THE JOHNS-MANVILLE CORPORATION CIRCLE

FEBRUARY, 1930



DR AND ABOUT JOHNS-MANVILLE EMPLOYEES

THE THEODORE F. MERSELES MEMORIAL TROPHY

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/1

"Pleasure in Our Work"

RECENTLY in a small city hotel I noticed two men across the lobby in low but animated discussion when finally the younger broke forth, "How can you expect me to make good on that job when I hate it, the boss and the whole crowd?" No doubt we will all agree with that young man's sentiments regardless of where the fault lay. It is only when we work under congenial conditions that good work is done, and the better and more attractive those conditions the better the results. In fact, the best work results when we find "Pleasure in Our Work!"



C. H. SHOEMAKER

Even fatigue may well imply enjoyment, especially after some triumph in honest accomplishment—be it the result of labor, a game or mental effort. There is pleasure in the doing as well as great satisfaction when it is done. How does this fit us as individuals in our daily allotment of work?

Regardless of their every day occurrence I find fascination in watching many operations under "my responsibility." Take, for instance, two men momentarily unaided moving away volumes of earth or great blocks of blasted ore—one by manipulating the controls of a giant power shovel and the other the throttle of a great locomotive. Where they work cheerfully and competently today, less than twenty years ago, hundreds of hand laborers toiled long hours to exhaustion for a paltry wage and accomplished much less. Picture in still greater contrast the building of the pyramids or other ancient works with numberless slaves driven to their tasks by the sting of the overseer's lash. Surely industry presents opportunity to work with pleasure these days! Are we doing our bit to further it?

An authority on salesmanship applied says, "The best salesmen, the people you like best, are usually cheerful and have a sense of humor." Cheerfulness, generally speaking, signifies pleasure with the job in hand, be it the laborer or the executive. But suppose some trouble arises, can you still keep cheerful? Repeated successful attempts will result in the habit, unless perchance you are not physically sound. In that case, don't flare up; disrobe, and let the doctor thump you here and there; follow his frowns and then his orders.

While traveling recently through the Southwest, I picked up in the dining car a menu card with a statement on the back of the railway's policies, one of which read: "Every employee is entitled to and must be given by his superior the utmost fairness and consideration." It seems to me that we of Johns-Manville might profitably follow that slogan—only after the word "superior" I would add "or fellow worker." Let's try to assist those who work with us as well as those who work for us to find "Pleasure in their Work."

C. H. SHOEMAKER
Vice President
Canadian Johns-Manville Company, Ltd.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/2

THE J-M CIRCLE

FEBRUARY 1930

Using the *Early Bird's* Technique

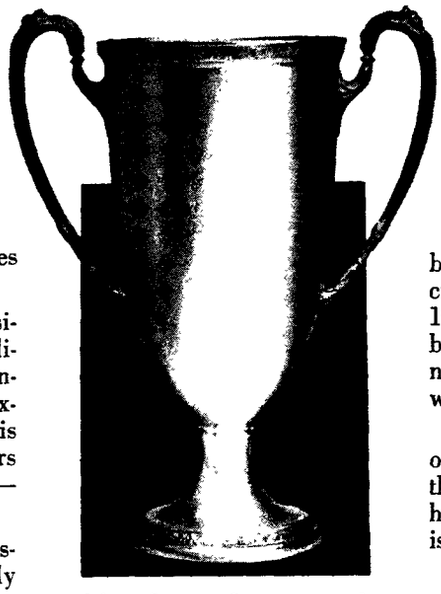
J-M Salesmen Putting Forth Extra Effort to Make January and February Banner Months

REALIZING the value of a good start the sales offices are setting January and February aside as a sales contest period to begin a year that has 75 million dollars for its sales program.

With a good healthy year in the business world portended for 1930, conditions are becoming more and more encouraging. Tremendous programs for expansion have been announced, and it is estimated that nine billions of dollars will be expended in construction work—making 1930 a record year.

"It is evident that the real key to prosperity for this year rests almost entirely on a straight-thinking viewpoint on the part of the public, and a willingness to settle down to hard work to achieve this prosperity," says L. R. Hoff, Vice President in charge of sales, in a bulletin issued January 17. "Therefore, I can recommend the same course of action for the Johns-Manville Sales Organization. If every salesman makes up his mind that the business is there to be gotten, and then goes out and gets it, we will all find 1930 to be a real banner year.

"And the team that makes up its mind soonest on this point, and then goes out and proves it, has a splendid chance to have its office decorated by the beautiful General Staff Prize Trophy in this 'Early Bird' Sales Contest."



Silver Loving Cup presented by General Headquarters Sales Staff.

A TASK well begun is half done! This applies to our sales program next year. We must get our 75 million in 1930, and the best way to start is to make a real showing during the two winter months. If we can make a good increase in our business during these two months, the better period will surely take care of itself.

L. R. HOFF,
Vice President in Charge of Sales.

The "Early Bird" Sales Contest is based on percentages of increased securements over January and February, 1929, and gifts of a personal nature will be awarded to each member of the winning team in territorial competition within a district.

Sales office supervisors in each sales office territory are acting as captains of the teams and in cases where divisions have no sales office, the District Manager is captain of the districts.

As an added incentive the sales staff at General Headquarters is presenting a sterling silver loving cup to be given as a permanent award to the territory in the entire organization having the highest percentage of increase. The cup, of graceful proportions, stands nearly 15 inches high and the simple decorative design is finely wrought.

January also marks the beginning of the annual competition for the Theodore F. Merseles Memorial Trophy, which is reproduced on the cover of this issue. The trophy is now held by the Canadian Division, winners of the sales contest for 1929—the presentation having been

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/3

a feature of the General Conference at New York in November.

The Pacific Division has the honor of being the first possessors of the trophy, which was presented by Mr. Merseles as the "Victory Trophy" in a contest held during the month of August, 1928. The 1929 award was made on the basis of the results for the first eight months. The 1930 competition will be based on the entire year, as compared to 1929.

Since Mr. Merseles' death the inscription on the trophy has been changed to "Theodore F. Merseles Memorial Trophy." Names of the annual winners are inscribed on gold shields at the base of the trophy—a beautiful emblem depicting accomplishment and victory.

Foremen Meet at Lompoc

LOMPOC Factory has started a series of meetings known as a Foreman's training course, consisting of six monthly meetings for the purpose of discussing subjects of vital interest to foremen and men in supervisory or executive positions, and to men who aspire to those positions.

The first of these meetings was held in the dining room of the Plant Cafeteria on December 13, with an attendance of 120. Manager A. Cromwell presided at this meeting and outlined the purpose of the course, covering such subjects as "The Foreman's Position in Industry," "Purpose of Training Foremen," "Essentials of Leadership" and "Organization."

Waukegan Has Meetings

A GENERAL meeting of all foremen at Waukegan was held December 16 in the factory cafeteria with 90 in attendance. This was the first of a series of foreman training meetings planned by a committee including S. Collier, Chief Chemist; William Gerity, Superintendent, Asbestos Wood and Shingle Co.; and L. A. Griffin, Planning Manager.

Two group meetings were arranged for January with the foremen divided into six groups—quality, material cost, labor, expense, cost system, and safety and personnel.

The schedule includes a general meeting February 17 with A. F. Miller as speaker; group meetings on March 10, March 31, April 21 and May 5; and a general meeting on May 29, for which a social will be planned.

J. P. Kottcamp, Waukegan Factory Manager, at the first general meeting in December, discussed the subject of foremen's responsibility. Short talks were also made by J. A. Carey, Production Manager, C. R. Wikel, R. Dennett, A. F. Miller, L. A. Griffin and E. J. Hampson.

New Tones are Developed in J-M Asphalt Shingles

Chateau green, a deep rich shade of green, enlivened with a sprinkling of jet black slag, is a new color developed in Johns-Manville asphalt shingles to answer a demand for a real green shingle.

Three new duo-blend colors are also being produced. Each has a definite shade base with an irregular surfacing of another shade.

New Equipment to be Added at Nashua to Increase Production

CHANGES in equipment involving an expenditure of nearly $100,000 are being planned at Nashua Factory to take care of the increasing demand for specialized products made there. Additional floor space will be supplied by the removal of the machinery for manufacturing asbestos shingles, which is to be installed at Manville in a new building under construction that is scheduled for completion in April.

S. A. Williams, Vice-President in Charge of Mines and Factories, states, "The changes at Nashua provide for additional machinery for the manufacture of present products such as Asbestos Ebony, Electrobestos, Transite and Transite specialties and for the installation of the necessary equipment for quantity production of two important new products — Asbestos Wall Tile, which, up to the present time, has been manufactured in laboratory quantities only, and Asbestos Wall Board, used for purposes similar to other wall boards on the market, but so constructed as to be absolutely fireproof."

The new Asbestos Wall Tile, made of asbestos and cement finished in bright colors and scored to resemble ceramic tile, is manufactured in large sheets for use in bath rooms, kitchens and as wainscoting in buildings of various descriptions. Because of its fireproof quality, attractive appearance and ease of installation in old as well as new buildings, a very large market for this material is opened up. It can easily be set in place by carpenters and lends itself particularly to remodeling work in residences, hotels and stores. The plans provide for concentrating the manufacture of Asbestos Wall Tile at Nashua and machinery for producing it in large quantities has been ordered.

"New machinery for greatly increasing the production of Asbestos Ebony, Electrobestos, Transite and special Transite products," explains Mr. Williams, "will be added to the present equipment of the plant as soon as possible. Revamping the Nashua plant for more specialized manufacture will not only place the plant in a more important position among the company's manufacturing units, but it will also greatly improve its service to the purchasers of these products and at the same time permit future expansion along the most logical lines. As the need arises for developing new specialties, making use of asbestos fibre and cement as basic materials, provisions will be made for adding them to the lines manufactured at Nashua."

All the buildings now occupied will be made use of in the manufacture of new products and for increased production of present products. During the transition period it is planned to utilize all workmen in changing the equipment and later, when the various commodities are in full production, it is expected that a larger personnel will be necessary than is now employed.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/4

Through the Years with J-M

February Marks F. J. Jewett's 44th Year of Service; Early Days Recalled

It was back in February, 1886, just 44 years ago, that F. J. Jewett made his connection with the Company that is now known as Johns-Manville. And those 44 years have been packed with interesting experiences — experiments with paints, with fireproofing liquids, with roofings, and with various types of farm and cotton mill machinery. But those experiments meant progress — the steady growth that laid the foundation for Johns-Manville's business today.



F. J. Jewett

After many years as superintendent of the Brooklyn Factory, Mr. Jewett retired from the manufacturing end of the business, and now he keeps up an active interest in J-M at the Eastern Division headquarters.

"I became an employee of the H. W. Johns Company in February, 1886," says Mr. Jewett, "and Mr. Johns sent me to the Brooklyn Factory as an office assistant. Mr. Johns held the title of President of the Company and Superintendent of the Factory, but Mr. George Wilkinson, the Assistant Superintendent, practically had entire charge of the manufacturing end.

"In my first duties as timekeeper and payroll clerk I made a time study of the various departments, keeping a record of the work done by each employee, the class of goods and the quantity produced. And then I formulated and put into effect a cost system that gave me a very thorough insight into the methods of manufacturing the various lines. When Mr. Wilkinson died in 1889, I succeeded him.

"The factory was divided into four distinct departments, namely: Paints, Roofing, Asbestos Fiberizing and Textiles, and Insulation. Mr. Johns' original business was the manufacture of roofing from rag felt and coal tar products. The coating furnished for finishing the roofs was black, and there soon was a demand for some other color. This led to the start of the paint business. The first line of paints manufactured was designed not only for roofs but for other uses such as freight cars, bridges and warehouses, and the colors were brown and red. One of the first large paint orders received was for painting the structure of the New York Elevated Railway. A line of house paints followed, and later on color in oil, varnish paints, enamels and shingle stains.

"Our roofing at that time consisted of a layer of saturated rag felt, a layer of burlap and a layer of Manila paper cemented together with coal tar pitch. When ready for the market it was 38 inches wide.

"About '93 or '94 I suggested to Mr. Johns that we use an asbestos paper in place of the Manila paper we had been using, as a backing for the roofing we were then making, and this suggestion was adopted.

"I also made up some samples using a saturated asbestos paper in place of rag felt. We applied some of this on the factory and after about a two years' test decided to substitute the asbestos paper for the rag felt."

Mr. Jewett explains that in the asbestos line in the early days the method of fiberizing the crude asbestos as it came from the mines was to run it between corrugated iron rolls held together by stiff car springs. It was often necessary to run the crude material through three or four times before it was properly reduced. It was then passed over shaking screens to separate the different lengths of fiber, which were then run separately through a farmer's fanning mill. The fiber took the place of the chaff, while the bits of stone and heavy particles were delivered at the bottom of the mill as the grain in the farmer's winnowing process. Larger and heavier machines following the same line of the farm mill were used later, and these in turn were superseded by machines known

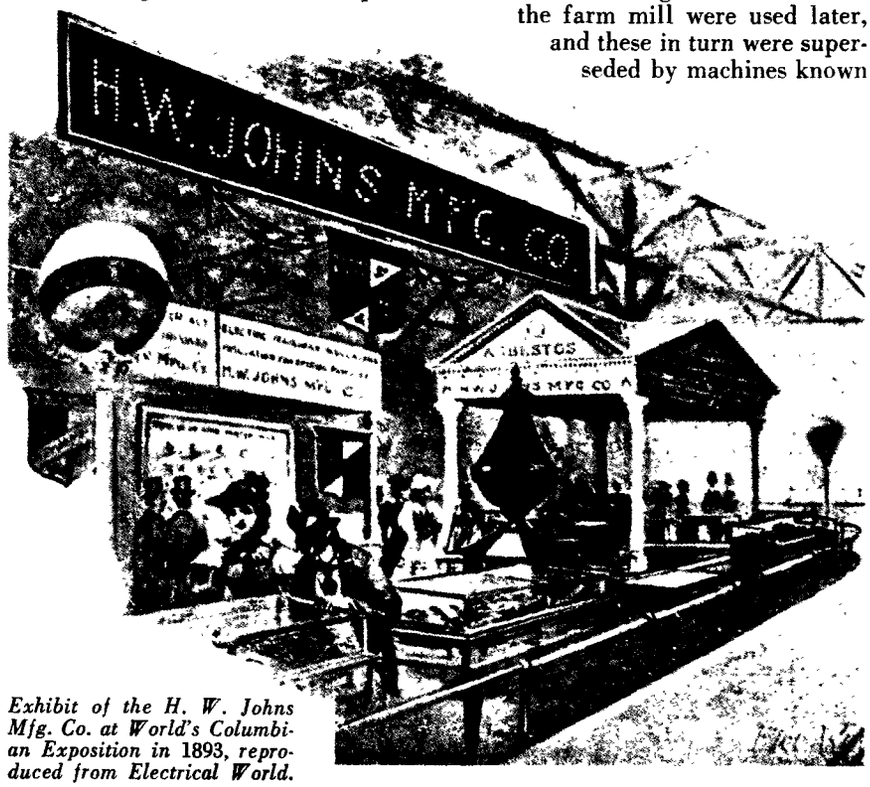


Exhibit of the H. W. Johns Mfg. Co. at World's Columbian Exposition in 1893, *reproduced from Electrical World.*

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/5

to the trade as "openers" built for handling various fibrous materials.

"The products in the Textile Department when I came with the Company," said Mr. Jewett, "consisted of wick packings and twisted rope packing, the former being used principally for valve stem packing and the latter for steam engines and pumps. At that time boiler pressure seldom ran above 75 pounds, so soft packing such as we made gave satisfactory results. In producing the yarn for these packings we used cards that had been built for making felt hats.

"About 1892 we began to make a fine yarn suitable for weaving cloth. Our equipment at that time consisted of one braker card, one finishing card, a small spinning frame, and a small twister and one loom. And after months of experimenting we succeeded in weaving asbestos cloth. There was a demand at that time for a material for a fireproof theatre curtain. The Johns Company, I think, produced the first asbestos theatre curtains used in the United States, and for a number of years this was the principal outlet for asbestos cloth. New demands for fireproof materials were being created, so the evolution of our line was gradual but always increasing.

"In 1892 several competitive companies were merged and the new company was known as the H. W. Johns Manufacturing Company. Mr. Johns died in 1898, and was succeeded by Mr. Martin, former head of one of the consolidated companies. H. W. Johns, Jr. succeeded Mr. Martin in 1900.

