The JM Circle

JOHNS-MANVILLE PRODUCTS

ARCH
930

FOR AND ABOUT JOHNS-MANVILLE EMPLOYEES



A VIEW OF NASHUA FACTORY FROM THE AIR

High up in the White Mountain foothills—a plant that since 1907 has cradled many famous Johns-Manville products and where transite originated and was developed.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/1

"Everlasting Teamwork"

TEAMWORK—how indispensable it is to such a far-reaching organization as Johns-Manville. It is not an abstract, intangible asset, but is very definitely a spirit that should be reflected in every individual. When activities run smoothly, when each one does his part to the best of his ability, when all work together in friendly fashion—then you have teamwork.

Kipling has depicted teamwork as—

"It ain't the individual
Or the army as a whole,
But the everlasting teamwork of every blooming soul."



E. D. PAKENHAM

And "every blooming soul" means just that. As an imperfect link weakens the entire chain, so does an inefficient part of an organization affect the strength of the whole group.

There is no place for selfishness and petty jealousy in teamwork. The man who "plays to the grandstand" in a game enjoys the same popularity with his team as a man in an office or factory who strives to show off his independence.

Johns-Manville or any other large corporation is much like a football team.

A group of star players banded together on the spirit of the moment, each trying to do his best individually, will not succeed against a team of average players which has been drilled in team work and on which the members know what the next play is going to be and what each one should do to accomplish the desired goal.

We in Johns-Manville must all work together, knowing the "play" and each one doing his part in this vast team.

Accomplishment comes when everyone is working together, dominated by a spirit to do things and to do them well.

A vastly important complement to teamwork is perseverance and a strong determination to reach a goal.

"For the first five years of my professional life," once said a gentleman, "I had to row against wind and stream and tide."

"And what did you do?"

"Do?" he replied, "do—why, I rowed on, to be sure."

It is this spirit that results in success and when all work together with a "row on" attitude a successful outcome is assured.

E. D. PAKENHAM
General Sales Manager,
Building Materials Department

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/2

THE J-M CIRCLE

MARCH 1930

J-M Establishes Trading Areas

Distribution of Building Materials Analyzed in Eastern, Central and Western Divisions

For the purpose of coordinating all constructive merchandising activity and aiding executives to direct sales energy into the most productive channels, large industries with nation-wide organizations are recognizing the value of territorial analyses.

During 1929 a survey of the distribution areas for the building materials line was carried on by Johns-Manville. The survey was published in January, 1930, totaling nearly 3,500 pages of data, arranged in 15 volumes. The thirteen sales districts of the Eastern, Central and Western sales divisions were used as bases. The data treats in summary and detailed form the various characteristics pertinent to the aiding of distribution of J-M building materials. The details available in other important trading and shopping area surveys, aided in the J-M analyses.

Sales executives, sales promotion men, and building materials distribution representatives from the General Headquarters, Division, and District offices enthusiastically cooperated in the preparation of the analyses.

The purpose of the J-M analyses has been to outline the most logical system of distributing building materials, and to present basic information that may be used in increasing sales. The program was to survey the sales districts and to establish trading centers with their service areas, in which the J-M Service Distributor would be enabled to promote adequately and efficiently the sales of Johns-Manville Building Materials to other distributor outlets and consumers.

Preliminary studies in locating tentative areas and centers were made by the Market Analysis Section of the General Sales Promotion Department. For establishing the centers and areas upon workable bases, representatives of the Market Analysis Section conferred with the Sales Executives and Building Materials Distribution Representatives of each District. Maps were prepared and data compiled for use in connection with the analyses. The data compilation work was done by the District Offices, assisted by the Market Analysis Section.

The specific selection of centers and establishment of areas was related directly to factors governing the distribution of building materials. A very careful study of arteries of traffic was a most important factor in setting up logical trucking distances for the service distributors. Exactly 550 trading centers were selected to serve the 548 trading areas. In addition, there were nearly a score of independent or open areas, for which, due to the scattered population and poor transportation facilities, no definite trading areas could be arranged. In the 550 trading centers chosen, nearly 70 per cent of the nation's total volume of business east of the Rocky Mountains is transacted, and over two-thirds of the building materials trade for the three sales divisions is conducted. The smaller towns and communities, in which the regular distributors can be serviced from the larger centers, account for the remainder of the building materials business.

The J. Walter Thompson Company, one of the large advertising organizations, was among the first to survey the various selling areas throughout the United States. In 1927, this firm issued a book with state maps, establishing trading areas for retail stores. The areas were divided into four groups, tributary to shopping centers of different size. In all, this survey established 683 retail

RECENT ANALYSES OF UNITED STATES MARKETS

Title	*Areas*	*Type*
Retail Shopping Areas—J. Walter Thompson Co. (1927—300 pps.)	683	Retail
Atlas of Wholesale Grocery Territories U. S. Dept. of Commerce (1927—150 pps.)	379	Wholesale
A Study of All-American Markets—The 100,000 Group of American Cities (1929—640 pps.)	100	Urban
Trading Area System of Sales Control—Internat. Magazine Co. (1929—150 pps.)	632	General
J-M Building Materials Trading Area Analyses—(1930—3,500 pp. [typewritten] —15 vols.)	548	Bldg. Matls.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/3

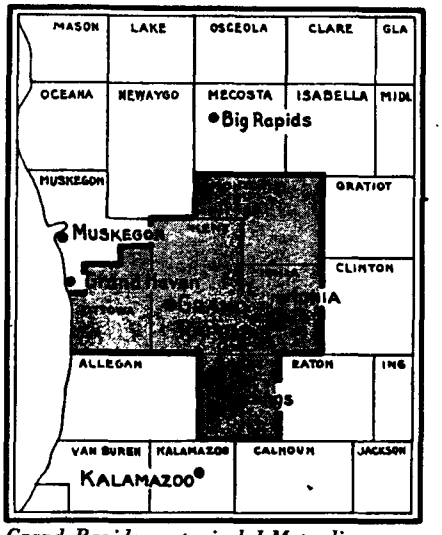
shopping centers over the entire United States, with 642 subsidiary centers.

Following this work, the United States Department of Commerce issued an "Atlas of Wholesale Grocery Territories" with maps and data. The government found that there were 183 wholesale centers of prime importance, with adjoining areas, and an additional group of 196 smaller centers and areas of secondary wholesale importance, or a total of 379 wholesale areas for the country as a whole. In this survey, and that of the J. Walter Thompson Company, state lines were disregarded as area boundaries.

Among the companies who published surveys during 1929 were the General Outdoor Advertising Company—"Great Markets of America"; and the International Magazine Company, Inc.—"The Trading Area System of Sales Control."

Differences due to the nature and purposes of various surveys are illustrated in a typical trading area, shown below.

The Grand Rapids, Michigan, area has been chosen for the comparison. The first area from the "Atlas of Wholesale Grocery Territories" has wide and extensive boundaries showing that the Grand Rapids wholesale center serves about one-third of the state's area. In the second, the J. Walter Thompson Company has depicted a much smaller area for the retail shopping influence of this same center. The boundary lines of the third map, made by the 100,000 Group of American Cities, are drawn with a much smaller radius than in the first map. In the last map the International Magazine Company, Inc., has shown a practical arrangement of the area which is influenced to trade with the Grand Rapids center in general. Here, the county lines are cut, and transportation facilities, availability of merchandise selections, and considerations of value, are shown as real factors.

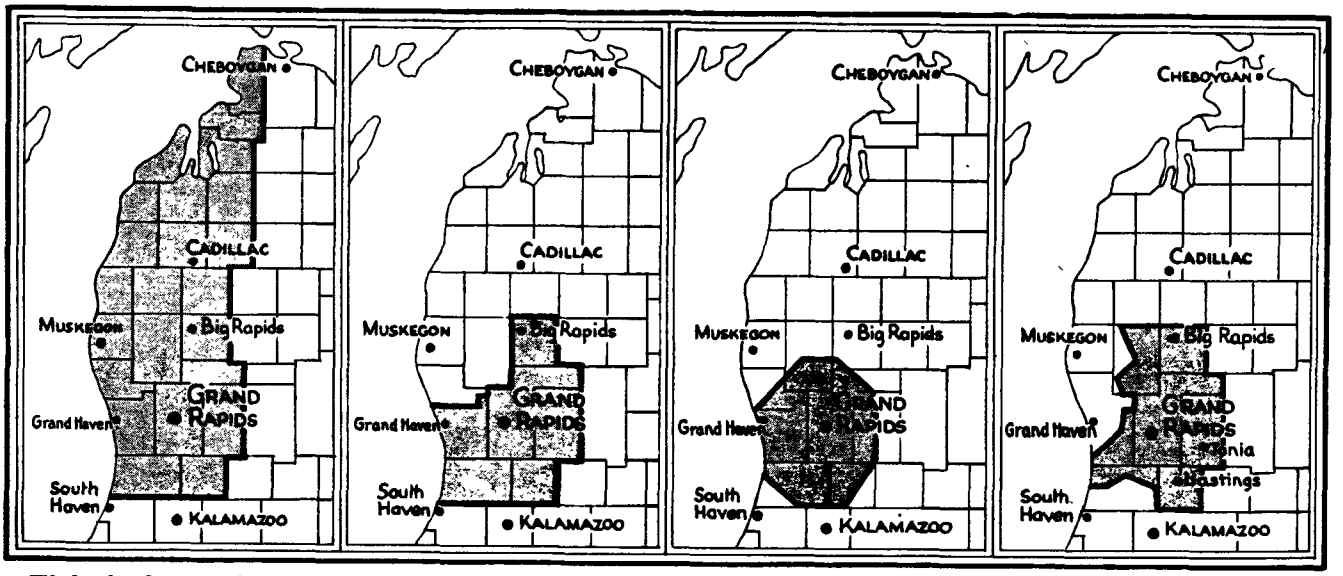


Grand Rapids—a typical J-M trading area. Note comparison with the areas below established by other organizations for various purposes around the same trading center.

The same section is illustrated in the survey by Johns-Manville showing an arrangement that seems most logical for a service distributor area. The trucking distances are rarely more than 30 miles. Allegan County is included in the Kalamazoo trading area, as it can be better served from that center. The total population of this area is 321,488. The estimated potential business for building materials in this area is more than $400,000 annually.

The J-M survey covers the following trading centers and areas:

	Trading Centers	Areas Established	Open Territories
Eastern Division			
Boston	52	52	—
Syracuse	28	28	—
New York (Metro)	16	16	—
Philadelphia	21	21	—
Baltimore	41	41	—
Atlanta	50	50	—
	208	208	
Central Division			
Detroit	12	12	1
Cleveland	19	18	—
Cincinnati	16	16	2
Pittsburgh	19	18	—
	66	64	3
Western Division			
Chicago	133	133	7
St. Louis	75	75	5
New Orleans	68	68	4
	276	276	16
Total	550	548	19



Wholesale Grocery Territory U. S. Dept. of Commerce

Retail Shopping Area J. Walter Thompson Co.

Area of Urban Influence 100,000 Group of Amer. Cities

General Trading Area International Magazine

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 4 of 28
asbestosclaims.law/library/12771/4

Salesmen, supervisors, sales managers, special representatives, field sales promotion men, division and headquarter executives, are putting this survey to general and specific uses, and are finding that the analyses present ready reference books of market data, not alone for aiding the sales of building materials, but for use in distributing other Johns-Manville lines.

Floridene Stone Given Tests for Exterior Use

During the past year, Floridene Stone has been thoroughly tested for exterior use in buildings by the United States Bureau of Standards and has come through with an excellent rating.

The "weathering tests" are designed to show the probable life of a building stone when subjected to constant freezing and thawing conditions. Random quarry samples are immersed in water, and when saturated, are frozen to a temperature of fourteen degrees. They are then thawed-out to room temperature of sixty to seventy degrees. This procedure constitutes a "freezing and thawing cycle." Scientists have determined that four such cycles are concluded to represent one year of service in actual use.

Although tests of any kind can never entirely reproduce actual conditions, the best that can be done is to establish such conditions as are practical and keep them constant for all such tests. In this way the results on one material become comparable with those on other materials, and by observing the present condition of stone in buildings erected fifty to eighty years ago, scientists are able to make fairly accurate predictions as to the probable life of the various stones of recent discovery.

The freezing tests on Floridene Stone have passed through three hundred cycles. These results seem to indicate a fair resistance to frost action and it is safe to assume that the material would endure for a period of between 65 and 75 years where frost action is the main cause of deterioration.

It's the little careless habits that cause big accident records.—*Clipped*

Canadian Chapter of J-M Quarter Century Club *organized January 8*

A CANADIAN chapter of the J-M Quarter Century Club was organized at a banquet held at Hotel Iroquois, Asbestos, Quebec, January 8. The dining room was gaily decorated with British, Canadian, United States and French flags.

Following the banquet C. H. Shoemaker, Vice President of Canadian Johns-Manville, read the address given at the organization of the club in New York by President Lewis H. Brown, who was unable to attend the meeting at Asbestos. The message was repeated in French for the benefit of those who did not speak English.

A gold watch, appropriately engraved, was presented each member by the company. Presentation was made by Mr. Shoemaker as each member came forward individually. Mr. Sherry gave a summary of records and positions held by each.

All of the charter members of the Canadian chapter belong to the Asbestos branch and 12 of the 15 are still with the company in an active capacity.

Charter members and their years of service are:

Joseph Bossé, 42 years; Ed Matton, 42 years; Omer Champoux, 41 years; Fred Champoux, 39 years; Georges Mailhot, 37 years; Pierre Champagne, 35 years; Arsène Beauchesne, 34 years; Henri Vincent, 34 years; Napoleon Plourde, 32 years; A. C. Webb, 29 years; Eugène Belisle, 27 years; Napoleon Lemay, 27 years; Joseph Boisvert, 26 years; Gordon Clark, 25 years; and Louis Lefebvre, 25 years.

All were present at the banquet but Arsène Beauchesne, who was ill. Regrets at his absence were expressed with a toast and best wishes for a speedy recovery.

Among the guests who attended were department heads having ten or more years of service, including C. H. Shoemaker, H. K. Sherry, A. H. Jackson, and N. A. Nelson; Rev. L. N. Castonquay, the Roman Catholic curé; Reverend Pounder, the United Church minister; Arthur Bolduc, the Mayor of Asbestos; R. F. Lockwood, Municipal Councillor; and Joseph Lemay, the Manager of the Canadian Bank of Commerce.

Directors and Officers Are Named for Newly Formed Sales Corporation

Directors of Johns-Manville Sales Corporation, which was formed recently to simplify the corporate structure of the organization, include Lewis H. Brown, E. M. Voorhees, L. R. Hoff, P. A. Andrews, and J. S. Adams.

The officers are L. R. Hoff, president; P. A. Andrews, vice president and assistant to the president; J. S. Carroll, and G. A. Nicol, Jr., vice presidents; E. M. Voorhees, treasurer; Clarence L. Sager, secretary and assistant treasurer; and J. L. Pichetto, assistant treasurer.

Contest "Anybody's Race"

By the middle of March the sales department hopes to be able to announce the winners in the Early Bird Sales Contest.

With results changing overnight, the contest toward the end of February might be "anybody's race."

The returns have shown that conditions throughout the country are fundamentally sound and point to a real big year for Johns-Manville.

Waukegan Safety Work

An active committee is directing all safety work in Shingle Building at Waukegan Factory. The members include M. Fitzgerald, Chairman; Durbin, Warthen, Liddle, Huerta, Rodriques, Dolence and Thomas.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 5 of 28
asbestosclaims.law/library/12771/5

Chart Is Worked Out By Baltimore Sales Engineer

C. A. McGinnis, sales engineer of the Baltimore District, has worked out a chart that gives a very clear and graphic picture of the original cost and maintenance of the various types of J-M roofing used at the present time. A comparative cost over a period of years is given.

Mr. McGinnis came to New York in February to discuss the roofing chart with members of the building materials section staff.

Drawing By Creator of "Buster Brown" in Circle

Since the publication of the picture of the H. W. Johns Manufacturing Company exhibit at the World's Columbian Exposition during 1893 that appeared on page five of the Circle for February, two persons have pointed out the fact that the artist, R. F. Outcault, who made the drawing of the exhibit for the "Electrical World," is well known as the originator of "Buster Brown."



"Are you my roofing problem man?"
Courtesy THE NEW YORKER.

F. W. Rowe enjoys privilege of meeting Thomas Edison

AN UNUSUAL privilege was enjoyed by F. W. Rowe, general purchasing agent, while on a vacation recently when he was allowed to meet Thomas Edison at his home on the Gulf of Mexico coast at Fort Meyers, Florida.

"With an effective letter of introduction," said Mr. Rowe, "I motored from my hotel in Punta Gorda, 25 miles south to Fort Meyers. I must acknowledge the courtesy of my friend, Nelson Durand, vice-president of Thomas A. Edison, Incorporated, with whom I have done a great deal of business both for Johns-Manville and my former employers, the General Electric Company.

