The JOHNS-MANVILLE JM PRODUCTS Circle

MAY-JUNE, 1930



FOR AND ABOUT JOHNS-MANVILLE EMPLOYEES

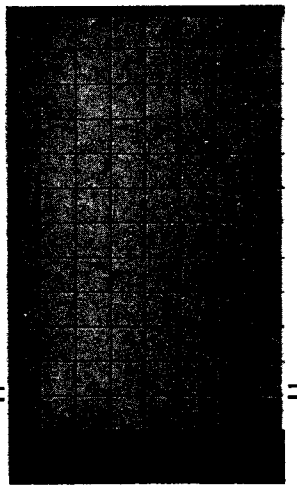
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PERMANENT WALLS
OF COLOR AND DISTINCTION

COLOR in the kitchen, in the bathroom, in the nursery! Everywhere color. And to complement brightly hued furnishings, the walls must *harmonize*.

When color allies itself with permanence, beauty and ease of keeping immaculate, an ideal interior finish results. J-M Asbestos Wall Tile — composed of asbestos and portland cement, lacquered with bright enamel — combines these features and the additional ones of being fireproof and waterproof. Wiping with a moist cloth keeps it clean and sanitary.



With colorful sheets of wall tile, an installation is simply and easily made in new construction or in re-decorating. The sheets of standard size are grooved in squares, giving the effect of individual units.

Four colors—light blue, light green, ivory and white—afford a pleasing selection. Contrast may be effected in the base and cap, which come in the same colors as the tile, as well as in black.

Asbestos Wall Tile is held in place by non-corrosive brass clips and strips.

ASBESTOS WALL TILE IS A J-M QUALITY PRODUCT

JOHNS-MANVILLE JM PRODUCTS

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THE J-M CIRCLE

MAY-JUNE 1930

New type of small home—

Brisbane steel frame cottage

uses J-M building materials

Out of steel framing and Johns-Manville Transite has grown something new; something different in the way of homes for the working man—the Brisbane Cottage. These small compact houses are the result of a long period of planning and development.

Some time ago the Steel Frame House Company of Pittsburgh (subsidiary of the McClintic-Marshall Corporation) developed a novel method of standardizing steel framing consisting of light steel sections welded together in various forms such as steel joists, steel frame beams, and so on. These forms are fabricated full of holes, enabling them to be readily assembled and at the same time providing means for fastening covering material to them. Only comparatively few standard shapes are required to completely frame any residence directly from the architects' blue prints. A number of residences have been successfully completed in various parts of the country.

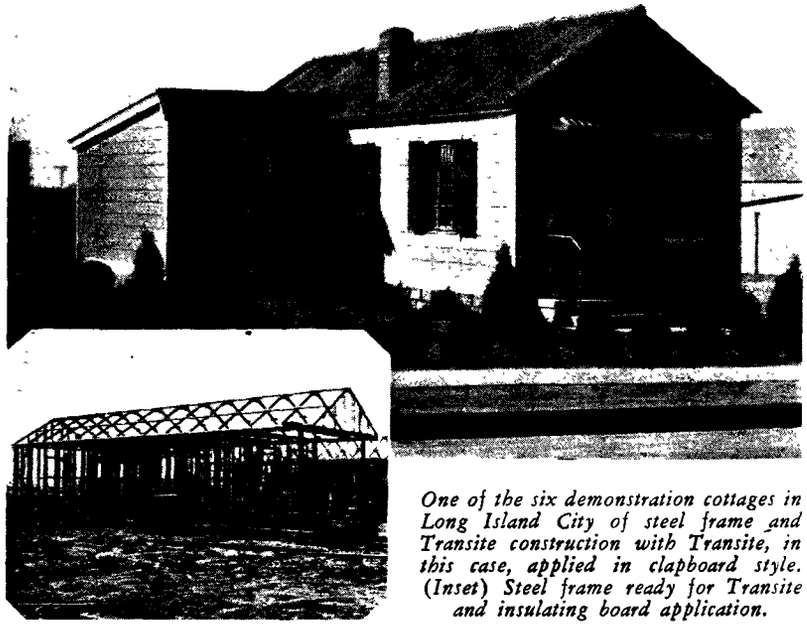
During this time C. J. Beckwith, staff manager, building materials distribution department, worked with the Steel Frame House Company in an endeavor to combine Transite and steel framing in an inexpensive well-planned house. Mr. Beckwith was assisted by P. A. Voigt, staff engineer, General Headquarters, in this work.

Later on, Arthur Brisbane, world-famous editor and publicist, became very much interested in a type of small, low priced bungalow for the working man. In this connection, considerable investigation, engineering and architectural work was done jointly by the Steel Frame House Company and Johns-Manville, the result being the development of the Brisbane Cottage.

Six demonstration cottages have been erected on Queens Boulevard at 34th Street in Long Island City, New York, and serve as a model showroom for this company. The interiors have been decorated and furnished by a New York department store. Different period designs have been followed in the several cottages to show how cozy they can be made.

Transite Corrugated is used as roofing on each of the houses—four of which have Flat Transite and half-timber construction, one has Transite Colonial clapboard siding, and the other is Flat Transite finished with exterior Solidon rough troweled stucco effect. With the exception of the stucco type, all of the cottages have been painted. Each house has a garage of Transite and steel attached to it.

Transite is used for the window sills, shutters and cornices



One of the six demonstration cottages in Long Island City of steel frame and Transite construction with Transite, in this case, applied in clapboard style. (Inset) Steel frame ready for Transite and insulating board application.

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A Message from the President

To All Employees

E ARE going through a period of economic strain. Six months of this period is behind us. It is logical to ask ourselves what lies ahead and what can we do about it.

Only a few short months ago certain prophets stated that the business cycle was a thing of the past. It is clearly apparent to every one now that the old formula is still working.

Pessimism always follows—it does not precede a panic. It ought to be just the reverse. The right time for pessimism is just before the peak, when prices are inflated and money is too high; when extravagance is rampant and old fashioned economy has become a thing of the past. The time for optimism is when prices are down, when efficiency and hard work are in fashion and hard times are with us. The fact that six months of the current period of depression is behind us is a real cause for optimism. Although we may not recognize it, the turning point is near at hand and prosperity is again in the making.

During the period from 1900 to 1910 American business laid the foundation for modern industry as we know it. Old ways were being discarded—new ideas were being born. From 1910 to 1920 the great cry of the world was for more goods—volume production—at any cost. The art of salesmanship languished. The ground work for factory efficiency was laid. The depression of 1921 left the factories of America with scarcely half enough volume to keep them busy. And as a result the period from 1920 to 1930 was a decade of super merchandising and salesmanship, backed by intensified manufacturing efficiency that reduced the factory cost of finished products. The keynote was volume sales at any cost. So great were the requirements of volume that Time Payment Credit Plans became a necessity, advertising expenditures increased by leaps and bounds, sales costs went up and up until the law of diminishing returns began to apply. Thus duplications and waste used up part of the savings that had been attained by efficiency in production. Many other economic factors were coincident with this development but these basic facts concerning the past indicate clearly the work that lies ahead.

Our job—today—in preparation for the 1930 to 1940 period is to find a way to *reduce the cost of selling and distributing goods* so that we can command leadership through our ability to give our customers the lowest possible price and the highest possible quality and service. We cannot live upon the reputation of the past. Business is the science of service. A business that is not founded upon efficiency and conducted with economy and sincerity cannot endure. Individuals can prosper and progress only as the organization makes adequate profits to foster growth.

As you know, Marshall Field, Andrew Carnegie, and similar business leaders of the past laid plans for their most important business expansions immediately following panics and that is the policy of our company today. We are using this period in vigorously making preparations for the era of opportunity that is bound to follow.

Our job today—yours and mine—is to devote every ounce of energy we have towards getting current business, and in building soundly for the future. We must eliminate every form of waste that has crept in during the past period of prosperity. We must not only improve service, but conduct the business more economically. We must have our best men *selling goods* with fewer people telling them how to sell and keeping records of what has been sold. We must realize that products efficiently manufactured, distributed to our customers at the lowest possible cost, consistent with adequate profits, will do more to help bring back the economic prosperity of the country than anything else that we, as individuals, can do.

Johns-Manville had its beginning seventy-two years ago. It has gone through many a period of economic depression. We are making great strides in perfecting the organization and in reducing costs of selling as well as manufacturing. The spirit of confidence, aggressiveness and enthusiasm is apparent in every department. I am, today, more confident and optimistic of Johns-Manville's future than ever before. The trying period through which we are now going can do no more than test our stamina and ability to meet the bigger problems that lie ahead during the next ten years. Let every Johns-Manville man see clearly what must be done. Then let's put our shoulder to the wheel and do it quickly and efficiently. Our Job—To-Day—is to lay the foundation for the greater Johns-Manville of tomorrow.

LEWIS H. BROWN,
President.

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On the interior it is used as base boards, door trim, and complete window casing. The walls and ceilings are covered with J-M insulating board finished with Solidon plaster. The walls of the bathroom and kitchen are neatly finished with Asbestos Wall Tile in appropriate colors. One house has only been partly finished on the inside to show the various stages of construction from steel framing through to the finished room.

The standard house includes a living room, kitchen, bedroom and bath. It is so planned that a garage or additional rooms can be added from time to time as extra space is required.

It is obvious that the cottages, being composed of steel and Transite, are fireproof, weather resisting and of low maintenance. The constant stream of visitors showing great interest proves that the experiment was a success. Inquiries have shown that the clapboard type is in most demand and it is this building that will be featured. The Steel Frame House Company has received many orders for the houses and plans have been made to operate on a large scale, with an output of 40 houses per day, under improved factory methods.

Approximately 30 acres have been purchased on Long Island on which an assembly plant is being erected. Both this company and J-M ship materials in carload quantities to the assembly plant where the houses are built completely ready for delivery.

Standard equipment includes, in addition to the house itself, an electric refrigerator, kitchen cabinet, stove, heating plant, electric wiring and fixtures, and complete bathroom fixtures.

The houses are delivered by means of a specially built truck to the owner's property and set on a previously constructed foundation. As soon as plumbing and lighting connections can be made the house is ready for occupancy.

The cottages provide many desirable features and are ideal for use as seashore bungalows or for summer camps.

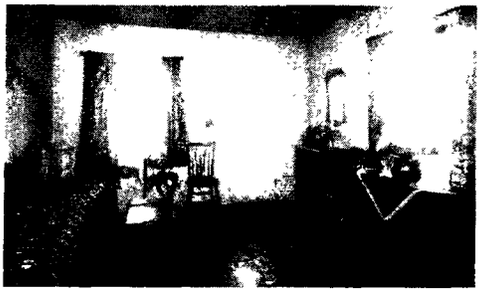
The cost of the cottages ranges from $1997 up, according to individual requirements and can be paid for on the deferred payment plan extending over a period up to 10 years if desired.

Johns-Manville has received an initial order for materials for 200 houses.









Interior views in Brisbane cottages showing J-M Asbestos Wall Tile in kitchen and bathroom.

Nashua Factory escapes damage in sweeping fire

The fire which swept Nashua, New Hampshire, on May 5, causing an estimated damage of $5,000,000, did not reach the Johns-Manville plant, although the flames were within 400 yards of the ebony finishing building at one time.

In a letter to General Headquarters, J. C. MacIldowie, manager, stated, "Fortunately for us the wind was blowing due south; had it shifted to the east in the afternoon as it did late last night, we would have been in a bad way."

Nearly 200 homes were destroyed by fire—twelve of which were those of J-M employees.

Three industrial plants, a church and a parochial school were razed by the conflagration.

Sales agents change name

The name of "Les Produits du Kieselguhr Francaise" has been changed to "Johns-Manville Continental Corporation."

This company acts as J-M sales agents in Paris, and their territory covers France, Spain, Portugal and Italy, as well as all the French, Spanish and Portuguese colonies.

Noiseless turnstiles installed

"The plan clicks but the turnstiles don't" was the caption of a picture that appeared in a New York paper recently which showed the new noiseless subway turnstiles. Among the group standing before the turnstiles was Lewis H. Brown, President, who is chairman of the Noise Abatement Commission.

The turnstiles in the subway system in Grand Central Station are all equipped with a noise-reducing device which is being tested to make sure that it stands up mechanically before installation is made throughout the city.

Interborough Rapid Transit engineers worked on the problem after the noise abatement commission had reported on the noise measurement in the city, which included noise in subway stations. The development of the noiseless turnstiles is this company's contribution to the noise abatement campaign.

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Southern Division established; John M. Taylor made manager

A SOUTHERN DIVISION has been established by the Johns-Manville Sales Corporation with headquarters at New Orleans. J. M. Taylor, formerly sales manager, southern district, Western Division, was made division sales manager.



J. M. TAYLOR

The territory included in the new Division was previously a part of the Eastern and Western Divisions. It is made up of the entire states of Alabama, Florida, Georgia, Louisiana and Mississippi. All of Texas except El Paso County and all of Tennessee except a few towns in Claiborne County are included, and also parts of Arkansas, Kentucky, Missouri, North Carolina, South Carolina, and a town in Virginia.

Mr. Taylor, the new manager, started with Johns-Manville at St. Louis in February, 1915, as a salesman. On January 1, 1916, he was made New Orleans district manager. He was promoted to sales manager of the Chicago branch in 1925. Since December 1, 1927, he has been sales manager, southern district, Western Division.

Previous to his connection with Johns-Manville, Mr. Taylor had been with the Illinois Central Railroad and for five years he was sales manager of the Cochran Pipe Wrench and Mfg. Co. at Chicago.

Listing under packing causes amusing incidents

In the classified section of the Columbus telephone directory, Johns-Manville Sales Corporation is listed under "packing." Several amusing incidents have occurred in the past few months over this listing.

Recently, a farmer's wife called up, asking whether or not the company did "custom killing." It seemed that this lady had a hog she desired to have killed, and seeing the listing under packing, decided that this was J-M's business.

Another call was received, asking whether or not the company would pack dishes for shipment to California.

Distributor starts contest

H. S. King and Son, building material distributors at Warren, Pennsylvania, made their initial appearance on the air on April 24, broadcasting from Station WLBW, Oil City, Pennsylvania.

The basis for the broadcast was the announcement of a contest to develop a slogan of not over five words pertaining to their store, their service and J-M rigid asbestos shingles. The announcement was made in connection with a musical program given during the broadcast.

The award for the winning slogan is to be a discount on a new roof. The discount will be 25%, amounting to not less than $25.

Gretna adds warehouse

Additional warehouse facilities have been leased at Gretna for storing ragfelt and asbestos roofing. This warehouse contains approximately 45,000 square feet of floor space and adjoins the shingle factory. It is located on the Southern Pacific, Texas and Pacific and Missouri Pacific railroads.

Safety committee active

Since it was established on February 17, the safety committee at Weaver-Henry Factory has launched an active program. Speakers on safety subjects have been scheduled, new fire rules completed, and many worth while recommendations submitted. Up to May 1, twenty-seven recommendations were received by the committee, and of these seventeen have been carried out.

Members of the committee are W. H. Foster, chairman, S. Lane, L. F. Sackman, W. E. Glore, F. T. Hill and R. C. Florey, secretary.

