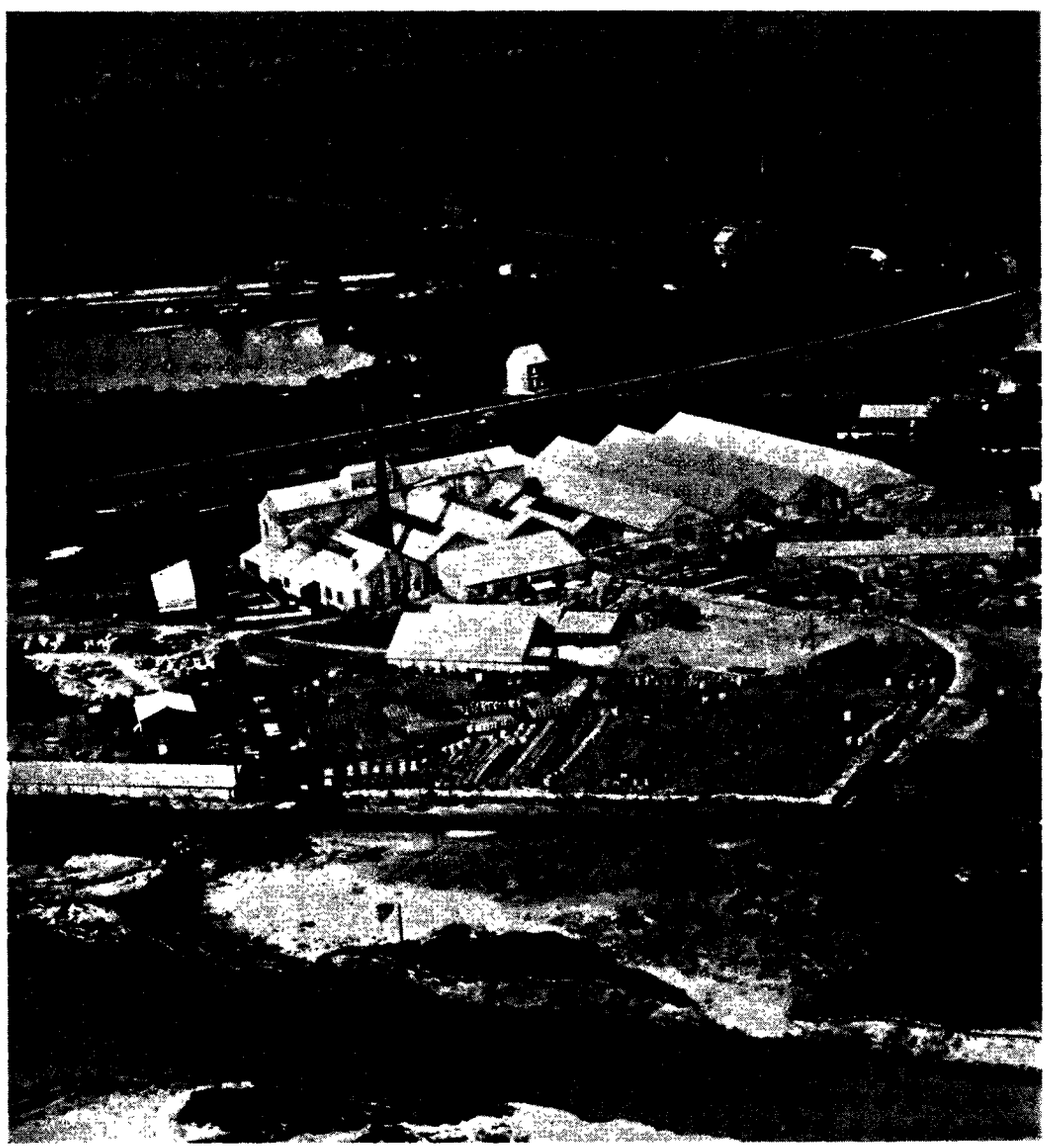
The JM Circle

July-August, 1930



Johns-Manville's European plant located at Moll, Belgium, viewed from the air

FOR AND ABOUT JOHNS-MANVILLE EMPLOYEES

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An attractive design, created with 12-inch by 24-inch mahogany and tan border tiles and 6-inch black squares, in an installation in the staff room of the Kearny, New Jersey, library

. . . . COMBINING ATTRACTIVENESS AND DURABILITY IN TILE FLOORING

J-M Tile Flooring answers a demand for a floor covering that is decorative, long-wearing, resilient, and easy to keep clean. It is also waterproof, stain-proof and fire resistant. Tile Flooring is composed of specially prepared asphalt compounds, asbestos fibre, mineral pigments and fillers.

A wide range of attractive colors makes possible numerous combinations to harmonize with a room and its furnishings.