"The present General Electric Company was formed by a merger of the Thompson Houston Company and the Edison General Electric Company. I think that my old associations were helpful in reaching Mr. Edison."

Mr. Rowe was told that he was the only visitor other than immediate, personal friends who had been admitted to see Mr. Edison since he came to Florida this winter.

When he arrived at the Edison residence after a drive along a beautiful avenue lined with palms, Mr. Rowe gave his letter of introduction to a guard and was ushered in to Mr. Edison.

"Although our card bears no reference to asbestos," continued Mr. Rowe, "he instantly asked me, with a humorous twinkle in his eyes, whether I had come to find asbestos in Florida. One cannot talk to Mr. Edison but has to write everything. Accordingly, I used this opening to get to the subject I wanted to discuss, namely his experiments in the production of rubber, by writing on the pad, 'Mr. Edison, you came to Florida for rubber.' At this he laughed heartily and immediately proceeded at some length to recite his activities.

"I asked him via paper and pencil why he did not grow the rubber tree itself in Florida. He quickly replied that while the rubber tree would grow in Florida, American labor would make the cost of gathering and processing the latex so high, plus the element of time for growth, as to make it rather a non-commercial proposition. He indicated that we must get rubber from something that is prolific in its growth and universal.

"While we can get rubber from a number of weeds, particularly goldenrod, the problem on which he is now working is to get rid of the impurities."

During the interview Mr. Edison's butler appeared with a small tray bearing a thermos bottle, glass, napkin and cigar. Later he explained that Mr. Edison lives on milk exclusively and is served with two glasses at exactly blood heat every two hours from eight in the morning until ten in the evening and during the day exactly six cigars, having just recently graduated from four per day.

"Mr. Edison gave me a great impression of an orderly, painstaking, systematic and progressive mind, definitely non-temperamental," said Mr. Rowe. "There are no evidences of the so-called eccentricities of the genius. He is just plain 'man.' He is cordiality itself, a real human being, unspoiled, taking his part, pleasant, helpful and generous. It seemed wonderful to me that a man of his advanced age should still be addressing

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/6

Waukegan's "Largest" Order

Waukegan Factory received an order from the Chicago Office for 16 carloads of Superex Insulation to be shipped to the Illinois Steel Company at South Chicago, Illinois. This is by far the largest order for this material ever placed at Waukegan. The order was received January 29 and the Factory to show its appreciation shipped a car of Superex Insulation January 30 and another car the following day.

Rinehart on Committee

E. V. Rinehart, Staff Manager, General Industrial Department, has been appointed a member of the Committee on Refining of the Petroleum Division of The American Society of Mechanical Engineers.

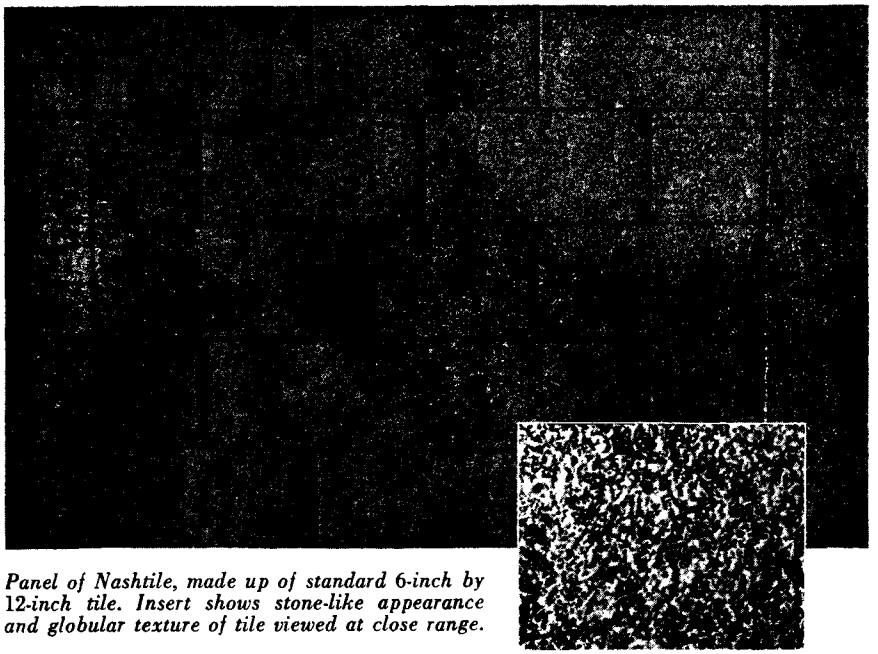
Electrobestos Stoves Shipped

January 25 a straight carload of Electrobestos Stoves was shipped from Nashua Factory to Buckham Thompson Company, Cleveland District.

Nashua Men Give Banquet

On January 30, the foremen of the Nashua Plant gave a banquet for fellow employees, who are going to be supervisors of the new shingle mill at Manville. The guests included William R. Kelty, planning manager, who will be building superintendent; Frank Wilson, foreman wet end; Howard Moore, assistant foreman wet end; Thomas Sullivan, assistant foreman punch department; John Belcourt, assistant foreman of the erection and repair department; William Wills, assistant foreman of press department, and Ralph Rock, assistant foreman of corrugated department. All the foremen, J. C. MacIldowie, plant manager, and R. M. Woodward, factory superintendent, made up the party, with S. A. Williams, Vice President, General Headquarters, as a special guest.

Following the dinner a bowling match was held, resulting in a score of 1371 for the local team and 1339 for the departing guests. John A. Sullivan, John J. Farrell, and E. C. Hopkins had charge of arrangements.



Panel of Nashtile, made up of standard 6-inch by 12-inch tile. Insert shows stone-like appearance and globular texture of tile viewed at close range.

J-M Develops Distinctly New Type of Acoustical Treatment

NASHTILE, a new acoustical material of light cream color, has been developed and placed on the market by Johns-Manville. It consists of a semi-rigid tile made of punched hair felt with the finished surface heavily sized during the punching process. This non-combustible size gives enough body to the material so that it can be die-stamped with clean cut edges, which may be bevelled.

Following the bevelling process a finishing material with an oil base is sprayed on in globular form that gives the tile a stone-like appearance. Flexibility is a property given by the finishing material and the tile may be used to follow the contour of surfaces such as groined ceilings or cylindrical vaults.

This new sound absorbing interior finish medium is particularly applicable to walls where a stone finish is desired, or to ceilings where tile effects are desirable. It is not recommended for office quieting treatment where a high light reflection factor and high sound absorbing efficiency are essential.

The finished surface of Nashtile may be washed, or even scrubbed with a scrubbing brush. It may be painted any color before or after application, providing lacquer is used and applied with a spray, and successive coats may be applied repeatedly without affecting the original absorption of the material.

Nashtile, which is a distinctly new type of acoustical treatment, comes in one thickness—three-quarters of an inch.

The degree of absorption is equal to any acoustical tile on the market—the absorption coefficients being: 128 cycles, .05; 256 cycles, .16; 512 cycles, .38; 1024 cycles, .56; 2048 cycles, .56; and 4096 cycles, .41. Viewed through a microscope clean cut interstices appear between the globules of the stone-like finish, presenting the same degree of surface porosity as available in Nashkote "B".

Nashtile can be cemented to any relatively smooth structural surface. A cementatious material for this use has been developed in a more tacky form from J-M No. 1925 cement. It is called No. 1930 acoustical cement.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/7

Insulating board in a *studio interior*

A STUCCO studio designed to accord with the landscape has been built on a high dune about a mile west of Southampton, Long Island, for Mrs. Archibald M. Brown. It is one of the first to be constructed on a narrow strip of land nine miles long that forms a barrier between the Atlantic Ocean and Shinnecock Bay.

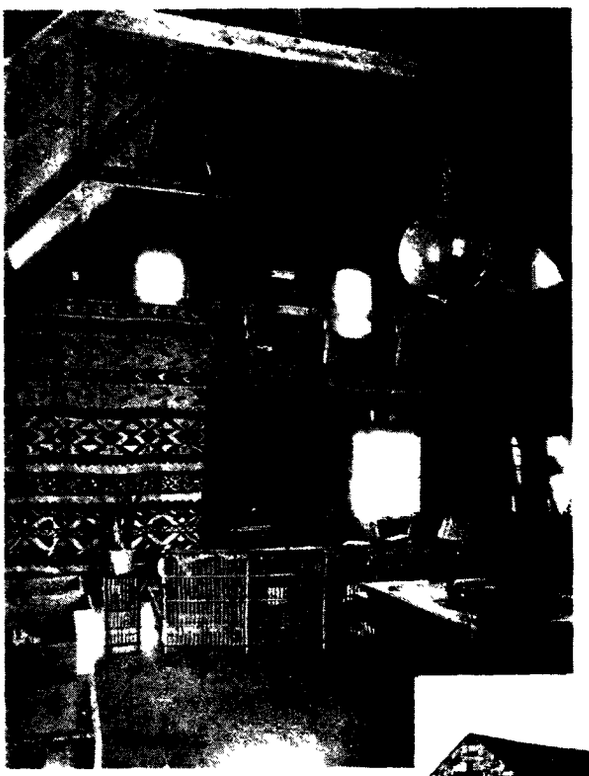
Recently this waste land has been made accessible by a nine-mile road, a water supply, and underground light and telephone conduits.

Johns-Manville insulating board is utilized in an unusual manner in the interior finish of the studio. Between heavy spruce timbers the insulating board is used, left in its natural brown color. The studio is one-story high and contains a large studio with balcony, three bedrooms, three baths, a small kitchen. The studs and rafters in the bedroom are painted but the insulating board is left its natural color as in the large room.

A natural topographical depression over which the studio is built allows for a comfortable cellar and a large garage.

The exterior finish combines red, blue and yellow in the stucco and the shutters are gayly painted all colors of the rainbow to suggest an artist's palette.

A large fireplace with a raised hearth is designed for cooking on an open wood fire.





Interior of studio near Southampton showing J-M insulating board finish. The balcony railing is copied from a railing of an old five-masted schooner. (Right) View of studio facing the bay.

To Keep a Lobster Cool—

What! Insulation for lobsters? At least it is not an everyday kind of problem an insulation expert meets.

It seems that one John W. Shakespeare left his home in Kalamazoo, Michigan, to enter Harvard as a first-year student. He had never before visited the eastern coast and for the first time he had the pleasure of eating lobster. Wishing to share this new delight with the folks back home, he investigated ways and means of sending live lobsters.

He took his problem to W. N. Bolster, J-M home insulation contractor in Boston, who advised the use of rock wool. A metal container was prepared surrounded by four inches of insulation. This was enclosed in a second container.

Mr. Bolster later received a letter from Mr. Shakespeare in which he writes, "I succeeded in making the container quite heat proof with the wool and obtained a dozen fresh chicken lobsters which just filled the inside can. When they arrived in Kalamazoo just 22 hours later they were still cold and quite lively."

Snow-bound For Two Weeks

The employees at Chrysotile, Arizona, had the experience of being completely isolated for two weeks in January because of severe snow storms. Word of the snowbound condition reached the General Accounting Department on January 24.

An Indian who had travelled 60 miles on foot delivered several telegrams on January 23—the first communication with the outside world Chrysotile had had since January 9.

Automobile Plants Visited

A. C. Teschen of Johns-Manville International recently spent two weeks in Detroit where he visited the Ford plants and factories of other automobile manufacturers to observe the application of J-M products in this field. Later Mr. Teschen will go abroad to introduce further the use of J-M automotive materials in Europe.

Organizing Market Analysis Program in Europe

Bryce Haynes of the market analysis section, General Headquarters, left January 31 on the "Olympic" for a four months' trip in Europe. He will visit England, Germany, France, Belgium, and other countries and organize a market analysis program to cover Johns-Manville products used in the various sections.

A new sales office has been established in Brooklyn for the Brooklyn Sales Territory, Metropolitan District, at 187 Joralemon Street.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/8

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

XVII. Transite "Curtain Walls" for Greenhouses

To say that Johns-Manville is going to help grow flowers and plants may be stretching a point, and yet the introduction by R. Levens, New York office, of Transite into greenhouse construction might be given this interpretation. One of the latest of the diversified uses of this asbestos material is for "curtain walls" for greenhouses.

A "curtain wall" is the side wall of the greenhouse between the ground or floor level and the glass. This wall formerly has always been built of concrete or boards, but the use of Transite for this purpose offers distinct advantages.

In the first place, its smooth surface gives a more attractive and cleaner appearance than either rough concrete or wood, and it requires no maintenance. It will wear about the same as concrete, but it doesn't crack, and consequently the face always remains the same.

The sheets used are about three by four feet in size, and five-eighths of an inch thick. They are secured in place with metal strips and bolts. The use of this material by Hitchings and Company, designers. manufacturers and builders of greenhouses in Elizabeth, N. J., has met with entire success.

As a part of standard greenhouse equipment, Transite will offer a saving to both the manufacturer and the purchaser. Transite for side walls can be delivered with the glass and frames and speedily erected, while the use of concrete means dealings with sub-contractors, and the delay occasioned by the setting of the concrete.

Corrugated Transite has already been adopted by Hitchings and Company as standard specification for boiler house roofs built in connection with greenhouse heating systems.

In striving for a maintenance-proof greenhouse, experiments have been made with Transite plant bed benches, which are now constructed of wood. A bench of this type displayed at the New Jersey state flower show recently caused considerable comment.

Celite Bricks to the Rescue

Bruce K. Owen, who was recently made assistant manager of the sales promotion department of the Western Division, discovered a new use for Celite bricks while he was field man in the St. Louis district. In a letter to E. Nelson, manager sales promotion department, Western Division, written from Jonesboro, Arkansas, Mr. Owen writes:

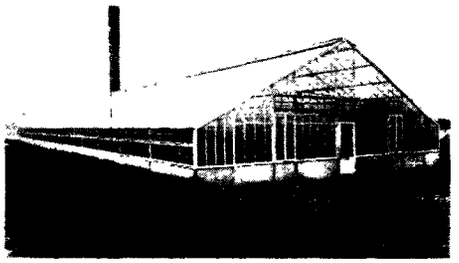
"For J-M men travelling in *foreign* countries such as Arkansas, etc., I believe I have hit on a new use for Celite Brick.

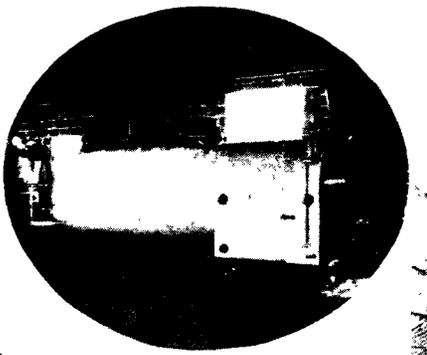
"This mud (I have other names for it) is all over (me, too). After having my third flat today, and trying to jack up the car to get the tires on and off, I made my discovery of the new use for Celite Brick. Now, if I had been on a hard road my jack would have lifted the car high enough to get the tire off, but this mud was such nice soft, sticky, oozy mud that I couldn't get the car high enough—but here's where the Celite brick came in — I jacked the car as high as possible, put a couple of bricks under the axle, took out the jack, set it on another brick, and then jacked it up higher easily. It works.

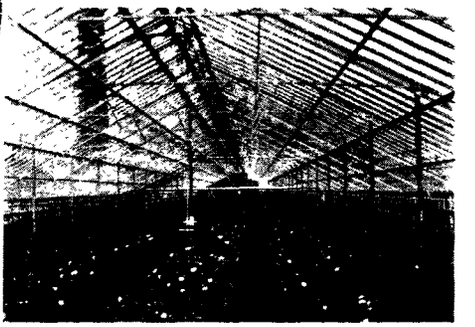
"I therefore suggest our men travelling foreign territories carry at least three Celite bricks with them. They could also be sold to garages, salesmen, etc."

Transite for Chimney

Fred Dreger secured the first order for Transite Pipe in Cleveland District. This was a trial order by the Josam Company to be used as a chimney in the incinerator which they are manufacturing.







(Left) Godwin greenhouse at Bridgeville, Pa., showing Transite "curtain wall." (Above) Boiler insulated with J-M boiler insulation; roof of Transite corrugated. (Right) Interior of greenhouse.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/9

THE J-M CIRCLE

Vol. 2 March, 1930 No. 11

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 and Dayton, 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

Everyman's Task

To lie in a "bed of roses" is a conception that most of us carry, far back in our minds, of a completely happy existence. Yet the days that stand out as being the happiest are those filled with activity.

There is pleasure in accomplishment whether it is in part of the day's work or in the pursuit of a hobby. Things that come hardest — that require real effort to accomplish—are the ones that bring the most enjoyment and appreciation. A real basketball victory is the game with a 14 to 13 score. The 38 to 6 game is too easy and there is something about such a victory "handed on a silver platter" that mars the pleasure in it.

Leave to the idle dreamer the visions of a life with no responsibilities and nothing to do. Such is not a life for the men and women who have energy and ambition and upon whom the progress of the world depends.