Traveling electric display available for distributors

A new selling help for dealers has been announced by the display and test area section, sales promotion department. It is a traveling electric display in compact form, available for brake service stations, building material distributors, and home insulation contractors.

Variety of messages is possible since the display is equipped with films of from 28 to 30 words. The brilliantly lighted message travels across the face of the sign which is of colored glass.

The display is designed for use in windows, on counters and for booths and exhibits at fairs. It is operated by plugging into a light socket.

Brake problems treated in newly issued manual

A comprehensive treatment of brake problems appears in the Brake Reliner's Manual, recently issued by Johns-Manville. The book contains 116 pages and is profusely illustrated with pictures and diagrams.

Subjects treated include fundamentals of brake adjustment, relining brakes, cars and brake adjustments, brake troubles and their remedies, service station equipment, and a Johns-Manville automotive catalog, which lists the complete J-M automotive line, and the selling helps available.

Vitribestos for large stack

Vitribestos stack lining will be used for the 518-foot stack of one of Canada's tallest buildings—the new Bank of Commerce building at Toronto, Ontario. Production of Vitribestos for this job was handled by the Asbestos Factory.

Large shipment made

The largest shipment from Gretna Factory was made March 19 for account of the government department and consisted of 997 squares (259,220 pieces) No. 10 mottled red shingles. Shipment was forwarded for Panama on the United Fruit Company's S.S. Cartago.

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Foremen's conferences continued at Asbestos

The sixth of a series of foremen's conferences at Asbestos, Quebec, was held on February 20, with an attendance of 175. R. S. Gardner, assistant general manager, gave a preliminary talk on "Company Policy."

The principal speaker of the evening was H. J. Bowen, superintendent of the Bell Telephone Company, whose subject was "The Foreman's Responsibility to his Job, his Company, and his Men." He stressed the slogan "If your company is worth working for, give it your best."

"First aid" was the subject for the seventh conference which was held on March 6, with an attendance of 150.

The opening talk was given by Dr. R. H. Stevenson, of the local staff, and a moving picture "First Aid to an Injured Miner by a Miner" was shown, through the courtesy of the U. S. Bureau of Mines.

The principal speaker of the evening was George Greenfield, safety engineer, Canadian Car Foundry Company.

The eighth conference was held on March 20 and was devoted to "Costs."

W. N. Rook, office manager, was the speaker of the evening. He spoke on "Cost Statements — Preparation and Use." R. J. Morrison, factory foreman, explained how he made use of his department's statements.

C. H. Shoemaker made a few timely remarks in connection with economies.

New York Metropolitan District completes service distributor set-up

THE New York Metropolitan District, Eastern Division, is the first to complete the service distributor set-up as worked out by the market analysis section. Twelve service distributors, eight of which are new since the first of the year, and one independent distributor have signed the J-M franchise through the efforts of William A. O'Hara, special representative, merchandising building materials, and the men in the field.



W. A. O'HARA

The service distributors carry a complete line of building materials and with the exception of three in this district the Johns-Manville line is carried exclusively.

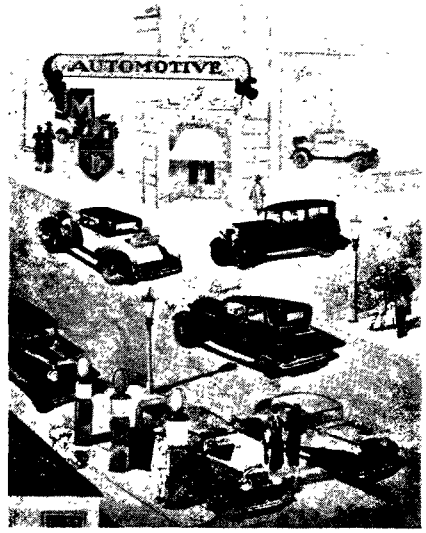
Through these service distributors 500 new accounts of regular distributors have resulted.

On Mr. O'Hara's first call upon a prospective service distributor he left a folder outlining the advantages of the J-M franchise and an analysis of the prospective distributor's territory. The folder covers brief descriptions of products, details of the merchandising plan, proposed territory with a tabulation of population, and names of firms representing potential building materials outlets with estimated purchases.

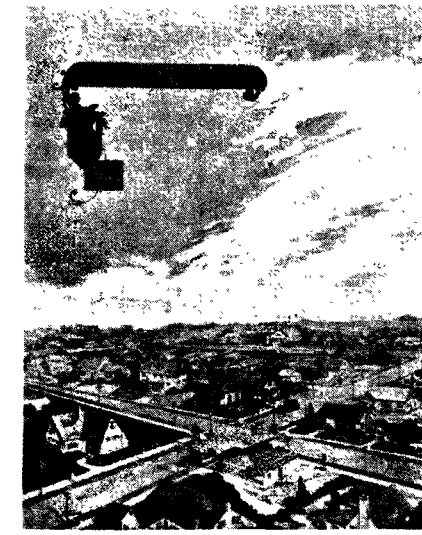
During a second call, Mr. O'Hara arranged a display of products.

The service distributor set-up for the Metropolitan District now includes the following organizations: Bayonne Steel Products Company, Newark, New Jersey; Kelley Plasterboard Company, Delawanna, New Jersey; Cameron Lumber Company, Newburgh, New York; Mahlstedt Millwork Corporation, New Rochelle, New York; E. J. Gomersall, Garden City, New York; A. W. Burritt Company, Inc., Bridgeport, Connecticut; J. E. Smith & Company, Waterbury, Connecticut; Lampson Lumber Company, New Haven, Connecticut; Capital City Lumber Company, Hartford, Connecticut; Wright Lumber Company, New York City (insulating board only); Dempsey, Driscoll & Dempsey, Inc., Bronx, New York (insulating board only); Roofers Materials, Inc., Brooklyn, New York (rigid asbestos shingles only); and A. B. Newbury Company, Toms River, New Jersey.

Success is sweet. And the winning of it is hard, except for one who has clear vision, high purpose and dauntless courage.—*Clipped.*



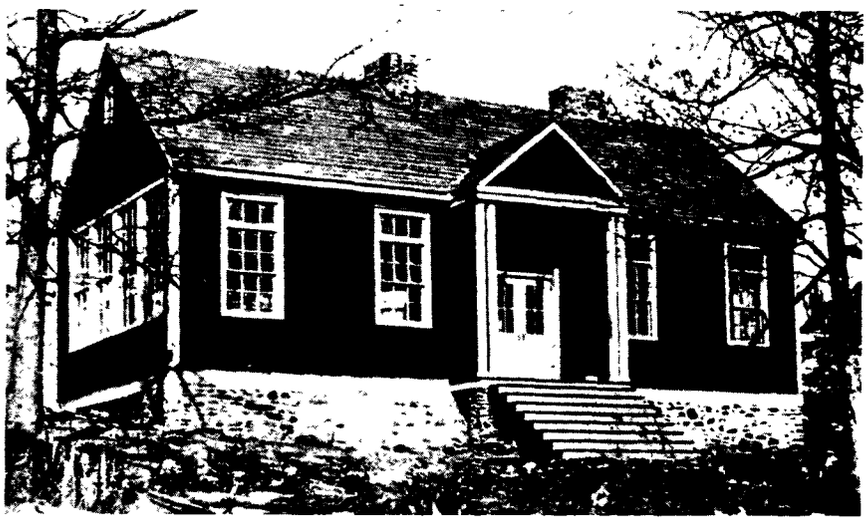




"Interior decorations" in the sales promotion office, Pacific Division, designed by Mr. and Mrs. Hal Hallstrom.

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"President's school" has J-M roof



A GREAT deal of attention has been turned to the community school in the Blue Ridge region of Virginia established by President Herbert Hoover and a few of his friends.

The need for school privileges was realized by President Hoover through his acquaintance with Ray Burraker, a twelve-year old mountain lad who had presented the President with a live opossum during a vacation trip at the Hoovers' summer camp in Shenandoah Park, Virginia.

The schoolhouse has accommodations for 30 pupils.

It is interesting to know that a Johns-Manville roof was chosen for the school —number five green veneer asbestos shingles being used.

J-M System of Sound Isolation now added to acoustical line

By R. V. PARSONS
Consulting engineer, acoustical section

The J-M System of Sound Isolation has just been added to the company's line of acoustical products. This system was developed by the Stevens Sound Proofing Company in 1915, and constituted the only organized system of sound isolation available up to 1927.

The system is designed to prevent the transmission of sound and vibration through buildings, and to isolate or float mechanical devices on resilient bases, and prevent the communication of vibration to building structures.

In the insulation against the transmission of sound through the walls, floors and ceilings, it provides architects and builders with an efficient sound insulator that is light in weight, does not necessitate extraordinary thicknesses in walls and floors, and which may be economically applied in practical use without the constant supervision of skilled engineers.

The system, which includes patented isolating devices for supporting floors, finished wall surfaces and suspended ceilings, has met with a wide acceptance in the architectural field, and is easily the most practical, efficient and successful system of sound insulation on the market. Thousands of successful installations have been made, and provide excellent references. The system has a practically universal appeal to builders.

The system may be employed for preventing the transmission of sound between apartments, in hotels, hospitals and for a large variety of special demands. The system has been used and is highly endorsed by the National Broadcasting Company, the Columbia Broadcasting Company and the Crosley Studios for the rigorous sound insulating demands in their broadcasting studios. Bowling alleys, ballrooms and mechanical equipment on the order of printing presses, laundry machinery, motor generator sets and ventilating machinery have been successfully isolated through the use of the J-M system.

A. S. M. E. group hears talk

A short talk on the value of asbestos products in the industrial and manufacturing field was given on March 19 by J. V. Welsh, oil industry salesman, Los Angeles district, and the film "The Story of Asbestos" was shown by B. P. Carpenter, sales promotion field man, Los Angeles district, before members of the American Society of Mechanical Engineers, attending the Oil Equipment and Engineering Exposition, in Los Angeles. Fifty men were present.

Huge brake block made



The largest brake block ever made by J-M has been completed at Waukegan and was shipped on March 12 to the Orleans Dredging Company. The block was ten feet, two inches outside diameter by seven feet, ten inches inside diameter. The width was 12 inches and the weight nearly a half ton. The block, which was moulded in sixteen segments, is to be used on a cone clutch.

The picture, above, shows Max Scholz, foreman of the brake block department, in the center of the block.

Credit group addressed

W. Hancock, credit supervisor, J-M International Corporation, recently addressed a meeting of the hardware group of the Credit Interchange Bureau on the subject of foreign collections.

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NEW USES NEWS

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

XIX. Miscellaneous uses for various products

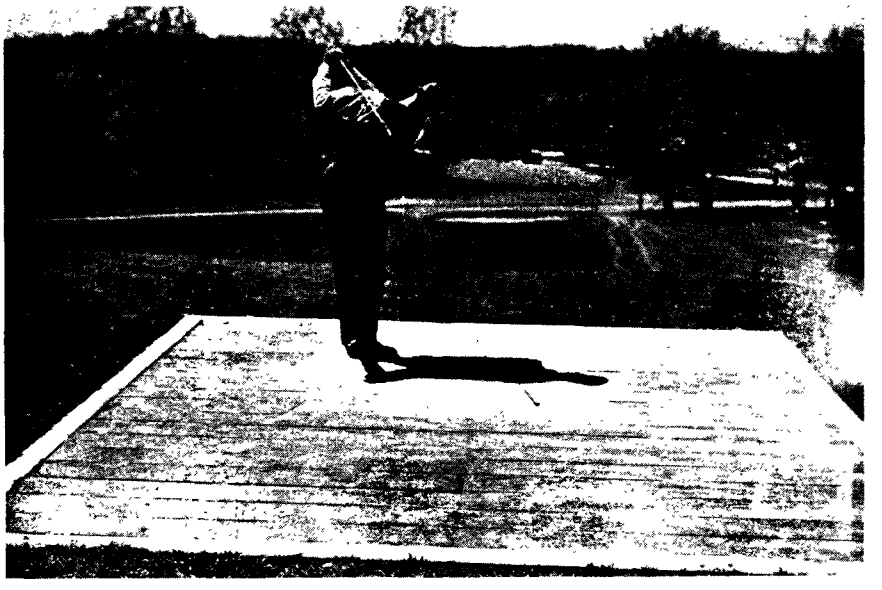
Asphalt bridge plank is used for golf course tees

The obvious answer to the question, "For what is asphalt bridge plank used?" would be, "On *bridges,* to be sure!" Yet there is another use for it—quite an unusual one told about by E. F. Adelberger, Dayton territory supervisor, who states,

"The latter part of last fall we applied bridge planking to a golf tee at the Dayton community golf course. This tee was put down with a concrete base 12-feet by 12-feet and bridge planking applied, using a cocoa mat filled with sand in the center of the tee from which to drive off."

This tee proved so successful that an order has been closed for 19 additional tees on the golf course with the same dimensions as the one applied for approval.

The course is 36 holes, and it is hoped before the year is over to install the entire 36 tees with bridge planking. The material has proven very satisfactory for a footing to the golfer, either with gummed shoes or spikes.



E. F. Adelberger, Dayton territory supervisor, driving from eighth hole at the Community Golf Course, Dayton, Ohio, where asphalt plank is used for tees.

New uses for Transite

Transite is used in many interesting ways by the Blue Seal Products Company, Inc., of Brooklyn, New York.

Two Transite discs are used in the therapeutic lamp manufactured by the Sunshine Lamp Company. A material that would not burn was necessary and Transite was found effective in protecting the electrical device in the center of the lamp.

When the Brooklyn Edison Company wanted a sterilizer for the medical department, this company constructed one of Transite. It was built somewhat like a piano-crating box and was equipped inside with several shelves.

A foot-square duct line for acids was built for a chemical company using Transite reinforced with angle iron.

Two uses of Transite are found in motion picture machines—first, as lamp house doors and second, as cooling aperture plates.

The beauty salons at Best and Company, well-known Fifth Avenue shop, are equipped with tiny Transite-topped tables on which hot curling irons may be placed with no damage resulting.

Transite is used in the rheostats manufactured by Hoffman and Soon of New York City, and small pieces are utilized for radio rheostats.

This versatile product has also been patterned with a scroll saw and used as a radiator shield in a home, after a Duco finish was applied.

Manville's Transite sign

Manville Factory possesses a very interesting sign—probably the only one of its kind in the country. It is made entirely of ¼-inch Transite. The letters were cut out and fitted by hand by Charles Felt, foreman of the carpenters.

The background is painted blue and the letters are gold leaf.

The sign makes a very striking appearance above the entrance of Hotel Asbestos.

London's "Guillotine men"

A recent news dispatch states that "Guillotine men" do a good business in London. Although this sounds as though a pastime of the French Revolution is being revived, the term is British slang for men engaged in the "harmless and bloodless" occupation of cutting and shaping asbestos.

New ebony department

The first wet saw in the new ebony department at Nashua Factory was set up on March 24. Two days later the crew started to work. This was the first piece of equipment to be operated in the new department.

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J-M International publishes Super-Cel booklet in Dutch

"Het Gebruik van Super-Cel bij het Raffineeren in de Suiker-Industrie" is the title of a booklet recently issued by Johns-Manville International for distribution in the Dutch East Indies (principally in Java) and in Holland.

