of a girl born July 25.

V. Yennie, auto mechanic, boasts of the arrival of a boy at his home June 7.

F. C. Boggess, assistant Purchasing Agent, announced the birth of a daughter June 4.

Silas Davis, Magnesia Department, is the proud father of a boy born June 12.

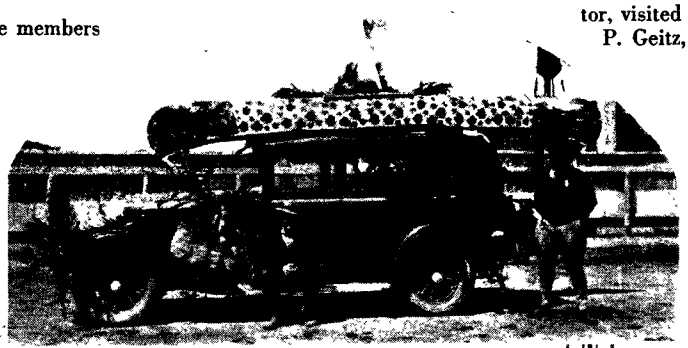
Irving Theobold, Magnesia Department, was married May 29 to Lucille Sponenburg.

Mrs. Margaret S. Goble, J-M Circle Editor, visited Waukegan recently.

P. Geitz, Automotive Department, Cleveland, was a visitor at Waukegan, June 25.

D. C. Renton, Chief Engineer, New York Office, was a visitor at Waukegan Factory June 10 and returned again June 18.

S. A. Williams, Vice-President, arrived at the Factory June 18 and spent several days there.





These cars, decorated for the Dominion Day parade, are owned by (left to right) W. Miller, H. Gale, Miss C. Philbrick, W. S. Hamilton and H. K. Sherry. At the extreme left, on horseback, is P. Bartleman, and at the right, A. Champagne. The photograph above shows R. S. Gardner, General Superintendent, and H. K. Sherry, Mine Superintendent, at the latter's car.

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Golf Enthusiasts at Pacific Division Headquarters



W. "Spike" Hennessy — *You can't take your Rolls Royce on a golf course.*

W. "Bobby" Jones — *He invented the game; be sure to read his book.*

Frank Shuey — *Left-handed Division champ. Swings a mean iron from the south shoulder.*

Art Knight — *Traps and bunker expert. Drive carefully — men at work.*

G. Roy Tierney — *Always makes a big showing.*

Eddie Chrysler — *The world's worst putter. Present Division open champ. "Down-the-middle" Eddie.*

Guy Barker — *Not long but graceful. Always in the money.*

Hal Hallstrom — *The big promoter. Dresses a nice game.*

Silent Dick Fry and Geo. Governor Ashwell guid at daisies and cigars buts, but at gawf bowls nae sae guid.

SPORTS

A benefit football game was played on July 31, to aid the widow of the late Ralph Brooks, Asbestos football star. This game was played in Asbestos on the athletic grounds, between the A. A. A. A. team and Windsor Mills.

The Football Club is beginning to hit its stride, having won the last two games, one in the League and the other in the Eastern Townships Cup Series. The team is doing its best to bring the cup to Asbestos and needs all the support it can get.

Eight Manville Factory men spent June 30 on a fishing trip to Little Egg Bay, off Beach Haven, New Jersey. They started from home at two o'clock in the morning and returned at six in the evening with 96 fine specimens, mainly weak-fish. The prize for the first fish caught went to M. Pirozzi. Others in the group were: E. J. Legge, T. J. O'Neil, G. W. Mather, William Woppler, Jerry Dito, "Hooky" Major and Andy La Gattuta.

Suggestions

(*Continued from page 24*)

Telegrams advising of changes in commodities and prices.

Central Division

H. F. GUSTLEY..*Salesman, Detroit District*
Punching of shingles for Boston hip.

Western Division

V. S. MILLER, *Chief Clerk, Industrial Department.*
Rearrangement of files.

R. H. MISTELE.....*Salesman*
Sending booklet "Design and Control of Concrete Mixtures" to salesmen.

H. B. LEINBERGER.....*Accounting Clerk*
Handling and distribution of stationery and supplies.

MRS. J. B. JONES, *Stenographer, Electric and Public Utilities Section.*
Poster to be used in advertising packing.