The so-called leisure class has always been a source of envy and it is perhaps more than fortunate that the majority of people through economic pressure cannot drift with a group which has nothing to do and all the time in the world to do it.

Emerson very concisely remarks, "Everyman's task is his life preserver."

Check Yourself!

Continuing a series of personal checking points for salesmen.

31. Are you active in the association work of your line? Are you known to those who are doing big things? Are you systematically adding to your worth-while acquaintances?

32. A mere knowledge of facts and conditions in a given situation is not enough. You must be able to weave it skilfully and convincingly into the use of your products.

33. Your competitor may not be as good as he thinks he is, but he is seldom as weak as you would sometimes make him out to be. Talk about your own stuff and not the other fellow's.

34. Do you appreciate relative values? As you talk, can you recognize and emphasize the vital points in the discussion?

35. Mastodon in the dictionary is defined, "an extinct elephant of great size." The showing of mastodonic portfolios unless the result of a specific request is becoming a practice almost extinct.

36. Most orders are got as a result of follow-up. A good beginning often has a bad ending simply because there was careless follow-up, or no follow-up at all. Resolve constantly to improve your method of follow-up.

37. If it can be managed naturally leave the prospect something to do. It will give you a valid excuse for coming back and that is what you need most of all in follow-up.

38. How many times lately have you used the expressions, "We are better than," "If you give it to them, you should give it to us." They may be perfectly true, but they are seldom real factors in getting the order.

39. When you talk there is probably a weak link in your armor somewhere. Get it out of the way quickly. If you duck your disadvantages they will hang over your head like an axe all during the interview, only to be taken up at the end and, perhaps, spoil all your good work.

40. Let not the second call be merely a repetition of the first, nor the third of the second. Give some new angle for each call, never mind how slight it is, or keep away.—*Adapted from Printer's Ink.*

March, 1929, Circles Needed

There is an urgent need for copies of the Circle for March, 1929, to be used in bound volumes. It is requested that any available copies be forwarded to the Circle office.

What Do You know About This Business?

(*For the answers turn to page* 26)

51. Why is Transite made corrugated as well as flat?

52. What is Snow Floss?

53. From what principal points in South America are J-M products distributed?

54. What is Akoustikos Felt?

55. What J-M product has been adapted for use in motor boats?

56. What is the difference between waterproofing and dampproofing?

57. What are J-M Refractory Cements?

58. What change has been made to simplify the corporate structure of Johns-Manville?

59. What materials make up Insulated Rot-Proof roofs?

60. What is Asbestocel (flexible roll form)?

Deaths

Glenn F. Eby

Following an illness of several months, Glenn F. Eby died on February 2 at Cleveland. He had recently been tranferred as special power products representative to the Cleveland office of Johns-Manville from the Columbus branch, where he was district supervisor from February, 1924 to September, 1929. Mr. Eby's first connection with Johns-Manville was in September, 1919, when he began as salesman in the Cincinnati territory.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/10

A Letter of Appreciation

Dear Editor:

May I take the liberty of using the columns of the "Circle" to express my appreciation and thanks for the many courtesies and kindness shown me during my recent visit to the States?

I especially want to thank Mr. P. A. Andrews, and Mr. C. A. Girven and his associates in the Foreign Division. My trip has been very instructive and interesting, and the three days' General Conference, which I had the pleasure of attending, gave me many opportunities of seeing what a fine organization Johns-Manville really is.

Yours very truly,

John Tazewell Jones.

Sao Paulo, Brazil.



When the Traffic Managers Visited Manville

The conference of traffic managers, held at General Headquarters January 13, 14 and 15 came to an interesting conclusion by a visit of the various factory and division delegates to the Manville Plant on January 16.

After being shown the main office in the Hotel Asbestos building and the completely equipped medical infirmary, the group was escorted through the entire factory over a carefully planned route.

The methods of packing and loading in the different shipping departments were observed.

The picture above shows, reading left to right:

First row: E. Belsom, Gretna Factory; A. J. Haley, General Traffic Department; G. W. Mather, Manville Factory; Allan Wallace, General Traffic Department; L. J. Thomas, Waukegan Factory; A. C. Coyle, Manville Factory; J. E. Dagon, Western Division.

Second row: A. J. Krell, Alexandria Factory; H. F. Kirkham, Canadian Division; H. B. Gifford, General Traffic Department; J. J. Scully, General Traffic Department; W. E. Dane, Abestos Wood and Shingle Company; J. F. Ferrick, Eastern Division; H. T. Ramp, Pacific Division.

Third row: J. P. Hannam, Central Division; H. R. Congdon, Cincinnati Factory; A. R. Fisher, Manville Factory; W. G. Thompson, Asbestos Mines; J. C. Kelleher, Manville Factory.

McManus Attends Meeting

A meeting of the Underground Systems Committee of the National Electric Light Association was held at the Hotel Mayflower, Washington, D. C., on January 21-22.



JOHN H. MCMANUS

John H. McManus, sales engineer, Eastern Division, has been on this committee for a number of years and is known to the members of the committee as an authority on the uses and values of J-M material to be used in underground distribution.

The Underground Systems Committee, a very important one of the association, handles all the important transmission and distribution problems of the larger light and power companies throughout the United States.

The meetings are attended by the superintendents of distribution, chief engineers and their assistants to discuss their problems and make recommendations for better transmission and distribution of electrical energy.

Watch for J-M advertising!

J-M advertising in March issues of general magazines will include the following:

Saturday Evening Post, March 8, acoustical; March 15, built-up roofs; March 29, home insulation.

Collier's Weekly, March 22, asbestos shingles.

Literary Digest, March 1, built-up roofs; March 15, insulation.

Asbestos shingle advertising will appear in the *American Magazine, American Home, Country Life, Arts and Decoration, House Beautiful, Small Home, Good Housekeeping* and *Country Gentleman.*

Home insulation displays will be seen in *Better Homes and Gardens, House and Garden,* and *Your Home.*

National Geographic will carry an advertisement on Asbestocel.

Stimulating Jobber Sales

H. E. Hill, special automotive representative, Chicago District, is conducting an extensive campaign among the jobbers in his territory to stimulate larger sale of J-M products in the coming year.

Mr. Hill has conducted three sales meetings and has planned several more. After a meeting at Sieg Company, jobber in Davenport, Iowa, they set their own quota at thirty class "A" service stations for the coming year. Two of the thirty were established within twenty days after the quota was set.

The shingle machines have been torn down and the Shingle Mill is being put in shape for Ebony production at Nashua Factory.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/11

New literature published on various J-M products

Advertising literature published since the first of the year by the Sales Promotion Department includes the following booklets and brochures:

Brake Lining folder—BL-32A (3½ inches by 6 inches). This new consumer folder on brake lining, "What do you really know about your brakes?", fills the place of two folders in the 1929 Advertising Literature plan. It tells the car driver about brakes, their adjustment and the need for proper lining applied by a man who knows his business. The cover and the whole message is a direct "tie-in" with the 1930 window display.

Insulating Board folder—IB-10A (3½ inches by 6 inches). A general use folder telling the home owner or prospective home owner the advantage of insulating board in making a home "truly-livable". The center spread plays upon the idea in J-M publication advertising "Extend the comfort zone from attic to basement."

Friction Blocks brochure—FB-1A (8½ inches by 11 inches). This is the first publication on the use of J-M friction blocks for buses. It contains 12 pages of illustrations and descriptive matter on this product, explaining the part it plays in J-M "Service to Transportation."

1930 *Building Materials Plan Book and Newspaper Dealer Advertising Supplement*—GB-30A (8½ inches by 11 inches). This comprehensive book of 72 pages contains a complete resume of J-M building materials, the J-M sales plan, and J-M advertising and sales promotional material for 1930. In addition, it is so arranged that a distributor can, with its help, plan and put into operation a sound merchandising program and capitalize to the fullest his connection with Johns-Manville. The supplement contains the full complement of newspaper advertisements arranged into selected campaigns to fit different conditions.

1930 *Automotive Plan Book and Jobbers' Salesman's Sheets*—BL-30A (8½ inches by 11 inches). The 32 pages of this book include the complete story of the J-M Sales Plan on Automotive Materials for 1930. A description of the line, the advertising, and the literature is followed by the ideas necessary to put this material to most efficient use. From page 11 on, the book is written as if from jobber to service station, and this section is specially reprinted to fit in jobbers' salesmen's price books.

Pittsburg has new machine—

A large, new electrically operated sewing machine to be used in sewing large asbestos blankets and curtains was installed recently at Pittsburg Factory. Business in this line is rapidly increasing on the Pacific Coast and it was necessary to install this additional equipment to care for it. In the past some of the heavier sewing has been done by hand and the new machine eliminates all of the hand work.

Nashua Safety Council Meets

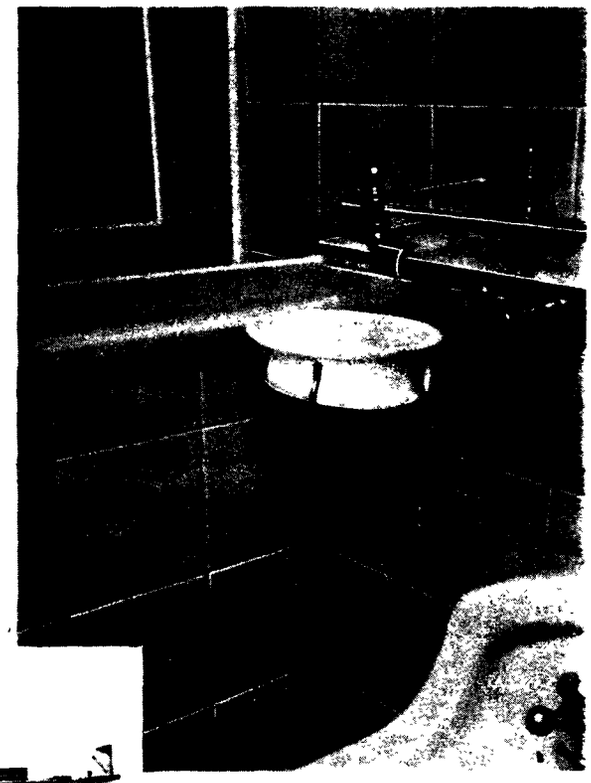
The annual meeting of the safety council at Nashua Factory was held on January 15. John J. Farrell was appointed safety supervisor. He spent the following week at the state school for safety supervisors, where he took a course in teaching first aid and prevention of accidents.

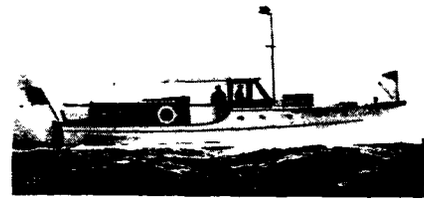
Asbestos Wall Tile Used in Cruiser "Dauntless"

J-M asbestos wall tile of ivory tone was installed as wainscoting in the lavatory of the "Dauntless"—a 42-foot cabin cruiser exhibited at the annual Motor Boat Show held at Grand Central Palace during the latter part of January. An attractive contrast was effected in the installation by black mouldings.

A great deal of favorable comment on the installation was made at the show and it is the plan of the Dauntless Shipyard, Inc., to utilize this new product in five more ships.

To R. B. Ackerman, Building Materials Department, Eastern Division, goes credit for this initial installation of asbestos wall tile for use in cruiser lavatories.





Corner of lavatory of the cruiser "Dauntless" showing J-M asbestos wall tile installation. (Left) Photograph of a painting of the "Dauntless," a 42-foot yacht.

S. A. Williams Marries

Samuel A. Williams, Vice President in charge of factories and mines, and Miss Janet Cutter were married at the home of the bride in Nashua, New Hampshire, on February 1, in the presence of members of the family and a few intimate friends. Rev. Earl F. Nauss, pastor of the First Congregational Church, read the ceremony.

Mrs. Franklyn Wyman, sister of the bride, was matron of honor and Philip A. Andrews of New York, a former resident of Nashua, was best man.

The bride was graduated from the Castle School at Tarrytown, New York, and was principal of a kindergarten in Nashua.

Following the ceremony the couple left for Miami Beach.

Continuing a Safety Record

Cincinnati and Dayton Factories added January to their enviable record of no-accident months.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/12

The J-M Factory Circle

No. 7 | Alexandria, Indiana, March, 1930 | Alexandria Edition

FIRST ROCK WOOL MADE DURING 1897

Experiments carried on by C. C. Hall, manager of present plant

Rock Wool was probably first made at Alexandria, Indiana, in 1897 by C. C. Hall, manager of the Banner Rock Products Company. Mr. Hall at that time was employed by St. Louis interests as a chemical engineer and manager of a steel plant that was designed and erected under his supervision at Alexandria. In the search for suitable rock for fluxing purposes in this plant, the peculiar composition of a local deposit was discovered.

Mr. Hall resigned his position and began experimenting with this rock, first to see if it would melt and then to see if it would make a fibre. Since natural gas was abundant in that section, he used it as fuel to supply the high temperature necessary to melt the rock. Mr. Hall first produced rock wool on the premises of the steel plant, but as this plant was absorbed by one of the steel trusts then forming, Mr. Hall had to move such equipment as he had assembled.

At this time he and some Alexandria friends formed a corporation known as the Crystal Chemical Company. This second plant was operated until about 1901 when it was sold to a St. Louis company. In 1906 Mr. Hall withdrew from this company and formed the Banner Rock Products Company which was incorporated in September, 1906, and has operated continuously since January, 1907.

In February, 1929, this company was absorbed by Johns-Manville and has operated under the name of the Banner Rock Corporation.

Molten rock is blown into fibres

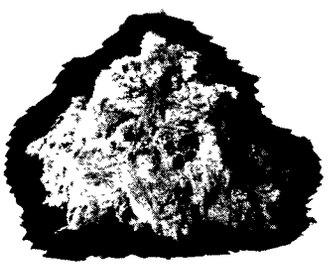
Silica rock, from which Rock Wool is manufactured, is found in and around Alexandria, Indiana, in practically limitless quantities. This peculiar deposit of argillaceous limestone is characterized by the readiness with which the silica fibre can be separated from other elements in the process of manufacturing.

The rock is subjected to a temperature above 3,000 degrees F. until it becomes a molten mass and it is then blown into fibres with steam. These fibres, known as Banroc Wool, are chemically stable and permanent. Approximately 90 per cent of its volume is dead air space.

Rock wool is listed by the United States Bureau of Standards as the most efficient fireproof, chemically-stable insulator known. The products are efficiently used for insulation between a temperature range of 400 degrees below zero F. and 1,000 degrees F.

Rock Cork, a cold temperature insulation, is a combination of J-M Rock Wool and a waterproof binding ingredient. This combination is molded and baked into slabs of uniform size and thickness.

There is a wide use for Rock Cork in all types of refrigerated construction, such as ice storage rooms and ice freezing tanks,



Loose Rock Wool showing fibrous structure and wool-like appearance.

storage rooms for perishable foods, fur storage vaults, cold air ventilating ducts, brine tanks, and refrigerator cars.

Besides resisting the penetration of moisture, Rock Cork is fire retardant because of its mineral composition. It has a firm

(*Continued on page* 15)

ALEXANDRIA HAS 5,000 POPULATION

Alexandria is located practically in the center of Indiana, only 50 miles distance from Indianapolis, the state capital.

Both plants are situated on the Nickel Plate Railroad which can give overnight service to Chicago and points of similar distance.

Alexandria has a population of approximately 5,000 and was at one time a thriving metropolis of 12,000 during the days of a natural gas boom. However, waste of this natural resource soon expended its limited supply.

MANY CHANGES MADE LAST YEAR AT PLANT No. 2

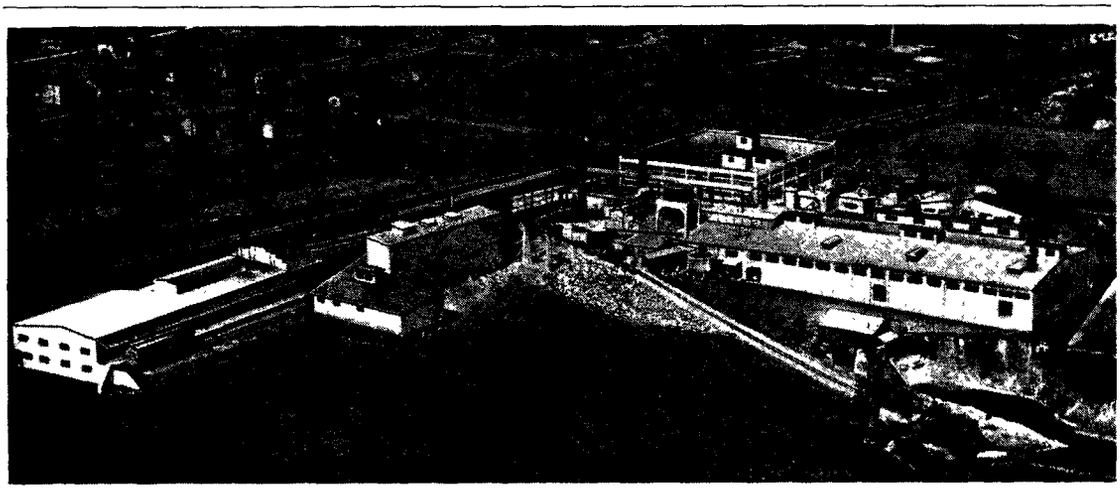
Plant No. 1, of the Banner Rock Corporation, the site of the original plant, has approximately 100,000 square feet under roof. There are four cupolas in this plant and the Rock Wool is used in the manufacture of blankets, pipe covering, sound deadening panels, house insulation, granulated wool and bulk wool.