This is a translation of an article "The Use of Super-Cel in the Sugar Refining Industry" that appeared in Industrial Engineering Chemistry for July, 1929, written by Arthur Elsenbast, R. D. Elliott and E. J. Sullivan.

The article has also been translated into Spanish for distribution in South American countries and in other Spanish speaking countries where sugar is grown. There is as well a reprint in English.

F. T. Jones dies suddenly

Frederick Theodore Jones, sales manager, Cleveland District, died suddenly on May 8 following an acute heart attack. His death occured at the age of 61 years.

After leaving high school Mr. Jones attended Ohio Wesleyan University where he took a scientific course and graduated with the degree of B. S. Afterwards he studied law at Cleveland Law School and was admitted to practice.

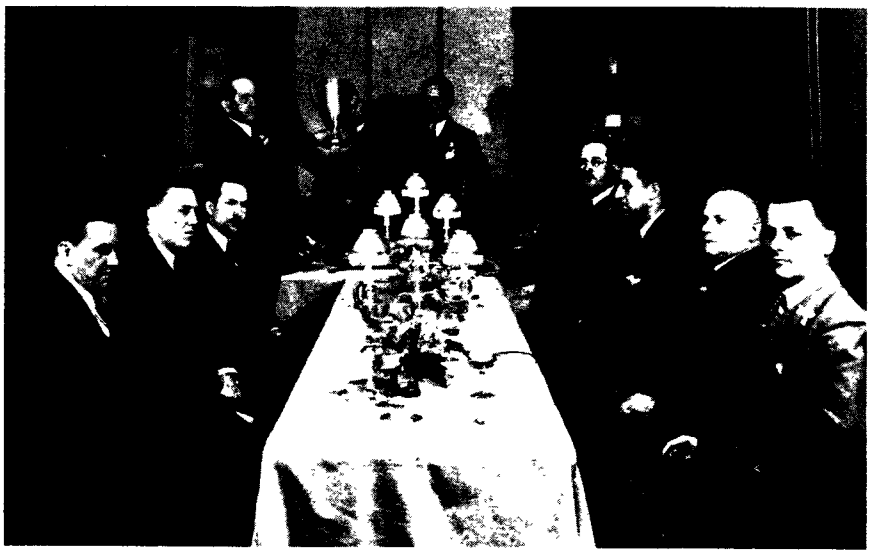


F. T. JONES

From 1892 to 1898 he was cashier of the Deposit Banking Company, Delaware, Ohio. From 1898 to 1899 he was Major Paymaster, U. S. Volunteers at Washington, D. C., during the Spanish-American War. From 1900 to 1911 he was cashier of the Securities Savings Bank, Columbus, Ohio.

Mr. Jones came with the Johns-Manville Corporation as credit manager and chief accountant in the old Cleveland branch in 1912. He continued in this position until 1919 when he was made assistant manager of the Cleveland branch, which position he continued to fill until about two years ago, when he was made sales manager of the Cleveland district, which was organized at that time.

He was a man of a very high type, kindly spirit and very much loved and admired by his business associates in the company; and a man who exercised a great influence for good upon the salesmen and employees of the Central Division.



Presentation of the silver loving cup awarded to Harrisburg sales territory as winners of "Early Bird" sales contest. (Left to right) W. A. Riple, E. J. Sullivan, R. B. Wells, L. R. Hoff, President, Johns-Manville Sales Corporation, I. Benner, F. R. Ebersole, Harrisburg supervisor, J. O. Boylan, Philadelphia district manager, T. K. Mial, Eastern Division manager, W. D. Dohoney, A. S. Royal, and J. C. Mason.

Film shown for class

The film "The Story of Asbestos" was shown and a short talk given recently before members of a class in "Elements of Manufacturing," at the University of Southern California, Los Angeles, by B. P. Carpenter, sales promotion field man, Los Angeles district. Thirty men were present.

Test fire drill held

A test fire drill was held at Alexandria Factory on April 21 for A. M. Schmidt of General Headquarters. The drill location was at the fuel oil tanks which were 600 feet from the nearest hydrant and approximately 800 feet from the places where the fire crew was working. The actual time from the alarm until the water was upon the objective was two minutes and twenty-five seconds.

Safety record made at Waukegan Factory

The month of February set a record for safety at Waukegan as there were no lost time accidents. This is the first month since the plant has been in operation that this record has been made.

In addition, the following foremen went through the entire month without accidents of any kind: shingle plant, J. Blakemore, H. L. Thompson, A. Burt, D. Bertogliat, T. McNichol, J. Magri; roofing plant, A. Wille; paper mill, A. Scheribel; pipe covering, A. H. Schley; magnesia, H. Warnecke, C. Hartman, K. Rol, George Alderin; erection and repair department, H. Martin; packing, F. Grey, L. Kientz.

Police system started

Since March 1 a police system has been in operation at Waukegan Factory, taking the place of the watchman system.

J. A. Blumberg, formerly night watchman at the main entrance to the factory, was appointed captain of plant police, and George W. Smith, formerly night watchman in the packing building, has been appointed lieutenant.

The new system was installed by C. F. Patterson of the New York office, who spent several weeks at Waukegan studying the plant.

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THE J-M CIRCLE

Vol. 3 May-June, 1930 No. 2

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

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Published for and about the employees of

JOHNS-MANVILLE

Editorial Office:
292 Madison Avenue, New York City

Avoiding the Grumbling Business

There is a very pointed message in Robert West's remark, "Nothing is easier than fault-finding; no talent, no self-denial, no brains, no character are required to set up in the grumbling business."

The professional grumbler apparently seems to enjoy grumbling but it is hard on those around him. And if he is alert he will notice that his friends begin to lose their enthusiasm to talk to him when they meet him accidentally.

Tolerance and understanding are indispensable in avoiding the fault-finding habit. It is a habit that grows with little encouragement until it affects the entire outlook on life.

There is a nice happy medium in attitudes between the "things are all wrong" idea and over-exuberant optimism. It is the attitude that we like to have reflected in those about us not only in social life but throughout the working day.

On the front cover

Transite was used to create a walled garden effect at the 1930 Flower Show held at Grand Central Palace in New York.

The Transite was painted to give the appearance of cream-colored sandstone. The picture on the cover shows a corner of the garden.

Check Yourself!

This is the sixth of a series of personal checking points for salesmen.

51. Don't place yourself or your proposition under a microscope and beg the customer to look. Put an *idea* before him, then look at it *together* and discuss it.

52. Have you learned to separate in your talk, guesses, rumors and hunches from facts? Do you hate half truths as the devil is said to hate holy water?

53. A friend is the greatest thing in life. Counselling with a prospect as you would with a friend is by no means a weak approach.

54. Be sure that what you present as "facts" really are facts. There is nothing so destructive of confidence in you as to have a buyer find that your statements are untrustworthy.

55. Do you accept the other fellow's battlefield, or choose your own weapons? Some men "argue" their products in the light of the competitor's arguments. Others build a case that makes comparison with competitors almost impossible.

56. Do you give the customer a glimpse of your weakness by going at him with this, "Mr. So and So says that he is for my product and that if you will give me the order it is all right with him?" Usually this means exactly this—you have *not* sold Mr. So and So. Besides it is questionable tact.

57. Resist correcting the man to whom you are talking! Interrupting him vehemently with, "now there is where you are wrong. Let me show you," may satisfy your vanity, but the ten or fifteen minutes it takes to "show" him might better have been spent in letting him finish talking.

58. Belasco, testing a young actor, said to him, "Go outside and let me see you enter this room and sit down." Have you learned the best way to enter an office when you are about to make a solicitation? Are you hurried, hesitating or slouchy?

59. Be natural. So many are not. They strain, they fuss, they are anxious, they hurry and sometimes are plain incoherent. Just be your plain, natural good self.

60. Be persistent, but let it be intelligent persistence. A goat can butt persistently against a stone wall, but can't get far.

—*Adapted from Printers Ink.*

What do you know about this business?

(*For the answers turn to page* 26)

71. What J-M product is adaptable for the construction of motion picture film vaults?

72. What are "custom built" shingles?

73. What new building material product is now being generally distributed by Johns-Manville?

74. What are the maximum and minimum temperatures for which J-M manufactures insulating materials?

75. What is Carinsul?

76. What is Kribble Kloth?

77. What service does J-M offer to universities and colleges?

78. When was the suggestion plan put in effect?

79. In what colors is Floridene stone produced?

80. What is the composition of 85% magnesia?

Deaths

F. H. Jeffery

It is with sincere regret that the Toronto District Office reports the death of one of their outstanding salesmen, F. H. Jeffery on April 12 from pneumonia. His death, after a very short illness, came as a severe shock.

Mabel L. Morley

Following an illness of one week, Miss Mabel L. Morley died on April 16, 1930, at Philadelphia. Miss Morley was formerly connected with the Celite Products Company and had been with Johns-Manville since December, 1928. Her death was a great shock to her co-workers in the Philadelphia district.

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W. S. Gordon gives talk before school children

W. S. Gordon, Jr., Pittsburgh district field sales promotion representative, recently gave an interesting talk on asbestos and showed the film, "Asbestos, The Magic Fibre," to the pupils and teachers of the Edgewood School, at Johnstown, Pennsylvania.

Quite a number of letters of thanks were received by E. W. Rosenberger, sales manager of Pittsburgh district, from the teachers and pupils, who cordially invited Mr. Gordon to come back again.

Referring to the demonstration one child wrote, "We enjoyed it very much and I believe he did, too. I'll bet you even enjoyed it to know you were doing us some good."

Improved distribution

Distribution of J-M products in the territory surrounding Boston has been so much improved that the warehouse at East Cambridge, Massachusetts, is no longer necessary.

The use of this building for storage of products was discontinued on April 15.

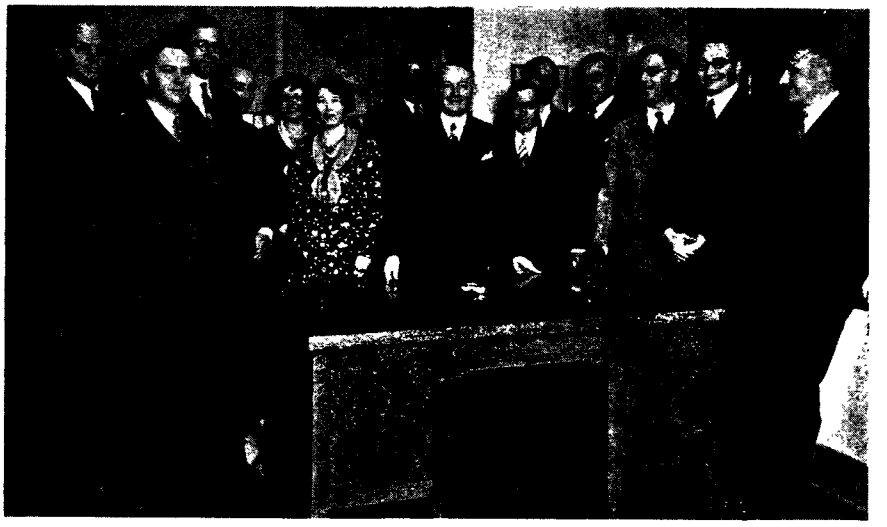
Friendship dinner held

A friendship dinner was given jointly by the Brundage Company of Kalamazoo, Michigan, and Johns-Manville Sales Corporation on April 3, with 59 managers and chief engineers of the various industries in Kalamazoo and vicinity as guests.

Homer Brundage gave a short talk on the history and growth of the Brundage Company, followed by a talk by E. F. Boyle, sales manager of the Detroit district, who talked about Johns-Manville as an institution. The film, "Asbestos, the Magic Fibre," was shown.

An attractive display of various J-M materials was arranged for inspection.

J-M men present were E. F. Boyle, Detroit; T. A. Finch, sales supervisor, and W. A. Thompson, L. D. Royer, F. W. Scott, salesmen, Grand Rapids; and E. E. Browne, Detroit.



Associates present gift to W. R. Jones

On February 28, 1930, W. R. Jones completed his twenty-fifth year with Johns-Manville, and is now a member of the Quarter Century Club of the Pacific Division.

To commemorate this event, his fellow employees presented him with a fountain pen desk set with the figure of a golfer.

In 1904 Mr. Jones, with S. P. Russell, was connected with the Holland Supply Company, which handled several agencies, among them the old J-M packing line. In March, 1905, this company was taken over by the H. W. Johns Manufacturing Company, and Mr. Jones was made a territorial salesman, covering a part of San Francisco and the Bay area.

Mr. Jones took over the packing department in 1907, and in 1918 he became manager of the San Francisco District. He was made manager of the public utilities, special interests, and oil industry departments in the Pacific Division in 1921. In 1929 he became Pacific Division sales manager of the industrial department.

The picture above shows William Black, Walter Gieserke, Walter Thies, E. N. Chrysler, Miss A. G. Tyson, Miss M. H. Rohan, C. D. Fry, W. R. Jones, W. J. Oviatt, J. F. Dean, Harry Raup, Hal Hallstrom, Clarke Wayland, Guy Barker.

Watch for J-M advertising!

During May, Johns-Manville advertisements will appear in the following general magazines:

Saturday Evening Post, May 1, insulation; May 15, built-up roofing; May 22, asphalt shingles (double page spread in color).

Collier's Weekly, May 8, insulating board; May 15, asbestos shingles (color).

American Magazine, asbestos shingles (color) and Transite.

Better Homes and Gardens, insulating board.

Your Home, insulating board.

Asbestos shingle displays in color will appear in *House and Garden* and *Small Home.*

Advertisements on home insulation will appear in *American Home, House Beautiful* and *Good Housekeeping.*

Cushman addresses groups

During April, L. E. Cushman, sales promotion representative for Boston district, addressed a number of meetings in several Massachusetts cities on the asbestos industry, supplementing his talks with a showing of the film "The Story of Asbestos" and a display of products.

Talks were given before the Rotary Club at Framingham, the Kiwanis Club at Haverhill, the Rotary Club of Woburn, and a carpenter-contractor meeting at the office of the D. D. Chase Lumber Company at Haverhill.

As a result of these talks several orders were received for J-M products, as well as a number of inquiries.

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The J-M Factory Circle

No. 9 Asbestos, Province of Quebec, May, 1930 Asbestos Edition

FACTORY INCLUDES FOUR BUILDINGS

One of the most surprising features of Asbestos Factory is the number of activities carried on in a comparatively limited space. There are only three small buildings besides the main building—the transformer house, the boiler house and the still house.

The main building is 999 feet long by 150 feet wide, with a total area of nearly 150,000 square feet. It houses the main office as well as all the production departments with the exception of the black line department, which is confined to the still house.

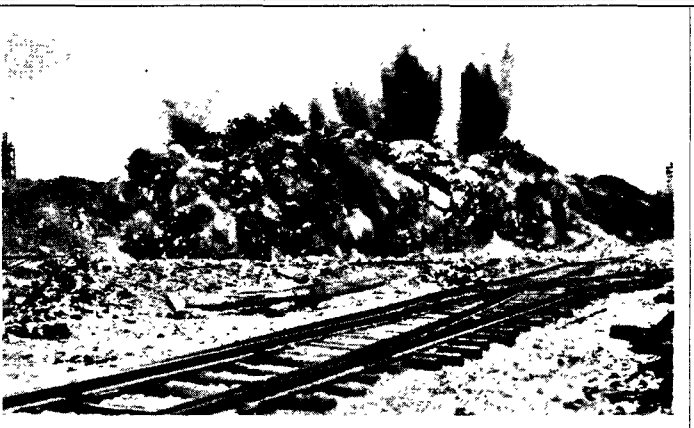
The paper department, with one machine, supplied the other departments with paper until late in 1929, when business increases made it necessary to seek outside sources of supply for rag and sheathing papers. It now runs 24 hours daily on asbestos papers for roofing and pipe covering, besides making a large quantity of commercial paper and millboard for direct sale.