"The paint business was sold to the Pittsburgh Plate Glass Company, and the Chicago branch to the Manville Covering Company of Milwaukee, which had been selling agent for our paint and roofing products in the West. In 1901 the Manville Covering Company purchased from Mr. Johns' heirs their interest in the H. W. Johns Manufacturing Company, and the business continued under the name of the H. W. Johns-Manville Company, with Mr. T. F. Manville as President.

"The expansion of the Brooklyn Factory began after the merging of these two companies. More land and some buildings were purchased from the Phoenix Chemical Company next door, and one of the buildings was converted into our plant for insulating cement. We erected a five-story building for fiberizing and textile work, and then a four-story building for pipe covering. This was followed by the paper mill building and subsequently by a machine shop, one-story buildings for housing melting asphalt and the saturation of paper for roofing.

"In this way the plant grew from 28,000 square feet of floor surface in 1886 to 145,000 square feet in 1900 and to 200,000 square feet of floor surface when we moved to the Manville plant in New Jersey in 1912. The business increased in the same or greater ratio than the increase in manufacturing floor space.

"With these modern buildings and up-to-date equipment progress was so rapid in the 15 years following 1900 that the struggles during the 15 years prior to that date read like a fairy tale."

Why Carry *Flue Corrosion* in Your Overhead?

By F. C. RYAN
Staff Manager, Non-Ferrous Metals Section

Where flue-gases condense — corrosion starts: a whole sermon in six words. The total cost of flue corrosion in non-ferrous smelters is enormous. Sometimes it, alone, causes a complete plant shut-down.



F. C. RYAN

Shut-downs are expensive, especially so in the present active condition of this industry. Prevention is always cheaper than cure. Flue replacements cost much more than does the insulation which would make them unnecessary. Proper insulation will prevent condensation. No condensation—no corrosion.

The function of steel flues in smelter work is two-fold: to cool sulphurous flue-gases to a certain temperature prior to entering a dust collecting system, and to permit as much dust as possible to settle out of the gas stream before it enters the dust collecting system or is sent to a sulphuric acid plant or directly to the stack.

Where flues serve chiefly as cooling flues, it is desirable to apply removable insulation which is necessary only during cold weather. Otherwise the temperature of the flue-gases would fall below the dew-point, the sulphur gases condense, and corrosion invariably ensue.

The critical point so far as corrosion is concerned is the dew-point of the sulphur bearing flue-gases. Preventing the condensation of such gases preserves the flue.

Insulation serves a three-fold purpose: it permits the control of flue-gas temperatures, so necessary in various processes; it prevents a temperature drop to the condensation point and thus arrests deterioration of masonry work as well as eliminating corrosion of steel; and it assures efficient stack draft by maintaining correct flue-gas temperature through preventing air leaks which would otherwise be caused by corrosion.

On long flues where the only considerations are maximum settling out of dust particles between furnace and stack and satisfactory stack draft, permanent insulation should be applied. In such cases, cooling is not a process factor, but corrosion prevention remains, as always, a major item in economy. Temperature drop to the dew-point must be avoided.

This factor of corrosion is a vital one in smelting operations. It affects not only the flues, but also dust collecting systems such as bag-houses, Cottrell precipitators, and last but not least, the stack itself. The surface di-

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/6

mensions of such flue-gas passages are of sufficient magnitude to make their preservation one of the chief items in plant maintenance.

The first step in preserving flues or stacks is to determine where the sulphur gases begin to condense, and then to insulate the entire flue system beginning at a point well ahead of the area which might be affected.

It is often highly important to insulate dust settling chambers and flues, or, at least, in the case of the former, which are usually of brick construction, to apply a plastic non-porous coating to the outside work to prevent infiltration of cold air.

Walls and arches of settling chambers should be constructed of C-3 insulating concrete because of its high insulating value and mechanical strength.

For removable flue insulation, the best practise would be the use of rugged Banroc sheet metal covered jackets, which can be taken off and stored when atmospheric temperatures make insulation unnecessary. These can be readily replaced on the flue when they are needed.

The type of permanent insulation depends entirely upon local conditions involved. J-M recommends Banroc Blankets, with a finishing coat of insulating cement, and waterproofing, Asbesto-Sponge Felted with a waterproof coating or roofing jacket; Sil-O-Cel bricks finished with a waterproof coating, or Superex, or a combination of 85% Magnesia and Superex Blocks. Selection of the particular type of insulation depends on the particular conditions to be met. All of these will prevent corrosion.

On all masonry flues Aertite or special ready-mixed Asbestile should be applied to prevent infiltration of cold air. All insulated flues should be weather protected either by erecting a housing over the flues, on which housing is applied J-M Built-Up Roofing, or, in the case of cylindrical steel flues, by applying a J-M Roofing Jacket.

Where flue gases condense—corrosion starts.



When Johns-Manville *tells it with pictures*

More than 25 miles of motion picture films depicting Johns-Manville products are available to the organization. To show these films continuously would take some two-and-a-half days.

The films are used effectively in sales promotion work and at the same time they create interest and a better knowledge of products among Johns-Manville employees.

The films include the Story of Celite, Asbestos—the Magic Fibre, Asbestos Built-up Roof. Dutch Lap Shingles, New Roofs for Old, Roofs of Permanent Beauty, Building the Invisible Home (Home Insulation), and Asphalt Plank for Bridge Floorings.

At the left is a section from "Building the Invisible Home" showing a workman mounting a ladder with the hose through which the fibres are blown from the blowing machine. At the right is a close-up of workmen joining two sections of pipe to which the hose is attached.



E. S. Crosby Elected to J-M International Staff

At a recent meeting of the Board of Directors of the Johns-Manville International Corporation, E. S. Crosby was elected Vice President and General Manager of Johns-Manville International Corporation.

Mr. Crosby will be responsible to the Board of Directors of the Johns-Manville International Corporation for all of the activities of the Corporation in all parts of the world.

Acoustical Order Rewards R. A. Messner's Diligence

Five years of diligent solicitation has finally resulted in a fifteen thousand dollar acoustical order from the First National Bank Building at Minneapolis, Minnesota. R. A. Messner, salesman in the Minneapolis Sales Office territory, is responsible for the job.

For several years the officials of the bank felt the need of a noise-deadening treatment, but were afraid that the beauty of the magnificently coffered ceiling would be destroyed by putting any kind of material over it. They had small amounts of Sanacoustic Tile put in the smaller offices of the building and were very well satisfied with the results, but when the discussion turned to the main lobby, they immediately became wary.

Finally Mr. Messner obtained permission to install one panel in the main lobby as an experiment so that the officials might judge for themselves how the completed job would look. Mr. Messner and Mr. Washburn, Special Representative in the Chicago District, worked all one night on this sample installation so that the banking hours would in no way be interrupted.

The initial installation was so satisfactory that the officials were thoroughly convinced that Johns-Manville Acoustical treatment would not mar the beauty of their bank, and consequently the order was secured.

Being ironical is a refined way of being disagreeable.—RAILWAY LIFE.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/7

New *Selling Tools* for J-M

Certified Performance Reports Show Actual Savings Effected

REPORTS that show actual dollar and cent savings effected through J-M installations are available as "selling tools" for sales representatives. The practical use of the reports now distributed has been demonstrated so convincingly that plans are made to complete 50 reports by the end of 1930. The work is under the direction of Hugo L. Rusch of the sales promotion department.

The plant manager is vitally interested in effective methods to save fuel, to increase production with no increase in costs, reduce roof maintenance, and save labor. The performance reports demonstrate what savings have been made in specific plants with J-M products and therefore, are most convincing sales tools.



Reproduction of advertisement based on a performance report.

Each report presents the problem the plant had to solve, portrays the operating conditions where the J-M products are used, and gives in detail the economies effected as shown by actual plant records and tests. The reports are signed by plant officials, who certify that the information is correct and approve them for sales, advertising and educational use in the J-M organization.

Results have furnished effective advertising copy such as the advertisement reproduced, which was based on the $6,679.24 annual saving made by the Paramount Brick Works, Brooklyn, N. Y., after J-M insulation was applied to the brick airing cylinders.

A. D. Hopkins of the Lansing territory, expresses his appreciation of the reports in a letter in which he says, "You might be interested in knowing that I used the Performance Report in the sale of Sil-O-Cel Brick for insulating two boiler arches. The more of these reports we get, the better, because a concern is always interested in the way another concern in the same line of business conducts their operations, the kind of materials they use, the results they get, and so on."

Every effort is made to get the reports correct in every detail. The value of the reports is, of course, in their accuracy and all tests are carried on with the greatest attention to correctness.

The sales promotion department is interested to know of installations throughout the field where performance reports might be obtained, particularly on J-M installations of insulations, Transite, refractory cements, acoustical treatments, Celite-for-concrete, built-up roofing, and friction blocks.

The following tabulations of data showing $1,788.66 saving per year on six kilns for the Fords Porcelain Works report is typical of the tables in each report.

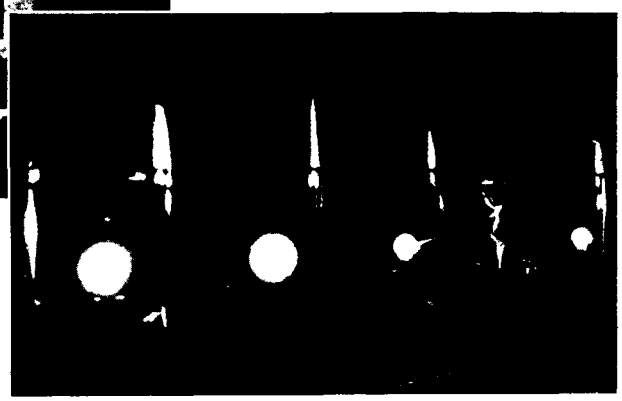
TABLE "A"

Savings Effected by Insulating Arches and Bases of Kilns with Sil-O-Cel Brick

Fuel-Oil consumption per burn of kilns *not* insulated with Sil-O-Cel (from actual tests)		2,673 gals.
Fuel-Oil consumption of kilns insulated with Sil-O-Cel (from actual tests)		2,398 gals.
Net saving in fuel-oil per burn		275 gals.
Percentage reduction in fuel-oil consumption		10.3%
Average burns per year per kiln		24
Annual saving in fuel-oil—24 x 275		6,600 gals.
Monetary value of the annual fuel saving—6600 gals. @ $0.05½		$363.00
Annual charges for the insulation		64.89
Net annual saving per kiln		$298.11
Investment in the insulation	$412.70	
Net annual return on the investment	72%	
Investment is entirely paid for in about 16½ months.		
Net annual saving on 6 kilns (insulated on arches and bases with Sil-O-Cel Brick)		$1,788.66

At Lukens Steel Company, Coatesville, Pa., the checker chambers of one of the 50-ton open hearth furnaces were insulated with Sil-O-Cel brick. Actual tests show that the net saving in fuel-oil consumption was 1.7 gallons per ton of steel, compared with furnaces not insulated. This amounts to an annual saving of $1,785. Photographs of this plant appear below.





(Above) Renewing checker work in chambers of open hearths at Lukens Steel Co.

(Right) Watching the bath in open hearth furnaces.

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 8 of 28
asbestosclaims.law/library/12770/8

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

XVI. Insulating Board as a Sound Retarder in Motor Boats

To QUIET the roar of the powerful motors used on Banfield Sea Skiffs, J. E. Banfield, builder of these famous boats, is now using J-M Insulating Board to line the engine box.

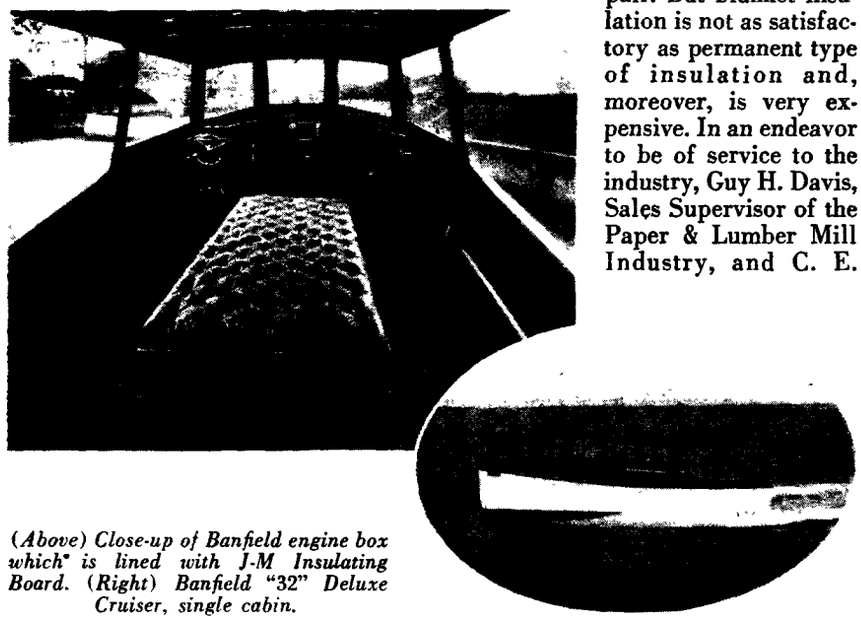
The use of insulating board and the method of its application were decided on after considerable experimentation with various materials, among which was J-M Transite Encased Insulating Board. This was found to add too much weight to this size of pleasure craft, but due to the fact that it is fireproof Transite Encased would be ideal for larger boats.

J-M Insulating Board is now standard equipment in the four cruiser models — the Banfield "32," single cabin standard cruiser, double cabin standard cruiser, single cabin deluxe cruiser, and double cabin deluxe cruiser.

The method of applying the insulating board found most effective is to build a frame of inch-wide strips of half-inch insulating board. This is nailed in the four walls and cover of the engine box. The solid lining of insulating board is then installed—the frame giving air space between the engine box itself and the insulating board.

Although not used as standard equipment on the six run-about models, J-M Insulating Board can be specified for these boats at a small additional cost.

With a total of nearly 750,000 boats already built and from 25,000 to 30,000 being launched each year, J-M Insulating Board has an opportunity to receive recognition in this market.



(Above) Close-up of Banfield engine box which is lined with J-M Insulating Board. (Right) Banfield "32" Deluxe Cruiser, single cabin.

New Insulation Method Devised for Digesters

Sulphite digesters in paper mills in the past have always been insulated by means of removable asbestos blankets. Ready accessibility had to be provided because the corrosive action of the acid in the digester demanded frequent inspection and repair. But blanket insulation is not as satisfactory as permanent type of insulation and, moreover, is very expensive. In an endeavor to be of service to the industry, Guy H. Davis, Sales Supervisor of the Paper & Lumber Mill Industry, and C. E. Beckett, salesman in the Milwaukee Sales Office territory, went into the matter thoroughly with engineers of the Nekoosa Edwards Paper Company, large paper manufacturers at Port Edwards, Wisconsin.

Briefly, the construction of a digester consists of a steel shell with butt strap riveted over longitudinal and vertical joints of the steel shell. The shell is lined with acid proof brick. It is impossible to prevent the acid from the digester from seeping through the joints of the brick work to the steel, but investigation by the company's engineers showed that when the acid reached the shell except at the butts, the acid was centralized and caused no damage. However, at the butts or joints of the steel, great damage was done as the acid circulated, causing corrosion and if prompt action was not taken expensive disaster would result.

Mr. Davis and Mr. Beckett determined that accessibility to the steel shell proper was not necessary and permanent block and cement insulation could be provided except over the butt strap. They suggested a method of welding angle iron to the steel shell around the butt strap and covered this portion with Magnesia Block, with cement finish. Blankets then were required only over the butt straps, the blankets secured by means of wires run through holes in the angle irons attached to hooks with which the blankets are provided.

On the basis of this combination blanket and block-cement insulation, the Merrill Manufacturing Company of Merrill, Wisconsin, approved insulation contractor, secured an order for the insulation of three digesters from the Nekoosa Edwards Paper Company.

"One of the chief requisites for getting what you want in this world is to want it hard enough."

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 9 of 28
asbestosclaims.law/library/12770/9

THE JM CIRCLE

VELMA R. FARNHAM.....*Editor*

ASSOCIATE EDITORS

DIVISIONS

K. E. Moore.....*Eastern*
Mert C. Malham.....*Central*
E. Nelson .....*Western*
Hal Hallstrom .....*Pacific*
G. H. Meredith.....*Canadian*
E. A. McLaughlin.....*J-M International*

FACTORIES AND MINES

Alton Jones.....*Alexandria, Ind.*
George L. Fuller.....*Asbestos, P. Q.*
Frank Dean.....*Chrysotile, Ariz.*
R. L. Reinhart.....*Cincinnati, O.*
E. Belsom.....*Gretna, La.*
J. H. Merriam.....*Lompoc, Cal.*
C. R. Hockenbury.....*Manville, N. J.*
E. C. Hopkins.....*Nashua, N. H.*
E. L. Adams.....*Pittsburg, Cal.*
H. W. Deibler.....*Waukegan, Ill.*
C. E. Mangrum.*Weaver-Henry Corporation*

Published for and about the employees of

JOHNS-MANVILLE

Editorial Office:
292 Madison Avenue, New York City

Points of View

"What does it matter—I'm only a cog," the disconsolate workman mutters. You have heard him. He has said it in the far West and at the farthest tip of Maine. He has made the remark in the mines of Arizona and in the large industrial plants of Illinois.