There is also a department for the manufacture of expansion joint strips used in concrete road work. At the present time, 150 men are employed in this plant.

Plant No. 2, the new and more modern plant, has approximately 195,000 square feet under roof. At the time of the purchase of Banner Rock Products Company by Johns-Manville there was approximately 72,000 square feet.

During the past year this plant has been under a constant construction program, having increased the plant size 170 per cent. There were originally six cupolas and now there are 15, the largest number of cupolas ever known to be under one roof. Where, originally, there were two drying oven batteries, there are now eight batteries, each consisting of six tunnels.

The warehouse for finished goods was enlarged from 21,000 square feet to 52,000 square feet, an increase of 147 per cent. During this construction 860 squares

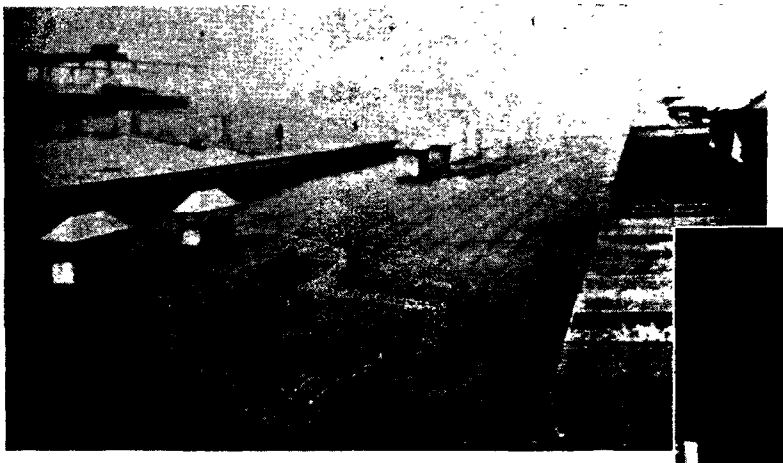


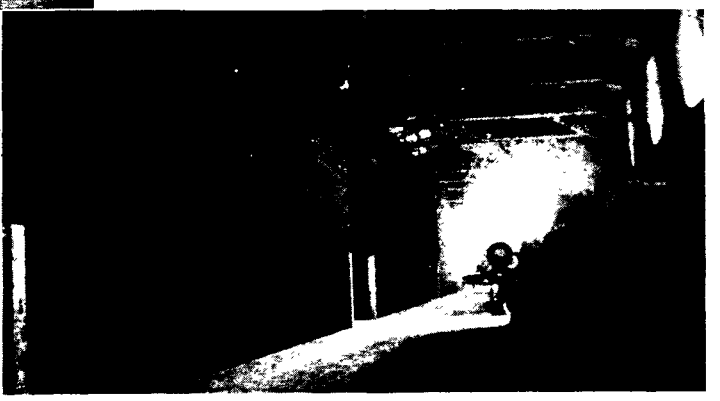
View of Plant No. 1 with original unit in the center. Part of the quarry is seen in the foreground.

Published by AsbestosClaims.Law

ACL Doc 12771 · Page 13 of 28

asbestosclaims.law/library/12771/13

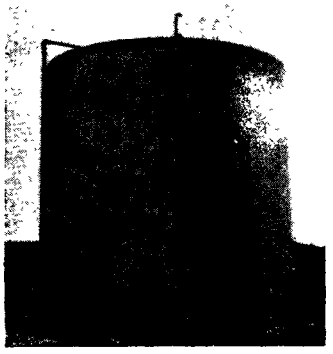




(Left) View of Process and Oven Room roof of Plant No. 2, which was insulated with J-M Rock Cork and covered with J-M roofing. (Below) Inside of warehouse of Plant No. 2 showing J-M Rock Cork and bagged Rock Wool in storage.

of Corrugated Transite, 350 squares of Flat Transite and 1460 squares of J-M Built-Up Roofing were used. Of this 1460 squares of roofing, 1100 squares were insulated with 2-inch J-M Rock Cork.

The greater portion of all the roofing was applied by A. J. Skeoch, general manager of General Asbestos and Supply Company, J-M Distributor in Anderson.



One hundred thousand gallon fuel oil tank, insulated with J-M Rock Cork.

The products manufactured at this plant are bulk Rock Wool, granulated Rock Wool, Type "A" house insulation and Rock Cork, a low temperature insulation for the refrigeration field. This plant employs 120 men at the present time.

At the peak load during the past year as high as 780 men for both plants were employed.

New Offices Finished with J-M Products

The new Alexandria offices were established December 16, 1929, at Plant No. 2. This office is 100 per cent representative of Johns-Manville.

The ceiling is Sanacoustic Tile filled with Banroc Wool. The floor is covered with J-M Beigler Tile and the office partitions were furnished by Davidson Lumber Company of Alexandria, local J-M Distributor.

Safety First

Worth thinking about: *"Don't throw your mouth into high gear until you are sure your brain is turning over."—Clipped.*

Alexandria Produces Variety of Materials

Products manufactured at Alexandria include loose Rock Wool; Type "A", "B" and "C" house insulation ("A"—specially refined Rock Wool, designed for use in blowing equipment. "B"—package material for new house insulation to be placed between studs. "C"—unrefined Rock Wool used for pouring between joists); sound deadening panels; granulated Rock Wool; Banroc blankets; J-M Rock Cork; Banroc pipe covering; and Hoosier expansion joints.

During the past six months, outbound shipments have averaged 175 cars per month.

Inbound shipments for the past six months averaged 135 cars per month and consisted mainly of coke, coal, fuel oil, paper, crating lumber, asphalt and metal fabrics.

Residents are Employed

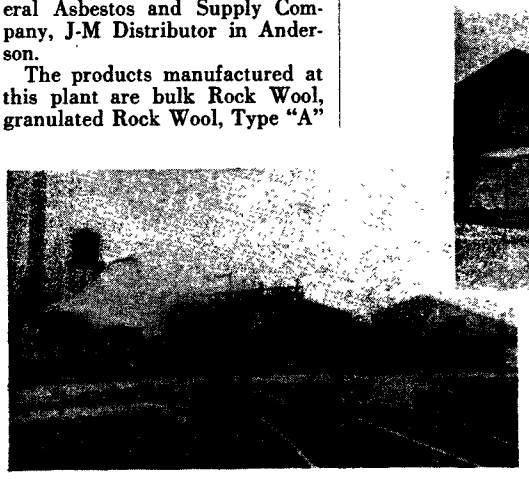
The greater part of the employees are residents of the section. There are no foreigners.

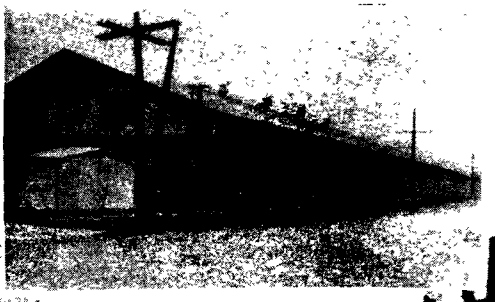
At the present time there are no employee clubs. The plants are located so that employees go home to lunch at noon and their diversion is centered in the surrounding cities.

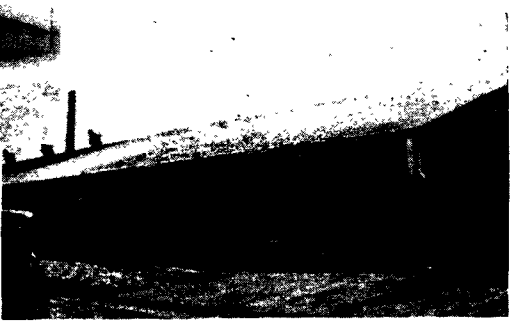
Several Visit Plant

Among the January visitors to Alexandria Factory were T. C. Pond, General Headquarters; F. C. Kenyon, Cincinnati Office; D. L. Greaves, General Headquarters; R. F. Howerton, Western Division, and E. F. Adelberger, Dayton Office.

A. J. Kroll, Traffic Manager, was in New York recently attending a four-day Conference for Traffic Managers.







Views of Plant No. 2. (Left) General View. (Above) Shows Warehouse. (Right) Office Building.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/14



Part of the office force. Left to right, W. R. Kaufman, I. W. Gordon, W. Windsor, V. Cullen, D. Arnold, Mrs. F. Whitenack, Miss G. Bodmer, E. Blake, Miss T. Hines, Miss D. Franks, Miss A. Cripe, Mrs. M. Ammon and Miss V. Crawley.

Permanent Safety Committee Includes Three Representatives

A permanent safety committee was appointed July 15, 1929 by J. E. Begert, Manager, composed of W. P. MacCoy, chairman; E. R. Stevens, Plant No. 1, and C. Noble, Plant No. 2. This committee meets every Thursday afternoon and discusses all accidents and methods for correction.

A safety contest was started in August between the various departments and although no prize was offered, the accident ratio dropped from 4 per 100 men employed per month to less than 1 per 100 men over a period of five months.

The committee has periodic tours of inspection through the plants and notes not only safety hazards, but unsafe practices of the employees. The findings are discussed at safety meetings and recommendations given to foremen. It has been found that the majority of the employees are very willing to correct any habit or practice that they have acquired which has a chance of endangering their own or a fellow workman's safety.

Through the efforts of this committee, all mechanical guards that are practical, have been installed in both plants.

Fire Departments are Organized at Both Plants

Both plants at Alexandria have organized fire departments.

The crew at Plant No. 1 includes: Fire Chief, Henry Lisby; Assistant Fire Chief, Orville Frock; Nozzle Men, Dee Jones and Hilton Cripe; Hose Men, R. LaRue and H. Collins; Hydrant Man, A. Peet.



Plant No. 1 Foremen, left to right, C. Cleaver, Shipping; V. Little, Blankets; A. Peet, Inspector and J-M Circle Reporter; and F. Culbertson, Expansion Joint.

Plant No. 2 firemen include: Fire Chief, Pearl Brobst; Assistant Fire Chief, R. Butler; Nozzle Men, G. Ford and C. McPherson; Hose Men, L. Brobst, R. Lucas, and G. Frye; Hydrant Man, C. McKissick.

The night crew includes men whose positions correspond to the day crew.

Seven Employees Hold Long Service Records

Seven employees at Banner Rock have service records of more than ten years. The longest service record is held by E. Weaver, who has been with the company for 22 years. H. Lisby comes next with a record of 19 years.

Thirteen years of service are recorded for C. G. Cleaver and 12 years for L. Wade. There are two 11-year service men — R. Craig and C. Noble. William Weaver has been with the company for 10 years.



Members of Safety Committee, left to right, W. P. MacCoy, C. Noble and E. R. Stevens.

Rock Wool

(*Continued from page* 13)

and rigid structure and at the same time it is flexible so that it follows any irregularities of the surfaces to be insulated.

Briefly, the requirements of a low temperature insulation are:

1. The insulation must necessarily possess low conductivity, or high resistance to the flow of heat, at low temperatures and must have the ability to retain this low conductivity.

2. It must be non-absorbent of moisture, as conditions of cold involve condensation.

3. It must permit thorough sealing against penetration of air, for condensation within the material reduces its efficiency.

4. It must have sufficient structural strength to permit handling and applying without breakage and it must be easily sawed in the field and worked on the job.

5. It must be vermin-proof and not susceptible to bacterial growth, nor capable of absorbing odors.



Ellsworth Weaver, who has a service record of 22 years.

Johns-Manville Rock Cork meets all of these requirements. Careful inspection of jobs insulated with Rock Cork back as far as 1908, show the material to be in perfect condition after many years of service.

Rock Cork is manufactured in standard size, 36-inch length by 18-inch width, and can be furnished in thicknesses from one-inch to four inches.



View of Alexandria Factory's new office.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 15 of 28
asbestosclaims.law/library/12771/15

Here and *There* in the Field

Sanacoustic in new addition—

An order amounting to more than $42,000 for Sanacoustic Tile was recently received from Lindgren & Swinnerton, general contractors. This material is to be installed in the new addition to the Metropolitan Life Insurance Building at Stockton and Pine streets, San Francisco.

Particular credit for the order should be given J. F. Dean and J. H. Peterson, San Francisco District salesmen, who were assisted by C. D. Fry, Sales Supervisor, Acoustical Section, Pacific Division. Cooperation was extended by the general contractors and by the architects, J. R. Miller and T. L. Pflueger.

Silk mill plant insulated—

Nicely and Company of Philadelphia, approved insulation contractors, have just completed the insulation of The Susquehanna Silk Mills plant at Belvidere, New Jersey, at a cost of approximately $25,000. Nearly six carloads of material were used on this job.

Beautiful home insulated—

The Home Insulation Company of Maryland has just received an order for a carload of Johns-Manville Home Insulation to insulate the palatial residence of J. H. Lockhart, Jr. on the Eastern Shore of Maryland.

This new residence will be one of the show places on the already famous Eastern Shore. Because of the excellent contacts while selling this job made by C. E. Roxbrough, architectural representative, and E. Stanley Holbrook, Baltimore District salesman, a great deal more of this business is expected among the new home builders in this exclusive colony.

Large steel mill orders—

The slowing down of production after a record breaking year has given the steel companies an opportunity to erect new buildings and repair their old plants.

W. C. Lee, Chicago City Sales Territory, calling on steel mills has taken full advantage of this condition and has succeeded in closing several large orders.

Among the largest of these orders is included one for 60,000 feet of Harrington Joint Fibre Conduit for use in the new structural mill being built by the Illinois Steel Company, at South Chicago, Illinois. Another order received from the same company calls for 20,000 feet of insulation for drinking water pipes in their plant at Gary, Indiana.

The insulation for the underground drinking water pipes will be composed of tar lined wool felt covering enclosed in sectional conduit tile and for overhead lines they will use two layers of hair felt covered with standard thick zero sectional insulation. The outside lines are to be protected with double coated Flexstone roofing jackets.

This is the same specification used on approximately 8,000 feet of piping installed at Gary, Indiana two years ago and is definite proof of its satisfactory service.

Sanacoustic for Shell Oil—

A good sized order for Sanacoustic Tile was obtained from the P. J. Walker Company, general contractors, by O. C. Krotz, salesman in the San Francisco District. This material is to be installed in the new Shell Oil Building, Bush and Front streets, San Francisco, and will amount to approximately $14,000.

Blue-black shingle order—

Through close contact A. J. Fitzsimons, salesman New Orleans office, recently closed a sale for 125 squares of No. 10 Mottled Blue-black asbestos shingles to be used in roofing the Educational Building of the First Baptist Church, Columbus, Mississippi.

This order was secured in the face of keen competition with five competitive asbestos shingle manufacturers having representatives on the job.

Aside from the size of the order, competitors were particularly eager to obtain this order since the building on which the roofing will be used is a very prominent one.

Transite corrugated for roofing—

F. E. Dreger of the Cleveland City Sales Department has just secured a very fine order for 50 squares of Transite Corrugated Roofing from the Gas Machinery Company, Cleveland, to go on the Coal Handling Equipment Building of the Worcester Gas Light Company, Worcester, Massachusetts.



View of construction of pier-sheds being built for the Colombian Government at Buenaventura. Eighteen hundred squares of Class "A" Asbestos Built-up roofing will be used. Transite Corrugated is employed as siding.

Solving an insulation problem—

An unusual insulation problem was worked out and an order secured by the Richards Manufacturing Company and L. D. Royer of Grand Rapids Territory where a 9-inch spiral tube, 185 feet long, carried on an 18-foot trestle between buildings in which pulverized coal was driven at a high rate of speed would freeze in severe weather, causing the entire plant to shut down.

Two-inch thick Banroc pipe covering was wired in place and covered by Insulkote and roofing felt, mopped with asphalt. The customer is entirely satisfied.

J-M roofing for movie studios—

Several years ago J. S. Carroll, of General Headquarters, interested himself in the movie studio roofing business at Hollywood. At that time Los Angeles District had not been successful in this field, but now Johns-Manville has definitely "broken into the movies."

Following are a number of orders, totaling 3,794 squares of roofing, which have been secured in the last six months:

(Through Patten and Davies Lumber Company) R-K-O Studio, 730 squares; Universal Studio, 450 squares; Metro-Goldwyn-Mayer, three jobs—1,250 squares; Fox Studios, five jobs—350 squares. (Through Security Materials Company) Laskey Studio, 460 squares; Columbia Studios, 300 squares; First National Studios, 70 squares; Tex-Art Studios, 65 squares; Tiffany-Stahl Production Studios, 90 squares; and Pathe Studio, 29 squares.