The roofing department makes all the standard varieties of J-M roofings and shingles and several types of private brand. Perhaps the largest single item manufactured by this department is saturated asbestos felt for the H. H. Robertson Co., Ltd., at Liverpool, England.

The pipe covering department makes all of the standard types of corrugated and solid wound pipe covering and corrugated fire felt and Vitribestos sheets.

The rigid shingle department makes nearly all of the various styles, colors and sizes of shingles,

(*Continued on page* 13)



Primary blast in open pit mining of asbestos.

La Ville d'Asbestos

The following story by Armand Champagne is included for the large number of Canadian Johns-Manville employees who read only French.

Notre ville d'Asbestos, où l'amiante est exploité sur la plus grande marge du monde, où chaque quantité d'amiante est remué et chargé par des puissantes pelles (vapeurs et electriques). L'amiante et la terre sont charroyés par des trains à leurs destinations respectives, montrant la belle organisation que nous avons.

Les moulins exercent un puissant facteur à l'industrie d'Asbestos, où l'amiante est envoyé aux casse-pierres et après avoir passe à plusieurs procédés nous avons des différents grades de soie d'amiante prêt à fabriquer nos plusieurs produits.

La situation de vivre à Asbestos est moderne et la situation de l'ouvrage est très bonne.

Le transport et le broyage, et aussi la fabrication des produits d'amiante; les grandes manufactures; les nouvelles érections; et le département de reparages de la Compagnie Canadian Johns-Manville faisent de cette ville une des plus prospères de la province de Québec.

Nous avons à Asbestos quatre Eglises, deux belles écoles, aussi un couvent qui s'agrandit de l'année passée.

Pour ce qui est du sport, nous avons le plus beau terrain de "base ball" et de tennis de la province de Québec. Nous avons un kiosque au terrain de balle que la fanfare nous réjouit en temps de fête—comme au premier de Juillet, à la fête du Dominion et à autre circonstances.

Pour ce qui est des villages qui nous entourent, nous avone les plus riches paysages, cours d'eau, belles montagnes, qui nous permet de chasser en automne. Pour les gens de la ville, il n'y a rien de plus intéressant que de venir passer des vacances à la campagne pour réspirer le bon air et les doux parfums des champs.

(*La suite p.* 15)

PRESENT MINE FIRST OPERATED IN APRIL, 1887

Crude asbestos was first removed from the present mine of the Canadian Johns-Manville Co., Ltd., in April, 1887. It was originally called the "Jeffery Asbestos Mine" as it was located by W. H. Jeffery.

Upon the death of Mr. Jeffery in January, 1894, this property was donated to William Farwell and Frank C. Thompson, who sold it in April, 1895, to James N. Greenshields, Feodor Boas and Moritz Boas. These men organized the Danville Asbestos and Slate Company which was bought out in March, 1897, by the Asbestos and Asbestic Co., Ltd. The latter company went into liquidation in September, 1916, and the property was purchased by the Manville Asbestos Company, Ltd., a new organization.

In November, 1918, the Manville Company transferred all properties to the Canadian Johns-Manville Co., Ltd. This property has been greatly developed and now forms the largest source of supply for commercial asbestos in the world.

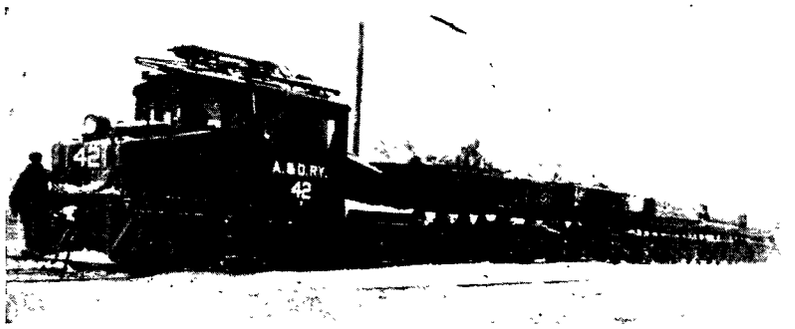
The factory at Asbestos was built under the supervision of P. A. Andrews and the official opening took place in June, 1924, with J. C. Kelleher as manager.

From the opening of the factory to the present, business has steadily increased. The increase for 1929 over 1928 was 22 per cent and the increase from 1925 to 1929 is in the neighborhood of 135 per cent. During 1929, approximately 1,500 carloads of manufactured goods were shipped.



Panoramic view of Canadian Johns-Manville mine at Asbestos, Quebec.

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Electric Locomotive No. 42 with six carloads of mill ore.

Factory Buildings

(*Continued from page* 12)

the only thing brought in to complete the line being ridge roll.

Real variety is encountered in the packing department where production includes woven and folded brake lining, listing, engineers' tape and all of the well-known J-M packings, such as Kearsarge, Mogul, Universal and Jewett Rings. The number of products is literally too numerous to mention.

Asphalt paints, coatings and cements are manufactured in the black line department.

In addition to these departments, there is the quality control department (which is combined with the testing laboratory), the sample department and the service department (shipping and receiving, mechanical and steam fitting).

THE PIT AT ASBESTOS

by T. W. Heron

The Pit at Asbestos. A hole in the ground—but what a hole! In it is being waged a mighty and continuous battle with Nature to wrest the fibre-bearing rock from her stubborn grip.

Here we have great electric shovels, older craft in the form of huge steam shovels, while gasoline-powered shovels are used for lighter duty.

Auxiliary equipment includes: electric locomotives, steam locomotives, dump cars, service cars, box cars, dispatchers, telephones, signals, power lines, air lines, water lines and batteries of search lights.

At night, the bowl of the pit is illuminated by powerful electric lights and the loading out of material proceeds as in the day time—dirt and waste rock to the dumps, ore to the mills. At times it is a battle with the elements also. Rain or shine, summer or winter, the work continues. Storms and heavy snows require the concentrating of all forces at threatened points. Lines of communication must be kept open. Transportation must be kept moving. For this is an open pit operation, with all that that implies.

Ahead of actual operations, go the prospect drillers, sinking their diamond or shot drills deep into the ground to obtain information. Maps are made and a plan of campaign drawn up.



Engineering and fibre research staffs.

Power shovels clean the dirt, or overburden, from the rock surface. The rock drillers sink their holes into the rock and the holes are then loaded with explosives and blasted. Then come the big power shovels, tracks are run in, and the cars are loaded, shunted around by small locomotives, and, later, picked up in trains by hauling locomotives and taken out.

The operations require an enormous amount of auxiliary service. Operations are forever on the move. Compressed air lines for drilling must be taken up and relocated. The same applies to pumps, power lines, railway tracks, telephone lines and many other items.

All equipment is subjected to "heavy duty" with the necessity of constant inspection and repair.

With the electrification of the mining operations, the pit has taken on a vastly different appearance. Power transmission lines now run everywhere. Poles of varying heights and weights, together with the portable steel towers, are in evidence all over the pit.

Population of Asbestos between 5,000 and 6,000

The village of Asbestos is situated in the county of Richmond in the Province of Quebec, Canada. It has a population of between 5,000 and 6,000 and is four miles from the nearest railway station and one hundred miles from water transportation (Montreal or Quebec City). The surrounding country is very beautiful—deeply wooded and hilly.

The nationality of the inhabitants of Asbestos is about 90 per cent French Canadian, the English-speaking people consisting of English Canadians, British and Americans. Occasionally people of other nationalities find their way into Asbestos.

The social life of the Asbestos employees consists of the usual amusements to be found in towns of the same size, such as dances, card parties and socials.



Staff of planning department.

Boy Scout troop organized in 1924

by W. N. Reakes

The community at Asbestos is fortunate in having a Boy Scout organization of which they are justly proud.

The troop was organized on April 14, 1924, with a group of nine boys, through the interest of C. H. Shoemaker, R. S. Gardner, H. K. Sherry, and W. A. McGinnis. During the first year, Mr. Csupak, Mr. Hastings, Mr. Clark and Rev. Warren took an active part in its leadership and in 1925 W. N. Reakes, the present scoutmaster, was appointed.

The troop, composed of Wolf Cubs, Scouts, and Rover Scouts is governed by a troop committee—chiefly composed of members of the Canadian Johns-Manville staff—and has had, for the past



Boy Scouts' "Camp Willingdon."

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Staff of Asbestos Factory.

three years, as president, R. S. Gardner, who, with his committee, has done so much to bring scouting up to its present standard.

Attached to the troop is the Scout Mothers' Auxiliary, which has done a great deal for the boys, especially in raising the funds to provide a suitable headquarters for their camping activities—known as "Willingdon Lodge." Through the raising of sufficient funds, each summer the lads enjoy a two weeks outing at "Camp Willingdon" at Richmond Lake, where nature study, swimming, athletics, woodcraft and pioneering are indulged in, under strict leadership. A "Souvenir Booklet" has been issued on the 1929 Camp and a copy will be sent to anyone interested.

Other activities are the annual Hobby Show, the Father and Son Banquet and the Toy Repair Shop, which arranges to supply toys to some of the less fortunate at Christmas. S. Fredericks is the assistant in charge of scouting; A. R. Johnson, the Wolf Cubs; and T. Barclay, the Rover Scouts; and E. Lauzier, acting assistant in charge of French Scouts.

It is interesting to note that the Asbestos troop is the only Boy Scout troop in the world which has both English and French patrols in the same troop.

SAFETY ACTIVITIES

The question of "Safety First" is one which is becoming of greater importance daily in all large organizations. During the past few years the Canadian Johns-Manville Company at Asbestos has made a persevering endeavor to cut down accidents and it is felt that great strides have been made in this direction.

Each department has its own safety committee, with a chairman and secretary, and once a month a general safety committee meeting is held, at which the vice president, assistant general manager and all department heads are present and the accidents for the month are discussed and suggestions received.

"Safety First" literature is published at regular intervals on the bulletin boards of the various departments. New employees are given a lecture, both in the employment office and by the foreman, before going on the job. An accident log is kept up on a monthly and on a yearly basis.

In order to create a spirit of competition, a Safety Flag is given each month to the department showing the lowest number of hours lost through accident.

From time to time speakers from other organizations visit Asbestos and give talks on this question, and every endeavor has been made, and is still being made, to make the mines, mills, factory and other departments of the Canadian Johns-Manville Company plant at Asbestos a safe place in which to work.

To be unduly elated if you win, or unduly depressed when you lose, is a sign that you are carrying too much sail and not enough ballast.

—*Clipped.*

Asbestos yarn spun by natives many years ago

by A. D. Tector

A deposit of asbestos worked on a small scale, located in the Township of Danville (or, more correctly, Shipton), many years ago, appealed to some of the old French Canadian natives. The nice long silky fibres were pleasant to feel as well as agreeable to the vision, and the possibility of making garments from them touched the imagination of these people long before the introduction of asbestos textiles.

I was speaking to an old man recently and he said that when he was a young boy his mother spun some yarn from the fibres and knitted his stockings. He claims that he did not like this type of stocking as it hurt his feet too much, so that he only wore them when he had to.

There are local cases where gloves had been spun and knitted from the crude fibre but, as these were not serviceable against the cold weather, they were kept more or less as souvenirs. The real need for them was not realized.



Mine and railway staff.

Canadian



A well-equipped and up- hospital is maintained by Ca Johns-Manville. The equipm cludes X-ray apparatus, dia apparatus, Alpine lamp anc

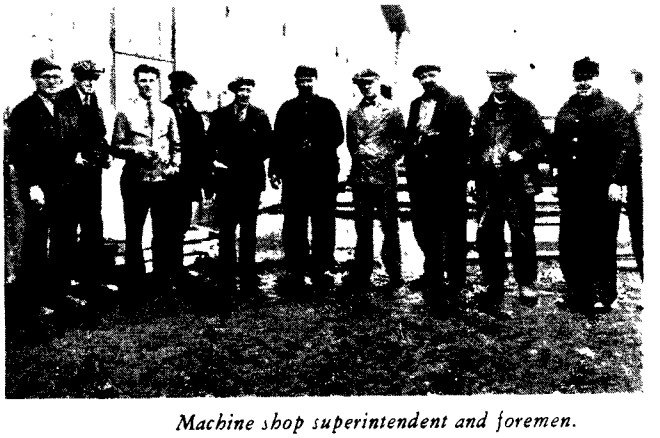
Long service recor Many meml

Long service records are h 100 employees at Asbestos.

J-M Quarter Century Club bers and years of service are Bossé, 42 years; Edouard Mat years; Omer Champoux, 41 Georges Mailhot, 37 years; Champagne, 35 years; Arsène chensne, 34 years; Henri V 34 years; Napoleon Plour years; A. C. Webb, 29 yea gène Belisle, 27 years; Na Lemay, 27 years; Joseph B 26 years; Gordon Clark, 25 and Louis Lefebvre, 25 yea

Deric Moreau has a 24-ye ord, and Victor Laprise ha employed for 22 years.

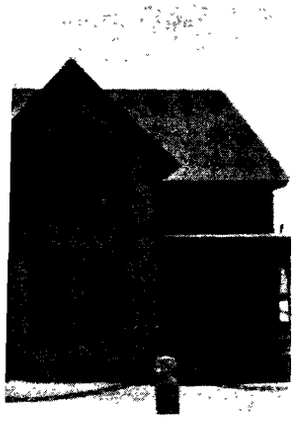
Those with 21-year recor C. H. Shoemaker, vice pre Frank Perkins, Archille F Zenophat Senneville, Emile tant, and Baptiste Beaurivag



Machine shop superintendent and foremen.

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al and staff



ɔment necessary for the running
ı up-to-date hospital.
ıe hospital is run by Dr. R. H.
ɛnson, company doctor, assisted
fiss Roy and Miss Macfarlane.

ld by 100;
uarter Century Club

wenty-year records are held by
·dee Boutin, Alphonse Girou-
John Brindle, Alfred Cham-
ıe, Be Lawrence, F. J. Castello,
Adelard Rondeau.

ouis Goucher and Joseph Morin
: served 19 years, and Charles
nière and Walter Bryne 18
s.

ither long records follow:
eventeen years, Octave Morin,
ène Belisle, Wilbrod Vincent,
Bourque, P. J. Christy and Louis
tin.

ixteen years, A. H. Jackson,
olio Zuchoski, Pierre Lefebvre,
Laroche, and Alfred Boisvert.

ifteen years, N. A. Nelson,
il Tesluk, Ed Vincent and Her-
ın Girardin.

ourteen years, Edmond Nault.
Thirteen years, G. A. Lockwood, J. A. McCoy, Aimé Gagnière, Eugène Michel, Arthur Clouthier, and Henri Delphis.

Twelve years, E. E. Lockwood, Henry Young, Eugène Duguay, Vernon Carson, Napoleon Beaurette, and Alfred Houde.