H. S. FRAME.....*Salesman*
Card record of people in attendance at carpenter-contractor meetings.

A. C. LAPERRIERE, *Chief Clerk, Automotive Department.*
Inspection of samples.

Lompoc Factory

AUSTIN R. JONES..*Production Department*
Gates inverted, No. 4 Natural Baghouse.

RAY STATER.....*Production Department*
Tunnel kiln awning to protect car pushers instruments.

MART WELLS.....*Production Department*
Clean out doors Nos. 4 and 4A blower lines.

New Employees

(*Continued from page 12*)

MISS MARGARET W. SPEED, stenographer, Automotive Section.

MISS HELEN G. LYNCH, Dictaphone operator, Sales Promotion Department.

FLOYD S. MILLER, clerk, Detroit Sales Promotion Department.

W. D. HYATT, Construction Supervisor, Charleston territory.

Western Division

MISS DOROTHY SPOONER, St. Louis Office.

Pacific Division

HERBERT M. MORTON, automotive salesman, Los Angeles District.

MISS GERTRUDE O. DOUGHERTY, stenographer and Ediphone operator, Los Angeles District.

Foreign Division

ROGER SCHAEFER, salesman, with headquarters in Paris.

OSCAR MERTZ, special representative, Foreign Division.

RENEE MARCUS, stenographer, New York.

HAROLD CONROY, clerk, New York.

FRANK ULMER, clerk, New York.

Alexandria Factory

MISS DOROTHY FRANKS, stenographer.

MISS THELMA HINES, switchboard operator.

RICHARD EDWARDS, student engineer, Erection and Repair Department.

Asbestos Factories and Mines

MR. DELANEY, Master Mechanic, Manufacturing Plant.

RALPH BELLER, assistant to J. E. Morrison, Chemist.

MR. HOOVER, engineer, Milling Research.

H. C. CRONSHAW, stenographer, Service Department.

Chrysotile Mine

FRANK DEAN, clerk, Accounting Dept.

Lompoc Factory

EARL T. SCANLAND, Employment Supervisor, Service Division.

MISS M. L. FAIRBANKS, Order and Billing.

Nashua Factory

MISS ROSE DAVIS, key puncher, Tabulating Department.

General Office

JOHN BERNARD MACK, JR., Sales Promotion Department.

RUTH VAUSE, reception clerk, fourth floor.

RUTH SCHWARTZBART, utility stenographer, General Service Department.

J. J. DARLING, mail boy.

JEAN REGAN, telephone operator.

R. C. CAMPBELL, Market Analysis Section, Sales Promotion Department.

ROBERT E. HEALY, Accounting Clerk, Sales Promotion Department.

REX CASSEY, Shows and Displays Section, Sales Promotion Department.

W. H. NORRIS, Market Analysis Section, Sales Promotion Department.

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At Lompoc and Redwood City

Meet the Chief Line and Staff Executives of two of J-M's California Plants



A. R. FISHER
Manager, Lompoc



A. CROMWELL
Assistant Manager, Lompoc



W. B. KELLEY
Manager, National Magnesia Co., Redwood City



E. S. HURRELL
Superintendent, National Magnesia Co., Redwood City



W. M. STOCKTON
Superintendent, Production Dept. Lompoc



J. P. WOODARD
Planning Manager, Lompoc



J. H. MERRIAM
Personnel Manager, Lompoc



C. E. FRENCH
Traffic Manager, Lompoc



E. R. KELSO
Plant Engineer, Lompoc



F. C. BRUNDAGE
Purchasing Agent, Lompoc



A. B. CUMMINS
Research Engineer, Lompoc



H. A. BETAQUE
Civil Engineer, Lompoc

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When industry needs efficient low temperature insulation it asks for J-M Rock Cork, because the durability of this material under long continuous service sets it apart as the most effective insulation that can be bought. In its every application—from household refrigerators and all types of cold storage to the insulation of delicate low temperature apparatus—J-M Rock Cork must be—*and is*—moisture and vermin-proof, strong, tough and flexible. It must retain these qualities, in order to retain its full insulating value, over a long period of years. That J-M Rock Cork does live up to specifications is attested to by the fact that installations made twenty years ago are still giving unfailing service. This excellence is the result of the high manufacturing standards at the Alexandria, Indiana, Factory, where Rock Cork is produced from the finest quality of Rock Wool.

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