The individual tiles may be placed in a variety of patterns, in both diagonal and square designs. Three standard sizes — six by six, nine by nine, and twelve by twelve inches—are available, as well as nine by twenty-seven and twelve by twenty-four-inch tiles for both field and border use.

The success of an installation of floor tile depends largely upon the merits and permanence of the cementing agent. J-M Tile Flooring Cement is a waterproof cement made to a special formula. It has been used on hundreds of jobs with excellent results, and has always provided a perfect and permanent bond between the tile and the underfloor.

JOHNS-MANVILLE JM PRODUCTS

TILE FLOORING—ANOTHER J-M QUALITY PRODUCT

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THE JM CIRCLE

JULY-AUGUST 1930

Stockholders change name of J-M's first producing unit in Europe *to Johns-Manville S. A.*

At a special meeting of the stockholders of the Béton et Mollith plant at Moll, Belgium, on May 5, the name of the plant, J-M's first producing unit in Europe, was changed to Johns-Manville, S. A. The plant, which was established in 1923, was taken over by Johns-Manville during 1928.

When the acquisition of a European plant was considered, W. R. Seigle, chairman of the Board of Directors, visited factories located in Italy, Austria, Czechoslovakia, Germany, France and Belgium. Because of the central location, excellent shipping facilities, and labor conditions, the Beton et Mollith plant and ten acres of property were acquired.

Products manufactured at the plant include asbestos cement shingles and flat and corrugated sheets. The former capacity of 15,000 tons a year has been increased to 30,000 tons, and it will be possible to increase the capacity to 50,000 tons a year. Shipments are made to all European countries as well as to South Africa, Latin America and to Oriental ports.

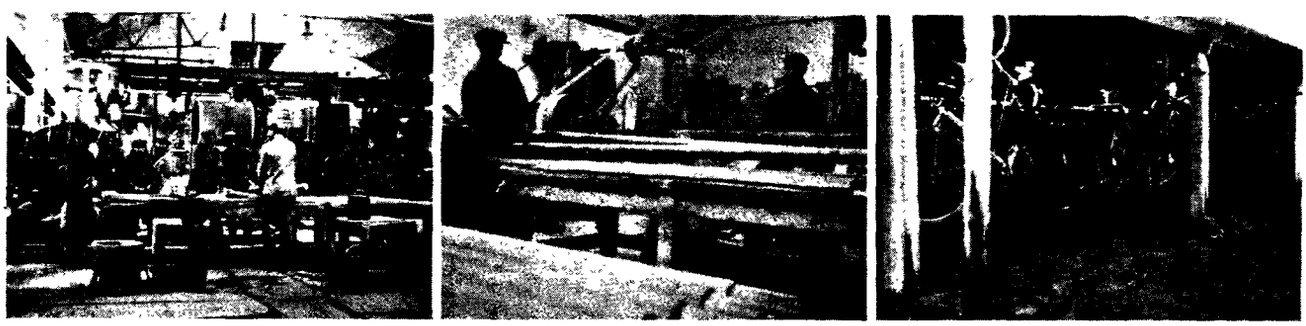
The town of Moll is located 30 miles from Antwerp, easily accessible by rail and water—the Canal of Maes and Sceldt running alongside the plant property. The town has a population of 16,000.

Two hundred and ten men are employed at the plant under the managership of Anthony La Gattuta, who has been with the J-M organization for more than 22 years. In January, 1929, A. B. Saunders, chemist at the Nashua Factory, joined the Beton et Mollith staff to work out chemical problems. Theodore Schleuter, Gretna Factory mechanic, was transferred to the European plant to assist in developing the machine and technical program. During November, 1929, F. Gagnon of Nashua Factory went to Moll also to work on technical problems.

All sales activities are handled under the management of Johns-Manville International Corporation, with headquarters in New York. E. S. Crosby, vice president and general manager of J-M International, supervises sales activities as well as manufacturing operations.

Sales in Belgium, Holland and general exporting are handled by Johns-Manville, S. A. located at 19 Place de Meir, Antwerp. Johns-Manville Co., Ltd., with offices in London, handles sales in the British Isles, and most of the English possessions.

Johns-Manville Corporation, G. M. B. H., located in Berlin, supervises sales in Germany and in southwestern and



(left) Wet process machines. (center) Corrugating asbestos-cement sheets by hand. (right) Where the workmen "park their bikes."

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International Trade

ONE of the elementary principles of international trade is, if exports are to go out, they must be paid for in dollars if they are American exports, in francs if they are French exports, in marks if they are German exports, and so on. The American will not accept payment in francs because he has debts which he must pay in dollars. A satisfactory export trade for the United States depends, therefore, upon the ability of foreigners to secure sufficient dollars to pay for the goods they buy here.