Only a cog! They look alike from the surface as they revolve endlessly. But what happens when one breaks? The great machine stops with a grinding roar. Only a cog—but of such importance that the machine is powerless when all cogs are not working properly.

It is a distorted point of view that makes a workman feel unimportant. If he weren't necessary he wouldn't be a part of a great organization! Each one plays an individual part in keeping everything running smoothly. Once a cog always a cog remains true for the mechanical ones but the human cog has the advantage of a chance for promotion, to become a more important factor in the organization.

There are those who believe that industry is heartless. Again it is a matter of the point of view. Continued improvements in machinery are making production easier and work that formerly meant long hours of heavy toil, aching shoulders and weary bodies, can now be done with greater efficiency and incomparably greater speed with specialized machines.

There is romance in industry if your point of view is from the right angle.

Check Yourself!

This is the third of the series of personal checking points for salesmen.

21. The amount of footwork you have to do ensures a healthy body. With what "footwork" do you provide your mind, to give it broader views on policies, merchandising, distribution and the like?

22. Learn to think quickly. Learn to make decisions quickly. Learn to be *quick.*

23. Said a customer to me: "They talk so much about their own business in which I am little interested and so little about my business in which I am vitally interested that you can't blame me if I don't warm up much." *There's the whole story.*

24. The man who by thought and investigation has worked up something in the interest of the customer need never fear being made unwelcome.

25. Develop a nose for information and news which may be valuable to someone on your list. Persist until it becomes second nature for you to say, "I'll jot that down and send it to———"

26. Establish friendly contacts with the trade, wholesale and retail, so that you can get first-hand information when you want it or check up information you have already secured.

27. The consideration of all phases of distribution should be interesting to you. Our great banks, such as the National City Bank, etc., issue from time to time bulletins which can be used to great advantage for general equipment by the salesman.

28. Business publications can add to your knowledge of the industry of your worth-while prospects. Read them. They will give you fluency and exactness in talking with a prospect.

29. Keep yourself up to date. Buying habits and methods of marketing are changing. What was right for last year may not be and probably will not be right for this year.

30. Do you high-hat your trade press? Everything printed may not be of interest or value to you, but the contents over a year reflect the best thinking of our profession.

—*Adapted from Printers' Ink.*

What Do You Know About This Business?

(*For the answers turn to page* 26)

41. What does Johns-Manville manufacture for automobiles?

42. For what insulation purposes is Rock Cork made, and where it is manufactured?

43. Who is eligible for an award under the present suggestion plan?

44. What is the distinction between Sound Insulation and Sound Isolation?

45. What is J-M Nashkote type of acoustical treatment?

46. Where is Floridene stone quarried?

47. What is a "Cobber"?

48. How heavy is Asbestos Ebony per cubic foot?

49. How are asphalt planks held in place as bridge flooring?

50. Why do J-M Asbestos Shingles grow stronger with age?

There is a war story about a private who saw a khaki-clad figure passing and so called out:

"Hey, Buddy, gimme a light."

The other obligingly lighted a match and held it for the private. The doughboy, looking up to thank his buddy, discovered to his amazement the star of a brigadier general. "I beg your pardon, sir," he said, "I didn't mean any disrespect. I didn't notice you were a general."

"That's all right, Buddy," said the general, "but you should thank God I wasn't a second lieutenant."

Some persons wonder why they never achieve success. The chief obstacle is a "fat head."

Other persons are not always to blame for our failures.—*Clipped.*

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/10

E. J. Rodriguez to Handle Central European Trade

E. J. Rodriguez, Industrial Representative, New Orleans Sales Office, has been selected by the Foreign Division to handle the Central European trade.

Mr. Rodriguez has been connected with Johns-Manville for nearly 15 years. His headquarters are to be at Antwerp and he will travel through England, France, Germany, Spain and parts of Russia.

A group of architects gave a farewell dinner for Mr. Rodriguez on the evening he left New Orleans. Upon his arrival in Chicago he was the honor guest at a dinner given by the Headquarters staff of the Western Division.

R. E. Elliott In Far East

R. E. Elliott, Filtration Engineer of the Sales Engineering Department, has been traveling throughout the Far East for several months introducing Hyflo Super-Cel to the large sugar refineries.

Since Java, D. E. I., contains the world's largest producers of plantation white sugar, Mr. Elliott's work was done in a most fertile field.

Approximately five hundred tons have been sold throughout Soerabaya and Semarang, Java, for test purposes and seventy-five tons have been disposed of in Manila.

Mr. Elliott is now in Formosa to introduce Filter-aids in Japan.

New Position Accepted

L. Green, Jr., Acoustical Sales Supervisor, Eastern Division, has resigned to accept the position of President of the Acoustical Construction Company, Inc., of New York City, Johns-Manville approved contractors on Acoustics in Metropolitan District of the Eastern Division.

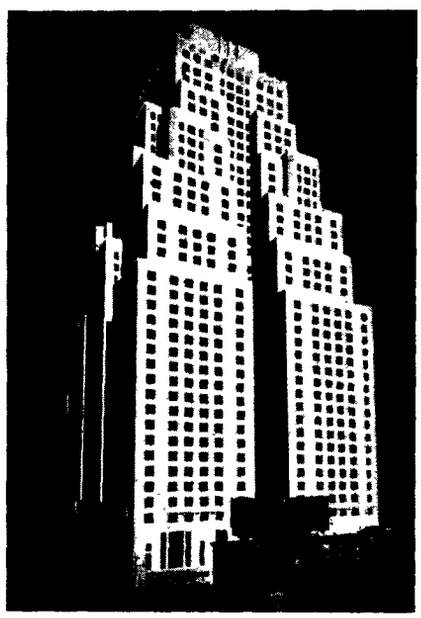
L. S. Ayars, Jr., has been appointed to fill the position that was held by Mr. Green. He will be Staff Assistant to L. C. Hart, Sales Manager Building Materials Distribution Department.

No feeling of satisfaction quite equals that of having done a difficult job extremely well.—*Wm. Feather.*

The New Yorker—

Tallest Hotel in the World is Insulated with J-M Products

The New Yorker adds superlative to superlative to distinguish itself—this modern hostelry of amazing completeness. It is New York's newest and largest hotel and the world's tallest. The New Yorker towers up 43 stories at 34th Street and Eighth Avenue. Construction began in June, 1928, and the formal opening was held January 2, 1930.



All heat and power is produced within the hotel, making one of the most interesting installations of service equipment ever made. The electric power plant is large enough to supply power and light to a city of 25,000 people.

In case one were so inclined he could live in a different room every day and yet call the New Yorker his home for six years, ten months, and ten days, for there are 2,500 rooms, each with private bath and shower, and such other conveniences as circulating ice-water, a servitor, and a radio.

There is a large private hospital, a complete banking service and other features that contribute to make a self-contained community.

Johns-Manville products play a large part in contributing to the comfort of the guests. The ventilating system includes both heated and cooled air supply and exhaust equipment. The total approximate area of the ventilating system is 50,000 square feet, of which about one-third is insulated with J-M 85% Magnesia Blocks and the remainder with Cork Sheets. Nearly 20,000 feet of pipe used on the heating system are insulated with 85% Magnesia Covering and about 168,000 linear feet of pipe are insulated with Aircell Covering. The boiler drums, heaters, separators, tanks and other apparatus are all covered with 85% Magnesia Blocks and cement.

The insulation of the smoke stack on this job is one of the decidedly interesting features. This stack, which is eight feet in diameter and has a total height of 526 feet, is lined on the inside with J-M Superex Blocks and is finished with No. 319 cement. The lower portion of the stack is insulated with 4 inches of Superex Blocks which insulation graduates down to 1 inch thickness at the top of the stack. In the basement, the steel breeching and underground concrete smoke flues, which connect with the main vertical stack, are lined with Superex.

The air-conditioning equipment includes five separate systems—each consisting of an air washer, supply and exhaust fans and a central cooling unit. It is planned to maintain an inside temperature of 75 degrees and a relative humidity of 50 per cent., regardless of outside temperature.

The hotel was erected and furnished at a cost of $22,500,000. Excavation—always an attraction for New Yorkers—afforded many hours of diversion—and when the work was completed the on-lookers were privileged to gaze into the biggest "hole" this city has so far displayed. There are four basements below the street level.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/11

Dinner Held in Honor of G. R. Lewis' Promotion

In honor of his promotion to Central Division Sales Manager, a dinner was given at the Statler Hotel in Detroit for G. R. Lewis, formerly District Manager of Detroit District. Mr. Lewis has been in the Johns-Manville organization for more than twenty years.

L. J. Gordon, Supervisor of the Saginaw Territory, acted as toastmaster, bringing out intimate angles on the earlier business careers of each of the speakers, who included C. E. Treganza, T. A. Finch, A. B. Curtis, R. S. Hemmingsen, T. M. O'Connell, C. E. Murphy, E. O. Brady, E. E. Clapsadel, F. W. Clise, and E. F. Boyle, incoming manager.

During the course of the evening Mr. Lewis was presented with a picture of his associates in the Detroit District. Mr. Brady also presented him with a set of matched golf clubs given by the men in the Detroit District.

Activities at Nashua

On January 6, the last ridge roll was made at the Nashua Plant. The machine will soon be sent to Manville, where production will be continued.

The Transite Corrugated sheets going into the new Manville Plant, have nearly all been shipped.

The thirtieth new mould for the Colts Patent Firearms Company, has been run at Nashua. These 30 moulds have been made and pieces run during the last six weeks, the largest single order for moulds ever received. Pieces are being made out of both Moulded Ebony and Electrobestos X treated.

Nashville Goes J-M

H. C. Green, salesman of the Chicago District, has concretely illustrated how a whole community may be converted to the use of one product as a standard.

In Nashville, Tennessee, Mr. Green has worked so diligently and so effectively that Celite-for-concrete is not only recommended by architects, engineers, and general contractors, but its use is preferred by owners and builders.

Hart, Freeland and Roberts, architects and engineers at Nashville, for instance, specified Celite-for-concrete for the new bridge recently completed at Nashville over the Cumberland River. This firm recently designed two bridges for the County Commissioners of Knox County, Tennessee, and have specified Celite-for-concrete, which will require seven carloads. The plans at the present time are before the War Department at Washington for approval.

The V. L. Nicholson Contracting Company in Nashville uses Celite-for-concrete whether it is specified or not. Mr. Nicholson has found Celite pays for itself in increased yield, and the increased workability has saved many dollars in labor.

George Waller, another architect in Nashville, specifies this J-M material on every job. Mr. Waller is a firm believer in good concrete and that means the inclusion of Celite.

Marr and Holman, Nashville architects, recently specified Celite-for-concrete on the Sears-Roebuck Building, Administration Building, Central Hospital for the Insane, Seventh Avenue Apartment Hotel, and Seventh Avenue Garage. In fact, they specify Celite-for-concrete outright on all jobs.

Monthly Safety Awards Are Made at Waukegan Plant

The monthly prize awarded by J. P. Kottcamp, Manager Waukegan Factory, to foremen in whose departments there was neither lost time nor minor accident of any kind showed the following winners for the month of November, 1929.

Shingle Building: D. Bertogliat, H. L. Thompson, T. McNichol, A. Burt and W. C. Chapman.

Paper Mill: S. Duckmanas, J. Angelos, A. Spickerman, A. Scheribel and H. Heise.

Pipe Covering: A. H. Schley.

Magnesia: C. Hartman and K. Rol.

Erection and Repair Department: W. Smith.

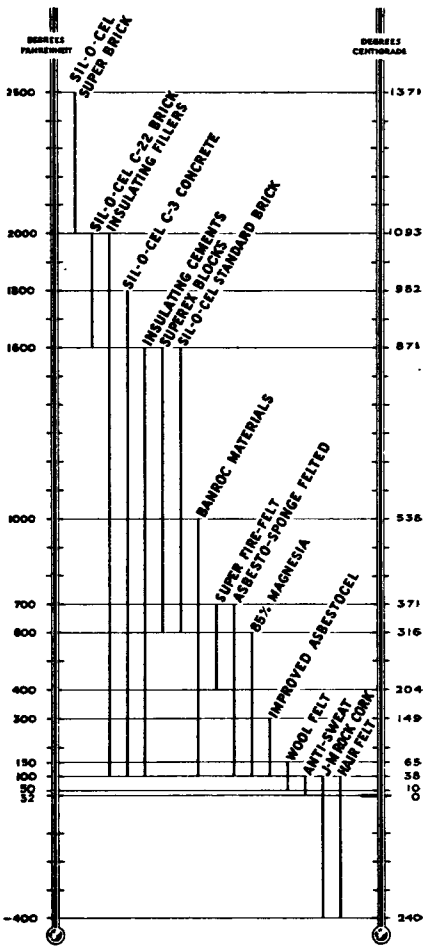
Packing Building: F. Helfrich and C. Moats.

J-M Insulation Covers the Entire Temperature Range

For ranges from 400° below zero F. to the highest industrial temperature Johns-Manville provides effective insulation.

An interesting chart has been worked out, illustrated below, which shows the type of insulation suitable for different temperatures. Since conditions vary at any given temperature, the insulation selected must be adapted to each specific case. Sometimes a rigid material is needed; at other times the insulation must be flexible; and in some cases a monolithic treatment is necessary. For this reason an overlapping of two or more materials is shown on the chart for certain temperatures.

The J-M line of insulation materials covers not only the entire *temperature* range, but it includes all necessary types of materials as well.



Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/12

The J-M Factory Circle

6 Cincinnati, Ohio, February, 1930 Cincinnati and Dayton Edition

IELL PLANT USED OR J-M FACTORY

ɔtructure built during War taken over at Cincinnáti in 1925

)uring 1925 the demand for as-ɪtos shingles increased to such extent that additional manu-turing capacity was found ɔessary and Cincinnati was ɔsen as a distributing point by ɑns-Manville.

Cincinnati factory was origin-y a shell plant and was built ring the World War. It was cessary to replace all of the ling and sash in the building well as a great many extremely rge machinery foundations, be-re the equipment needed to anufacture asbestos shingles ɯld be installed. The first man as employed on November 18,)25, to remodel the building and ɯingles were produced on Jan-ary 13, 1926—44 working days ɪter.

Construction work and instal-ɪtion of equipment was in charge f T. C. Pond and L. J. Spangler. -M Corrugated Transite was sed for siding on the entire ɪanufacturing building. The orig-ɑal warehouse was a pump house ɪsed in conjunction with the old hell plant and is a building 40 eet by 200 feet. In July, 1927, ad-litional warehouse space was re-uired and half of a building 80 eet by 400 feet nearby was util-zed. Since that time the rest of he building has been acquired to ɪtore asphalt roofings and miscel-laneous materials.

The factory is composed of three major buildings: the Manufacturing Department has an area of approximately 48,000 square feet; the Raw Materials Storage and Power House, 8,000 square feet; and the Warehouse 32,000 square feet. The Manufacturing Department building is completely built of J-M Corrugated Transite and covered with a J-M built-up roof.

The Transformer House is one of the first of its kind to be built completely of J-M materials. The roof and sides are of J-M Corrugated Transite; it is lined throughout with J-M Flat Transite; and the switchboard panels are J-M Ebony Asbestos Wood.

Looking Back to February, 1926



It was a real occasion when the first trainload of asbestos shingles was shipped from the Cincinnati Factory in February, 1926, very soon after operation started.

The photograph shows, left to right, executives of Johns-Manville; representatives of the Peter Kuntz Company of Dayton, to which shipment was made; a Chamber of Commerce representation; executives of the Baltimore & Ohio Railroad; and a Baltimore & Ohio train crew.

CINCINNATI HAS VARIED CLIMATE

The climate of Cincinnati cannot well be described for it is changeable, daily variations sometimes amounting to 40 degrees or more.

The summers are often extremely hot, occasionally reaching 100 degrees. The winters are not severe although zero weather is experienced several times each season.

The population of Cincinnati is about 430,000. It is surrounded by several towns and cities whose inhabitants bring the population in the metropolitan area to 650,000.