Eleven years, R. S. Gardner, A. G. M., R. H. Stevenson. M. D., Ernest Brochu, N. C. Aubé, Louis Longlois, Beromi Girouard, Ernest Desharnais, Ulderic Morin, Rodrique Côté, Alfred Desharnais, Joseph Houle, J. G. Lambert, and E. J. Flanders.

Ten years, T. W. Heron, H. K. Sherry, Alfred Guay, Rosaire Gosselin, Rodolphe Hamel, Amedee Pelletier, Omer Pepin, Fred Levesque, Ovila St. Ours, Aimé Bourassa, Philbert Mailhot, Lucient Jutras, Fidèle Lavigne, H. B. Carroll, Harvey Frame, Lucien Morel, Hormidas Vanier, Antonio Paradis, Albini Ducharme, L. H. Gale, Neré Charland, William Smith, G. A. Mayou, Pierre Labrecque, H. J. Beesley, and Alphonse Bolduc.



Office staff, service and planning departments.

Asbestos Amateur Athletic Association fosters social and sporting activities

The Asbestos Amateur Athletic Association was formed in 1921, primarily to coordinate and foster various sports and social activities of the community.

The A.A.A.A. has been successful in maintaining a high standard of sportsmanship. The present membership is more than 500, with 1,000 as the goal.

The activities now controlled and managers for the 1930 season are: baseball, B. S. MacMillian; football (soccer), W. N. Rook; tennis, W. H. Soutar; clubhouse, G. L. Fuller; skiing, F. Scott, hockey, Roy Livingstone; bowling, W. A. McGinnis; boxing and wrestling, J. E. Meredith; entertainments (stage), J. Lemay; field sports (band) A. G. Barrett.

Other officials are: president, H. K. Sherry; vice presidents, Philippe Roy and R. S. Gardner; secretary, J. McLean; treasurer, C. H. Shoemaker; purchasing agent, J. A. Wilson; custodian, R. G. Harris.

Clubhouse facilities have been outgrown during the past few years and hopes are being entertained to have an up-to-date plant in the near future. Profits from the present clubhouse are being set aside to apply on a "building fund."

The athletic field is one of the finest in the eastern townships and accommodates baseball, football, hockey, tennis, field sports, and a children's playground. The field is completely enclosed and equipped with grandstands, bleachers, band stands, three tennis courts, hockey rink, dressing rooms, booths, and so forth. The ground is leased from the Canadian Johns-Manville Company and the structures have been financed from various club activities.

Local leagues are fostered in hockey, baseball, bowling, and other sports, the departmental teams competing for a cup or pennants. When outside teams are met, the A.A.A.A. team is picked from the best of the league teams.



Management and department heads and assistants.

A man's mind is like a pool of water. It must be fed. It needs an inlet—the things he learns. It needs an outlet—the things he does.



Staff of electrical department.

La Ville d'Asbestos

(*Suivant p.* 12)

Non loin d'Asbestos, nous avons trois beaux lacs, où en été les Eclaireurs vont passer leur vacances à pêcher et à se baigner ainsi que la plupart des gens vont plusieurs dimanches en été pour se récréer sur le bord de la grève.

Depuis un certain d'années, il y a eu des grosses améliorations dans notre ville, beaucoup de résidences ont été construites avec goût, et des beaux parterres embellissent ces belles demeures. Nous avons maintenant dans toutes les parties de la ville des troittoirs en ciment.

En hiver nous avons un beau patinoir et quatre clubs sont formés avec la ville et les différents départements, et une "cup" est présenté pour les gagnants. En plus, nous faisons de la raquette, du ski, et du glissage en traine sauvage.

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Here and *There* in the Field

Transite triumphs in test—

When a general contractor of Toledo, Ohio, wanted to flip a coin to decide between J-M corrugated Transite and a competitive product of the same price, G. O. Hartzell, Toledo office, objected. He convinced the contractor that the decision should be made by submitting samples to the actual breaking test.

Large samples of both materials were secured for the test. The competitive product failed at a 525-pound loading on a 4-foot span. Transite carried the load up to 1,050 pounds, and then, because the loading became wearisome, the 180-pound man who was doing the job got on top of the load, and under the 1,230-pound load the Transite did not break.

Obviously the contract for 95 squares was awarded to Johns-Manville.

Asbestos wall tile stocked—

The first stock order for asbestos wall tile in Cleveland district was sold by I. B. Spencer of Columbus territory. The order, amounting to $1,200, is to be used for stock by the Doddington Company, Columbus, Ohio.

Asphalt plank for underpass—

An order was recently obtained by the Dallas office for 19,000 square feet of asphalt planking. Exceptionally keen competition was met in securing the order.

The planking is to be used on a Texas and Pacific Railroad underpass in the city of Dallas.

J-M roof on large plant—

The Ford Motor Company plant, at Long Beach, California, which was recently completed, is covered with 1,100 squares combination built-up roofing, and 2,800 squares of corrugated Transite.

With the Transite 20,000 pounds of roof putty were used.

"Rock Cork conscious"—

George T. Parker, Jr., industrial power products salesman, Erie territory, has become "Rock Cork conscious." On March 20 he sold the Valvoline Oil Company at Warren, Pennsylvania, 30,000 pounds and followed up the next day with 34,000 pounds for the Swan-Finch Company at Warren, and 56,000 pounds for the Pennzoil Company at Oil City, Pennsylvania.

This material is being used for chilling tank insulation.

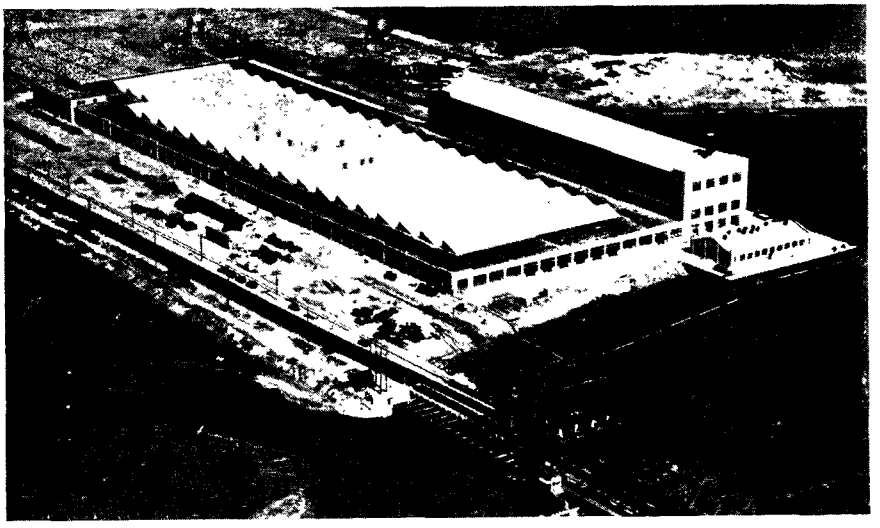
Hyflo-Super-Cel for refinery—

The first order for Hyflo-Super-Cel, amounting to thirty tons, from the Kelvin Engineering Company has just been placed with the Johns-Manville International Corporation, to be used as an aid in making sugar at a refinery known as Central Berastegui, recently constructed by the company in the Sinu Valley, Province of Bolivar, about seventy miles from Cartagena.

The mill, which is owned and operated by Empresa Azucarera Central Berastegui, S. A., will have a crushing capacity of 750 tons daily.

J-M roof for warehouse—

Through the efforts of J. W. Oberholtzer, and Walter H. Tinney Company, approved roofers, an order was secured for 1,300 squares of Transite corrugated and J-M built-up roofing to be applied on the new warehouse building of the Morris-Wheeler Company, Philadelphia. This order was secured against strenuous competition.



Ford plant at Long Beach, California, J-M roofed.

Refrigerator car insulation—

John H. Trent, district sales manager of the St. Louis and Southern Districts transportation and government departments, has secured a contract from the American Refrigerator Transit Company of St. Louis for the furnishing of 1,384,000 square feet of 1-inch Hairinsul and 487,000 square feet of 2-inch and 2½-inch thickness of Dry Zero blanket insulation for use in connection with 1,019 new refrigerator cars which this company is having built by the Mount Vernon Car Manufacturing Company of Mt. Vernon, Illinois.

Packing survey results—

George Parker and Frank LaChapelle, industrial power products salesmen in Erie territory, have their own idea on how to get the best results from packing surveys.

In January, after a number of refusals, Mr. Parker finally succeeded in getting permission to make a survey of the packing requirements of the Continental Refining Company of Oil City, Pennsylvania. He stressed the importance of the survey, packing standardization and economy, not only to the purchasing department, but to the engineer, storekeeper, and to every man in charge of the pumps in the various plants.

Each of these men received a copy of the survey sheet which showed location of pump, pump number, size and style of packing required. Every requisition now received by the purchasing department calls for Johns-Manville Packing by number and size.

Packing orders received from the first of February to the first of April amounted to more than $250.

A sea ring service record—

Sea rings that have given excellent service for seven years for the City Water Works at Toledo, Ohio, were used in an effective counter display by the National Supply Company at Toledo. New packing was reordered through this company.

J-M products in school addition—

Through the good salesmanship of R. E. Shoens, industrial salesman, and E. E. Clapsadel, architectural department supervisor, original specifications were changed to J-M products in a recently built addition to the Lowery School of Dearborn, Michigan. Sanacoustic tile was applied on ceilings and the walls were covered with bevel-edged insulating board in 12-inch by 24-inch units.

The variation in tone of the insulating board in natural color gives an effect resembling stone.

Court house has built-up roof—

P. I. Dudley, Bluefield representative, cooperated with the Woodrum Roofing Company, built-up roofing contractor, Princeton, West Virginia, in closing the contract for built-up roofing for the Mercer County Court House at Princeton. Two hundred

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squares of 20-year bonded roofing are involved in this job.

A fine roofing record—

T. D. Docker and T. G. Decker, Arizona territory salesmen, finished the year of 1929 with a sensational roofing record on schools, municipal buildings, and state buildings in Arizona.

Through their work with the school and state officials they were successful in securing 13 large roofing jobs including City of Prescott, two jobs, 310 squares and 130 squares; Yavapai County Hospital, 225 squares; Maricopa County Court House and City Hall, 300 squares; Tempe Normal School, 240 squares; Grant School, 325 squares; Washington School, 130 squares; Teachers' College, 84 squares; Fowler School, 130 squares; Creighton School, 120 squares; Henshaw School, 80 squares; Grace Lutheran Church, 90 squares; Pioneer Home, 40 squares; and United Verde Copper Company, 110 squares.

Moulded brake lining specified—

After testing various brake linings, the French branch of the Auburn Automobile Company has standardized on J-M moulded brake lining for relining.

This applies to the Auburn as well as the Cord car in France.

Celite used in Memphis building—

From twenty to twenty-five tons of Celite were used in the construction of the Farnsworth building at Memphis, Tennessee.

Part was used for waterproofing the basement and the rest was employed to improve workability of the concrete used throughout the building. The concrete was mixed at a plant nearly four miles from the building.

Wall tile installed—

One of the largest installations of asbestos wall tile has been completed at the office of the New York and Cuba Mail Steamship Company at Pier 3, East River, New York.

The installation, most of which was ivory tile with contrasting base and cap of black, included 3,500 square feet of tile in dressing rooms and lavatories.

An interesting use of the strip designed for outside corners appears as nosing between the wainscoting and the tile window stool.

Service distributor signed—

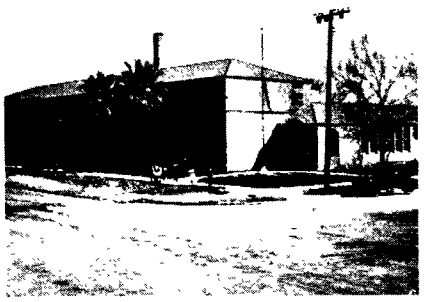
C. F. Sperry and G. J. Quinlan, Omaha sales office representatives, are responsible for the establishment of one of J-M's largest service distributors, the Curtis Sash and Door Company, of Sioux City, Iowa.

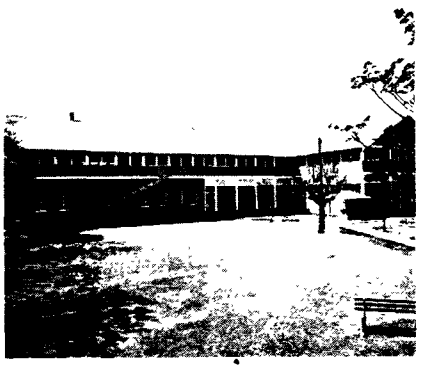
Seven carloads of material, amounting to $12,000, were included in their first order. A complete stock of all Johns-Manville rigid and rag felt shingles, roll roofings, Black Line and insulating board will be carried.

Transite used by chain system—

Transite is widely used in the construction of the restaurants of the White Castle System throughout a number of midwestern states. The stations are built on standard specifications and in a great many the walls and ceilings of the kitchens, serving pantries, and dining rooms are of Transite, which in the dining rooms is enamelled white.

The company has one portable steel building which is insulated throughout with rock wool and has a J-M roof. The building is sectional and built on a unit basis so that all parts are interchangeable.









Four schools in Phoenix, Arizona, where 90% of the schools are roofed with J-M shingles through the salesmanship of T. D. Docker and T. G. Decker, cooperating with the Phoenix Roofing and Supply Company.

J-M roof for college—

C. O. Roome, sales manager, St. Louis district, spent a few days in Arkansas the week of March 17, calling on George Wittenburg, architect of Little Rock, and succeeded in having J-M No. 190 shingles specified for the Hutchinson College. Three hundred squares are involved.

Industrial flooring in cannery—

The Portland, Oregon, sales office has just completed an $8,300 industrial flooring job in the cannery of the Apple Growers Association at Hood River, Oregon. This is the second cannery mastic job this year, the first one having been installed in the Reid-Murdoch cannery at Salem, Oregon.

A Rock Cork record—

Kingan and Company, large meat packers of Indianapolis, Indiana, purchased 11,000 feet of 2-inch thick Rock Cork on March 13, 1913—seventeen years ago. Since that time they have placed nine additional orders for Rock Cork for the insulation of refrigerated rooms throughout their plant.

A short time ago an inspection of some of the seventeen-year-old Rock Cork was made and it was found to be in perfect condition. In consequence, J. P. Smith, Chicago district representative, received another order for 55,000 board feet of Rock Cork.

Insulation for Canadian company—

The International Nickel Company, Ltd., Copper Cliff, Ontario, Canada, are using Superex blocks, insulating cement and White Top Roofing Jacket for prevention of corrosion and to weather-proof approximately 35,000 square feet of steel flue. This order was secured by W. F. Kirkham, Montreal office.

Steel company order—

The Philadelphia office recently received a $30,000 order from the Bethlehem Steel Company for the four new hot blast stoves, bustle pipes and mains for the Johnstown Works.

The order consisted mostly of C-3, C-22 brick and Superex blocks. It was obtained through the cooperation of W. T. Kennedy, D. W. Very, of the Pittsburgh office, J. A. O'Brien, sales manager of the industrial department, Eastern Division, and J. S. Charles of the Philadelphia office.