E. S. Crosby

The principal source from which the foreigner may obtain dollars must, in the long run, be through selling goods in our home market. For the period 1914 to 1929, the total excess of our exports over our imports was over $25,000,000,000. However, in the same period we have received, from foreign countries, so much gold that our net gain amounted to over $2,000,000,000. In the same period our loans to foreign countries, and our purchases of foreign securities, and re-purchase of American securities owned abroad, totalled over $25,000,000,000. In addition, our prosperity and stock market profits, in recent years, has sent many American tourists to Europe, so that this item means about $750,000,000 to our foreign neighbors. In these figures we have the explanation of the continuance of our exports despite our import restrictions.

For many years to come interest payments on foreign loans will reduce foreign buying power. The ability of this country to absorb any more large foreign security issues is very much doubted. Any further increase in our gold supply is certainly not needed nor welcome in view of the wild speculation it supported during 1929. In view of these unfavorable factors I do not believe we will maintain our volume of export trade unless we recognize the old international doctrine —that if we do not buy, we cannot sell. This may call for downward revision of our import tariff schedule.

There is a large market for American products throughout the world. I am confident American manufacturers will insist on supplying these markets, and will be quite willing to buy suitable foreign products, in order to help produce a balance in trade.

The Johns-Manville International Corporation plans to develop and build up a volume of business throughout the world by rendering service to our customers through Johns-Manville salesmen operating in the respective countries. We will have local companies handling Johns-Manville products, and in some cases will permit them to use the words Johns-Manville in the name of their company. Our salesmen will work with these local companies, instructing them in the use and application of our products, and the proper handling of orders, and the compensation of the salesmen will depend directly on the volume of business secured by the local company.

In other words, we are following the excellent example set for us by the Johns-Manville Corporation in the United States.

E. S. Crosby
Vice-President and General Manager, Johns-Manville International Corp.

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central European and Scandinavian countries.

Sales in France, Italy, Spain, Portugal and French provinces are handled by Johns-Manville Continental Corporation, with offices in Paris.

Pittsburg Factory holds semi-annual safety meeting

The semi-annual general plant safety meeting for all employees was held at Pittsburg Factory on May 21.

C. H. Fry, superintendent of safety of the California State Industrial Accident Commission, was the principal speaker and used as his subject "Accidents and their cost to the Individual and this Company."

A five-minute talk on "Safety from the Employees' Standpoint" was given by E. E. Packard, millwright of buildings No. 1 and 2.

E. L. Adams, secretary of safety committees, explained in detail the perpetual monthly inter-department safety contest and the method used in determining the winner. C. L. Bates, superintendent, then presented the bronze trophy to the roofing department as winners for the month of April. The trophy was accepted by H. E. Piquette, foreman of the roofing department, and P. S. Fleetwood, roofing department representative of the Workmen's Safety Committee.

The meeting ended with an instructive demonstration by one of the factory first-aid teams, captained by Len Bardsley, millwright in the paper mill.

"Cinco de Mayo" celebrated

The Mexican employees at Lompoc celebrated "Cinco de Mayo" (May 5) with an elaborate program, beginning at 6 a. m. and continuing on through the day, with speeches, music, games and a dance in the evening. The plaza in front of the Mexican club building was the center of attraction. The grounds and club rooms were gaily decorated for the occasion. The program was carried out under the auspices of the Celite Mexican Club.

"Cinco de Mayo" is a Mexican national holiday celebrating the victory on May 5, 1862, over a French army of 6,000 men before Pueblo.

Asbestos Wall Board is new product

To meet a demand for a product to be used where less severe service is required than is given by Transite, Johns-Manville is now manufacturing a new product—Asbestos Wall Board.

The new product is a combination of portland cement, asbestos fibre and coloring matter, formed by the laminated process and subjected to hydraulic pressure. It has a light cream color which makes it readily identified.

Asbestos Wall Board, which is less expensive than Transite, is well adapted for use as a fire stop partition between domestic garages and dwellings, fireproof lining for detached garages, fireproof ceilings and walls, sorting table tops, bath house partitions, and similar inside uses. It should not be substituted for Transite where there exist severe conditions of heat or exposure to acids and weather.

The Nashua and Waukegan factories are manufacturing the new product.

Edwin S. Crosby attends convention devoted to foreign trade problems

Edwin S. Crosby, vice president of Johns-Manville International Corporation, who was recently elected to membership in the National Foreign Trade Council, attended the 17th National Foreign Trade Convention held at Los Angeles May 21, 22 and 23. Approximately 2,100 were in attendance with representatives from all over the world.

The Council was created in 1914, and has devoted its interest to the development of a national policy of foreign trade encouragement. Included in the Council's membership are about 80 representatives of the various commercial, transportation, financial, manufacturing and agricultural factors of foreign trade. Invitation to membership is extended by the executive committee.