A convincing demonstration—

Last summer R. A. Chynoweth, Milwaukee Sales Office Territory, sold the City of St. Ignace, Michigan, a No. 70 Mottled Gray Shingle Roof to be applied on their new power plant. The roof was applied by the Soo Hardware Company, J-M Distributor.

On January 7 the following article appeared in the St. Ignace newspaper:

"St. Ignace, Jan. 7.—For the second time within a year the Fire Department responded to a call from the City Power Plant at seven o'clock Saturday evening and prompt action of the Firemen soon put out the blaze on the north side over the boiler room. . . . No damage was done to the machinery in the plant. The new Asbestos Fireproof Roof which was put on early last spring probably saved the plant from another destruction had the fire gained control."

It has been asserted that a better sales aid for J-M Asbestos Shingles in the community has never been presented. All who witnessed the fire were indelibly impressed with the fireproof qualities and the efficiency of asbestos shingles.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 16 of 28
asbestosclaims.law/library/12771/16

Mastic gives good service—

In 1925 approximately 6,000 square feet of 1½-inch J-M mastic decking was applied to the main deck of "Hampton Roads," a ferry boat built at Pusey and Jones Shipyard at Wilmington, Delaware. The boat was put in service in the spring of 1926 by the Chesapeake Ferry Company for service between Newport News and Norfolk, Virginia.

After nearly five years of service under severe conditions, the decking is in excellent shape. A great many trucks weighing from 10,000 to 20,000 pounds gross are carried.

A recent inspection showed that there is no disintegration of the surface, which should continue to give good service for many years both as a protection to the steel deck plates and as a heavy duty vehicular wearing surface.

Prompt service illustrated—

J. R. Andrews, Chicago City Sales territory, recently illustrated the prompt service J-M is able to give customers.

Mr. Andrews secured the prospect for Sanacoustic tile (The American Can Company) submitted the proposal and closed the order on the same day. Actual installation of the material was started on the following night by the Acoustical Engineering Corporation.

Displaying real salesmanship—

W. G. McKillip, Chicago Sales territory, displayed remarkable salesmanship recently by convincing an architect that his specification which called for a competitor's asbestos shingle roof to be applied on a new United Mormon Church being built in Chicago should be changed to Johns-Manville even though the cost would be 20 per cent higher. Mr. McKillip based his arguments on the increased efficiency that would make up for all differences in actual money values. An order was given for 75 squares of Johns-Manville No. 70 mottled grey asbestos shingles.

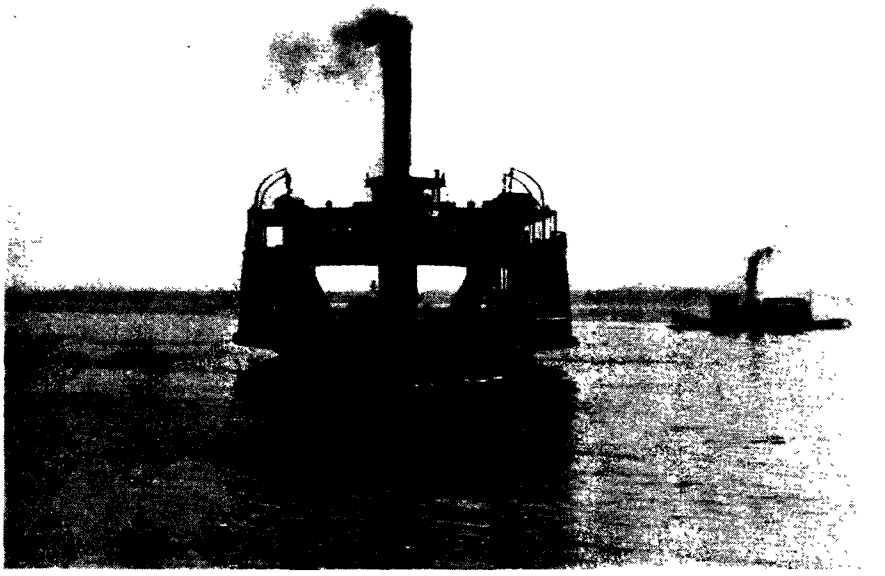
Mr. McKillip did not stop at this, however, but proceeded to interest the architect in Type "A" tile flooring. Before he was through he had also secured an order for 3,200 square feet of Johns-Manville Type "A" flooring to be laid in the auditorium of the same building.

Master model home erected—

Building material manufacturers in Memphis are all represented in a master model home, which was recently erected. Prospective builders may visit such an exhibition to see the latest developments in home construction. Through the efforts of J-M salesmen in Memphis, No. 5 blue-black asbestos shingles were used on the roof of the model home.

Steel department active—

The Steel Department, Pittsburgh District, has an enviable record for selling stove insulation with eight orders sold since Christmas.



Chesapeake Ferry boat "Hampton Roads" on which J-M mastic decking has given excellent service under severe conditions for nearly five years

The first was for the Jones and Laughlin Steel Company, Pittsburgh, for Number 5 Stove of Number 2 Furnace at Eliza Works, 2nd Avenue, Pittsburgh. The order called for 2⅜-inch and 2-inch thick Superex blocks amounting to approximately $2.000.

This firm also ordered six stoves for Number 1 and Number 3 Furnace of their Aliquippa Works at Aliquippa, Pennsylvania, using approximately 41,000 C-22 Sil-O-Cel insulating brick and approximately 20,000 square feet of Superex blocks of various sizes and thicknesses.

Another stove insulation order was from the Weirton Steel Company, Weirton, West Virginia, for their Blast Furnace Stove Number 1 at Weirton. The order included Superex blocks for 11 rings in the stove, 8,500 pounds Sil-O-Cel C-3, 6,500 Sil-O-Cel bricks C-22, and Vitro fire felt sheets for the bustle pipe.

The fire test for shingles—

Dr. B. M. Walton, Houma, Louisiana, bought 34 squares of J-M No. 70 mulberry shingles the day after he attended a carpenter-contractor meeting held last fall with A. M. and J. C. Dupont, J-M distributors. E. C. Conery obtained this order, and at the time stressed to Dr. Walton the fireproof qualities of the shingles.

Some months later his house caught fire in the attic due to defective wiring. The streets were being paved at the time, and it was more than 40 minutes before the first fire truck could get a hose on the fire. The Johns-Manville roof prevented the fire from spreading to adjoining buildings, as well as keeping it confined to the attic. At one time there were 16 men on the roof, the only resulting damage was to that part which was deliberately cut out in order to allow the entrance of the hose. Only 82 shingles were required to replace those cut out.

Recently Dr. Walton was again in the market for roofing, since he was building another house. It follows that he is using Johns-Manville roofing and is a strong booster for J-M products.

When one sale leads to another—

W. S. Hamilton, Chicago city sales territory, Chicago District, gives concrete evidence that the sale of one material very often leads to the sale of another.

The Standard Oil Company of Indiana, through the efforts of Mr. Hamilton, have decided to adopt Superex Transite furnace wall insulation as their standard specification for insulating furnace walls. They have recently placed an order for six furnaces requiring ⅜-inch thick Transite as a casing for 3 inches of Superex blocks. Twenty thousand square feet of 1½-inch Superex blocks and 10,000 square feet of Transite panels are involved.

In addition, an order was secured for one car of Celite-for-concrete to be used in the foundations, 12,000 feet of No. 4200 rope to pack the expansion joints, and 50 tons of No. 20 retort cement to set the fire brick.

Asphalt Tile in St. Louis—

The Ornamental Flooring Company of St. Louis has met with particular success due to the efforts of E. J. Liggett, L. A. Foster, and Y. H. Clark in the sale of asphalt tile in the city of St. Louis. During the month of January this company purchased approximately 40,000 square feet of asphalt tile. An order for the new Shell Building occupied by the Shell Petroleum Corporation, consists of approximately 15,000 square feet.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 17 of 28
asbestosclaims.law/library/12771/17



George W. Coe of Hollywood, who has successfully specialized in brake service

A brake work specialist—

George W. Coe, proprietor of the Tru Drum Brake Shop, Hollywood, California, visualized the possibilities of specializing entirely on brake work some five years ago.

He started in business in the spring of 1925 and in 1926 he had increased his business 67 per cent. In October, 1926, Mr. Coe cleaned out his entire stock of linings and took on the Johns-Manville line exclusively. In 1927 his business increased 100 per cent and the following year it increased again to the extent of 70 per cent over 1927. Nineteen twenty-nine was the banner year with a total accumulated footage of 35,433 feet, an increase of 61 per cent over 1928.

In addition to the brake lining sales, Mr. Coe's service includes drum truing which totaled 10,435 drums turned in 1929.

"The increase in business is due to several factors," states Mr. Coe. "The first, and I think the most important, is specializing. We have done our best to be experts in auto brake work. Second, we have selected one good line of merchandize, namely, the Johns-Manville automotive line. and stayed with it."

Waukegan ships Transite pipe—

Waukegan Factory is proud of having shipped on February 6 the first car of Transite pipe—the new product being made at the Asbestos Wood and Shingle Company Plant. This initial shipment goes to the American Enka Corporation, Enka, North Carolina, and consists of 6-inch, 8-inch, 12-inch and 16-inch low pressure Transite pipe totaling 1,600 feet.

Insulating order for oil company—

The largest order for insulating materials in the Southern District, Western Division, was recently secured from the Standard Oil Company of Louisiana amounting to approximately $115,000.

T. C. Greenwood, J. F. Geis and Fred Taylor, of the firm of Taylor-Seidenbach, approved insulation contractors, cooperated closely in obtaining this business.

Large order for asphalt plank—

J. H. McMillan, of the New Orleans Office territory, assisted by John Reinhard, Special Industrial Representative, recently secured an order for 21,000 square feet of asphalt plank to be used on a bridge across the Mississippi River at Vicksburg, Mississippi, for which creosote blocks were originally specified.

This is the second sizeable order for this material Mr. McMillian secured within 30 days.

A last minute proposition—

Recently L. J. MacMahon, Special Representative of decorative flooring in the Chicago District, received a "spur of the moment call" to be present at a school board meeting, which was to be held for the purpose of deciding what kind of flooring was to be installed in the new high school at East Moline, Illinois.

Mr. MacMahon could not get a train until 3:00 p. m. and by the time he arrived at his destination it was nearly 12:30 a. m. The outer office was filled with competitor's salesmen, who had been on the job for days and who were waiting for a final decision.

Realizing that he had to overcome estimates and specifications on competitor's tile and cold mastic, Mr. MacMahon immediately launched into the merits of Johns-Manville Type "A" flooring, pointing out that the efficiency would make up for any differences in cost. Although this was a last minute proposition, through good salesmanship a 25,000 square foot contract for Johns-Manville Type "A" flooring was secured.

"Trouble shooters" solve problem—

A request for a J-M "trouble shooter" was recently received at the Chicago District Office from the Chief Engineer of an immense apartment building in Chicago, which was recently built as a philanthropical project for housing colored people.

The engineer was mystified as to why firemen and other boiler room employees were seen to collapse or were forced, because of illness, to go home. It was apparent that fumes were escaping from some source.

H. N. Haberstroh, Special Representative, Chicago District, and W. C. McClure, Architectural Representative, Chicago District, answered the call for assistance. They found that no asbestos rope had been packed between the brick work and the boiler drums, which consequently caused the escape of furnace gases. An order for asbestos rope was immediately placed.

Upon making further inspection, Mr. Haberstroh noted that the boiler walls were insulated with only 1¼-inch thickness of Sil-O-Cel brick. Inquiries proved that 2½-inch thickness had been specified but that apparently the job had been skimped. Mr. Haberstroh took furnace temperatures and figured fuel saving, convincing the engineer that additional insulation was needed. This then resulted in an order for applied Superex insulation amounting to approximately $1,000.

Carload of ebony sold—

Efforts exerted by H. W. Frantz, Chicago City Sales territory, have led to the sale of a carload of standard ebony sheets to the Electric Box Company, Chicago, who will use it in the manufacture of such products as switchboard panels, which they supply to various industries.

Formerly this concern used slate for this purpose but now Johns-Manville Asbestos Ebony will be used exclusively.

Making window displays effective—

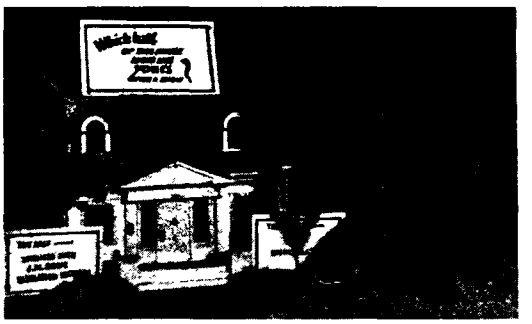
The effectiveness of interesting window displays was demonstrated by the Home Insulation Company, Marion, Indiana, when an actual count was made. Between 4:30 and 5:30 one afternoon 250 people passed the window, 110 stopped and 43 entered the store. Five jobs were sold.

This company is a subsidiary of the Curran Roofing Company, which has handled J-M products for many years. The business has been handed down from father to son since it was organized in 1864. The Mr. Curran now in charge became interested in home insulation in July, 1929, when R. D. Bonnell, Indianapolis Sales territory, mentioned the Home Insulation Company being organized at Fort Wayne. Mr. Curran went to Fort Wayne, saw a blowing machine in operation, and returned to Marion convinced that home insulation, in conjunction with his more or less seasonal roofing business, would afford a year-around activity.

By the time the machine and materials were delivered Mr. Curran had five orders booked and since then the machine has scarcely stopped running, weather conditions permitting.

A refactory cement order—

W. S. Hamilton and G. S. Arbuckle, Chicago District, recently secured an order for 100,000 pounds of No. 20 plastic refractory cement from the Standard Oil Company at Whiting, Indiana.



An effective window display at Marion, Indiana, that attracted many prospects for home insulation.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 18 of 28
asbestosclaims.law/library/12771/18

Superex for Illinois steel—

E. H. Younglove, Staff Manager, Iron and Steel Section, General Industrial Department, and W. C. Lee, Special Representative, have closed an order with the Illinois Steel Company which involves some 16 cars of Superex blocks.

Lime Kilns insulated—

An order was secured recently by R. A. Chynoweth, Milwaukee sales territory, Chicago District, from the Union Carbide Company of Sault Ste. Marie, Michigan, for the insulation of two rotary lime kilns using Superex blocks and No. 319 refractory insulating cement.

The order was the result of Mr. Chynoweth's efforts over a period of time and cooperation of J-M engineers. About two years ago theoretical figures on heat saving were prepared by the engineers, and on the basis of this data an order was placed last spring for the insulation of one kiln for test purposes of insulating efficiency and economy of operation. Despite the fact that this kiln was not pre-heated, and data was based on the assumption that pre-heating by means of a waste heat boiler would be employed as is customary; and the fact that the Union Carbide Company included the cost of the removal of the brick lining with the cost of the insulation, the results were convincing and the order was placed for insulation of two more kilns.

Large industrial flooring order—

R. H. Alvey, Jr., industrial salesman, and J. W. Batman, Supervisor of Charleston territory, recently closed a $12,000 acid proof industrial flooring job with the Carbide and Carbon Chemical Corporation, South Charleston, West Virginia.

Cabs made under J-M roof—

F. W. Scott, Grand Rapids Territory, says, "Whenever you ride in a Checker Cab there can be a lot of satisfaction to J-M men that it was built under a J-M roof," as an order was secured by Mr. Scott and the Brundage Company, distributor at Kalamazoo, Michigan, for approximately 2,200 squares of J-M built-up roofing for the company's new plant at Kalamazoo.