ASPHALT PLANKS MADE AT DAYTON

Plant taken over by Johns-Manville in March, 1929

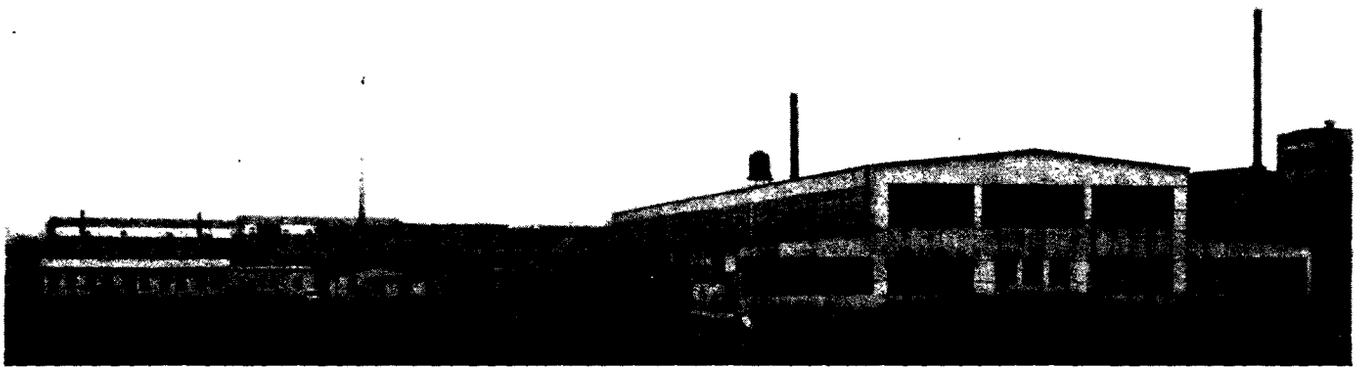
The plant and assets of the Preformed Asphalt Products Company of Dayton, Ohio, were taken over by Johns-Manville in March, 1929, just before the plant was ready for production. The equipment which was installed is designed to produce premoulded asphalt planking and related products.

The Dayton plant is composed of two buildings. The Manufacturing Department and Warehouse occupy an area 75 feet by 300 feet, and the Machine Shop is 50 feet by 100 feet. This gives the company a total floor space of 32,000 square feet.

Dayton is for all practical purposes as accessible to water, rail and truck transportation as Cincinnati is. The four railroads—Erie, Pennsylvania, Baltimore and Ohio, and Big Four, which serve Dayton, run directly into Cincinnati, as do all truck and electric lines. The Dayton Plant is served by the Erie Railroad.

Since Dayton is barely more than fifty miles from Cincinnati, the plant may well be considered as a department of the Cincinnati Factory.

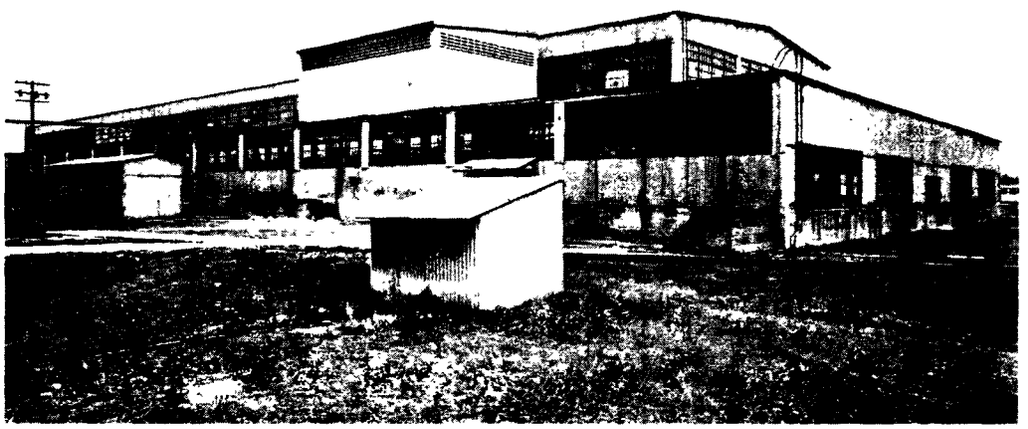
The products manufactured at Dayton are newcomers to the company's wide line. They are Bridge Flooring, Industrial Flooring, Felt-Sided Expansion Joint, and Dayton-type Expansion Joint.



A general view of the Cincinnati Factory.

Published by AsbestosClaims.Law

asbestosclaims.law/library/12770/13



Manufacturing Building showing Transformer House.

PLANT EXPANSION

Plans made to build new unit on tract recently purchased

Cincinnati is essentially a manufacturing city, and is known as the center of the machine tool industry of the world. The varied lines of products are too numerous to mention. It is fitting that Johns-Manville should have chosen this city for its newest plant to be erected in the near future, to take its place alongside plants of many other nationally known manufacturers.

The Company has recently acquired a 73-acre tract of land, upon which it is planned to erect the initial unit of a plant comprising an asbestos shingle department and a rag-felt roofing department during the year 1930. The land is served by the Pennsylvania and Big Four railroads.

The property has an interesting historical background. The old Miami and Erie canal previously mentioned runs next to the Pennsylvania Railroad right-of-way. The highway, which is one boundary of the property, is an extension of the route which General "Mad Anthony" Wayne took when he had his famous fight with the Indians. The old Salem Church, built in 1828 and razed by fire in 1865, stood on the property.

Labor Turnover Small in Cincinnati Group

The eighty employees at Cincinnati are all Americans. The factory has not been operating for a sufficient length of time to establish a list of old-timers. However, more than 90 per cent of the original employees are still with J-M, and the labor turnover of new men is quite small. There has been no labor turnover in the office and management force of the factory.

Most of the men have never been in Johns-Manville service previous to their employment at Cincinnati. In the comparatively short time the plant has been in operation a fine spirit of loyalty has developed.

Cincinnati is very proud of its Stenographic Department. Miss Teresa Dolan, who is the only feminine employee at the Dayton and Cincinnati factories. She was one of the first to be employed in the office, and is so indispensable to the firm that the office routine is almost disrupted when she takes her vacation.

Dayton's Population is Approximately 200,000

The population of Dayton is approximately 200,000. It is estimated that General Motors Corporation and its many subsidiaries in Dayton employs 25,000 people. The best known and the largest subsidiary is the Frigidaire plant. In addition to General Motors, Dayton is the location of the National Cash Register Company.

A. Kraak Is Superintendent in Charge

The Dayton Factory is managed by A. Kraak, the superintendent in charge. Mr. Kraak started his service with the company seven years ago in the Erection and Repair Department at Waukegan. When the Cincinnati Factory was built he went there as Master Mechanic and installed the majority of the machines. Later he helped in the installation of equipment at Pittsburg, California. Upon the completion of that work, he returned to Cincinnati until the acquisition of the Dayton Plant.

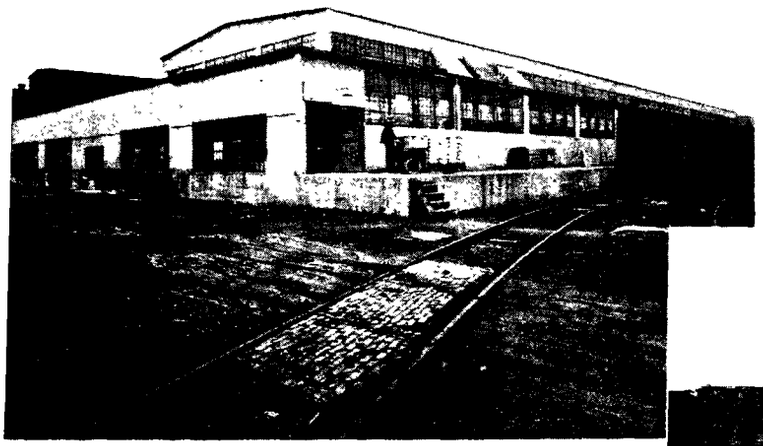
E. N. Frost, also formerly of Cincinnati, is in charge of the office at Dayton. Mr. Frost started his service at Cincinnati soon after that plant started operations.

With the exception of Mr. Kraak and Mr. Frost, the employees are all new in J-M service. The force is small, numbering forty men. As yet, the employees have not developed any sport teams, although plans are under way for athletics of some type during the coming year.

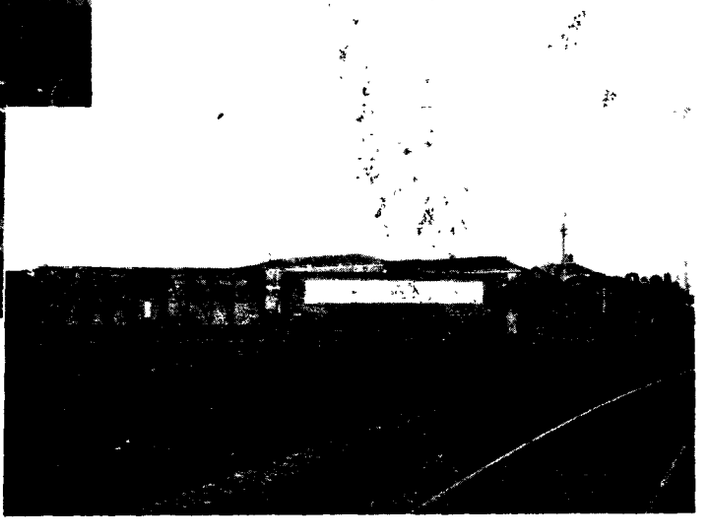


Men on day shift at Dayton Factory. E. N. Frost, in charge of office, and A. Kraak, Assistant Superintendent, are at the left in the first row, and H. H. Rinehart, Foreman, is the third from left in the second row.

ACL Doc 12770 · Page 14 of 28
Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/14



(Left) The Manufacturing Building showing the loading platform. (Below) A view of the first trainload of asbestos shingles shipped from Cincinnati in February, 1926.



Cincinnati Employees Have Bowling League

The factory has its own bowling league in which everyone takes a great deal of interest. It is composed of four four-man teams representing the Punch Department, Wet-End, Engineering and Office. At this time, the Punch Department is leading the league and bids fair to maintain its position at the top of the heap until the close of the season. The interest evidenced in bowling is shown by the many match games arranged at odd times between individuals and departments. During the past two years a match game has been arranged with the Cincinnati Sales Office, and so far the factory is ahead in games won.

As the bowling season wanes, the various champion horseshoe pitchers swing into action. Pits are provided on the lot beside the factory and at noon hour one can hear the ring of iron against iron.

The factory also boasts an inter-factory playground baseball league. At times, games are arranged between the factory teams and the Cincinnati Sales Office and a great deal of interest is aroused among the employees.

Participation in the various seasonal sports gives a well-balanced recreation program throughout the year.

Shingles Only Product

The only product manufactured at Cincinnati is Rigid Asbestos Shingles, with a yearly shipment of approximately 850 carloads. Nearly 450 carloads of raw materials go into the manufacture of these shingles.



Office employees, Cincinnati Factory. L. J. Spangler, Superintendent; R. R. Fey, Accountant; Henry Wetzel, Timekeeping and Accounting; Teresa A. Dolan, Stenographer; T. R. Turnbull, Assistant Superintendent; H. R. Congdon, Office Manager and Purchasing; R. L. Reinhart, Order and Billing; M. B. Juenke, Accounting.

Cincinnati is Known as "The Gateway to the South"

Cincinnati has been compared to Rome in that it is built on many hills. The country surrounding is hilly for quite a distance in every direction.

In another respect, as "all roads lead to Rome" so do all roads lead to Cincinnati. The city is familiarly known as "The Gateway to the South," which name it truly deserves.

From the North, East and West, Cincinnati is served by the Baltimore and Ohio, Cincinnati-Northern, Big Four, Erie, and Pennsylvania railroads. From here all shipments to the South go by way of the Chesapeake and Ohio, Southern, Norfolk and Western, and Louisville and Nashville railroads, which have Cincinnati as their northern and western termini. The Cincinnati Factory is served by the Baltimore and Ohio Railroad.

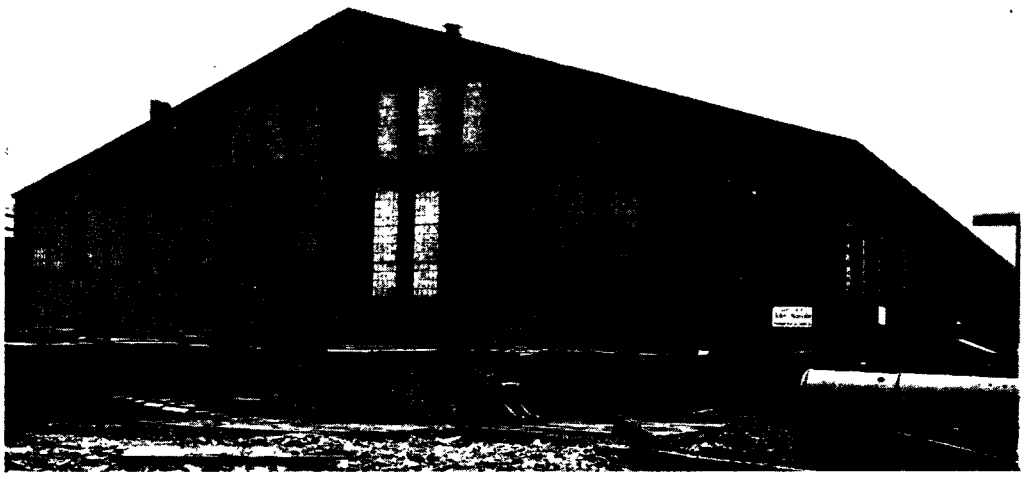
In addition to the excellent railroad facilities, Cincinnati has several electric freight lines connecting with a network of others throughout Ohio and Indiana. Some of these electric lines have truck connections, and trucking lines as part of their system. There are also many other freight trucking lines serving the immediate territory.

Since early times, Cincinnati has been a factor in water transportation. Until recently it was the southern terminus of the Miami and Erie Canal, running from Cincinnati to Toledo, serving as a connecting link between the Great Lakes and the Gulf by way of the Ohio River. The canal has since been closed and drained almost entirely. Plans are under way to convert the right-of-way into a super highway from Cincinnati to Toledo.

Cincinnati is a regular stop for boats plying the Ohio River. Several packet lines run through the city to Pittsburgh and New Orleans. The recent completion of the canalization of the Ohio River by the Federal Government gives a nine foot channel the year around to rivermen, which facilitates the movement of boat shipments to all river parts at all times.

The completion of this vast project was marked by a celebration in October attended by President Herbert Hoover; the late Secretary of War, John W. Weeks; Governor of Ohio, Myers Y. Cooper; Speaker of the House, Nicholas Longworth. Mr. Cooper and Mr. Longworth are natives of Cincinnati. President Hoover dedicated a monument in Cincinnati's beautiful Eden Park to

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/15



View of Dayton Factory showing stock of bridge flooring.

commemorate the event and mark the official opening of the river to all-year-around traffic.

L. J. Spangler Holds 13-year Service Record

L. J. Spangler, Cincinnati Factory Superintendent, holds the service record for Cincinnati, having been with the Company 13 years. Mr. Spangler started his service at the old Milwaukee plant and was transferred to Waukegan during construction there, where he became Superintendent of the Magnesia Plant, which position he held before coming to Cincinnati.

The next oldest in length of service is H. R. Congdon, Purchasing Agent and Traffic Manager. Mr. Congdon started his service at Nashua, being transferred to Waukegan, and thence to Cincinnati. He has been with the Company seven years.

S. A. Williams Visits

S. A. Williams, Vice President in Charge of Factories, and A. F. Miller, Chief Engineer at Waukegan, visited Cincinnati Factory December 5 and 6. On December 18, Mr. Miller again visited the factory, accompanying D. C. Renton, Johns-Manville Chief Engineer.

Habits

Acquire the Safety habit—it is one that will never hurt you.

A careful habit is the best bodyguard. Success is a habit. So is Safety.—*A. G. E. Bulletin.*

Five Members are included on Cincinnati's Safety Committee

The Safety Committee of five members includes T. R. Turnbull, Assistant Superintendent, who acts as chairman; P. D. Frost, foreman of the Punch Department; J. R. Vaughn, foreman of the Wet-End Department; James Leach, foreman of the Engineering Department; and R. R. Fey, Secretary. The Committee meets regularly every week to discuss plans for increasing safety for the employees.

When a new employee enters the service of the Company, he is given a safety talk by his foreman. This talk is gone over several times, and the man is made acquainted with all his surroundings.

The results of this careful planning and supervision are shown in the following record for the two years 1928 and 1929.