A home insulation distributor—

The Home Insulation Company of St. Louis signed up as J-M home insulation distributor on March 25, through the efforts of E. J. Liggett, sales supervisor of St. Louis, and Paul T. Phillips, salesman. An initial order for two carloads was secured.

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Salt lines insulated—

A large order for insulation of salt lines has been secured by the Baltimore district from Mathieson Alkali Works, Saltville, Virginia, through W. Reid Hayden, Inc., approved insulation contractors.

New J-M roof in Wichita—

W. D. Bizot, Wichita, Kansas, salesman, did a nice piece of work in securing an order for J-M shingles for the Girls Detention Home in Wichita. The county board of commissioners talked with representatives from three competing organizations.

Mr. Bizot, the last salesman to be interviewed, left with an order for 51 squares of No. 5 shingles.



Kiosk in Santiago, erected by M. Garcia, distributor, to display J-M products. Exterior and interior of insulating board, and red and green slatekote roof.

Correcting acoustics in theatre—

Taylor-Seidenbach, Inc., have been awarded a contract to correct the acoustics in the Saenger Theatre, New Orleans. This theatre is owned by the Publix Theatres, Inc.

Insulating drying room ceiling—

The Home Insulation Company at Marion, Indiana, received a phoned order on Saturday, April 5, at 9:30 a.m. from the International Harvester Company at Richmond, Indiana, for 6-inch insulation for their drying room ceiling. This insulation was to be completely installed by Sunday evening.

The order was placed on Alexandria Factory at 10:00 a.m. and four trucks containing 22,760 pounds type "A" and the blowing machine trailer were on their way by noon. The material was blown into the ceiling space in the same manner that all home insulation is handled.

This order was secured through the efforts of T. W. Stevens of Chicago and R. D. Bonnell of Indianapolis, who assisted the Home Insulation Company of Marion in servicing this customer.



Attractive window display at Faeth Company, Kansas City, arranged by C. H. Plackmeyer, St. Louis sales promotion field man, and Clark Spangler, counter salesman of the Faeth Company.

Large order for brake lining—

Douglas Brooks, automotive salesman for Texas, assisted by George Ramm, recently secured an order from the Webb Auto Supply Company, San Angelo, Texas, amounting to $2500 for brake lining and equipment.

Tile flooring in Texas—

An order for tile flooring, type "A", for the Rider Stores at Beaumont, Texas, was secured by E. M. Colley through the distributor, the Beaumont Building Material Company.

J-M products in new unit—

The recently completed unit of the Newton Steel Company of Monroe, Michigan, contains many J-M products. All annealing furnaces are insulated with Sil-O-Cel brick, quantities of Superex blocks and J-M pipe insulation were used, and all brake blocks on the overhead cranes were furnished by Johns-Manville. The plant itself is protected by 1,100 squares of J-M class "A" built-up roofing.

The Newton Steel Company might be called the custom-tailor to the automobile industry. It specializes in steel sheets for making automobile bodies, making for each of its individual manufacturer-customers just the particular kind of sheet as to quality, shape and dimension wanted.

Service distributor signed—

Erie territory has signed up Boyd and Schafer, large builders supply company, as a 100 per cent Johns-Manville service distributor. This was accomplished through the combined efforts of K. S. Rice, W. H. K. Herron and R. N. Dytche, salesmen, assisted by J. R. East, special representative, and Fred E. Dreger, new sales supervisor.

These men also signed up The Ashtabula County Lumber Company as service distributor for Ashtabula county, Ohio.

Sanacoustic Tile specified—

G. A. Russell, architectural representative in the Kansas City sales office, has been working with Wright and Wright, Kansas City architects, in connection with the use of Sanacoustic Tile in the visiting rooms of the county jail at Wyandotte, Kansas. Mr. Russell was successful in obtaining a closed specification for this job.

Cleveland's acoustical contracts—

Cleveland district has been active in securing desirable acoustical contracts recently. Sanacoustic Tile contracts include installations for the Ohio Oil Company at Findlay, Ohio, amounting to $10,000; the Boody building, Toledo, amounting to $20,000; the Pathological Institute of the Cleveland City Hospital, amounting to $12,000; and the Cuyahoga County Jail, Cleveland, amounting to $4,000.

Nashkote "A" treatment was installed at the Lakeside Hospital of Cleveland, the order for which amounted to $42,500.



Blowing insulation in drying room ceiling at International Harvester Company plant at Richmond, Indiana. Same method and equipment used as for home insulation.

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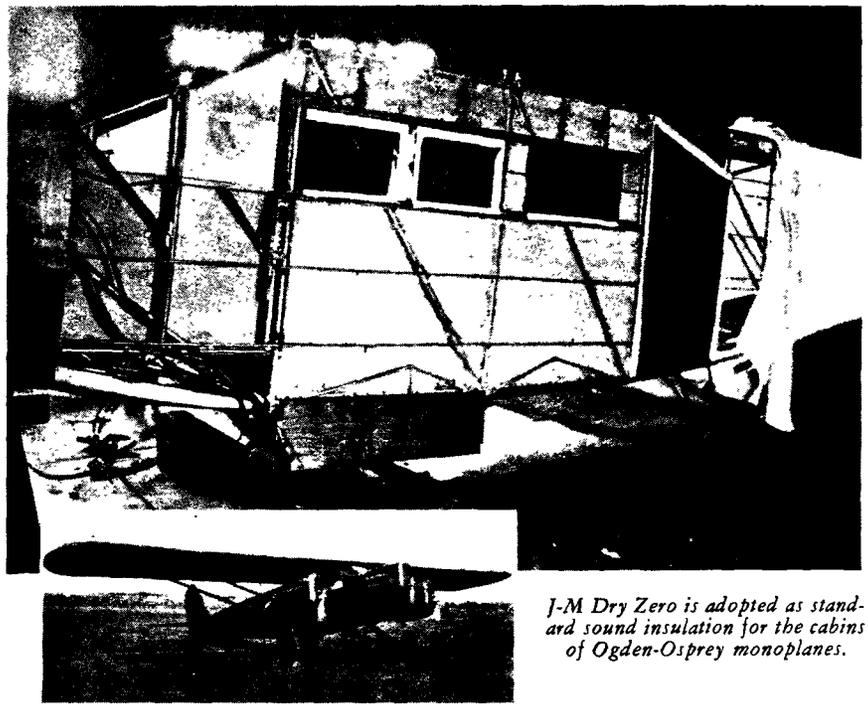
Sound insulation for planes—

In the building of the Ogden-Osprey monoplane, Johns-Manville materials play an interesting part.

H. D. Hitchcock, transportation and government department, Los Angeles district, was responsible for securing the order for Dry Zero to be used on the newest type monoplane. Johns-Manville Dry Zero has been adopted as standard sound insulation on all of their planes.

The sound-proofing materials completely surround the cabin. A layer of insulating board on the inside forms the lining of the cabin while a 1½-inch thick blanket of Dry Zero is placed next to this.

This effective method of insulating the cabin practically eliminates all outside noises and has the added advantage of minimizing the effect of extremes of temperature.



J-M Dry Zero is adopted as standard sound insulation for the cabins of Ogden-Osprey monoplanes.

Tile flooring for church—

W. H. Greenstreet and P. C. Lipscomb of the Houston office secured a Tile Flooring type "A" job for the St. Paul Methodist Church, through the local distributor, International Tile Company of Houston.

High school uses packing—

The Cass Technical high school, Detroit, Michigan, one of the largest in the United States, is now using J-M semi-metallic packing, due to the efforts of C. A. Kelly, packing representative of Detroit district.

This material has been placed on twenty-five American Blower units, each using two pounds of packing.

Large brake lining order—

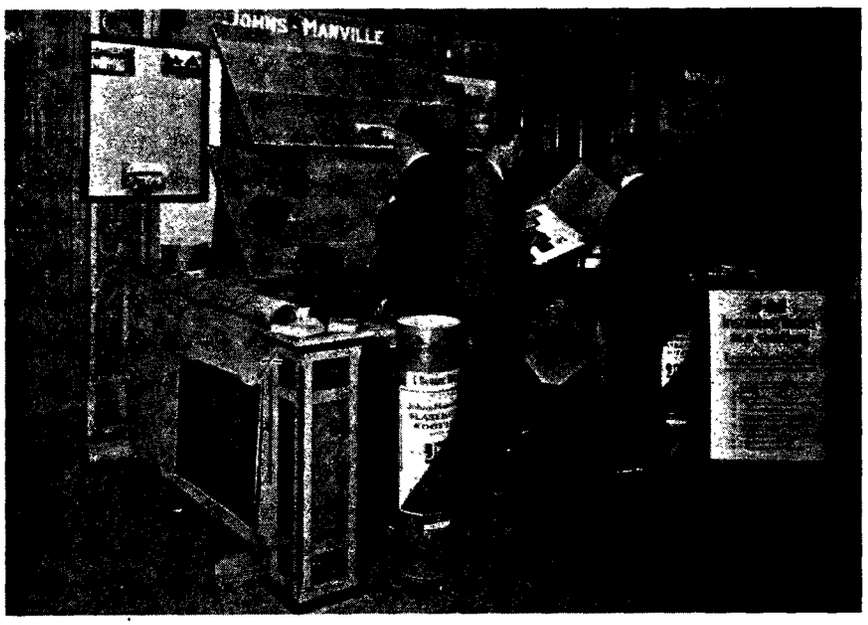
H. C. True, special automotive representative, Southern district, Western Division, recently obtained an order for one thousand feet of brake lining and Riess Brake Testing Machine, from the W. C. May Motor Company, Natchez, Mississippi.

Tile floor job in West Virginia—

J. Irving Bear, approved flooring contractors, Richmond, Virginia, was awarded a contract on linoleum for the Annex Bluefield Colored Institution at Bluefield, West Virginia.

Through the efforts of the Richmond and Bluefield offices, J-M tile flooring was approved by the State Board of Control, Charleston, covering this work.

There are approximately 15,000 square feet of flooring on this job which is the first order from the state of West Virginia.



Display arranged by R. L. Singley, sales promotion field man, Chicago district, for convention of Kentucky Retail Lumber Dealers Association held recently in Louisville.

A new Grand Rapids distributor—

Through the consistent effort of R. J. Hemkes of Grand Rapids the J-M agreement was signed in January by the Grand Rapids Lumber Company which has 10 associate yards and is the largest factor in lumber and building material distribution in western Michigan.

Illinois school J-M roofed—

Untiring efforts on the part of O. K. Herman, Peoria Office salesman, convinced the School Board of Lockport, Illinois, that Johns-Manville roofing was the most efficient and in the long run the cheapest roofing to apply on their new high school.

An order was received for 125 squares of class "A" roofing, for 130 squares of ½-inch and 68 squares of 1-inch Roofinsul. Improved Asbestocel, wool felt and magnesia blocks are to be used on the heating lines, plumbing piping, and boilers respectively.

New department added—

W. Reid Hayden, Inc., with headquarters in Baltimore, have taken over the application of Johns-Manville acoustical treatment in the territory now covered by their industrial insulation work. This new department has already closed several contracts.

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Within the Circle

General Headquarters

ILONA L. NYMAN, *Reporter*

C. H. CASEY and M. F. SPILLERS are at General Headquarters for a few weeks to supervise the new service distribution plan.

MISS LEONORE MORRELL has returned to Asbestos, Quebec, where she will spend several months working on a real estate survey.

C. J. BECKWITH, staff manager, building materials distribution department, was recently a guest of the fact-finding committee on automatic sprinkling protection for airplane hangars at a demonstration in Washington, D. C. This committee is a part of the U. S. Bureau of Standards.

VANDIVER BROWN has joined the law department as attorney.

Eastern Division

K. E. MOORE, *Associate Editor*

R. B. ACKERMAN, special representative on asbestos wall tile in the Eastern Division, is the father of a son, born on April 11.

T. K. MIAL, sales manager, Eastern Division, visited the Philadelphia office on March 19.

Mr. and Mrs. W. Scott Smith are the parents of a son, Sidney Scott Smith, who was born March 30. MR. SMITH is a member of the Philadelphia district staff.

Effective April 1, at the death of E. P. Hammell, the Camden and Trenton territories were combined under the supervision of C. L. HITCHNER, formerly special merchandising representative of Philadelphia office.

W. T. GOODMAN, formerly of Baldwin Locomotive Works, Philadelphia, has been employed in the transportation and government department of the Philadelphia district.

A son, William Paul Dornisch, was born on March 24 to Mr. and Mrs. P. J. Dornisch. MR. DORNISCH is employed in the Philadelphia district.

MISS L. CLAIRE REIGHTER is a newcomer in the Dictaphone department at Philadelphia.

Central Division

M. C. MALHAM, *Associate Editor*

Mr. and Mrs. L. R. Seibert are the parents of a daughter. MR. SEIBERT is sales supervisor of Wheeling sales office territory.

There is a "Ford epidemic" in Wheeling office, H. L. GOODWIN, L. R. SEIBERT, and D. W. SMALLWOOD each having purchased a new Ford since the first of the year.

MISS VIOLA ROZHON of Central Division voucher department and Clarence Lang of Cleveland were married on April 17.

MISS ANN HARMON of the Central Division transportation and government department recently announced her engagement to Joseph Miller of Cleveland.

Recent additions to the educational class held in Cleveland district every Saturday morning are J. R. WEST and GORDON KNAPP.

MRS. GOLDA FENDER, order and billing department, recently entertained a party of J-M employees at bridge, which was followed by a delightful luncheon.

WILLIAM JOHNSON, General Headquarters, has been assisting the building materials distribution department salesmen in establishing distributors and dealer connections.

H. B. FREEMAN, Central Division credit supervisor, has completed arrangements for the decentralization of accounts receivable, and has appointed an assistant in each district.

Among the new employees in Central Division are CARL H. OTTER, credit supervisor, Detroit district; JOHN R. WEST, power products salesman, Cleveland district; JOHN M. CAMPBELL, building materials salesman, Cleveland district; LEO R. HUGHES, merchandising salesman, Saginaw territory; DORSEY W. SMALLWOOD, industrial building materials salesman, Wheeling; WILLIAM F. RUSSELL, office boy, Central Division; and HARRY J. WIRTH, clerk, stationery and supply room, Cleveland.

A. D. BIGHAM, Detroit city sales clerk, is a member of the Haley Athletic Club hockey team. This club won the championship of the Detroit Municipal Hockey League this season, having been undefeated.

J. F. MEYERS of Cleveland district order department stands a chance to be first in a twenty-five week run individual bowling match in Cleveland. His high score, which is high for the season for four games, is 892. In making this score, Mr. Meyers had to beat a 300 which was made by his opponent at that time.

J. V. CASTLE, office manager, Cincinnati district, announces the arrival of a baby boy.

E. E. BROWN, field sales promotion representative, Detroit district, was injured in an automobile accident on April 13.

MISS MARTHA RANDALL, stenographer at Wheeling sales office, has been appointed J-M Circle reporter for Wheeling territory.

J. T. SPICER, sales manager, automotive distribution department, General Headquarters, recently attended a two-day conference at the Firestone Tire and Rubber Company at Akron.

NELLIE E. ZICAFOOSE has been employed as stenographer and clerk, sales department, Charleston office.