Floridene for Toledo school—

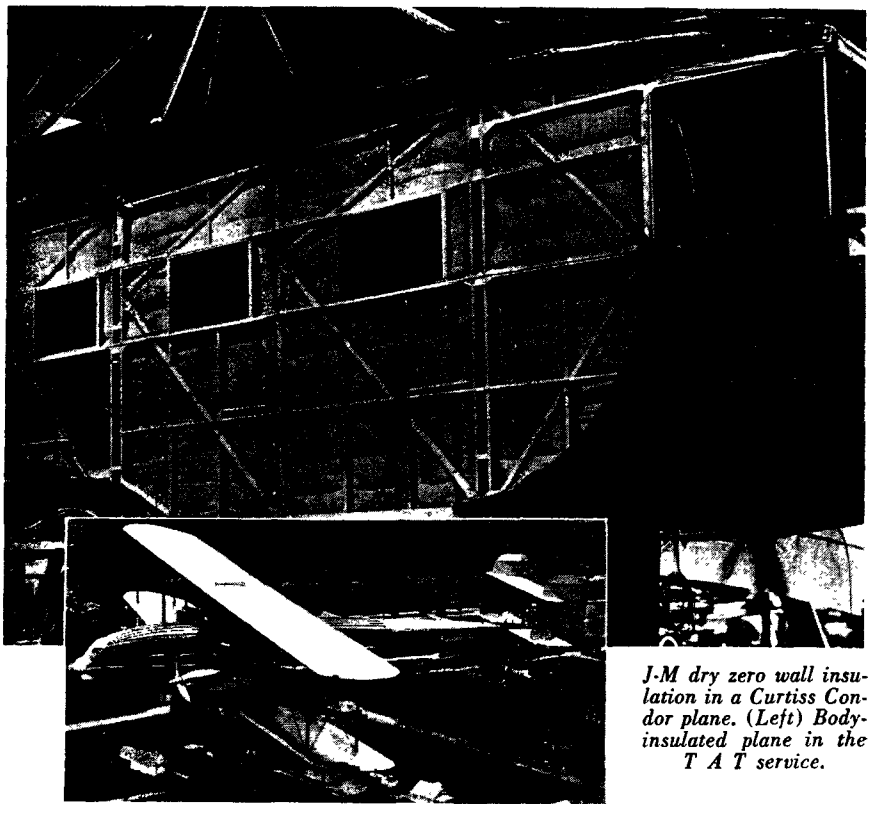
The first Central Division order for Floridene Stone comes in the form of a carload sold to the Toledo Cut Stone Company. G. O. Hartzell and L. E. Jones of Toledo territory and R. O. Stanley, Central Division Special Representative, worked together to secure it for use in a new high school at Toledo.

Huge furnace to be J-M insulated—

R. H. Mistele, Milwaukee sales territory, and H. N. Haberstroh, Special Representative, Chicago District, have sold insulation to the Hevi Duty Electric Company, of Milwaukee, for an electric furnace four times larger than any furnace ever built.

The Hevi Duty Company was recently awarded a contract to build this furnace for the A. O. Smith Corporation, also located in Milwaukee. The furnace is to be used in vitrifying enamel for the protection of welded oil and gas line pipes. It will measure approximately 43 feet high by 100 feet long by 5½ feet wide. The side wall construction consists of 13½-inch C-22 brick, 4-inch Superex blocks and 4-inch 85% magnesia blocks with an average thickness of 13½-inch firebrick. Ten inches of C-22 brick are laid over four inches of Superex blocks in the bottom. The flat arch is one nine-inch course of C-22 brick and eight inches of Superex blocks protected by nine inches of firebrick. They plan to use No. 20 retort cement for laying up the firebrick which will require 43 tons.

The value of these materials required in the construction of this furnace exceeds $18,000.



J-M dry zero wall insulation in a Curtiss Condor plane. (Left) Body-insulated plane in the T A T service.

Oshkosh contractor signed—

Due to the efforts of W. S. Finch, Milwaukee Sales Office territory, another Home Insulation Contractor has been signed—the Morgan Company, of Oshkosh, Wisconsin, J-M Shingle Distributors. Even before signing the contract they had a number of prospects. They have formed an individual organization for the sale of this commodity, and have purchased a blowing machine and material.

50,000 gaskets ordered—

L. D. Royer of Grand Rapids territory, after four months of consistent effort, secured an order for 50,000 gaskets from the Upton Machine Company, St. Joseph, to be used on washing machines which they manufacture for Sears-Roebuck and Company.

Texas has new distributor—

With the assistance of E. T. Frankenhoff, Western Division Celite Department, and T. E. Gossett, Sales Supervisor, Houston, F. S. Switzer was successful in signing up the San Antonio Sheet Metal Company as distributors for Celite-for-concrete.

Standard Oil uses rock cork—

L. H. Inglee, Sales Supervisor of the Denver Office, has bagged an unusually worthwhile order for rock cork from the Standard Oil Company at Casper, Wyoming.

Half-million brick ordered—

S. L. Organ, Houston and Beaumont Oil Industry salesman, has just been successful in securing an order from the Texas Company of Port Arthur, Texas, for approximately a half million Sil-O-Cel C-22 brick. This is one of the largest orders secured in the Southern District for this commodity.

Cooperation with a contractor—

So far this year George Fohey, Milwaukee sales territory, has cooperated with The Asphalt Construction Company, approved contractor in Milwaukee, to the extent of seven jobs totaling $9,600 worth of asphalt plank.

A J-M atmosphere—

There is a homelike J-M atmosphere in the offices of the recently established Acoustical Engineering Corporation on the fourth

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 19 of 28
asbestosclaims.law/library/12771/19

floor of the Carbon and Carbide Building, Chicago.

The president, E. F. Ries, bears a strange resemblance to the individual of the same name who for many years served the Johns-Manville Corporation with distinction in a variety of fields, most recently as manager of the sales engineering construction department of the Western Division.

O. W. Montgomery, vice president, is often mistaken for "Monty" of old. while M. J. McReynolds, secretary and treasurer, is a dead ringer for a former J-M accountant of that name.



A side view of the new motorized differential car of the Mine and Railway department at Asbestos, Quebec

Brooks for street car roofs—

C. M. Patton has been experimenting with Brooks White Top Roofing as tops for the street cars of the St. Louis Public Service Company. The test is being made on two street cars, utilizing four-ply Brooks nailed to the wooden deck with pyramid caps.

New tile flooring contractors—

P. D. Beaner, Sales Supervisor of Chicago City Sales Territory, and L. J. MacMahon, Special Decorative Flooring Representative in the Chicago District, have signed up the E. E. Davis Company, one of the largest Flooring Contractors in Cook County, as approved contractor for Johns-Manville type "A" tile flooring.

Large orders for cement—

"Not a result of price cutting" is the banner attached to the record number of orders for No. 20 Plastic Refractory Cement secured by W. S. Hamilton, Chicago City Sales territory. Following is a list of some of the big jobs Mr. Hamilton has sold recently: Graver Corporation, Chicago, 364,000 lbs.; Pure Oil Company, Chicago, 120,000 lbs.; Standard Oil Company of Indiana at Whiting, 100,000 lbs.

At the same time he sold 70,000 lbs. of No. 31 high temperature cement and 30,000 lbs. of No. 26 Cement to the Standard Oil Company for shipment to Whiting, Indiana.

Home insulation efficient—

Alexander C. Kidd. special power products representative, Baltimore District, is very enthusiastic over the results that he is obtaining from Johns-Manville home insulation installed in his new residence.

With some hesitancy, Mr. Kidd cancelled his order for an oil burner and installed artificial gas heat. The results obtained during the past three months have more than justified his confidence in home insulation.

According to very accurate data that Mr. Kidd is compiling on the cost of heating his six bedroom Colonial frame house, the actual cost has averaged $33 a month.

Solving flooring problems—

During the summer of 1928, Fred Christen and Sons Company, J-M approved contractors in Toledo, Ohio, figured a 1½-inch thick acid-resisting mastic floor for the Ferritz-Whitacre Company, Toledo, a large electric plating plant. The owners, however, could not see their way clear to paying the price and decided to patch their then badly worn concrete floor.

Early in November, 1929, the Christen Company was again asked for a bid on J-M mastic. This time they were given the contract for approximately 2,000 square feet, and were asked to rush the job, which was done Thanksgiving Day and the following Friday and Saturday.

Now the owners wish they had had the floor applied long ago, as for the first time in many months they have been free from flooring troubles.

Acoustical contractors appointed—

While in the territory recently, Ralph C. Harden, Sales Manager, Western Division, assisted by the respective district sales managers, made arrangements which resulted in the appointment of the following approved acoustical contractors: Acoustical Engineering Corporation, Chicago, Illinois; General Asbestos & Supply Company, at Indianapolis, Indiana; at Louisville, Kentucky; at Fort Wayne, Indiana; and at South Bend, Indiana; Bennett-Allison Company, Omaha, Nebraska; Joy & Cox, Denver, Colorado; Twin City Pipe Covering Company, St. Paul, Minnesota; Taylor-Seidenbach, Inc., at New Orleans. Louisiana; at Shreveport, Louisiana; and at Birmingham, Alabama.

"Little drops of water"—

Reminding the Toronto Office that "Little drops of water, little grains of sand, etc.," W. F. A. Scott of Gravenhurst, Ontario. wrote in for seven feet of pipe covering for a ½-inch pipe. He adds that it is a pretty small order for a big company.

Mr. Scott had worked for a company that had experienced a great deal of difficulty with the freezing of a ½-inch water pipe that passed through an unheated room. After J-M pipe covering was used they had no more trouble, so that Mr. Scott immediately thought of Johns-Manville when he met a similar problem on a smaller scale in his own residence.

At J-M Meetings

The advantages of fireproof roofing over the old type of wooden shingles were discussed at a dinner and meeting held at the San Carlos hotel in Pensacola, Florida, by the Ferriss-Lee Company. City officials, insurance men, and members of the Ferriss-Lee and Johns-Manville organizations attended.

In addressing the group, R. E. Lee stated, "We believe we must look ahead to a fireproof age that is bound to develop."

The general discussion centered about fireproof roofing ordinances that have been passed in recent years by many large cities.

A meeting was held at the Willard Hotel. Washington, D. C., on February 7, attended by more than fifty general contractors and engineers of Washington, including government and district representatives.

A buffet supper was served, and talks were given by A. L. Gossman, sales supervisor, concrete products distribution, Eastern Division, and George Conahey on Celite, and J. B. Jacob of General Headquarters on Asphalt Expansion Joints. The talks were supplemented by films of various J-M products.

At a very successful meeting, held in the Pan-American Room in the Mayflower Hotel, Washington, D. C., on February 7, Johns-Manville home insulation was introduced to a group of the outstanding architects.

The meeting began with a luncheon, after which H. M. Aring, sales manager, Baltimore District, presented the various Johns-Manville representatives to the guests. and introduced Alexander C. Kidd, special representative of the Baltimore District, who spoke on insulation.

A. R. Trotter, representing The Home Insulation Company of Maryland, had prepared representative full size panels, illustrating cross sections of frame house construction, including siding and roofing. These wall sections were glass paneled on the inside to show just how the material is placed in the walls. A crew from the company demonstrated with a blowing unit the actual process of removing the clapboards, making a hole in the sheathing, and blowing the panels full.

Photographs, showing details of application work completed in Baltimore by The Home Insulation Company of Maryland. were distributed. Advance copies of the new Johns-Manville Home Insulation brochure were also available.

John P. Schock of Marietta, Pennsylvania, Rigid Shingle Distributor in Lancaster County, held his annual dinner for dealers at the Hotel Brunswick, Lancaster, on January 23, with 25 men as guests.

First prize was awarded to Kris Kennell of Christiana, Pennsylvania. for having sold the largest amount of asbestos shingles in 1929, and the second prize went to Samuel Snyder of Denver, Pennsylvania, for having shown the greatest increase in his shingle sales in 1929 over 1928.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/20

Interesting talks were given by Mr. Schock, J. O. Boylan, R. H. Worrall, F. R. Ebersole, I. Benner, F. T. Crow and Thomas Quinlan.

A sales meeting, presided over by T. E. Gossett, Sales Supervisor, was held in Houston for all South Texas salesmen on January 16. E. F. Schultis, of New Orleans Office, explained in detail the customer call records, and how they would be received by General Headquarters.

While a number of other topics were discussed, the principal subject was "Service Distributors" and "New Asphalt Shingle Set-Up."

A. J. Fitzsimons and Philip Hack held a series of carpenter-contractor meetings throughout northeastern Mississippi during January, the total attendance closely approximating 100 carpenters and contractors.

A particularly enthusiastic sales meeting was held at the Monteleone Hotel, New Orleans, on January 31 and February 1, attended by R. C. Harden, F. W. Decker, J. B. Stevens and S. H. Flanagan of the Chicago Office; J. M. Taylor, Southern District supervisors and special representatives, and the New Orleans and Birmingham salesmen.

The roofing and power specialty policies for 1930 were discussed.

A. L. Haney, industrial salesman, and B. P. Carpenter, sales promotion fieldman, of the Los Angeles Branch, recently showed the film "The Story of Asbestos," and gave a talk and discussion on Asbestos and the various Johns-Manville products before a group of 54 members of the National Association of Power Engineers "California No. 2."

The West Virginia State Lumberman and Builders Supply convention was held at the Daniel Boone Hotel, Charleston, West Virginia, on January 23 and 24. J. L. Schildmeyer and Otis Andrew of the Cincinnati Office were present in addition to the merchandising salesmen, V. W. McCoy and P. I. Dudley. The convention was a success and practically every section of the state was represented.

A meeting was held in Hotel Asbestos at Manville Factory on January 7 with 120 in attendance. "Safety" and "First Aid" were the subjects for discussion.

A paper was prepared by Dr. J. L. Young, the plant physician, on "What a Plant Hospital Means to Our Employees." Miss Carlson, the plant nurse, talked on "Why All First Aid Should Be Done at the Plant Dispensary." A. Hughes presented a paper on "Safety." Following the reading of the papers, a discussion was held on these subjects.

The meeting was in charge of J. C. Kelleher, who acted as chairman. A. R. Fisher, assistant factory manager, gave a talk on "Safety," and J. E. Begert, manager of the Alexandria Factory, who was visiting at Manville, gave an interesting talk on how they carry on this work at Alexandria.

A joint meeting and dinner was held for the employees of the E. K. Wood Lumber Company and Johns-Manville salesmen recently.

H. B. Heyn, Los Angeles District sales manager, and D. A. Gates, sales manager for E. K. Wood Lumber Company, conducted the meeting. This company is very enthusiastic over the addition of Johns-Manville insulating board to their line of building materials.

The meeting served to better acquaint the employess of the two organizations.

The Los Angeles District held a very successful Sales Meeting at the Biltmore Hotel, January 2, 3 and 4.

H. B. Heyn, who conducted the meeting, gave a brief resume of the proceedings at the General Conference in New York and an outline of the sales program for the coming year.

The speakers included Franklin Shuey, G. C. Ashwell, G. A. Barker, L. A. Brinker, C. D. Fry, Hal Hallstrom, W. J. Hennessy, and Walter R. Jones.

Attaining Success

Success is attained by making the most of the ability you already possess, and the opportunities at hand.—*Clipped.*

Accepted Suggestions

Western Division

H. S. FRAME, *salesman, St. Louis District.*
Use of Distributors' names and addresses on bottom of labels.

GEORGE FOHEY, *Salesman, Chicago District.*
Use of Ready-mixed Asbestile on gas tanks.

V. S. MILLER, *chief clerk, Power Products Distribution Department.*
Suggested Designs—flexible metallic packing.

A. W. GRANING, *Architectural Service Department, New Orleans District.*
Method of showing file numbers on brochures.

A. P. MIDDLETON, *Building Materials Distribution Department.*
New use for Transite.

E. E. THOMPSON, *supervisor, Mailing Department.*
More frequent revision of Johns-Manville Office Addresses.

Lompoc Factory

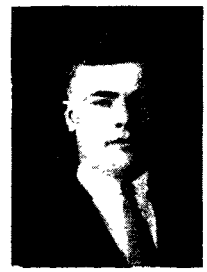
ALDEN LEWIS.....*Production Department.*
Changes West-end Terminal.

SAM SECHREST....*Production Department.*
Bumper for tunnel kiln cars and guards for gas control levers, tunnel kiln burners.

CARL DENNIS.....*Production Department.*
Saw track repair car.

Waukegan Factory

C. D. MOATS, *Shipping Clerk, Packing Plant.*
Packing long strips of folded and compressed lining.



Howard Atwood, Asbestos, Quebec, who recently had a suggestion accepted.

F. MCCANN, *Machinist, Roofing Plant.*
Automatic red light switch on raceway.

H. E. BURKETT, *Sub-Foreman, Packing Plant.*
Crate for packing A-M lining.

H. E. BURKETT, *Sub-Foreman, Packing Plant.*
Strengthening A-M lining crate.

New Employees

J-M International

H. A. WINERALS, Cashier.
W. G. FORS, Accounting Department.
E. M. GILLIES, JR., Accounting Department.
MISS D. K. WEINHOLD, filing clerk.

General Headquarters

MISS CHARLOTTE LIPPERT, utility stenographer, General Service Department.
MISS CATHERINE JUDIS, telephone operator.
RENE HAMMOND, mail boy.
MISS JAMESON BUNN, proof-reader, General Service Department.
J. D. WHITE, Purchasing Agent.
RANDOLPH BLANCARD, mail boy.
MISS HARRIETT LODER, secretary to H. R. Berlin, acoustical department.
MISS MADELINE HAMMER, comptometer operator, Tabulating Department.
J. L. PEPPARD, Auditing and Procedure Section.