The Shipping Department has operated for the two years with only two accidents with one day lost; the Wet-End has had five minor accidents with no time lost, and two major accidents with twenty days lost; the Punch Department has had several minor no lost time accidents and only four accidents in which any time was lost; the Engineering Department has had more minor accidents than the others but has had only two accidents with a total of ten days lost.

December is the fourth consecutive month for Cincinnati without a lost time accident. In fact, the factory operated ten of the twelve months of 1929 without a lost time accident, and five months without any accident.

SPORTS

Punch Departments Leads

The standing in the J-M Cincinnati Factory Bowling League is the same as it was a month ago, with the Punch Department maintaining its lead.

Office Team Wins

In a special five-game match bowling series, December 7, the Office doubles team represented by R. R. Fey and M. B. Juenke, took three of the five games from the Factory team represented by W. Ammann and A. G. Lucas. All games were hotly contested, the final scores being very close.

Individual Tournament Held

On December 21 and 22, Cincinnati Factory held a ten-game tournament for individual bowling honors, five games being rolled on the afternoon of each date. William Ammann, Shipping Clerk, took first honors with a score of 1777 pins. second place going to M. B. Juenke of the Office.

Gold Pin Is Award

As is the annual custom, a match series has been arranged between the Cincinnati Factory and the Cincinnati Sales Office for the second week in January. The Cincinnati Factory has now in its possession a gold bowling pin. which goes to the winner of the annual series. There will be two five-man teams representing each location.

While playing football December 15, Paul Frost, foreman of the Punch Department, had his car stolen. Later, while on a trip to Dayton. L. J. Spangler, Cincinnati Factory Superintendent, noticed the missing car by the roadside. Much repairing was necessary.



Factory employees at Cincinnati.

ACL Doc 12770 · Page 16 of 28
Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/16

Here and *There* in the Field

Sanacoustic for Court Rooms

Many times, in the excitement of cases in e court of law, the jury or judge fails to t some important point which might sway e decision. Often this is because hearing nditions are not of the best in the court oms, and also frequently due to outside ises interfering with counsel's arguments id pleas.

In the new two million addition to the unty-city building in Seattle, the question obtaining the very best hearing condi- ons, not only in the court rooms, but in ry rooms as well was one which the board County commissioners and the architect vestigated very thoroughly. A number of aterials and methods were submitted for nsideration and after many weeks of dis- ussions the architect, contractor and board f commissioners decided to treat the ceil- igs of all court and jury rooms and corri- ors with Johns-Manville Sanacoustic Sound bsorbing Tile—an order amounting to ap- roximately $30,000.

Transite for Fume Hoods

J-M flat Transite will be used for the ume hoods and ventilating ducts in the new hemistry annex to be built at the Univer- ity of Illinois. The ventilation system, ecommended by E. R. La Brecht, Construc- ion Department, Chicago District, has been dopted by many of the larger universities. own-draft hoods, which carry off the fumes nd take them through a system of ducts, re employed on the laboratory tables.

A distinctive advantage of using this con- truction is the fact that all the service pipes re concealed and yet reagent racks can be emoved and the pipes readily repaired in ase of a leak.

New Dealers Added

The groundwork for considerable potential business in Celite-for-Concrete has been laid in the Columbus Territory, since J. L. McCullough has established one service distributor and four dealers to handle the orders.

The service distributor for future business will be the Doddington Company at Columbus, Ohio, and the dealers established are the Millard Hunt Company at Marion, Ohio; the Sanderson Lumber Company, at Mt. Vernon, Ohio; Russel D. Kissner, at Delaware, Ohio; and the Ironclay Brick Company at Columbus, Ohio.

Insulation in State Buildings

By cooperating with his approved insulation contractor, P. D. Whittemore, salesman working out of the Peoria Sales office, has been successful in securing the insulation contracts for the various State Buildings in Illinois.

One of the most recent contracts secured amounts to $9,700 for furnishing and applying insulation in ten infirmary buildings at the Lincoln State School and Colony at Lincoln, Ill. The manner in which this contract was handled and secured was a little different from the way in which insulation orders are usually placed by the State. The insulation contract was placed direct with Prillaman-Adler, Inc. instead of being included in the heating and plumbing contract.

Mr. Whittemore also secured a contract for $6,000 for furnishing and applying 85% Magnesia, Johns-Manville Improved Asbestocel and Vitribestos Lining for the breeching and stack for the Citizen's Building at Decatur, Ill. The successful closing of this contract was also due to the cooperation of Mr. Whittemore with the Approved Insulation Contractor, Prillaman-Adler, Inc. of Joliet, Davenport and Peoria.

Salesman Reaches Goal

Lloyd Haney, Industrial Salesman, Los Angeles District, has finally reached his goal with the Cudahy Packing Company. He has been calling on this organization for a number of years and the result of his efforts has been proved by his securements on the new Hydrogenating Plant of the Cudahy Packing Company, on which Johns-Manville materials will be used 100 per cent.

The amounts of the contracts will be $2,900 for Sponge Felt pipe covering and Magnesia Block Insulation and $6,900 for Transite Corrugated and Super A Built-Up Roofing.

A Bit of Western Optimism

J. A. Csupak, salesman in the Stockton territory, certainly wins the coveted leather medal. "Joe" received an inquiry on roofing and upon arriving at the scene of action was met by his prospect, Mr. Ben Lindquist, who is still very active and aggressive at the ripe old age of 105 years. Joe sold Mr. Lindquist a job of No. 70 Mottled Gray Rigid Asbestos Shingles. When the job was completed, Mr. Lindquist looked it over and remarked, "Well that should last the rest of my life." This demonstrates the optimistic spirit of the West.

Mr. Lindquist was born in Alabama in 1824. He fought five years with the Confederate Army and then signed up with the Union Army for seven years, traveling west building forts and establishing outposts.



Ben Lindquist, 105-year-old Stockton resident, who feels secure with a Johns-Manville roof over his head.

A Colorblende Shingle Order

After three meetings, the Chicago Board of Education was convinced that Johns-Manville Shingles were the best to apply on the new Avondale Field House. W. G. McKillip, salesman in the Chicago Sales Office territory, and R. F. Holbrook, Special Representative Architects' Service, Chicago District, attended all three meetings and explained the efficiency and durability of J-M asbestos shingles.

The order amounted to 130 squares of No. 5 rough-texture, Colorblende Shingles.

J-M Booth Attractive

The Johns-Manville booth and display was one of the outstanding attractions at the Southern Architectural Exposition, held at the auditorium in Memphis, Tenn., November 9 to 16. Louis Sigloch, Staff Architect of General Architectural Service Department, designed and erected the display.

The visiting architects showed considerable interest in the J-M line and splendid results are expected in the way of additional specification of J-M materials.

A Large Order for Roofing

Eighteen hundred squares of Class "A" Asbestos Built-up bonded roofing were recently sold to the Oliver Farm Equipment Company at Charles City, Iowa, by W. A. Hughes, salesman in the Des Moines Sales Office territory.

Six years ago, a roof composed of a special type of corrugated iron with plaster underneath and a cement top began to give trouble. Mr. Hughes at this time explained to the officials of the company the relative qualities of asbestos as compared with rag felt roofing. Small areas of corrugated transite and built-up asbestos roofing were applied for experimental purposes.

Last summer contracts for new buildings and remodeling of old ones were let. The master mechanic specified without an alternate that all roofs were to be insulated and that the roofing felt must be Johns-Manville Asbestos Built-up on the job to J-M specification.

The Waterloo Roofing & Supply Company of Waterloo, Iowa, approved roofing contractor, undertook the roofing contract—one of the largest they have handled. At times they operated with four kettles and thirty men.

Another roof of 53 squares of Class "A" was sold to the same company on December 2.

Following Up a Good Start

J. L. McCullough of the Columbus Office again demonstrates the fact that a good start and a close follow-up campaign obtain results. A short time ago he persuaded the officials at the Ohio Wesleyan University at Delaware, Ohio, that Johns-Manville Type "A" Tile Flooring would solve their problem in a satisfactory stair tread material, receiving very hard wear.

Although this order was small, it was the

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 17 of 28
asbestosclaims.law/library/12770/17

necessary proof of the quality of the Flooring Tile, and as a result Mr. McCullough now has an order for approximately four hundred square feet additional. This material will be laid in one of the corridors. and other orders are expected to follow soon.

Salesman Makes Record

Frank Galloway, Roofing Salesman. Los Angeles District, has attained a new record that will be difficult for roofing salesmen to beat. During a period of three days he secured orders for six carloads of Roofing from the Patten and Davies Company.

J-M Roofing for South America

Eighteen hundred squares of Class "A" Asbestos Built-up Roofing is an order well worth going after, particularly as it will be the first installation of this class of roofing on the North Pacific Coast of South America. This roofing will cover four pier-shed buildings being built by the Raymond Concrete Pile Company of New York for the account of the Colombian Government. The application of materials is being done under the supervision of a superintendent sent from New York.

The securement of this important order is of particular interest and satisfaction. as it crowns efforts of more than three years. The preliminary work was done early in 1926. The contract was finally secured at the beginning of 1929. Contact was kept with the contractors and government officials. negotiations having been conducted in Bogota, Colombia. S. A.. and in New York. During the days of the preliminary work in connection with this order. it meant long muleback rides across the Andes of Colombia for P. Porta. Foreign Division Salesman covering that and other South American countries. In order to reach the various officials he had to make use of most of the present day and century old means of transportation, including ocean and river steamers. slow and fast trains, trucks, automobiles and finally airplanes.

The progressive Government of Colombia, realizing the need of modern harbors with fast freight moving facilities to meet the needs of a rapidly progressing country, contracted with the Raymond Concrete Pile Company to erect a modern port at Buenaventura. Climatic conditions at this port are unusually severe and when it came to the question of what to select as roofing to protect the valuable coffee and other cargo that would be stored at the pier-sheds, the contractors after long and detailed investigations, and because of successful J-M Asbestos Built-up Roofing installations under similar conditions. decided on J-M Asbestos Built-up Roofing as being the installation that would comply with their desire to get the best roof covering obtainable.

Transite Corrugated is employed as siding on this construction.

A Sanacoustic Tile Treatment

The police officials of St. Louis realize the importance of quietness in handling the many and varied crime problems.

Sanacoustic Tile treatment has been installed in the telephone room, police board meeting room, detectives room, school room. auto bureau room. and in the private and outer offices of Chief of Police Gerk. The total of these jobs will approximate $10.000.



Sanacoustic tile treatment in the office of Chief of Police Gerk at St. Louis. Mo.

Protecting a Gas Line

A 12¾-inch pipe line more than 142 miles long supplying natural gas to Monterrey, Nuevo Leon, Mexico. has just been installed. with Johns-Manville pipe protection. Construction work has been completed at an estimated cost of $2,750,000.

The line which runs from Jennings Field, Webb County, Texas. has a capacity supply of 20,000,000 cubic feet every 24 hours. The pipe is buried to a depth of 24 inches. It is under the supervision of Cia Mexicana de Gas, S. A., a subsidiary of the Moody. Seagraves Company of Houston, Texas.

Natural gas has three times the heating power of artificial gas heretofore used in Monterrey. and it is estimated that the cost to the consumer will be about 50% less per 1.000 feet.

The J-M materials used for the pipe protection were supplied by the Derby Lumber Company of Monterrey.

More Brake Blocks

On December 7, another large Brake Block order consisting of 1.000 rings weighing 24,000 lbs. was shipped by the Packing Building of the Waukegan Plant to the Industrial Brownhoist Corporation of Cleveland, Ohio. This is the largest Brake Block shipment made recently. and one of the largest ever made from the Waukegan Plant.



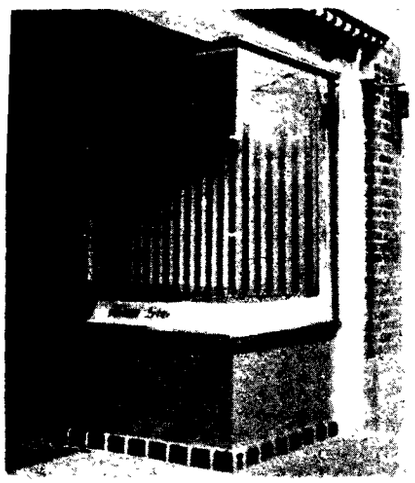
Applying J-M Pipe Line Asbestos Felt to the 142-mile gas line from Texas Oil Fields to Monterrey, Nuevo Leon. Mexico. J. W. Derby, J-M distributor, is an interested onlooker.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/18

Transite Goes Modern

A modernistic effect is created by the use f Corrugated Transite as a permanent wall n the display window of the new Detroit tore of the Father and Son Stores, a chain hoe merchandising organization.

The Transite is effectively decorated with luminum paint.



Transite Corrugated used as a permanent wall for display window in Detroit store.

A Large Fuse Mounting Order

A $10,000 order for telephone fuse mountings adds to the good business C. E. Mitchell, Industrial Representative in the Baltimore District, has secured from the Western Electric Company.

J-M Plumbing Insulation is also to be used for Western Electric by W. Reid Hayden, Inc., Approved Insulation Contractors. The contract amounts to approximately $13,000, of which $5,000 covers J-M materials.

Transite for a Screening Plant

R. A. Messner, Minneapolis Sales Office territory, secured an order amounting to $4,500 from the Minnesota By-Products Coke Company of St. Paul to furnish and erect Transite Corrugated Roofing on the sides of this company's screening plant.

In the past the company found the life of the corrugated iron comparatively short and the painting and maintenance cost extremely high. The maintenance engineer and other officials at the plant are convinced that Transite Corrugated will prove the most economical product available for their roofing and siding problems and over a period of years will show them a definite saving. The maintenance engineer plans eventually to replace all corrugated iron roofing and siding with Johns-Manville Transite Corrugated.

Firestone uses J-M Products

J. R. East, Supervisor of Akron Territory, has done some very fine work in connection with the Firestone Tire and Rubber Company at Akron. During last year he secured orders for roofing the rim plant, battery plant, garage, power plant and a storage building. He also sold the company Industrial flooring for their battery plant and two industrial buildings.

Establishing a New Record

Close cooperation between Johns-Manville and an approved contractor resulted in what is thought to be the establishment of a record for the elapsed time between the submission of a proposal and the receiving of an order of its size.

On Saturday, January 4, at 11:30 o'clock, a request was received in the New York office from Fuller-Lehigh Company for a price on the insulation and Transite casing of four B & W boilers equipped with Bailey walls. The price was to cover the insulation of the headers and circulating tubing, in addition to the water walls on the two sides and rear.

The New York office got in touch with the Asbestos Construction Company, in whose territory the job was located, and Mr. Pfeiffer, Vice President of this company, came up to the New York office and went over the drawings and specifications with the Johns-Manville New York office men. The job was figured by Mr. Pfeiffer over the week-end, and complete price was telephoned to the Fuller-Lehigh Company at 12 o'clock on Monday. Two-and-a-half hours later A. J. Kopp, purchasing agent, had had the proposal checked and approved by his engineers and telephoned Johns-Manville to place an order approximating $25,000.

Credit is due G. W. Ellis, Sales Supervisor at Allentown, handling Fuller-Lehigh, for the good will which has been built up by Johns-Manville with this customer.

Sil-O-Cel for Chemical Company

Four carloads of Sil-O-Cel Brick, Powder and C-3 was the amount of an order received by F. E. Dreger from the Cleveland Office of the Grasselli Chemical Company, for insulation at the Smelter Plant at Spelter, W. Va.

A 100 Per Cent J-M Account

Seven years ago A. H. Pierick organized the Milwaukee Asbestos Company, starting with a small quantity of roofing stock and a limited personnel. Today the company is one of the largest of its kind in the Northwest—a 100 per cent Johns-Manville account. The company contracts for jobs as well as selling to numerous lumber companies. Purchases from Johns-Manville for 1929 approximated about $150,000.

Before organizing the company, Mr. Pierick had been a J-M salesman in the Milwaukee Sales Office.

Joins J-M Distributor

With a record year's business for 1929, Merrill R. Carr, Sales Supervisor of the Newark Sales District, who has been connected with Johns-Manville for 15 years, has resigned to become one of the active directors of H. W. Porter & Co., Inc., Newark, N. J., insulating contractors and distributors for Johns-Manville.

He will assume the responsibilities of operation as the active head, under the title of Vice President, of the Reid Hayden Co., Inc., Baltimore, which was recently acquired by the Porter organization. This firm, also J-M contractors and distributors, operates in Maryland, Virginia and the Carolinas. Although controlled by the Porter Company, it will be operated as a separate and independent organization. In addition to this, The Home Insulation Co., Inc. of Maryland, which has just been formed, will be operated by the Porter Company as a separate unit under the guidance of Mr. Carr. Mr. Carr is also connected with the Home Insulation Co., Inc. of N. J., as Vice President.