Western Division

E. NELSON, *Associate Editor*

J. S. CARROLL, Vice President, from the New York office, spent March 6 and 7 in the Dallas office. Mr. Carroll spent most of his time calling on friends connected with the various oil companies in the district.

R. H. SLATER, commercial building materials representative from New Orleans, recently spent some time in the Dallas district working with new salesmen.

E. J. MCNAMARA of the general auditor's office, New York, recently spent a week in the New Orleans office going over the records.

C. H. MCCAULEY of Chicago was recently in Houston for several days and while there held a meeting with Nicholson-Tomme, Inc., J-M distributor.

D. H. PATTON of the asphalt planking and expansion joint department, New Orleans, spent several days in Houston during the week of March 17.

R. D. OWENS, formerly in the architectural department for the state of Texas, has just been employed as salesman, and will work in connection with F. S. SWITZER in San Antonio and the Valley territory.

E. V. RINEHART, E. T. BERGER of New York, A. C. WILSON of Chicago and E. L. ROLFS of Dallas, spent March 20 in Houston.

Mrs. T. E. Gossett, wife of the Houston sales office supervisor, is in a hospital following an operation for appendicitis.

E. M. COLLEY, salesman in the Beaumont territory, and Miss Josephine Moore of Houston were recently married at the home of the bride. Following the ceremony the couple left for New Orleans to attend the Mardi Gras.

JOHN M. TAYLOR, sales manager, southern district, spent March 12 in Houston on business.

MISS ETHEL SISLEN has been employed as a Dictaphone operator at the St. Louis office.

T. W. HESTER has joined the Memphis sales office.

M. E. DUNCAN, industrial salesman in Tulsa, is the father of a little daughter, Carolyn Logan.

Pacific Division

HAL HALLSTROM, *Associate Editor*

R. E. HACKETT, credit manager, Pacific Division, and R. B. BRIAN, assistant to sales manager, Los Angeles district, recently made a good will trip to San Diego, Phoenix, Arizona, and El Paso, Texas, calling on J-M distributors and checking up all discrepancies in their accounts.

MISS CATHERINE CAMPBELL has been employed as stenographer in Los Angeles district.

EDWARD LAMPING is a new junior clerk in Los Angeles district.

The Los Angeles office is happy to welcome back H. B. HEYN, sales manager, Los Angeles district, who has just returned from an illness of several weeks due to an operation for appendicitis.

A. L. HANEY, industrial salesman, Los Angeles district, has been suffering for a number of weeks with a severe case of inflammatory rheumatism. The Los Angeles office tried to cheer him through his illness by sending him a shower of postal cards carrying messages of encouragement.

FRANKLIN SHUEY, Pacific Division sales manager, spent a week at the Seattle office in April. At the same time W. R. JONES, sales manager Pacific Division industrial department, and W. J. OVIATT, office manager, San Francisco, were visitors.

In order to have a better understanding between the offices and factories on the Pacific Coast it has been decided to exchange order clerks for short periods. With this in view, EARL VARNER, Pittsburg Factory, recently spent a week in the Los Angeles office familiarizing himself with problems on the order desk.

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George Marion, who is the new reporter of Circle news from San Francisco district.

W. B. LUDLOW, San Francisco district sales engineer for the transportation and government department, is the father of a son born on April 13. The boy has been named W. B. Ludlow, Jr.

J-M International

E. A. MCLAUGHLIN, *Associate Editor*

W. E. HAINES, construction superintendent, returned in May from Colombia, after spending 18 months in various South American countries.

New employees in the New York office include C. WINEARLS, cashier; MISS VIOLET PROCHEL, MISS MARIE NORBY, MISS C. LANDIS, stenographers; and MISS HELEN HAUBROE, file clerk.

Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

CLARENCE HILL has been employed in the machine shop as machinist.

A trolley system has been installed in the north end of the machine shop.

A. D. BOISVERT, helper in the machine shop, has returned to his home in Asbestos after having undergone a serious operation.

J. W. WALKER has been employed as electrical engineer in the railway department.

MISS PHYLLIS TODD is back at her work in the order and traffic department after a prolonged absence due to illness.

New employees in the main office are MISS H. SEALE in the filing department, MISS A. WOODS in the tabulating department, and MR. THOMPSON in the timekeeping department.

S. A. WILLIAMS from General Headquarters was a recent visitor at the Asbestos Factory and Mines.

A surprise party was given in honor of MISS EVELYN BASTERASH of the Asbestos office staff on her 18th birthday. MISS PHYLLIS CLARK and MISS MARGARET H. TEED planned the surprise. Dancing and indoor games were enjoyed.

VICTOR C. FINDLAY has been employed as tester in the research department.

MISS I. DEANS has been employed as stenographer in the traffic department.

H. D. PEEBLES has been employed as assistant foreman, department 4.

J. STEWART has been employed as stenographer in the factory.

Alexandria Factory

A. L. JONES, *Associate Editor*

Among the visitors at Alexandria during March were S. A. WILLIAMS, vice president, General Headquarters; D. C. RENTON, chief engineer, Manville; A. H. MILLER, chief engineer, Waukegan; J. F. STONE, sales engineer, General Headquarters; GEORGE M. GRAEF, General Headquarters; and L. J. SPANGLER, manager, Cincinnati.

K. W. HUFFINE, general superintendent, was a recent visitor of the sales office at Evansville.

F. C. CULBERTSON, foreman expansion joint department, recently visited the Dayton plant.

J. E. BEGERT, manager, visited the sales offices at Cleveland and Chicago recently.

C. F. PATTERSON, General Headquarters, has been organizing a police department for Alexandria Factory. D. M. GOSNELL has been appointed police captain.

A boy was born to Mr. and Mrs. A. J. Kroll on April 10. MR. KROLL is traffic manager.

Research and Development Department, Manville

T. J. O'NEIL, *Reporter*

EDWARD M. JENKINS, of Chicago, a graduate of Massachusetts Institute of Technology, has been engaged to work in the physical research laboratory, particularly with reference to the strength of materials.

M. W. WYSONG, machine designer, formerly with Woods Newspaper Corporation, Plainfield, New Jersey, has been employed to work under DR. TOWNSHEND'S supervision.

I. W. HAMM, of Cornell University, has been engaged as laboratory assistant to work under the supervision of Dr. Townshend.

E. W. REMBERT, Ph.D., of Massachusetts Institute of Technology, has come to conduct research and development work in the applications of Celite in the petroleum industry. Dr. Rembert was formerly with the Tide Water Oil Company at Bayonne, New Jersey.

MISS ANNABELLE TALCOTT of Plainfield, New Jersey, has been engaged as secretary to DR. A. B. CUMMINS, director of Celite research work. MISS Talcott was formerly with the R. H. Beaumont Company of New York City.

E. R. WILLIAMS, of the insulation department, and C. E. WEINLAND, of the physical laboratory, went to Washington, D. C., recently for a conference with Dr. Van Dusen of the Bureau of Standards on insulating testing.

A. E. CRESSINGHAM of the manufacturing standards division, and oldest J-M employee in the research and development department, recently celebrated his thirty-ninth wedding anniversary.

The research and development department recently arranged an elimination contest in order to choose a team to represent the department in bowling. The following men qualified for the team: C. STRONG, H. COVERT, M. TURI, H. PALUMBO, O. STITCH, and W. CHERNESKY.

Chrysotile Mine

H. W. SHULTS, *Associate Editor*

S. C. HARDINGER, formerly of the Philippine Islands, is a new employee in the engineering department.

H. W. SHULTS, of Baxter Springs, Kansas, has joined the accounting department staff. Mr. Shults is also the new associate editor of the Circle at Chrysotile.

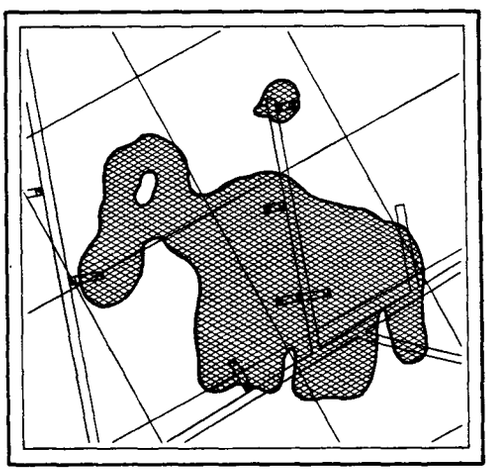
Nashua Factory

J. J. FARRELL, *Associate Editor*

FRANK WILSON, general foreman, and a crew of 28 men, left Nashua March 15, via bus, for Manville, New Jersey. These men will be engaged in the manufacture of rigid asbestos shingles. The group left Nashua at 6:25 a. m. and a large number of employees were at the factory to bid them "good-bye," and extend their best wishes for good luck in their new location.

JOHN B. BELCOURT returned to Nashua March 11 from Manville, where he is now located, to supervise removal of his household goods to Somerville, New Jersey, where he will make his future home. Mr. Belcourt and his wife motored back to Manville, accompanied by JOHN KELLEY, who is to be located there.

THOMAS F. SULLIVAN, who will be foreman in charge of punch press department at Manville, left Nashua March 13.



At Chrysotile Mines one of the large excavations has taken the form of Barney Google's "Spark Plug." The Widow Zander has been discovered at another stope at the mine.

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S. A. WILLIAMS, Vice President in charge of factories and mines, was a visitor at Nashua Factory March 14 and 15.

FRANK A. BARRY, general foreman of Transite and ebony departments, was recently called to Chicago, where his brother is seriously ill.

The pool tournament among office employees started March 25 and was won by JOHN LEMERY.

FRANK WILSON and THOMAS GILHOOLEY of Manville were Nashua visitors March 29.

Lompoc Factory

J. H. MERRIAM, *Associate Editor*

G. E. HALLADAY, manager, Manville Factory, was a visitor at Lompoc on March 24, at which time he addressed a group of department heads and keymen on cooperation and loyalty.

MISS M. B. MASSANOVA is a new member of the traffic and order section.

MISS HILDA SCHNEIDER has recently been added to the stenographic section of the office department.

Promotions *and* Transfers

J. R. ANDREWS: promoted from junior timekeeper to factory stock clerk, Asbestos.

EUGENE E. BROWNE: transferred from salesman, Saginaw territory, to field sales promotion representative, Detroit district.

JAY V. CASTLE: transferred to office manager, Cincinnati district.

DAVID CLARK: promoted from stock clerk to assistant in charge of tabulating department, Asbestos.

F. M. DAVIS: transferred from Abilene to the Amarillo, Texas, territory.

S. H. FLANNAGAN: transferred from special representative, Western Division, to representative on packings and cement, St. Louis district.

W. H. HARRIS: promoted from salesman, Youngstown territory, to sales supervisor, Youngstown.

J. HASLETT: transferred from fibre inspector to mill foreman in mill No. 3, Asbestos.

G. L. HERRMANN: promoted from manager of the General Headquarters service department to general accounting department.

H. MCKENNA: transferred from research department to fibre foreman in mill No. 3, Asbestos.

W. C. MOTT: promoted to manager, service department, General Headquarters.

W. A. OETTINGER: promoted from field sales promotion representative, Detroit district, to junior salesman, merchandising building materials, Detroit city sales department.

JOHN PENNINGTON: transferred from industrial sales supervisor to sales supervisor, power products distribution department, Cleveland.

W. N. REAKES: transferred from research department to supervisor of Mill No. 3 milling department, Asbestos.

O. S. RODGERS: transferred from salesman, Memphis sales office to West Tennessee and Southern Kentucky.

N. B. SHERRILL: promoted to acting staff manager, home insulation section, general building materials department.

K. W. WIEDERKEHR: transferred from sales supervisor, Youngstown, to merchandise building materials, Pittsburgh city sales department.

Manville quartet appears before many organizations

The Johns-Manville quartet of Manville Factory entertained at the monthly meeting of the Newark, New Jersey, Traffic Club held in the Chamber of Commerce rooms at Newark, on April 7.

The quartet's first appearance was in the Manville Factory Minstrel Show in 1926 and since then the men have sung on many programs of various civic and social organizations.

Singing in the quartet are Freas Hess, bass; Fred W. Adams, baritone; M. J. Soroka, first tenor; and George W. Mather, second tenor. The accompanist is Frank Hess.

Foremen meet at Lompoc

The fourth meeting of the foremen's training classes at Lompoc was held in the dining room of the plant cafeteria, March 26, with fifty employees in attendance.

A. Cromwell, factory manager, briefly reviewed the previous meetings, outlining the purposes and benefits to be derived from the meetings.



Manville quartet, (front) M. J. Soroka, F. W. Adams, (back) G. W. Mather, F. L. Hess, and Frank Hess, accompanist.

R. B. McClellan, office manager, conducted the meeting. He was assisted by R. M. Germond, factory accountant, and N. G. Hickey, billing clerk.

The subject for the evening was "Accounting and Cost Records"—stressing the importance of accurate distribution of labor and materials; benefits to be derived from cost analysis statements and ways and means of reducing production costs.

Night school session ends

The night school at Asbestos, under the auspices of the Canadian Johns-Manville Co., Ltd., has had a very successful session of work. The classes were held on Monday and Wednesday evenings from 7:15 p. m. to 9:00 p. m. An enrollment of 135 students was registered.

The following teachers were either from the company staff or were civic employees: A. D. Tector, principal, assistant factory superintendent; Bruce S. MacMillian, secretary, planning manager; W. H. Soutar, registrar, accountant; P. Bartleman, assistant to superintendent of service; H. S. Deeley, planning department; William McGruer, foreman, tinsmith department; E. L. Moumblow, mechanical engineer on maintenance; R. McLeay, accounting staff; T. N. Basterash, mechanical engineer; V. J. Bruneau, civic employee; J. Lemay, bank manager; Philippe Roy, town clerk; Mrs. J. McLean, Asbestos high school; Miss Marion Smith, Asbestos high school; Mrs. O. Wilson, secretary-stenographer, purchasing department; Miss M. H. Teed, legal secretary.

Examinations were given at the end of the term and certificates issued to the successful students.

Celite Technical Club meets

A. C. Hugg, custom's attorney for the Southern Pacific Lines at Los Angeles Harbor, was the speaker at the monthly meeting of the Celite Technical Club held March 19. Mr. Hugg gave an interesting talk on the origin and development of foreign trade and the construction and growth of Los Angeles harbor.

The meeting followed a chicken dinner in the plant cafeteria dining room.

Lompoc Factory has fire

Fire of unknown origin destroyed the C-3 unit of the Lompoc Factory about midnight, March 26. This plant is located in the town and is close to a number of large frame buildings used as storage warehouses.

Hundreds of tons of finished products in the storage were saved through the efficient work of the city fire department.

Mrs. W.—Where have you been all evening?

Mr. W.—At the office.

Mrs. W.—Then you must be made of asbestos. Your office building burned down two hours ago.—*A. G. E. Bulletin.*

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Accepted Suggestions

Following is a list of suggestions which have been accepted recently:

Eastern Divison

E. J. WEAVER, *power products distribution department, Boston.*
Suggestion for Celite-for-concrete.

Central Division

O. W. ANDREW, *field sales promotion representative, Cincinnati.*
Brake lining write-up to be put in the Power Specialist.
G. B. STRONG, *estimator, Detroit District.*
Erecting Sanacoustic Tile sound absorbing treatment in herring-bone design.
J. A. VETTER, *industrial salesman, Pittsburgh district.*
New style complete packing sample box.
J. A. VETTER, *industrial salesman, Pittsburgh district.*
Tag for sea ring packings.