Western Division

Y. H. CLARK, special representative on Asphalt Planking Type "A," St. Louis District.
MISS JULE MARGARET GOMES, file clerk, St. Louis District.
T. E. BRONAUGH, general line salesman, Northwestern Missouri Territory.
W. H. GREENSTREET, oil industry representative, Houston Office.
THORNE WEBB, clerk, Southern District Office Organization.
MISS ADELINE DUZINSKY, office service department, Western Division.
ELMER PURDY, chief clerk, Building Material Distribution Department.
R. C. KLEINOW, sales promotion field man, Chicago District.
R. B. GASCOIGN, merchandising salesman, Chicago City Sales territory.
W. T. SMITH, architectural representative, Chicago District.
H. C. GARRISON, special power products representative, Chicago District.
W. J. LAMB, general line salesman, southern Illinois territory.
B. W. CLARK, St. Louis Office.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 21 of 28
asbestosclaims.law/library/12771/21

Central Division

EVERETT A. BARDSLEY, special representative, Decorative Flooring, Cleveland District.

MISS MAYME L. DURRANCE, secretary to E. F. Boyle, Sales Manager, Detroit District.

MISS ELSIE C. BRUNN, Central Division Order and Billing Department.

GEORGE L. GEMMELL, Pittsburgh District, special representative, Decorative Flooring.

FRANK J. SANER, salesman, Dayton, Ohio, territory.

Asbestos Factory and Mines

FRANK WATERHOUSE, electrician.

THOMAS A. JONES, sampler, Research Department.

RONALD OLAF EK, sampler, Research Department.

JAMES DONALDSON, helper, Machine Shop.

MISS MAY BEAUCHAMP, stenographer, Employment Department.

WALTER PARKES, clerk on statistics and stationery.

Canadian Division

A. N. MUNRO, salesman, Building Materials Department, Winnipeg office.

Eastern Division

JOHN R. HOUCK, building materials salesman, Richmond territory.

Pacific Division

W. A. GRAHAM, construction superintendent, San Francisco District.

Lompoc Factory

H. L. BERTEAUX, control department.

Alexandria Factory

MISS FAY WILSON, order and billing department.

Promotions and Transfers

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

MISS MARTHA BEIN: transferred from the Western Division Credit Department to the Chicago District Credit Department.

L. W. BOWERSOX: promoted from Assistant to Plant Engineer to Assistant General Foreman, Plant Department, Lompoc Factory.

RAYMOND R. CANFIELD: promoted from foreman of the Moulding Department, Nashua Factory, to Special Representative, Equipment Section.

F. J. CRIBARI: transferred from Sales Engineering Department, Western Division, to Construction Department, Chicago District.

E. L. CROSTHWAIT: Office Manager, transferred from Pittsburg Factory to Redwood City Factory.

F. C. CUNNINGHAM: transferred to the Los Angeles District as salesman in the Transportation & Government Department.

W. I. DAVIDGE: promoted to management of architectural service department, Western Division.

G. M. DEAM: in addition to position of Assistant Superintendent, has been appointed Office Manager of Pittsburg Factory.

N. P. DEVALOIS: transferred from S. & R. Department to Paper Department as foreman, Asbestos, Que.

F. E. DREGER: promoted from salesman, Cleveland City Sales Department to Sales Supervisor, Erie Territory.

J. R. EAST: promoted from Sales Supervisor, Akron Territory to Special Building Materials salesman, Erie.

GEORGE F. FAIRBRASS: promoted to head of architectural service department of Chicago District.

JOHN J. FARRELL: general foreman, Shingle Department, promoted to personnel manager and safety supervisor, Nashua Factory.

J. H. GOOD: transferred from Research Department to Main Office as clerk in charge of mill records, Asbestos, Que.

H. G. HANDY: promoted from clerk, Cleveland District to Field Sales Promotion Representative, Cleveland District.

V. G. HARTMANN: promoted from foreman of the Wet End, Shingle Company, to General Foreman of the Wood Company, Waukegan Factory.

W. H. K. HERRON: promoted from Field Sales Promotion Representative, Cleveland District, to Building Materials Salesman, Erie.

E. C. HOPKINS: planning department and personnel manager, promoted to foreman of the Moulding Department, Nashua Factory.

GEORGE JOHNSON: transferred from chemist, Waukegan Factory, to Dayton Factory.

J. C. KELLERHER: office manager at Manville Factory, transferred to factory department, General Headquarters.

WILLIAM R. KELTY: transferred from planning manager, Nashua Factory, to superintendent of the new shingle plant at Manville.

E. B. KINCAID: promoted from Building Materials Salesman to Special Architectural Representative, Cincinnati City Sales.

MISS ANN KRAUSS: transferred from receptionist to utility stenographer, General Service Department, General Headquarters.

P. C. LIPSCOMB: transferred from special architectural representative in Texas to special representative handling acoustical products, Southern District, Western Division.

ITALO MACCHI: transferred from Nashua Factory to Manville as clerk in the Shingle Building.

JAMES MARSHALL: promoted from feeder to sampler, Milling Department, Asbestos Factory.

R. MARTIN: transferred from Milling Department to Machine Shop on S. S. Repairs, Asbestos Factory.

MISS CATHERINE MCDONNELL: transferred from receptionist to utility stenographer, General Service Department, General Headquarters.

W. A. MCGINNIS: transferred from foreman of Paper Department to foreman of Rigid Shingle Department, Asbestos, Que.

W. H. MOLYNEUX: transferred to Building Material Distribution Department, Western Division.

BRUCE K. OWEN: promoted to Assistant Manager, Western Division Sales Promotion Department.

F. POCKLINGTON: transferred from Milling Department to Machine Shop as tinsmith, Asbestos Factory.

R. L. REINHART: transferred from accountant, Cincinnati Factory to the same position at Dayton Factory.

WALLACE ROCHE: promoted from mail clerk to San Francisco District order clerk.

T. H. RUSSELL: promoted to Sales Supervisor, Cleveland City Sales.

MRS. MARIE SALINE: transferred from the Office Service Department to the Western Division Credit Department.

H. M. SHACKELFORD: promoted to Assistant General Sales Promotion Manager, General Headquarters.

MISS MARION SHEEHAN: transferred from Office Service Department, Western Division, to Chicago District.

J. P. SYME: promoted to supervisor of display and test area section, Sales Promotion Department, General Headquarters.

E. H. THORPE: transferred from general line salesman, northwestern Missouri Territory, to City of St. Louis.

W. D. VANARNAM: promoted from Sales Engineering Department to Staff Manager, fillers and filter aids section, General Power Products Distribution Department, General Headquarters.

R. P. WHITELEY: transferred to the Greensboro Territory from the Richmond Territory, Baltimore District.

A. C. WILSON: promoted from Assistant to Sales Manager, Building Materials Distribution Department, to Manager, Sales Engineering Department, Western Division.

J. P. WOODARD: formerly of Lompoc Factory and for the past several months engaged in special work at Pittsburg, is now Production Superintendent of Pittsburg Factory.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/22

Within the Circle

General Headquarters

WASHBURN QUINN, of the market analysis section was recently called to Ottawa, Missouri, by the serious illness of his father. He made the trip by plane to Kansas City in 22 hours.

C. RYAN, staff manager of the insulating board department, and Miss Genevieve Gallagher of Cleveland were married on February 1. After a wedding trip to Havana and Miami they returned to New York to make their home.

T. W. LINDQUIST of the accounts payable department, is the father of a baby girl born February 16.

Eastern Division

K. E. MOORE, *Associate Editor*

K. R. DYKE, general sales promotion manager, and K. E. MOORE, Eastern Division sales promotion manager, were in Baltimore and Richmond recently for a visit. Talks on sales promotion were given.

WILLIAM A. JOHNSTON, Building Materials Department, New York, visited the Baltimore district recently, at which time he went thoroughly into the roofing institute plan.

C. F. AMES, JR., Building Materials Department, New York, went to Baltimore, regarding the set-up with the market analysis plan.

B. P. MOORE of the Home Insulation Department, went to Baltimore recently and also attended a meeting held in Washington, at which Home Insulation was introduced to a group of architects.

Friends of F. B. STITH will be pleased to know that he has returned to active duty in the Richmond terrtory of the Baltimore District after an extended illness.

Central Division

M. C. MALHAM, *Associate Editor*

The regular epidemic of new cars has broken out in Cleveland City Sales. FRED DREGER has a new De Soto. LOUIS KARNOK has a new Erskine, and GEORGE JOHNSON has a new Studebaker President.

The Charleston territory held its monthly sales meeting at the Charleston Office on January 24.

MISS SARA LEFEVRE, secretary to G. R. LEWIS, was injured in tripping on the stairs at Cleveland Office some time ago. She is recovering slowly but is expected to be back at the office in the very near future.

MISS BEATRICE GLASS, MISS ETHELYN PAE and MRS. HELEN DAVIS of the Cleveland District Order Department have become adherents to the art of tap dancing.

JOHN L. WILLETT, new member of the Sales Promotion Department, has entered the educational class held regularly on Saturday mornings in the Cleveland District Office.

The Cleveland Engineering Society shows on its roster the following Johns-Manville members: FRED E. DREGER, G. D. KELLOGG, H. G. FOX, N. A. HUMPHREY, J. W. BLEMKER, J. S. MEANS, E. E. DEEM, and J. S. SCALES.



Another proof that every day should have more hours. A picture of T. H. Russell taken at nine o'clock one night soon after his appointment as Supervisor of the Cleveland City Sales Department.

Western Division

E. NELSON, *Associate Editor*

Mr. and Mrs. R. W. Paul are the parents of a daughter. MR. PAUL is the Sales Supervisor of the Indianapolis Sales Office territory.

The Mineapolis Office has changed its location from the Phoenix building to the Baker building.

GEORGE MOORE, Chicago City Sales Territory, is the father of a boy, George, Jr.

RALPH C. HARDEN, Sales Manager, Western Division, made an extended trip during the early part of February to the key cities in the Southern District, holding sales meetings with all general and special men and representatives and paving the way for greater achievements.

HUGH M. BAILEY, who heads the office service department of the Western Division, is the father of a baby boy.

Friends of R. F. HOLBROOK, architectural representative of the Chicago District, are glad to hear of his recovery from an operation for appendicitis.

R. L. SINGLEY, one of the two Sales Promotion field men of the Chicago District, recently covered the Louisville territory in behalf of sales promotion. The results of his work are best summed up in a letter from W. L. BRECKINRIDGE, Sales Supervisor at Louisville: "I have been interested in following the work of Bob Singley who recently spent some time in this Sales Office Territory. In a good many instances, I have already found that the reaction to Mr. Singley's visits to lumber yards has been unusually good and, in one instance, has indirectly influenced an order which was received today. His help on several other lines including Automotive and Home Insulation results have been very good. He has promised us some special cooperation at the Lumber Dealers Convention here this month and am confident that it will be something unusual."

K. I. GANNON, Special Representative in the St. Louis District on the sales of Celite-for-concrete and asphalt planking, visited the American Road Builder's Convention at Atlantic City January 13 to 15. On his way back Mr. Gannon visited the asphalt planking factory at Dayton.

ROBERT H. SLATER recently arrived in New Orleans to take up his duties as Special Merchandising Representative for the Southern District. He was heartily welcomed by the Birmingham and New Orleans Office salesmen at a recent sales meeting. Mr. Slater was formerly Assistant Sales Promotion Manager for the Western Division.

E. T. FRANKENHOFF, Celite Department, Western Division, spent the week of January 20 in South Texas, working with the salesmen.

W. A. WALLACE, oil industry representative at Houston, has accepted a position with Taylor-Seidenbach, Incorporated, approved acoustical contractors at New Orleans.

The Dallas Territory Scandal Sheet wants to find the man who rhapsodized about "the Sunny South where the balmy zephyrs waft sweet perfume, etc." R. N. STROUP, Sales Supervisor, General Sales, Southern District, contends that Commander Byrd is wasting time and money discovering the South Pole—that he should have gone to Dallas.

T. H. M. CRAMPTON and J. HUGHERT, Special Representatives for asphalt planking from the Chicago Office, spent several days in New Orleans recently in the interest of this commodity. Mr. Crampton gave a very interesting talk on this material to the various salesmen.

A. W. GRANING, former architectural and acoustical representative, New Orleans Office, is now associated with Taylor-Seidenbach, Incorporated, newly appointed acoustical contractors.

It is a noteworthy fact and one that no doubt is largely responsible for the showing of the Western Division, that one seldom finds a sales manager, staff manager, assistant, or special representative in the office. These men are spending practically all their time in the territory, assisting salesmen, calling on the trade, and otherwise putting their sales-getting abilities to good account.

S. H. FLANAGAN, who specializes in call-

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 23 of 28
asbestosclaims.law/library/12771/23

ing on distributors of packings, refractory cements, and other power products in the Western Division, reports that the circularizing campaigns which the Sales Promotion Department is directing to distributors and their salesmen, supplemented by calls from the Sales Promotion field men, is having a marked effect on the selling organizations of J-M distributors and is beginning to be reflected in increased sales of these commodities.

Pacific Division

HAL HALLSTROM, *Associate Editor*

The employees of the Los Angeles Office extend their sympathy to GUY R. KREMER, salesman, in the loss of his mother recently.

B. P. CARPENTER, Sales Promotion field man, Los Angeles District, is the proud father of a New Year's baby, RICHARD PALMETER CARPENTER, born January 2.

The Oakland, California, Sales Office has moved to 511 Ray Building, 1924 Broadway.

Canadian Division

G. H. MEREDITH, *Associate Editor*

The address of the Vancouver, B. C. District Sales Office has been changed to 608 Pacific Coast Fire Building, 325 Howe Street.

HUGO F. SHAW, general salesman in the Saskatchewan territory, has been receiving congratulations on the birth of a daughter.

J-M International

E. A. MCLAUGHLIN, *Associate Editor*

OMINDO ARCE has been employed by the Johns-Manville International Corporation in the New York Office for more than four years, and the records show that he has never been absent.

JOHN HERNANDEZ has a remarkable record in that during eight years of employment at the New York Office he has been late only two times.



W. R. Kelty, who has been transferred from Nashua to supervise the new shingle plant at Manville, and Joe Stevens, also from Nashua, who is at Manville overseeing unloading of rigid shingle stock.

Alexandria Factory

A. L. JONES, *Associate Editor*

Several additions have been made to the big Banroc family during January. A boy was born to Mr. and Mrs. Ben Cornwall. MR. CORNWALL is employed in the shipping department at Plant No. 2. Mr. and Mrs. Dale Kelly are the parents of a son. MR. KELLY is employed on Rock Cork Gang Plant No. 2. A girl was born to Mr. and Mrs. Irl Gordon. MR. GORDON is in the accounting department. Mr. and Mrs. Victor Cullen have a baby son. MR. CULLEN is in the payroll department.

The sympathy of Alexandria employees is extended to GUY OLDFIELD in the loss of his mother January 26, and to LEE EWING in the loss of his mother January 21. Mr. Oldfield is employed in the Erection and Repair Department Plant No. 2 and Mr. Ewing is employed on Saw Gang Plant No. 2.

Among the visitors during the month of January were E. F. ADELBERGER, Dayton Office; F. C. KENYON, Cincinnati Office; D. C. RENTON, Manville Factory; and T. C. POND, C. H. HALL, M. H. STAUB, and J. F. STONE, General Headquarters.

Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

MR. PROULX, of the Machine Shop, and MRS. PROULX are the parents of a baby girl.

MR. and MRS. E. LAUZIER are the parents of a baby boy. Mr. Lauzier is employed in the Pipe Covering Department.

D. MARCOUX, of the Pipe Covering Department, and MRS. MARCOUX announce the arrival of a baby girl.

E. F. MILLETT, of the Planning Department, will be absent from work for some time, owing to a severe attack of rheumatic fever.

MISS MARION BOWER has again resumed work in the Tabulating Department, after having been ill with scarlet fever.

Further new electrical equipment has been received by the Mine and Railway Departments, consisting of two General Electric 60-ton electric locomotives and one differential motorized car.

Snowshoeing, tobogganing and skiing are in full swing.

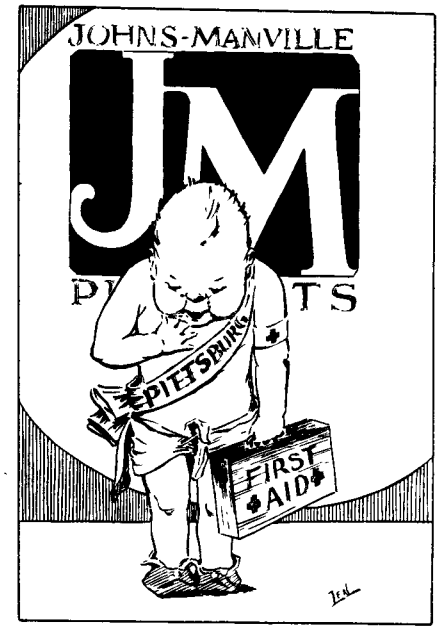
Gretna Factory

E. BELSOM, *Associate Editor*

Congratulations are being extended to SIDNEY LANDRY, press hand in the Wet End, upon the arrival of a baby son January 27.

The Gretna Factory Organization extends sympathy to E. ARCEMENT of the Punch Department for the loss of his two-year-old son, Lloyd.