Celanese Uses J-M Insulation

Through the J-M Approved Insulation Contractor, W. Reid Hayden, Inc., the Baltimore District secured insulation materials, covering Magnesia, Cork and Sponge Felted, from the Celanese Corporation of America, Ancelle, near Cumberland, Maryland. This amounted to $15,000.

Floridene Used in Church

A large amount of Floridene stone is being used in the Second Church of Christ Scientist, now under construction at Hartford, Connecticut. Architectural plans for the church were made by William Boring, Dean of Architecture at Columbia University.

The installation of Floridene for floors, walls and stair treads will approximate $22,000 when completed by the Bridgeport Marble Company, to whom the order was sold by F. L. Heist, salesman in the Connecticut territory.

Floridene slabs, amounting to approximately $6.000, were furnished the company for fabrication.



W. R. Dempwolf *and* Wix Lichty

Why Shouldn't They Smile?

W. R. Dempwolf and Wix Lichty displayed happy smiles after successfully closing, against severe competition, two of the largest Roofing jobs on the Pacific Coast for 1929. The Ford Motor job amounted to approximately $100,000 and the addition to the Firestone Plant approximately $30,000.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/19

Asbestos Bags Supplant Canvas

Asbestos bags are being widely used instead of canvas bags in the steel industry, according to reports from W. C. Lee of the Chicago City Sales Office territory.

Some time ago, Mr. Lee sold the Inland Steel Company at Indiana Harbor, Indiana, a quantity of J-M Asbestos cloth to be used for the protection of screws that operate the raising and lowering of the enormous blooming mill rolls, from the red hot scale that is thrown from the ingots of steel while they are passing through the rolls. Canvas bags were formerly used for this purpose but because they only lasted two weeks, they are being replaced by asbestos bags which last from six months to a year.

The results obtained at the Inland Steel Works were brought to the attention of other steel plants, including the Wisconsin Steel Company at South Chicago, where they, too, find the bags efficient for this purpose.

Sells First Rock Cork Order

M. E. Duncan, Tulsa industrial salesman, was successful in securing the first order for rock cork insulation in the Tulsa Sales Office territory. The amount of the applied contract was approximately $20.000.

The job was sold to the Independent Oil & Gas Co. at Okmulgee, Oklahoma, for use in their Sharples Process Lubricating Oil Plant.

A New Distributor

The E. K. Wood Lumber Company of Los Angeles and San Francisco has been signed as the first Johns-Manville insulating board distributor on the Pacific Coast. This business was secured by L. A. Whitney and Frank Galloway of the Los Angeles Office, with the assistance of Sam Piercy of the San Francisco Office. The company is one of the largest wholesale lumber organizations on the Coast.

Floridene Display Brings Order

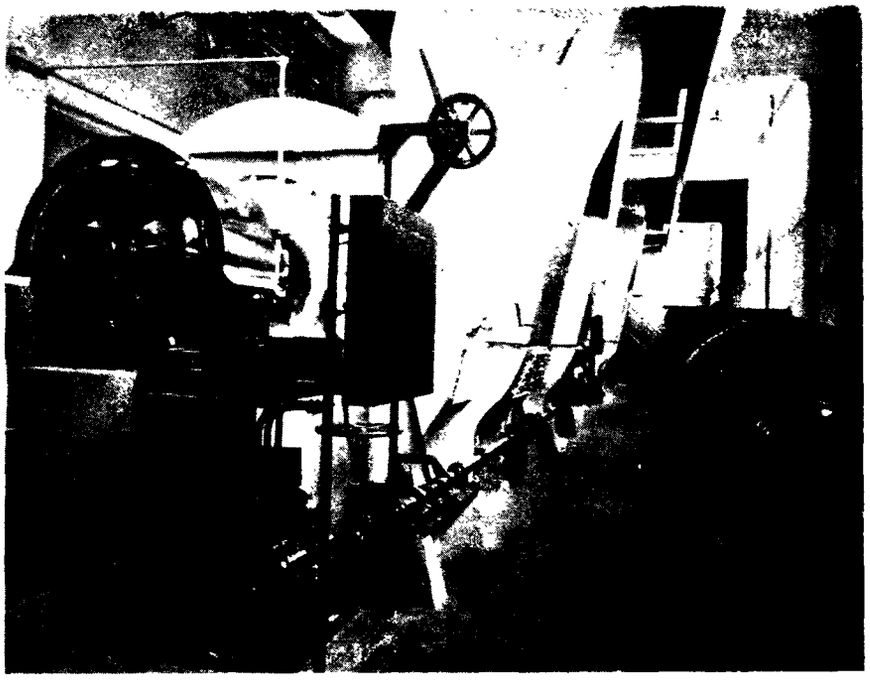
J. H. Bedser secured the first Floridene stone order in the St. Louis Sales Office territory. The material was used for entrance walls and stair treads in a large apartment building in St. Louis.

W. S. Moore, general contractor on the job, was taken by Mr. Bedser to view a display of Floridene and other J-M products in the Arcade Building. Mr. Moore was impressed by the appearance and service of the stone and signed the order.

Still Perfect After 30 Years

One day, while at the Illinois Steel Company's plant at South Chicago, W. C. Lee, Chicago City Sales Office territory, noticed some sections of pipe covered with Johns-Manville asbestos sponge felt covering lying in the scrap pile.

Mr. Lee became very much interested in this discarded pipe and made a thorough investigation. He found that the pipes and covering were installed in 1892. In 1916 part of them were replaced and the old ones thrown away. He brought a few sections of the insulation into the Chicago Office where it was dried. For 24 years this covering was in active service; for 16 years it has been lying in a scrap heap exposed to all weather conditions, and today it is in almost as perfect condition as when it was installed.



The fan housings of the new Shuffleton Power Plant at Seattle, insulated with J-M Magnesia blocks and J-M hard finish cement. This is one of the largest power installations in the United States.

At J-M Meetings

A meeting of all district managers and special merchandising representatives and sales promotion field men was held in Chicago on December 27 and 28. The forenoon of December 27 was devoted to a joint session at which sales promotion was discussed and plans laid for bigger and better accomplishments in 1930. The other meetings were held separately, the sales promotion men being particularly fortunate in having R. B. Adams of General Headquarters present to outline fully what was expected of them and how they should go about achieving their quota.

C. T. Dearborn, Sales Supervisor of the Metropolitan sales territory of the Boston District, recently held a meeting of the salesmen under his supervision in the assembly hall of the Boston Office.

At this meeting, quotas, sales territory prospects, and all matters pertaining to sales for the year 1930 were brought up, difficulties ironed out, so that the Boston sales territory is ready to go ahead and do its share in securing the business needed for 1930—particularly for the months of January and February.

In the evening, Mr. Dearborn gave a dinner to his salesmen in appreciation of their having attained their 1929 sales quota. Other guests were William C. Johnson of the General Staff, G. W. Esler, Jr., Sales Manager of the Boston District, and all of the special representatives for the Boston District.

Schools of instruction on J-M roofing have been planned by sales offices in the Chicago District to be held in the offices of the various roofing contractors for the purpose of teaching the contractors, foremen, and such roofers as are chosen to be present. All specification roofs as decided upon for the year 1930 will be discussed and every detail of construction which it is possible to take up at these meetings will be explained to the roofers.

E. C. Miller, Special Representative, Chicago District, will supervise these meetings.

The annual San Francisco District sales meeting was held at the Clift Hotel, December 18, 19 and 20, for the purpose of reviewing 1929 accomplishments and releasing the 1930 sales plans.

Ervin H. Clausen, Sales Manager, San Francisco District, opened the meeting with an address on the San Francisco District accomplishments for 1929. This was followed by a review of the 1929 General Conference, 1929 accomplishments and the outlook for 1930, by Franklin Shuey, Sales Manager, Pacific Division. W. J. Hennessy, Sales Manager, Transportation and Government Department, Pacific Division, discussed the new District set-up for his department.

Guy A Barker, Sales Manager, Power Products Distribution Department, and W. R. Jones, Sales Manager, Industrial De-

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/20

partment, conducted the afternoon meeting, thoroughly explaining to the salesmen the new Industrial organization and the insulation and packing distribution plans for 1930.

Thursday morning was devoted to the Building Materials and Acoustical Departments, with S. J. Piercy, Sales Supervisor, Building Materials Department, San Francisco District, acting as chairman. During the afternoon session, the new flooring line and plans for distribution were discussed by L. A. Brinker, Pacific Division Engineer; concrete products distribution was discussed by A. W. Knight, Sales Supervisor, Concrete Products Department; and the subject of Architectural Department organization was handled by E. N. Chrysler, Assistant to Pacific Division Sales Manager.

Friday, January 10, will doubtless be a date long held in the memory of the Seattle District personnel.

At the opening of the district sales meeting at the Olympic Hotel in Seattle on January 9, an invitation was extended to all the men to be the banquet guests of James W. Clise, Jr., Harry Eyman and their employees from the Tacoma, Seattle and Portland branches of the Asbestos Covering and Supply Company, approved insulating contractors in the western parts of the states of Washington and Oregon. The meeting opened with a welcoming talk by Mr. Clise and his partner, Harry Eyman. These addresses were followed by brief remarks by Lou Brinker, Guy Barker, Henry Farrington, Bert Hatton and Larry Smith of J-M. During the course of the dinner the old-timers of the Johns-Manville and Asbestos Covering and Supply crowds told the new men some interesting sidelights on the inception and growth of this very active firm of applicators and distributors.

Campbell Ryan, Special Representative from General Headquarters, held a sales meeting in St. Louis December 26.

The subject of insulating board was gone into thoroughly by Mr. Ryan and much valuable information was received by all present.

Since carpenter-contractor meetings have proved valuable in the building material sales organization, L. H. Fuqua, Milwaukee Sales Office territory, decided that similar meetings in the automotive division should prove equally effective. Recently he arranged a sales meeting with a J-M distributor, the Tisch Auto Supply Company, Milwaukee. In addition to the Tisch sales force, about 25 brake mechanics from Milwaukee stations were invited.

The position of J-M in the automotive field was presented in an interesting manner, followed by a descriptive lecture on brake adjustment by Mr. Rennhack, Chicago District brake mechanic. The "Magic Fibre" film was shown to further interest the men in J-M products.

The idea behind such a meeting is, of course, to create the demand by educating the garage mechanics.

The Engineers Club of Lansing at a recent meeting invited E. F. Boyle and A. B. Curtis of Johns-Manville to speak on the subject of "Asbestos." Mr. Boyle discussed at some length the composition and mining operations of asbestos, while Mr. Curtis spoke on some of the manufacturing processes.



A bit of close harmony by the East Bay Quartette, singing the Oakland Sales Office song. Left to right, P. N. Van Dyne, J. H. Peterson, J. A. Csupak, J. S. Orr. In doorway, F. A. Jacobson and E. E. Cathcart.

The Exchange Club members learned more about Asbestos and the uses of asbestos products than they realized existed when Philo C. Johnson, San Francisco District Sales Promotion field man, and J. A. Csupak, salesman in the Stockton territory, addressed a recent luncheon meeting at the Exchange Club as guests of Dan Schrobel of the San Joaquin Lumber Company, Johns-Manville distributors of roofing and shingles, in Stockton, California.

Mr. Johnson presented the talk, illustrated by motion pictures of the manufacture of asbestos products, such as shingles, roll roofing, slate surfaced roofing, insulation materials, asbestos cloth for theater curtains and similar uses, asbestos paper, brake linings and the new floorings. He also told of the four western factories and mines.

T. K. Mial, Sales Manager of the Eastern Division, visited the Charlotte Office on December 20. John H. Olden, Manager of the Atlanta District, was in Charlotte to greet Mr. Mial, at which time a small convention was arranged in order that all the salesmen connected with this office would have the pleasure of meeting Mr. Mial. These salesmen were as follows: E. W. Proctor and C. G. Shockley, Columbia, S. C.; E. T. Bunch, Greenville, S. C.; C. E. Hearn, Asheville, N. J.; J. W. Hamilton, Charlotte, and R. T. McManeus, Sales Supervisor of Charlotte Office.

At a recent Sales Conference held at Houston, Texas, the following were present: R. C. Harden, Sales Manager, J. B. Stevens, J. C. Younglove, C. H. McCauley, all of Chicago; J. M. Taylor, Sales Manager, New Orleans; R. N. Stroup, Douglas Brooks, and P. C. Lipscomb, of Dallas; and F. A. Sanders, State Representative from Austin, Texas.

The All Star Club, established last year by Ervin H. Clausen, San Francisco District Sales Manager, held a luncheon during the recent annual San Francisco District sales meeting. The club is composed of all San Francisco District salesmen who pass three degrees: first, the largest billed sales for a given month; second, the lowest sales expense; and third, a star is given to every man for each month that he goes over his quota. At the end of the year a vote is taken and prizes awarded to the men making the best showing for the year.

W. M. McKay, San Francisco District industrial salesman, was awarded first prize for making the best showing for the year. He was presented with a brief case. F. A. Jacobson, general salesman in the San Jose territory, received the second prize, also a brief case. J. F. Dean, oil industry salesman, George Marion, San Francisco building materials salesman, and J. S. Orr, Oakland building materials salesman, all received wallets for their fine showing.

At this luncheon each sales office was requested to present either a rendition of a song or a good story, a prize to be awarded to the office making the most effective appeal. The prize went to the Oakland Sales Office, who presented the following song to the tune of "The Sidewalks of New York":

East Bay, East Bay
We will sing a hymn
We're shouting Hallelujah
Compensation's rollin' in
Oakland's new sales office
We are here to say
1930 *sure looks good*
To us from 'cross the Bay.

A meeting of the Social Committee at Nashua was held January 3 to make plans for the dinner and bowling match held January 14 at which men of the Boston Office were guests. The banquet committee included E. M. Bruce, Order Department, as general secretary, and C. B. White, Billing Department, A. H. Drumm, Jr., Purchasing Agent, and E. C. Hopkins, Compressing Department.

Large Pipe Covering Order Received at Manville Factory

The receipt of an order from The Gulf Refining Co., Port Arthur, Texas, for 4,601 sections of Fire Felt Pipe Covering, with an outer layer of Magnesia Covering is the largest combination order received at Manville factory for some years.

This order amounts to approximately eight carloads.

Seattle Office Representative

The new Seattle District Office was floored with tile flooring, Type A, at the time of moving in. Sanacoustic tile has been installed, so that the office will truly represent Johns-Manville.

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 21 of 28
asbestosclaims.law/library/12770/21

Promotions *and* Transfers

D. G. ARNOLD: transferred from the Purchasing Department to the Accounting Department, Alexandria Factory.

L. A. BALDWIN: promoted from Manager of the Sales Engineering Department of the Eastern Division, to Manager of the General Sales Engineering Department.

E. B. BREEN: transferred to Cleveland District as retail sales clerk.

ODETTA M. BRENNAN: transferred to Detroit city sales territory as stenographer.

C. T. BUTTERFIELD: promoted from Control Laboratory to Secretary to Mill Superintendent, Production Department, Lompoc.

LESLIE M. CASSIDY: promoted from Industrial Salesman of the Newark sales territory to Sales Supervisor of the Paterson sales territory.

E. M. COLLEY: transferred from Houston to the Beaumont territory.

DR. A. B. CUMMINS: transferred to Research Department, Manville, New Jersey, from Lompoc, where he was Research Engineer, Control Department.

W. A. EHLERS: promoted to Staff Manager, Public Utilities Section, General Industrial Department.

C. J. FLANAGAN: promoted to the rank of Sales Supervisor, New Orleans Office.

JOHN F. GEIS: promoted to industrial representative, New Orleans Office.

GEORGE GERATY: promoted from roofing inspector to assistant to the Construction Superintendent, San Francisco.

CHARLES HARRIS: transferred from Mail Department to Sales Procedure Department, General Headquarters.

GEORGE HAWLEY: promoted from order clerk, San Francisco District, to Sales Promotion field man.

MR. HEISE: transferred from inspector and office clerk, Pipe Covering Department, to shipping clerk, Paper Mill, Waukegan Factory.

PHILO C. JOHNSON: promoted from the San Francisco District Sales Promotion Department to junior building materials salesman in the Stockton and Sacramento valley territory.

W. A. JOHNSON: promoted from Sales Supervisor in the Building Materials Distribution Department, Eastern Division, to Staff Manager in the General Building Materials Distribution Department.

PAUL KEANE: promoted from the Construction Department to assistant to San Francisco District Sales Supervisors.