Asbestos Factory

JOSEPHAT CÔTE, *machine tender, department* 1, *Factory.*
Plying millboard on paper machine.
CHARLES THIBAULT, *floorman, milling department.*
Guard between drive belt pulleys and eccentrics.
MISS F. H. BUTT, *stenographer, main office.*
Hot water connection.
A. D. TECTOR, *assistant factory superintendent.*
Individual binders for suggestion committee members' files.
EDGAR LESSARD.....*saturator man, factory.*
Regarding slate elevator.
NOVA BLAIS.....*tinsmith, machine shop.*
Regarding power shear in machine shop.
J. G. BROWN, *storekeeper, milling department.*
Auxiliary whistle for mill tunnels.
J. G. LAMBERT, *blacksmith, machine shop.*
Parking restriction.
LEON CAPLETTE, *foreman, milling department.*
Equalizing loads carried on screens.
G. A. CHEESE, *fibre inspector, milling department.*
Blackboards for mill shipping departments.
A. M. ANDREWS...*timekeeper, main office.*
Issue starting slips in duplicate.
H. TURGEON, *electric shovel oiler, mining department.*
Regarding lubrication of electric shovels.
J. S. AUCLAIR, *maintenance man, mining department.*
Signal for placing cars.
F. H. PERKINS, *general foreman, mining department.*
First aid instruction for E. S. operators.
LEO BRETON, *gas shovel operator, mining department.*
Guard over fan of gas shovel engine.
EMERILE BRETON, *transportation foreman, mine.*
Regarding differential cars.
LOUIS HOULE, *storekeeper, mining department.*
Stock machine bolt traps.
ALBERT NADEAU.....*truckman, factory.*
Safety first on saws.
C. P. MCKEOWN, *packing maker, department* 5, *factory.*
Guard over saw pulley.
C. R. YOUNG, *locomotive fitter, machine shop.*
Regarding air gauge and Fox bore recording clock.
C. R. YOUNG, *locomotive fitter, machine shop.*
Guard on compressor motor.
SYLVIO ST. LOUIS, *helper on beaters in factory.*
Valve in stock line.
JOSEPH ELEMENT, *electric shovel oiler, mining department.*
Red lanterns for night crews on electric shovels.
G. S. MONAHAN, *assistant foreman, department* 5, *factory.*
Spool supports on braiders.
EDDIE CONNOLLY, *helper, department* 5, *factory.*
Changing location of department 5 telephone.
LEO MORIN, *fibre inspector, milling department.*
Guard against falling icicles.
DAVID CLARK.....*costs clerk, main office.*
Gauge for slate in slate silo.
EDDIE CONNOLLY, *helper, department* 5, *factory.*
Change starters on calender machine.
T. W. HERON, *chief clerk, mining department.*
Regarding punching holes in inter-departmental envelopes.
R. J. MORRISON, *foreman, department* 3, *factory.*
Improvement of local bulletin procedure.
ALFRED MARTEL, *blacksmith, machine shop.*
Forging mould to shape wedges.
G. E. PRECOURT, *brakeman, railway department.*



K. Strzemieczny and Abel Herve, who recently received suggestion awards at Manville Factory.

Move flood lights at mills.
MISS PHYLLIS CLARK, *stenographer and comptometer operator, main office.*
Telephone extension.
A. R. JOHNSON, *construction engineer, service department.*
Guard pull roll.
SIMEON GOUDREAULT, *department* 2, *factory.*
Regarding manufacture of paper.
DONAT BOISVERT, *head man, train shed, mill* 4-*C.*
Danger sign over doors leading to primary elevators.
J. E. BOURQUE, *shipping foreman, milling department.*
Safety first at St. George's siding.

Lompoc Factory

WILLIAM A. MEYERS, *T. K. controlman, brick plant, production department.*
Spanish safety slogan slides for picture show.

Manville Factory

JOHN PETRAS.....*handler, B building.*
New method for cutting joint runner.
JOHN D'ONOFRIO, *gang boss, B building.*
New guide on calender.
BRUCE BAVIS, *assistant foreman, B building.*
Tubing for Western Electric Company.
PETER HERMES.....*grinder, A building.*
Brackets on top of condensers.
VINCENT PROSPER, *assistant foreman, B building.*
Changeable rubber stamp.
BRUCE BAVIS, *assistant foreman, B building.*
Change belt to run one motor at night.
W. M. DEWITT, *research and development department.*
Air pressure lubrication.
E. C. LINDSTROM, *chief inspector, inspection and control department, G building.*
Filler form for concrete floor construction.
CHARLES F. BRYAN, *designer, general engineering department.*
Eave-Strip (suggested new product).

Pittsburg Factory

B. B. MCKINNEY, *laborer, shipping department.*
Small clamps installed on pipe covering trucks to hold separator boards in place.
E. DROWN, *clerk, brake lining department.*
Bracket to hold Eastman grinder for sharpening band knives.
W. D. WHITE, *machinist, erection and repair department.*
Lower lights in machine shop below drive belts to eliminate shadows and eye strain.
J. E. WHITE, *machinist, erection and repair department.*
Make stand for swedge block in machine shop.
ELWOOD FLEMING.....*office messenger.*
Numbering machine with alphabet on right hand side to be used for marking moulded brake lining and cartons.

Weaver-Henry Corporation

BERT HEATH
Method of packing pipe line felts.
CLARENCE SWANSON
Blocks for holding felt rolls.
E. B. DECROW
Graph for raw materials.
JOHN MORTON
Method of driving mica rolls.

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At J-M Meetings

During the month of March the Toronto district conducted a series of sales meetings in conjunction with distributors in points throughout Ontario. The local architects, contractors, builders, and, in many cases, civic officials, have been guests of the company.

The program consisted of an outline of the Johns-Manville organization, a descriptive talk on new Johns-Manville products given by officials of Toronto office, a showing of moving pictures on various products and an outline of the advertising being done by the company.

Meetings so far have been held at Kitchener, Guelph, London, Hamilton and Chatham.

A successful meeting was held at the Portage Hotel on April 15 with the Brown-Graves Company of Akron, Ohio, new service distributors for Summit, Medina and Wayne counties in Ohio.

On April 7 a meeting was held with The Electrical Sales Company of Pittsburgh, new distributors for brake lining. The meeting was handled by J. R. Cutter, division staff representative, automotive distribution department.

During the month of March Otis Andrew, field sales promotion representative in Cincinnati district, conducted twelve carpenter meetings for building material distributors in Cincinnati district.

The San Francisco sales office is continuing the Monday morning sales meetings on specific commodities. Products discussed during February meetings included insulating board, type "A" flooring, asphalt planking and expansion joint materials.

H. L. Mayers, San Francisco district automotive salesman, with the assistance of the district sales promotion department, has held a series of educational meetings with various automotive jobbers during April.

Meetings were held with Chanslor and Lyon, San Francisco; Farnsworth and Callahan, San Jose; Waterhouse-Weinstock-Scovel, San Francisco; and Chanslor and Lyon, Oakland.

On March 12 a meeting was held for the following companies: O'Malley Lumber Company, West Side Mill Company, Phoenix Roofing and Supply Company, Cooperative Builders Supply Company, Southwestern Sash and Door Company, at Phoenix, Ariz.

Talks were given by Mr. Tyler, Phoenix Roofing and Supply Company; B. P. Carpenter, sales promotion field man, Los Angeles district; T. D. Docker and T. G. Decker, Arizona territory salesmen. Mr. Carpenter showed the films "The Story of Asbestos," "Dutch Lap Shingles" and "Celite-for-Concrete." Forty-five men attended the meeting.

C. J. Flanagan, New Orleans sales office supervisor, and Philip Hack, southern district sales promotion field man, recently attended a sales meeting of the Keno Supplies Company, automotive equipment jobbers, Shreveport, Louisiana. Mr. Flanagan spoke on the position J-M occupies in the brake lining industry and on the 1930 business outlook. Mr. Hack spoke on the sales promotion department's activities as related to brake lining sales.

On March 10, B. P. Carpenter, sales promotion field man, Los Angeles district, gave a talk on roofing materials and showed the film "Built-up Roofs" to 18 employees of the Phoenix Roofing and Supply Company, Phoenix, Arizona.

Hal Hallstrom, sales promotion manager, Pacific Division, and B. P. Carpenter, sales promotion field man, Los Angeles district, held a meeting for the employees of the Southwestern Sash and Door Company, El Paso, on March 5, at which time they showed the films "Dutch Lap" and "Asphalt Planking." The roofing department of the Southwestern Sash and Door Company is now handling J-M planking and expansion joint materials.

With the cooperation of P. I. Dudley, J-M representative in Bluefield, West Virginia, and Mr. Byus, of the Byus-Mankin Lumber Company, J-M distributor in Beckley, West Virginia, O. W. Andrew, Cincinnati district field sales promotion representative, was able to conduct an effective meeting in Beckley recently.

The meeting was held in the basement of the newly-constructed Methodist Episcopal church, which has only a temporary roof. As soon as money can be raised a permanent covering will be applied.

The motion pictures, "The Story of Celite," "Asbestos, the Magic Fibre," "New Roofs for Old" and "Dutch Lap Shingles" were shown to some 35 people present at this meeting, which included the architect and engineer, the builder, and all the builders, contractors, cement workers and a number of roofing prospects.

On March 4 a carpenter-contractor meeting was held at the Minster, Ohio, Commercial Club, in cooperation with Wyen and Steuve, J-M distributors and approved roofing contractors, and John Albers and Company of Ft. Loarime.

A roofing meeting was held at the Pantland Hotel, Grand Rapids, on March 17, in cooperation with the Grand Rapids Lumber Company, J-M distributor. There was a complete showing of asbestos and asphalt shingles, and moving pictures, followed by a 6:30 dinner. T. A. Finch, supervisor, acted as toastmaster and called on E. F. Boyle, manager of the Detroit District, W. B. Walter, division manager, building materials distributon department, E. O. Brady, district manager of the same department, and R. J. Hemkes. Forty-six were in attendance.

The Charleston territory held its regular monthly meeting in the Charleston Office the evening of March 28. S. M. Durham and C. G. Brunn of the Cincinnati office were present and gave short talks on acoustical treatment, tile flooring and service rendered by the sales engineering department.

On March 7 an interesting organization meeting was held at the Crane Company, Jackson, Michigan. Following a dinner, R. S. Hemingsen gave a talk on Johns-Manville packing, which this company handles. A. B. Curtis and A. D. Hopkins briefly discussed Celite.

A meeting on type "A" flooring for the organization of Malott and Peterson, approved applicators in San Francisco, was held April 7 at the Clift Hotel.

Three days later a meeting was held by the managers of the six bay applicators on type "A" flooring to discuss price, policy and set-up.

A meeting on Celite-for-concrete with the organization of the Pacific Coast Aggregates, Inc., of San Francisco and Oakland, was held April 9 at the Clift Hotel in San Francisco.

E. H. Clausen, San Francisco district sales manager, A. W. Knight, Pacific Division manager concrete products department, and J. H. Peterson, concrete products salesman, San Francisco district, were the speakers of the evening.

Three meetings were held recently in El Paso under the auspices of the Pacific Division sales promotion department. The meetings were with the Car Parts Depot, new automotive distributor, the El Paso Traffic Club, and the American Legion Post.

The Oakland sales office, under the direction of W. W. McDonnell, sales office supervisor, held a get-together meeting for the Henry Cowell Lime and Cement Company, distributors on roofing and building materials in Alameda and Contra Costa Counties. The meeting was held in the Banquet Room of the Elks Club in Oakland, California, and was attended by ten members of the Henry Cowell organization and five members of Johns-Manville.

The Johnstown Automobile Company, automotive distributors in Pittsburgh district, attribute much of the success of their recent clinic for service station proprietors, to the attractive display of J-M automotive products and to the efforts of J. R. Cutter, automotive sales supervisor, and G. K. Taylor, district salesman.

On the evenings of April 14 and 21, fifteen J-M salesmen attended the regular Monday evening meetings held by Malott and Peterson, approved applicators on built-up roofing, asbestos shingles, and type "A" flooring, in San Francisco.

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SPORTS

With more than 500 rooters and friends as spectators, the New York office quintet ably vindicated itself in the return basketball game with the Manville Factory team on April 11 at the Central Opera House in New York City.

By smooth teamwork and uncanny basket ability, they reversed the results of the game played February 21 at Manville by a score of 31 to 13.

Praise is due Torpy and Hinsenkemp, of the Manville team, who played a wonderful floor game, even with the odds against them.

The line-up and individual scores follow:

Manville Factory		*New York Office*
Hinsenkemp (capt.) 6	F	Cossentino, 12
Soriano, 4	F	Spence, 11
Powelson, 1	F	
Torpy, 2	C	Pope, 2
	C	Phillips
Palumbo	G	Earle (capt.) 4
Drake	G	Douglas, 2
Emmons	G	Rhatigan
Striker	G	Ferrantino
H. Palumbo	G	

The Manville Factory rooters came up to New York in five buses. Many of the executives as well as J-M distributors and customers were present, making the gathering a typical Johns-Manville family affair.

Members of the New York committee arranging for the game and dance were: S. H. McVicar, T. Bohan, J. W. Blazek, F. Schlenk, M. Golding, G. Williams, J. Linquist, C. Goetz, G. W. Earle, M. Riley, and A. Bremer.



New York office team: (first row) Cossentino, Rhatigan, Ferrantino. (second row) Earle, Pope, Phillips, (standing) Spence, Douglas.

The indoor-outdoor baseball 1930 series is now in full swing at Lompoc Plant. Thirty-six games are scheduled to cover a period of 60 days, during March, April and May.

Four teams are competing for the chicken dinner offered to the winners by the chef of the plant cafeteria. The teams are composed of employees from the office, plant, production and excavation departments.



The Montreal office hockey team, which closed a very successful season, (kneeling) G. Higden, H. Berry, P. Seguin, A. Lenhan; (standing) J. F. Myles, vice-president, J. Neeson, M. Speers, R. M. Brown, W. H. Wilson, captain, E. Carignan, E. J. Martin, manager, W. J. Tracey, coach; (insets) L. C. Harris, L. J. Papineau, president, G. E. Smart.

Four men of the J-M International staff were guests of C. A. Girvin, sales manager, at a dinner at the New York Athletic Club on April 12.

A bowling contest was held after the dinner at which R. R. Waddington and W. Hancock, representing the engineering and credit departments, won by a close margin over E. A. McLaughlin and C. R. Binder, who represented the office sales department. Mr. Waddington held high individual score with 200.

A bowling team from the sales promotion department, general headquarters, went to Elizabeth, New Jersey, on April 2 to meet the bowlers from the Manville research and development department.

The contest included three games, all of which were won by Manville. The scores follow:

	Sales Promotion	*Manville*
1st game	703	832
2nd game	728	783
3rd game	675	821
	2106	2436

The bowlers included Mack, Galbreath, Healy, Grander, Johnson, Shackelford, and Heikkila from New York; and Palumbo, Strong, Chernesky, Turi, Covert, Watts, Stick and Danier from Manville.

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