Miss Nellie Gonzales, daughter of JOHN GONZALES, machinist, has just completed a three-year course in training at the Touro Infirmary, New Orleans, and has been admitted to the staff as supervisor of pediatrics.



First aid—the newest arrival at Pittsburg.

Lompoc Factory

J. H. MERRIAM, *Associate Editor*

G. M. GRAEF of the general auditor's office spent three weeks during January at Lompoc Factory in connection with J-M methods of accounting.

SHELLY JONES of the Electrical Division is the father of a baby son.

Nashua Factory

E. C. HOPKINS, *Associate Editor*

FRANK RYAN, Office Manager, Manville, New Jersey, was a recent visitor.

MISS CECILE ST. ONGE, stenographer Billing Department, after being out with a fractured hip, has returned to her duties.

MISS AURIE A. JEANNOTTE, accountant, is ill at her home.

Chrysotile Mine

FRANK DEAN, *Associate Editor*

The spirit of Christmas was evidenced at Chrysotile by colored street lights and a Christmas program at the school house. Even though the road conditions did not permit old Santa to use his sled, he arrived at the school heavily laden. A delightful program, arranged by the teachers, Miss Barnett and Miss Jackson, was given by the pupils.

TRINIDAD CORRAL, small son of POLICARPO CORRAL, who broke his leg some time ago while stunt riding on a burro, is reported getting along well in the hospital at Globe.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/24

Manville Factory

C. R. HOCKENBURY, *Associate Editor*

W. GARRITY of Waukegan stopped at Manville for a day on his way from Nashua to Waukegan.

H. T. BRODERSEN of Pittsburg, California, after spending a few weeks at the Nashua Plant helping to develop some of the new Rigid Shingle colors, visited at Manville.

Research and Development Dept.

C. P. BERNARD, formerly chemist at the Philadelphia Rubber Works, Oakes, Pennsylvania, has joined the force of the service laboratory.

A. CAHILL has been transferred from the Control Department, Manville Factory, to the service laboratory.

F. P. DIENER of the Universal-Atlas Portland Cement Company will be with the concrete section for several months on co-operative developmental work.

S. W. BENHAM, formerly of the Portland Cement Association Laboratory in Chicago, has recently come as assistant to G. A. SMITH in the concrete research work in the interest of the use of Celite for improving the workability of concrete. Mr. Benham has been with the Portland Cement Association Laboratory a number of years and has had considerable experience in studying the various properties of concrete which are of much importance in engineering design.

Waukegan Factory

H. W. DEIBLER, *Associate Editor*

M. FITZGERALD, machinist, Shingle Company, Waukegan Factory, is recovering from an attack of pneumonia.

MIKE BARONOVIC of the Wood Company, Waukegan Factory, announces the birth of a son, who has been named Rudolph.

First Aid at Pittsburg

During the month of November 1929, 20 J-M employees at Pittsburg Factory received the 10-hour preliminary First-Aid instruction of the U. S. Bureau of Mines.

In order that the men may continue with their training, they have been organized into teams, and with eight new men there are now four seven-man teams training under Fred Mason, trainer for the Columbia Steel Corporation of Pittsburg, California. Earl Spitzer, Safety Engineer of the Columbia Steel, has been of great assistance in helping to organize.

Two teams meet each Tuesday night for an hour and a half and are put through their paces by Mr. Mason. All of the men are very enthusiastic and take a great interest in the work.

The factory expects real benefits from this work and it is hoped that at some time in the future, arrangements can be made to enter into competition with other industries in the San Francisco Bay district. An invitation has been received to enter the Annual First-Aid Meet under the auspices of the California Safety Society to be held in San Francisco on May 14.

SPORTS

Six factories and two sales offices were represented when Nashua Factory men held a banquet at the Nashua Country Club January 14 for the men of the Boston office.

The bowling match which followed the banquet was won by Boston with a score of 3,264 against Nashua's 3,565. Each had three teams. The first three highest bowlers were, Cushman, Boston, 294; Richard Farrell, Nashua, 288; McCabe, Boston, 286.



Safety teams at Pittsburg Factory. (Front Row) F. C. Woods, B. B. McKinney, D. C. Santo, E. L. Adams, secretary; Fred Mason, of Columbia Steel Corporation, trainer; William Elder, J. Henderson, and R. Melvin. (Middle Row) A. G. Knaak, P. M. Jump, L. W. Coughran, Captain No. 1 Team; R. E. McDonald, Captain No. 2 Team; E. Drown, President; Leonard Bardsley, Captain No. 4 Team; H. G. Baker, Captain No. 3 Team; R. L. Wright, and R. T. Gapen. (Back Row) A. W. Montague, R. J. Welsh, L. E. Knight, W. F. Wilkinson, J. R. Watson, J. Nisonger, H. H. Robinson, R. H. Perow, P. S. Fleetwood, and Noal Bagby



Manville Factory Bowling Team (left to right) front row: H. Thompson, A. Batcho, E. Petras. Back row: J. Verba, M. Badner, W. Chernesky

With a gold pin at stake, emblematic of the Cincinnati championship of Johns-Manville, two teams from Cincinnati Factory met two teams from the Cincinnati Sales Office on January 11.

When the cloud of flying splinters had cleared away, the factory teams had chalked up a total of 4,506, 438 more than the Sales Office total of 4,068.

Mr. Spangler, factory manager, rolling as lead-off man for the factory first team, had high three game total with 599 pins.

The Packing bowling team at Waukegan Factory set an exceptionally high mark in the J-M league on January 10 when they totalled 2,965 pins for the three games, which is the highest score ever made in the league.

The Asbestos hockey league provides much excitement and the teams are so evenly matched that it is rather difficult to speculate on who the victors will be at the end of the season.

Shingle Company bowlers of the J-M Bowling League at Waukegan set a new high mark for single game of 1,051, January 24.

The Asbestos Bowling Team in the City Industrial League, finished the first half in fourth place and are in second place for the second half. Three games have been bowled in this half.

The 18 to 16 victory over Air Reduction Sales Corporation basketeers on February 19 marked the seventh straight win of the J-M quintet, general headquarters, in the Grant Central Athletic Association tournament.

On February 4 they won a 30 to 17 game from the Combustion Engineering Corporation, and on January 28 a 41 to 13 victory was scored on the General Foods team.

Published by AsbestosClaims.Law
ACL Doc 12771 · Page 25 of 28
asbestosclaims.law/library/12771/25

The Manville Factory basketball team defeated the First Baptist Church, of Somerville, in a game played on the latter's court, on January 30.

Although completely outclassed in the first half, the Manville team came back strong in the second half to overcome a 21 to 12 lead, winning by the score of 26 to 23.

The Manville line-up follows: Stafford, Drake and Emmons, forwards; Paulson and Soriano, centers; Traney, H. Palumbo and Miller, guards.

Foremen Conferences Are Held at Asbestos

A plan of foremen training, a little different from that effective in all factories last year, has been put into effect at Asbestos, with success. The plan is known as the Foremen's Conferences, and consists of a series of ten conferences, at which there is an outside speaker or one of the local management supported by moving pictures, exhibits and charts. The original enrollment was one hundred which has grown to one hundred and thirty-six.

The first meeting was J-M Night, held on November 15. The conference was called to order by the chairman, B. S. MacMillian, who introduced C. H. Shoemaker, vice president of Canadian Johns-Manville Co., Ltd.

Mr. Shoemaker gave a short talk, outlining the plans and purpose of the conferences, and urged all to participate in the discussions. At the conclusion of his talk, the three-reel film, "The Story of Asbestos," was shown.

After the picture, A. D. Tector, Assistant Factory Superintendent, gave a short talk on J-M products made from Asbestos, their uses and a description of processing.

The second conference was held December 5 and was devoted to safety. The conference was opened by several selections on the bagpipes by Mr. Campbell, in full Highland regalia. Three safety films were shown, which were supplied by the Quebec Safety League. Following the showing of the films, the "Asbestos Serenaders" sang.

Mr. Gaboury, manager of the Quebec Safety League, gave a very interesting talk on Safety and Accident Prevention, first in French and then in English.

Dr. E. L. Moumblow, Mine Maintenance Foreman, was the first speaker for the evening. "Waste Control" was discussed. The keynote of his talk was that inspection was the first step, thus finding the weaknesses and repairing them before a breakdown occurs. He gave his talk first in French and then in English.

Mr. Shoemaker was introduced as the next speaker, speaking on waste and, by means of charts, showed how much money was spent each year on account of waste.

The fourth conference was held January 10, the attendance reaching close to two hundred and fifty, due to the attendance of the wives of the regular group and invited guests.

The speaker, Dr. Arthur Payne, a well-known psychologist, addressed the meeting, speaking on "The Foreman — selecting, training and handling of men."

This meeting was the subject of conversation for several days, which was evidenced by the intersprinkling of such words as "introvert," "extravert" and "ego" in local conversation.

Electrical Night was held January 23. The first speaker was Mr. Jackson, Electrical Superintendent, who talked on the "Code of the Electrical Department," following which speech there was a comic recitation by Mr. Borror, Assistant Mine Superintendent.

Mr. Mochon, Electrical Inspector for Quebec, gave an interesting talk on electrical installation and inspection.

Increase in Raw Materials

During the year 1929 a big increase in raw material receipts was made at Pittsburg Factory over 1928. The following table shows the number of in-bound cars of raw material:

	1928	1929
January	15	95
February	10	83
March	22	61
April	28	122
May	22	112
June	50	84
July	103	101
August	100	114
September	79	102
October	124	173
November	101	80
December	78	41
	732	1168

Manville to have New Bank

With construction progressing rapidly, it is expected that the new Manville National Bank will be ready for occupancy by April 1. The B. F. Greasheimer Construction Company, of Manville, has the general contract.

Directors for 1930 are F. W. Remsen, N. Weiss, E. F. Onka, B. Meyer, E. Garretson, A. Grimm, C. D. Smith and B. A. Copeland.

The Manville Bank is a great help and convenience to Manville employees, whose savings accounts total approximately $325,000. The deposits of the bank have grown from $102.000 in January, 1927, to $623,000 in January, 1930.

Answers to Questions on Page 10

51. Corrugation gives more structural strength and provides a wider range of applications.

52. Finely-divided natural diatomaceous silica (Celite) for use as a mild abrasive in polishes and as an inert mineral filler for various purposes.

53. Buenos Aires, Argentina; Rio de Janeiro and Sao Paulo, Brazil; Santiago, Chile; Cali and Bogota, Colombia; Quito, Ecuador; Lima, Peru; Montevideo, Uruguay; Caracas and Maracaibo, Venezuela.

54. A punched felt composed of asbestos fibre and goat hair, used in acoustical treatment.

55. Insulating board used to line engine box as a sound insulation measure.

56. Waterproofing is used where the protected area is subject to water under pressure. Damp-proofing is used where no pressure exists.

57. Scientifically compounded cementatious materials that will withstand high temperatures and other furnace conditions when used for setting fire brick, wash-coating furnace interiors, patching, and as monolithic linings in industrial furnaces.

58. The entire sales activity is carried on under the name of Johns-Manville Sales Corporation.

59. A base of W. R. Corrugated Transite, levelled by a cork mastic fill, and one or more layers of sheet-cork. The surface is finished with an Asbestos Built-up roof (alternate layers of asbestos felt and asphalt).

60. Plain and corrugated asbestos sheets cemented together to an approximate thickness of one-quarter inch for use in insulating pipes of hot-air heaters and furnaces.

Correction

Through error J. H. Peterson, special representative of the San Francisco District office, was referred to in the January Circle as a Pacific Division Sales Promotion man.

Central Division Chief Line and Staff Executives

(*Pictures on opposite page*)

G. R. Lewis, Sales Manager.

District Sales Managers: F. T. Jones, Cleveland; E. F. Boyle, Detroit; E. W. Rosenberger, Pittsburgh; H. L. Steiner, Cincinnati.

Building Materials Distribution Department: W. B. Walter, Sales Manager; Sales Supervisors: J. S. Means, H. G. Fox, E. E. Deem, W. C. Craig, E. J. Gordon, B. G. Chappee (photograph not shown).

Power Products Distribution Department: G. E. Grimshaw, Sales Manager.

Automotive Distribution Department: P. B. Geitz, Sales Manager; Sales Supervisor, J. R. Cutter.

Industrial Department: Eugene Dowling, Sales Manager: Sales Supervisors: J. W. Hemphill, Jr., John Pennington.

Transportation and Government Department: C. E. Murphy, Sales Manager.

Sales Engineering Department: Sales Engineers: L. V. Bohannon, N. A. Humphrey, S. J. Polcar.

Architectural Service Department: G. D. Kellogg, Manager.

Sales Promotion Department: M. C. Malham, Manager.

W. T. Guion, Office Manager.

H. B. Freeman, Credit Supervisor.

Published by AsbestosClaims.Law

asbestosclaims.law/library/12771/26



E. W. ROSENBERGER



F. T. JONES



G. R. LEWIS
Sales Manager



E. F. BOYLE



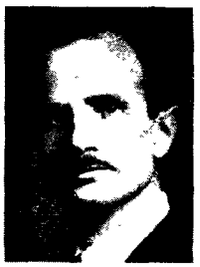
H. L. STEINER

Central Division Chief Line and Staff Executives

(*Titles on page 26*)



W. B. WALTER



J. S. MEANS



H. G. FOX



E. E. DEEM



W. C. CRAIG



E. J. GORDON



G. E. GRIMSHAW



P. B. GEITZ



J. R. CUTTER



EUGENE DOWLING



J. W. HEMPHILL, JR.



JOHN PENNINGTON



C. E. MURPHY



L. V. BOHANNON



N. A. HUMPHREY



S. J. POLCAR



G. D. KELLOGG



M. C. MALHAM

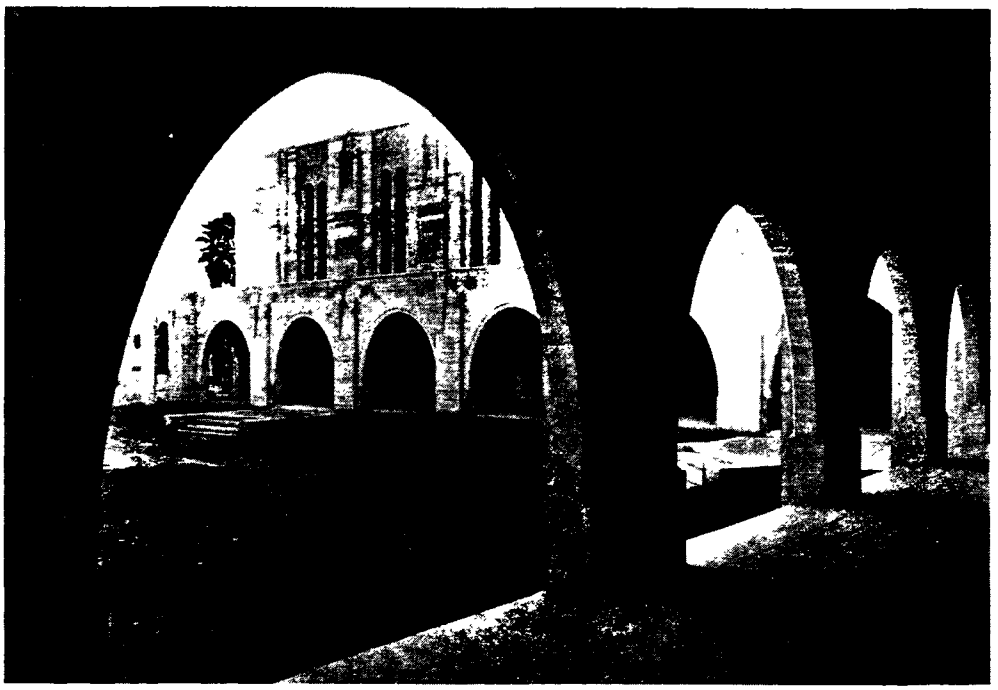


W. T. GUION



H. B. FREEMAN

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/27



Cloisters of Hollywood Church of Jesus Christ, Latter Day Saints, Los Angeles—the building monolithically cast with Celite-concrete

CELITE

FOR BETTER CONCRETE, MORTAR AND STUCCO

IMPROVED workability . . . assured uniformity . . . greater average strength . . . better appearance . . . water tightness—these are outstanding qualities Celite imparts to concrete, mortar and stucco.

Celite—a diatomaceous silica of high purity and extreme fineness — is not a substitute for cement, but is added to the mixture because it insures high quality concrete under average field conditions. Celite is effectively used for buildings, bridges, tunnels, dams, and similar structures.

The smooth, uniform texture of Celite-concrete provides a surface free from honeycombing. Decorative treatments can be placed directly on the concrete—no plastering or patching being required.

The increased workability of Celite-concrete makes possible the pouring of intricate designs and bas-relief effects.

JOHNS-MANVILLE JM PRODUCTS

CELITE-FOR-CONCRETE IS A J-M QUALITY PRODUCT

PRINTED IN U. S. A

Published by AsbestosClaims.Law
asbestosclaims.law/library/12771/28