ALEX KLEERUP: promoted from assistant to San Francisco District Sales Supervisors to junior power products salesman in the City and County of San Francisco and San Mateo County.

A. KYLE: transferred from the Packing Department in Factory to Tester in the Research Department, Asbestos, Quebec.

R. B. MCCLELLAN: promoted from Assistant Office Manager to Office Manager, Lompoc.

T. P. MCCORMICK: transferred from the White Plains, N. Y., sales territory to the Newark sales territory.

MISS LUCILLE MONLEZUN: promoted to cashier, New Orleans Office.

J. H. PETERSON: transferred from general salesman in the City and County of San Francisco to concrete products salesman.

J. E. PLACKMEYER: transferred as Special Representative, St. Louis Office, to Sales Supervisor of the Memphis Office.

R. K. ROURKE: promoted from Assistant Chemical Engineer to Chemical Engineer, Control Department, Lompoc.

F. C. RYAN: promoted to Staff Manager, Non-Ferrous Metals Section, General Industrial Department.

FRANCES SCHWARTZ: transferred to Pittsburgh as stenographer and clerk.

J. W. SEGHERS: transferred to Redwood City, California, from Lompoc Plant, where he was Office Manager.

ROBERT H. SLATER: promoted from Assistant Manager, Sales Promotion Department, Western Division, to Commercial Building Materials Representative of the Southern District.

HARRY M. SLAUSON: transferred from the New York City sales territory to the Newark sales territory.

F. S. SWITZER: transferred from Houston to the San Antonio territory.

JOE SYKORA: transferred from Western Division Credit Department at Chicago to supervise the new Credit Department in the St. Louis District.

GEORGE P. TITCOMB: promoted from Planning Manager to Assistant Superintendent of the Brick Plant, Production Department, Lompoc.

A. F. WAGNER, Draftsman: transferred from Alexandria Factory to Waukegan Factory.

O. B. WESTMONT: promoted from Chemical Engineer, Control Department, to Superintendent of Brick Plant, Production Department, Lompoc.

WILLIAM E. WILLIAMS: transferred from Accounting Department, Waukegan Factory, to Western Division as general built-up roofing inspector.

New Employees

Eastern Division

E. S. ALTREICH, Assistant to C. E. Roxbrough, Architectural Representative, Baltimore.

F. J. VERRIER, assistant to J. C. Heppe, automotive salesman.

H. ROSS, Power Products salesman, Baltimore.

A. L. TORREY, building materials salesman in the northern area of the Metropolitan Boston territory.

M. W. KEYES, assistant to the Special Representative, Architectural Service Department, Boston District.

R. S. HUGHES, Special Representative on tile flooring, Boston District.

W. C. BROCKWAY, Special Representative on concrete products and asphalt planking, Boston District.

Central Division

JOHN SCALES, Special Representative, Power Products Distribution Department.

BIRN G. CHAPPEE, Division Staff Supervisor, Building Material Distribution Department.

CHARLES J. HASSE, Order Department clerk, Detroit District.

SNYDER K. WIELAND, Mailing Department, Cincinnati District.

ANNA E. ALLEN, Dictaphone operator, Office Service Section.

MARY C. JOLLY, Cleveland District file clerk.

JOHN L. WILLETT, Chief Clerk, Sales Promotion Department.

Western Division

MISS JEANNETTE D'AQUIN, assistant in the newly organized Credit Department, New Orleans Office.

T. M. MENKE, Railroad Department, Houston.

MISS HAZEL CRAWFORD, operator bookkeeping machine, St. Louis.

Pacific Division

H. G. ANDERSON, junior clerk, Los Angeles.

MISS ETHEL HOUCK, stenographer and file clerk, Los Angeles.

MISS DOROTHY VIRGINIA BURNHAM, stenographer, San Francisco.

FRANK YOUNG, a J-M employee in 1923, roofing inspector in the San Francisco District.

J. W. FAIRBANKS, field man for the Sales Promotion Department, Seattle District.

CLARK ROGERS, junior automotive salesman, Seattle.

Asbestos Factory and Mines

P. J. LANDRY, Shipping and Receiving Foreman, Factory.

H. W. SPENCER, mechanical engineer, Roofing Department, Factory.

MR. MCCORMICK, assistant foreman, Paper Department, Factory.

R. H. HALL, electrician.

P. GAUTREAU, Electrical Division.

L. ABRAHAMSON, clerk, Electrical Division.

THOMAS BASTERASH, JR., Ditto machine operator, Office.

B. P. FRONEY, Production Foreman, Mining.

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 22 of 28
asbestosclaims.law/library/12770/22

A. COCHER, J. DEMANT, and E. POIRIER, Machine Shop.

H. L. RAND, Draftsman, Engineering Division.

RAY JENKINS, stenographer, Engineering Division.

R. C. SMITH, Draftsman, Engineering Division.

L. FEREBEE, Mining Engineer.

E. R. TABER, JR., Research Engineer.

Research, samplers and testers: P. MATTHEWS, T. FERNIE, W. F. WILSON, E. KELLEY, H. WHEELER, and MR. LECKIE.

Waukegan Factory

H. B. MARTIN, inspector, Paper Mill.

J-M International

OSCAR TUCKWOOD, Traffic Manager.

CHARLES H. EDLING, Bookkeeper.

General Office

Service Department: LIESELOTTE TIMMEL, typist; JULIA KICKE, stenographer; HELEN CARROLL, stenographer; ELSIE SPERBER, Dictaphone operator; KATHERINE BALCH, proofreader.

Mail Department: CHARLES LUTZ, JAMES CROSS, JOHN LORENC, WESLEY RAINES, THOMAS WALSH, CECIL MCHORNEY.

Receptionists: SUSAN COYLE, BETTY MARIE NEWTON, KATHARINE WOODS.

Within the Circle

Eastern Division

K. E. MOORE, *Associate Editor*

H. S. THOMAS, building materials salesman in the Springfield section of the Worcester District, is receiving congratulations on the birth of his first child, a daughter, Elizabeth.

H. M. ARING, Baltimore District Sales Manager, has now been with Johns-Manville for 18 years. He started as office boy and climbed rapidly to salesman. Several years ago he was appointed Sales Manager of Baltimore District.

The Boston Office extends sympathy to MISS R. C. KELLS on the death of her father.

T. K. MIAL, the new Sales Manager of the Eastern Division, visited the Boston District early in December. Besides conferring with G. W. ESLER, JR., Boston District Manager, Mr. Mial personally interviewed the Special Representatives and Sales Supervisors of the Boston District and addressed the entire sales organization in the Boston Office assembly hall.

The Boston employees extend sympathy to A. J. SAVAGE on the death of his mother recently.

The sympathy of the Boston Office is extended to A. L. FOWLER on the death of his mother.

T. K. MIAL, Division Sales Manager, spent December 17 at the Baltimore Office. Accompanied by H. M. ARING, Sales Manager of the Baltimore District, Mr. Mial visited the Richmond Sales Office on December 18. The steamer on which they went to Richmond was lost in the fog on Chesapeake Bay for five hours.

MISS HELEN SAVAGE and JOHN MACLEOD of the Boston Office announced their engagement on Christmas Day. Miss Savage is the cashier for the Boston District, and has been with Johns-Manville for about eight years. Mr. MacLeod is a sales clerk in the Boston Office, and has been with the Company for about five years.

ELMER E. SANDBORN, power products salesman, is making calls on industrial plants in the Massachusetts parts of the Providence sales territory.

MISS HELEN SAVAGE has just been appointed the Associate Reporter for the J-M Circle for the Boston Office.

WARNER C. BROCKWAY is now a Special Representative for the Boston District on bridge planking and concrete products.

Central Division

M. C. MALHAM, *Associate Editor*

On December 20, the men of the Youngstown Office surprised K. F. WIEDERKEHR, Sales Supervisor, at a birthday dinner given in his honor at his residence. Mr. Wiederkehr was presented with a Parker desk set. Following the dinner a game of bridge was enjoyed. MRS. Wiederkehr presided as hostess.

The following item apeared in the *Cleveland Plain Dealer*, December 9: "A 268 by Meyers stood out in the Johns-Manville League. Meyers hit supporting games of 167 and 247 to total 682." JOHN MEYERS of the Cleveland District Order and Billing Department, is one of the office's bowling main-stays.

R. W. WINTERHALTER, Customers' Service Department, Pittsburgh Office, is the father of a boy born on December 12.

F. E. DREGER, Cleveland City Sales Department, is very active in the Cleveland Engineering Society. At their fall outing, he was on the entertainment committee, and also took part in the minstrel show as one of the quartet.

RAY THOMAS and D. E. OWEN of Cleveland District Sales Engineering Department both sing in Cleveland church choirs. Ray is a baritone and Dave is a tenor.

MISS CATHERINE LAHEY of Columbus Office and F. B. SPROAT were married in November.

On the evening of December 20 a dinner was given in honor of MRS. E. V. GREEN, former secretary to G. R. Lewis while he was Manager of Detroit District. She is leaving to take up a new position as secretary to T. M. O'Connell who is to be the Detroit Manager of the newly formed Rankin-Dutney Corporation. The dinner was attended by ELSIE KRETSCHMAR, MARIE GRAMZOW, ELLEN CARLSON, CONSTANCE FAUCHER, ODETTA BRENNAN, MADELON LONG, and JULIA DAWSON, who presented Mrs. Green with a fountain pen desk set.

MISS MAYME DURRANCE succeeds Mrs. Evelyn Green as secretary to Mr. E. F. Boyle, Manager of Detroit District.

R. W. MACEACHERN, Lansing territory shingle salesman, during a recent blizzard found himself and car in a ditch. After walking three miles to hire a team from a farmer, he returned to find that a passing snowplow had completely covered his car.

E. A. BARDSLEY has been appointed Special Representative, decorative flooring, Cleveland District. Mr. Bardsley comes to Johns-Manville from the U. S. Rubber Company.

Twenty-four girls, members of the bowling team and Office Service Department of the Cleveland Office were entertained at a chicken dinner at the Charm House on December 23. MRS. EMMA MALHAM and "MOTHER" SMIT were hostesses.

The office at Toledo, Ohio, has been moved from 1353 to 1053 Nicholas Building.

Western Division

E. NELSON, *Associate Editor*

H. E. WHITE, formerly a Home Insulation Special Representative of the General Offices, has just completed a test area in Minneapolis. Mr. White is now a Special District Representative in the Chicago District.

MISS LEONA ELIZABETH FINAN, employee of the Chicago District Headquarters, has announced her engagement to CHARLES SCHOENBECK. Miss Finan is to be a June bride.

GORDON RECTOR of the Milwaukee Sales Office territory, Chicago District, made notation on his daily report for December 2 that a baby boy arrived on that day.

L. A. FOSTER, salesman handling special accounts in St. Louis, was successful in closing a $9,000 Transite corrugated roofing and siding job with the Laclede Christy Firebrick Company of St. Louis. The job will be applied by a J-M contractor, the C. Young Roofing Company of St. Louis.

December 31 marked the close of RALPH C. HARDEN'S first year as Sales Manager of the Western Division. How successful that year has been is a matter of record. To

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 23 of 28
asbestosclaims.law/library/12770/23

commemorate that event, and express their appreciation of his leadership, the Western Division Headquarters staff presented their Chief with a handsome desk clock set. W. H. FOGARTY made the presentation speech.

On Saturday, February 15, JAMES ARTHUR YOUNGLOVE, son of JAMES C. YOUNGLOVE, Sales Manager, Transportation and Government Department, Western Division, will be married to MISS DOROTHY MAY REAY, of Highland Park, Illinois.

P. G. MCHENRY of the Chicago Insulation Department spent the week of December 9 in the Houston territory.

Another large order for asphalt planking in the Southern District was secured by J. H. MCMILLAN of the New Orleans Office. The shipment, amounting to 8,000 square feet, was for the Mississippi State Highway Commission.

F. W. HODSON, Tulsa Sales Office Supervisor, was a visitor at the American Petroleum Institute Exposition at Chicago during the first week of December.

G. R. MEADE from the Chicago Office spent December 3, 4, 5, in Memphis in the interest of approved insulation contractor connections.

S. H. FLANNAGAN of the Chicago Office spent December 5, 6, and 7, in Memphis working with J. E. Dilworth, a very active packing and refractory cement distributor. Mr. Flannagan also attended the Memphis Sales Office meeting on December 7.

A. C. LAPERRIERE, recently appointed Manager of the Automotive Section of Western Division, paid his first visit to Memphis December 10 and 11.

C. H. MCCAULEY, Supervisor of the built-up roofing section in Western Division, visited the Tulsa, Kansas City, Memphis and St. Louis Sales Offices during December, explaining in detail the 1930 built-up roofing policy.

The Minneapolis Sales Office has been moved to Room 238, Baker Building, corner Seventh Street and Second Avenue, South.

C. W. NAGEL, Office Manager at Chicago, spent a week in New Orleans recently installing the District Accounts Receivable Section which will be handled by D. O. Newhart.

Pacific Division

HAL HALLSTROM, *Associate Editor*

H. R. HAINES, formerly inside industrial salesman, San Francisco District and who is now salesman in the Seattle District, was a visitor in the San Francisco Office over the Christmas holidays.

On January 1, Seattle District inaugurated two sales offices. The Seattle Sales Office will be under the supervision of H. W. FARRINGTON, handling most of the state of Washington and the panhandle of Idaho. The Portland Sales Office will be under the supervision of T. C. YOUNG, handling Oregon and the lower counties of Washington.

A delightful luncheon was given recently at the Russian Tea Room in honor of MRS. JACK C. LANE (Marjorie Jacobson), who, with her husband, was in San Francisco to spend the holidays with relatives. Mrs. Lane, before her marriage to JACK C. LANE, salesman in the Salt Lake territory, was secretary to Guy A. Barker, Sales Manager, Power Products Distribution Department, Pacific Division. Details of the luncheon were arranged by MISS CLARE ELLENBECKI and MISS MARIE KRAMER.

WIX LICHTY, Industrial Sales Supervisor Los Angeles District, recently made an extended trip through Arizona, southern New Mexico, El Paso, Juarez and Agua Prieta calling on Johns-Manville dealers and distributors. He went over the territory with HENRY KIRCHER, T. H. DOCKER and T. C. DECKER. The business outlook for El Paso and the Arizona territory is very encouraging, he states.



Erie office and employees, left to right, L. B. Page, Supervisor; F. L. LaChapelle, Power Products Representative; Mina L. Terry; G. T. Parker, Jr., Industrial Representative; R. N. Dytche and K. S. Rice, Building Material Representatives.

Alexandria Factory

A. L. JONES, *Associate Editor*

E. M. VOORHEES, Treasurer, was a guest of Alexandria Factory on December 28.

The sympathy of the Alexandria employees is extended to CHARLES MCKISSICK whose son passed away on December 15.

MR. HOPPES has returned to work in the Stock Room at Plant No. 1. His leg was broken last June when a fast train struck the J-M truck he was driving.

On December 14 the Alexandria offices were moved from Plant No. 1 into the newly finished offices at Plant No. 2. The new office is equipped with a Sanacoustic tile ceiling and J-M tile flooring.

Alexandria has organized fire departments for both plants. The personnel follows: Fire Chief, Plant No. 1, HENRY LISBY; Plant No. 2, PEARL BROBST; Assistant Fire Chief, Plant No. 1, ORVILLE FROCK; Plant No. 2, R. BUTLER; Nozzle Men, Plant No. 1, DEE JONES, HILTON CRIPE; Plant No. 2, G. FORD, C. MCPHERSON; Hose Men, Plant No. 1, R. LARUE, H. COLLINS; Plant No. 2, L. BROBST, R. LUCAS, G. FRYE; Hydrant Man, Plant No. 1. A. PEET; Plant No. 2. C. MCKISSICK.

The above list is for day crews and the night crew is made up according to positions and holders of these jobs.

Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

MR. AND MRS. HENRY BURTON are the parents of a son. Mr. Burton is in the Research Department.

A son was born to MR. and MRS. L. T. LEECH recently. Mr. Leech is on the Research Department staff.

A. R. WATTERSON, chief timekeeper and head of the Tabulating Department, and MISS ODELL MASTINE, of the Order and Traffic Department, have announced their engagement.

P. BARTLEMAN, Employment Manager, and MISS ELSIE J. MACFARLANE, nurse at the Canadian J-M Hospital, have become engaged.

MISS MARJORIE OLNEY has announced her engagement to WILLIAM CLARK, Assistant Shop Superintendent.

Chrysotile Mine

FRANK DEAN, *Associate Editor*

MR. and MRS. VICTOR STEVENS are the proud parents of a baby girl, Marjorie Ann,

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/24

born on December 9. Mr. Stevens is in the Engineering Department.

Gretna Factory

E. BELSOM, *Associate Editor*

GEORGE E. HALLADAY of the Manville Factory visited the Gretna Factory on December 24.

Greetings were extended to E. BOUDREAUX, Press Operator of the Wet End, on arrival of a baby girl at his home on Christmas Eve.

Lompoc Factory

J. H. MERRIAM, *Associate Editor*

The following officers were elected to guide the Celite Technical Club for 1930: President, GEORGE P. TITCOMB, Assistant Superintendent, Brick Plant; Vice President, R. B. MCCLELLAN, Office Manager; Secretary, D. F. DYRSMID, Assistant Shop Foreman; Program Chairman, TED SHOWERS, Order and Billing; and Membership Chairman, HENRY MULRYAN, Geologist.

More than 100 employees of Lompoc Factory have enrolled for a short elementary course in conversational Spanish. Classes will be held in the assembly room at the Plant.

SAM SECHREST, Controlman, Brick Plant, and MISS EDNA RUFFNER were married December 23 at San Luis Obispo.

The Electrical Division of the Lompoc Factory Plant Department completed the year 1929 without any lost time accidents. A. G. ROHLFSEN is Chief Electrician in charge of this Division.

Deputy District Attorney A. G. BALAAM addressed the Celite Technical Club at their regular monthly dinner January 8. Mr. Balaam chose as his subject, "The Early History of Lompoc Valley and White Hills."

Nashua Factory

E. C. HOPKINS, *Associate Editor*

S. V. DILLON of the General Sales Engineering Department, visited Nashua December 10 and 11, relative to Ebony and moulded material.

S. A. WILLIAMS, Vice President in charge of Factories and Mines, was a Nashua visitor January 4 and 5, going over plant layouts and changes.

JOSEPH STEPHENS, Shipping Department, has the honor of being the first man to be transferred to Manville. He left January 7, and will look after the unloading and storing of stock shingles and ridge roll from Nashua.

FRED SHERWIN, draftsman, had the misfortune to have his car in a collision January 2. No one was injured.

H. T. BRODERSEN, chemist of the Pittsburg, California, Plant, was at Nashua working on shingles the week of January 6.

Waukegan Factory

H. W. DEIBLER, *Associate Editor*

On the Thursday before Christmas the girls in the office of Waukegan Factory enjoyed a delicious turkey dinner at their Christmas party, which was held in the dining room of the plant. The room was transformed into a scene of festivity with tinsel and red decorations, a Christmas tree, and holiday favors on the table.

The gifts were distributed by Santa Claus, who closely resembled MR. JOHNSON, the cafeteria proprietor. A note of thanks is extended to J. P. KOTTCAMP, the donor of the dinner, and to MRS. JOHNSON, who so very generously gave her time and effort in its preparation.



W. M. McKay, senior salesman, and Alex Kleerup, junior salesman, who are handling power product sales in San Francisco and San Mateo counties.

SPORTS

Frank Ryan, Manville, hurled a challenge at H. W. Deibler, Waukegan, during his recent visit, which was promptly accepted as follows:

Manville challenges Waukegan to a bowling match. The battle is to be fought at Pittsburgh, Pa., in the near future.

A bowling league knows as the "Jomanco" has been organized at the Milwaukee Office. This year the league consists of four teams, with names typically J-M—"Dutchlaps," "Moguls," "Sanacoustics" and "Asbestocels."

The personnel of the league includes some very promising young men who hail from a number of the packing, roofing and insulation distributors in Milwaukee, besides the Milwaukee unit which includes the city salesmen and office force.

Enthusiasm is kept sky high in the league by the manner in which the treasury provides something each week in the way of surprises. "Blind Prizes," "Ninety-Nine Games" and "Poultry Bowling" are among the novel events that contribute to the enjoyment.

A list of the first five bowlers in the Jomanco League follows: Paul Kraus, 168.1; George Fohey, 168.1; Herb Luedtke, 160.6; Ray Mistele, 158.6; Joe Taylor, 154.8. All five are Johns-Manville employees.

Women of the Cleveland District showed their prowess in bowling by winning a match from the men's team on December 20. They won every game—the closest being by 10 pins with a 760 to 750 score.

High single game for the women was won by Mrs. Ruth Murphy with 178, and for the men by John Meyers wth 226. For three games Miss Mildred Gibbons was high with a total of 444 for the women, and John Meyers for the men with 661.

The coming of the bowling season has found the members of the Boston District very much interested and several bowling matches have been scheduled.

January 7, a bowling match was arranged between members of the Boston Office and several representatives from the New York Office who were in Boston.

The Boston team included George W. Esler, Jr., Manager of the Boston District; C. T. Dearborn, Sales Supervisor; W. G. Casey; George S. McLaughlin, Special Representative; and C. O. Garcelon, Salesman.

The New York team included H. B. Harnden, Eastern Division Automotive Sales Manager; J. A. O'Brien, Power Products Sales Manager; J. M. Evans, Architectural Service Manager; J. M. Cooney, who is the Boston District Office Manager, but who bowled with the New York team; and T. A. Dunkle, former secretary to L. R. Hoff, Vice President.

The Boston team won two out of three matches.

The Compressing Department bowling team at Nashua continued their winning streak in a bowling contest against the office team December 10, having a margin of 28 pins. The office team was made up of J. E. Donnelly, Cost Department, E. E. Lemire, Tabulating Department, John Lemery, Billing Department, E. W. Leslie, Assistant Office Manager, and Frank Finch, Jr., Planning Department. December 18 the Compressing Department defeated the Repair Department. Very soon a factory league of 8 teams will be formed.

The J-M quintet of the New York Office has scored four straight victories since the opening of the Grand Central Athletic Association tournament.

A 19 to 12 victory was scored on the Fifth Avenue Bank team at the opening game December 18 at the Commerce High School Court.

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 25 of 28
asbestosclaims.law/library/12770/25

On January 7 the J-M basketeers won from the Board of Education quintet, 22 to 18. The third win was on January 14 with an overwhelming 40 to 12 score over the 107th Regiment players. On January 22 a 29 to 12 game was played with Cushman-Wakefield.

A total of 110 points has been scored. The J-M players include Cossentino, Douglas, Bickle, Pope, Earle, Jr., Phillips, Allen, Spence, Ratigan, and Ferrentino.

The first half of the tournament will be concluded with three more games. January 28 a game is scheduled with General Foods and on February 4 a game will be played with the Combustion Engineering Corporation. On February 19 a game is scheduled with the Air Reduction Sales Corporation, after which a dance will be held.

In an overtime period the Banroc basketball quintet won a 19 to 18 victory recently from the Battery B team at Elwood, Indiana.

The Banroc players—Mynatt and Bennett, forwards, Jones, center, Cullens and Cleaver, guards, are employees at plant No. 1, Alexandria Factory.

Accepted Suggestions

Eastern Division

W. F. BREIDENBACH, *Construction Superintendent, Acoustical Department.*
Use of "Breidy Clip" in installing Sanacoustic tile.

J. W. BARKER, *Special Representative, Building Materials Department.*
Black Line.

H. A. LINFIELD, *Sales Supervisor, General Sales Department, Boston.*
Inquiry Coupons.

J. E. HOOKER.....*Salesman, Atlanta.*
Commodity classification—freight rates.

H. F. BEACHAM, *Salesman, Syracuse.*
Binders for price lists for distributors.

C. E. MITCHELL, *Industrial Representative, Baltimore.*
Samples of combination Superex.

G. W. JEWETT, *Special Representative, Syracuse.*
Samples of Floridene stone.

Pacific Division

N. L. BEST, *Automotive Distribution Department, San Francisco.*
Data on clutch facings in sales manual.

J. V. WELSH.....*Salesman, Los Angeles.*
Improvement in insulation of fire box boilers.

D. A. BROWNLIE, *Sales an, Seattle.*
Metal nosing at gable ends of houses.

MISS JOSEPHINE MCCLEVERTY, *Secretary, Seattle.*
Extra column on stock sheets for orders placed on factory.

J. C. LANE.....*Salesman, San Francisco.*
That notices to salesman be printed on punched stationery.

Lompoc Factory

FRED CARLSON.....*Super-Cel Department*
Re-arrangement piping, No. 3 system.

DALE WATKINS.....*Control Department*
Lighting road, mill to office building.

FRED CARLSON.....*Super-Cel Department*
Special award for the greatest number of accepted suggestions during the six months ending December 31.

Manville Factory

PETE BLASSE, *Assistant Shipping Clerk, Roofing Department.*
Elevator in "F" Building—safety measures.

DAVID HOUSTEN.....*Millwright, Textiles*
Special oil can for ring travellers.

VINCENT KOZTOWSKI, *Checker, Department 602, "E" Building.*
Additional door—"E" Building.

JOHN BIAZOISKY, *Foreman, Moulding, "E" Building.*
Air line into head of boiling steam valve.

B. H. SPEER, *Voucher Clerk, Accounting Department.*
File receiving record with factory copy of vendor's invoice.

JOHN HAUSNER, *Millwright, Gasket Department.*
Brass feed block on band saws.

LOUIS J. MANARA, *Shipping Clerk, Department 202, "A" Building.*
Vestibule at door 8—"A" Building.

P. MENZAK, *Stenographer, Department 401, "C" Building.*
Cemented driveway outside door 8—"C" Building.

Pittsburg Factory

R. T. GAPEN, *Laborer, Cement Department.*
Installation of dampers on ends of pipes into dust house from blowers to eliminate back-flowing of dust.

J. E. WHITE, *Machinist E. & R. Department.*
Holders to fit key seating attachment on shaper on shop for use with various kinds of files.

E. DROWN, *Clerk, Brake Lining and Pipe Covering Departments.*
Auxiliary electric lights on sewing machines in boiler cover department.

Waukegan Factory

FRANK VAN DUZER, *Die Setter, Packing Plant.*
Tape guide on bench braiders.

W. I. PATTERSON, *Brake Block Department Packing Plant.*
Data cards for Brake Blocks.

J. E. NICCUM, *Millwright, E. & R. Department.*
Fixing Shingle Machine stacker and cutting knife.

VERNON HASSETT, *A-M Lining Department Packing Plant.*
Elimination of white spots in A-M Sheet.

Banquet Given at Manville

A banquet in payment of a wager that the annual inventory and audit would not be completed by January 13 was given by the Manville Factory Management at the Elks Club, Somerville, N. J., on January 14 with members of the accounting department as guests. The accountants under the leadership of "Herb" Richards put on a full head of steam and won the bet hands down. An interesting feature of the record breaking performance was that the job was completed without any night work. The banquet was also attended by all department heads and factory superintendents and S. Collier and H. W. Deibler and Waukegan; R. E. Berg, brake lining specialist; and L. Heslop, T. Mowle and C. Ondrick, accountants.

"Herb" Richards was toastmaster and with the assistance of Frank Ryan and Eddie Toohey made the evening one of good cheer.

An outstanding feature of the evening was an instructive and interesting oration on "Service" given by Jack Kelleher.

Eddie Toohey gave a true story of how Gus Boesel vanquished a whole Tribe of Indians, on our midwestern frontier, single handed. Gus blushed and modestly tried to make light of his prowess as an Indian fighter. Frank Ryan proved to be even more modest than Gus as he absolutely refused to relate how he dispersed a mob of socialists in New York City some years back.

"Freddy" Keller was still munching on celery when the party broke up at midnight.

The "pull together" and friendly spirit at this gathering of the Manville Family was the same brand as is manifested in all their work and recreations.

Answers to Questions on page 10

41. Moulded, folded and woven brake-linings; automotive friction tape; sheet packing for gaskets and twisted packing for rods; moulded and woven clutch facing; transmission lining for Fords; friction blocks.

42. For all types of refrigerated construction including cold storage rooms, refrigerators and equipment operating at low temperature; manufactured at Alexandria, Indiana.

43. All employees of Johns-Manville working in a non-managerial capacity.

44. Sound Insulation prevents the transmission of sound, and Sound Isolation prevents the transmission of structural vibrations.

45. J-M Asbestos Akoustikos Felt with finish directly applied to surface of felt.

46. At Bradentown on the west coast of Florida.

47. One who combs the ore, after the blasting, for the largest and finest asbestos fiber.

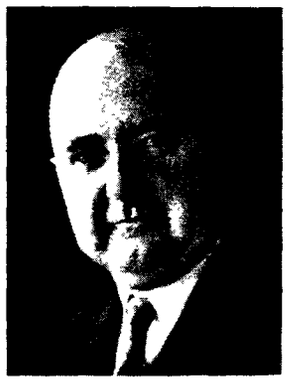
48. 128 pounds.

49. On wood sub-floor they are nailed down. On a steel or concrete sub-floor they are stuck down with either hot asphalt or emulsified asphalt.

50. As the cement sets the shingles become stronger instead of deteriorating (actual test).

Published by AsbestosClaims.Law
ACL Doc 12770 · Page 26 of 28
asbestosclaims.law/library/12770/26

Presenting the Chief Line and Staff Executives of Pittsburg Factory



C. L. BATES
Superintendent



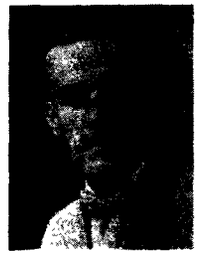
G. M. DEAM
Assist. Superintendent and Office Manager



J. P. WOODARD
Production Superintendent



H. T. BRODERSEN
Laboratories



H. E. PIQUETTE
Roofing



LEA MOORE
Paper Mill



C. H. WARD
Pipe Covering and Rigid Shingles



O. K. WARNECKE
Time Study and Planning



H. E. MILLER
Plant Engineer



E. L. ADAMS
Orders, Billing

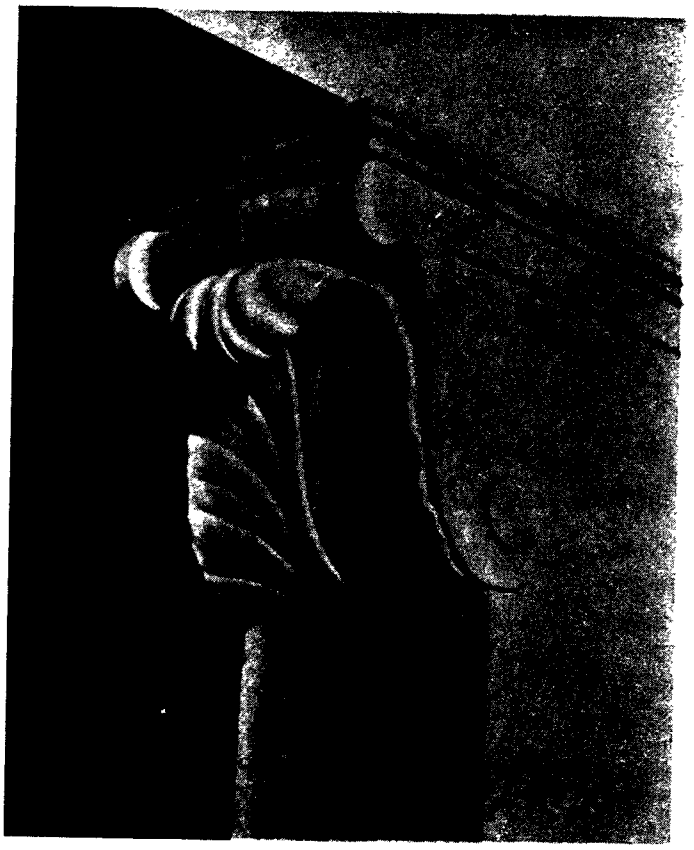


P. A. BIRKHOLM
Purchasing



I. J. SMITH
Accounting

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/27



FLORIDENE~

A NATURAL STONE OF CHARM AND BEAUTY

THE soft, neutral buff tone of Floridene Stone creates interiors of unusual beauty. The stone lends itself to delicate carving, and intricate decorative effects are obtained by its use.

Floridene is a natural stone quarried from extensive deposits in Florida —a formation extending over centuries. It is believed to have originated when carbonates of lime and magnesium were carried down by rain and settled in a basin or lake, which later resulted in solid stone, through a long process of crystallization and the evaporation of the waters.

The warmth of tone and the durability of Floridene make it an excellent stone for wall treatments, pilasters, columns, wainscoting, floors, steps and mantels. It combines effectively with tile, bronze, wood or other materials when contrasting effect is desired.

JOHNS-MANVILLE JM PRODUCTS

FLORIDENE STONE IS A J-M QUALITY PRODUCT

PRINTED IN U.S.A.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12770/28