Underwood & Underwood

E. S. Crosby greeting George Birk of Johannesburg, South Africa, at the 17th National Foreign Trade Convention held in Los Angeles in May.

Each year a convention is held, to which all those interested in American foreign trade are invited. James A. Farrell, president of the United States Steel Corporation and founder of the Council, officiated as chairman of the convention. He has acted as chairman for the conventions since they were started 17 years ago. Speakers of national importance gave addresses on subjects of importance in foreign trade.

One feature of the convention was a luncheon honoring the Council members for which Henry M. Robinson, a member of the Dawes committee, was host.

At one of the banquets the 122 representatives who attended from Hawaii presented each guest with a lei.

Paper production record

During the twenty-four hours of May 1, the paper machine production at Asbestos averaged 4,633 pounds an hour. This was on 50 and 100 pound rolls of commercial asbestos paper, and seven changes in weight were necessary during the run.

Safety council meets

A safety council meeting was held April 30 at Nashua Factory for representatives from each department. A general discussion was held on causes and prevention of accidents.

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Seven Ford plants J-M roofed

During the last two years seven Ford plants have been covered with J-M asbestos roofs. And now the New York Roofing Company, J-M approved roofers, have roofed the new plant at Edgewater, New Jersey, which brings the total to eight plants protected with J-M roofs.

The other plants are located at San Francisco, New Orleans, Flat Rock, Michigan, Long Beach, California, Philadelphia, Long Island City, New York, and the Open Hearth Building at Detroit.

The Ford Motor account is handled by R. E. Shoens, Detroit district industrial salesman, who is responsible for the standardization, by the Ford Motor Company, on this type of construction.

Ken R. Dyke marries

Mrs. Dudley Taylor of Kenilworth, Illinois, announces the marriage of her daughter, Miss Elizabeth Dudley Taylor, to Ken Reed Dyke, sales promotion manager. The wedding took place in New York City June 20 at four o'clock in the Chapel of St. Saviour of the Cathedral of St. John the Divine.

The bride, who was given in marriage by her uncle, Major J. W. F. Bennett, was attended by Miss Billie White of Chicago as maid of honor. Edward A. Mead of Norwalk, Connecticut, served Mr. Dyke as best man.

"Ad-night" held at Cincinnati

Otis Andrew, Cincinnati district, recently displayed Johns-Manville materials at the "Ad-night" sponsored by the Junior Chamber of Commerce.

In the J-M display a continuous projector showed a house being re-roofed with Asbestos Shingles. At the close of the program each guest was given a small piece of crude asbestos.

Merchants fair is held

A merchants fair was held at La Junta, Colorado, in April, at which the J-M distributor, Taylor Lumber Company, had an attractive booth. Three jobs were secured during the progress of the fair and more have been sold since. W. E. Cuthbert, Denver district salesman, was in La Junta for the fair.



Exhibit arranged at Atlantic City

THE complete line of products comprising J-M's Service to Transportation was displayed in an elaborate and brilliantly lighted exhibit at the municipal auditorium in Atlantic City, New Jersey, June 18 to 25 when the Railway Supply Manufacturers Association and the American Railway Association met in a combined convention.

The J-M exhibit, which was prominently located on the first floor of the auditorium, represented the entrance to a railway station. Inside were displayed half-size models of a refrigerator car, a passenger coach, and a large bus. To show the insulation between the walls each model was equipped with doors in the outside surface that opened and closed automatically.

The platform from which these models were viewed was floored with J-M Tile Flooring Type "A" and with a section of Truss Plate flooring.

The exhibit included panels showing the various types of insulation and all other J-M products that are used in transportation equipment.

Mile-posts which flashed the J-M trademark were ranged across the front of the display. Each was marked with the name of a city and the distance to it from Atlantic City.

The entire exhibit was constructed of Transite, with Transite Corrugated used for decorative effects. It was built under the direction of Charles Bittner of the display section, sales promotion department, in cooperation with the transportation and government department.

Langley talks on insulation

R. M. Langley, sales engineer, Pittsburgh district, delivered an address before the New Castle Engineering Society, New Castle, Pennsylvania, on May 19 on the subject of "High Heat Insulation" as it applies to the industries in that district.

Foremen meet at Lompoc

The fifth meeting of the foremen's training class at Lompoc was held in the dining room of the plant cafeteria on May 7, with about 50 employees in attendance.

Talks were made by R. K. Rourke, chemical engineer, and F. C. Brundage, purchasing agent.

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Lompoc—home of Celite *has colorful history*

By J. H. MERRIAM
Personnel manager, Lompoc

WHERE once tinkled the bells of vast droves of sheep and where the swarthy vaquero exploded coarse oaths, now lies the peaceful valley of sweet peas—in which Lompoc, the home of Celite, is located. This valley is ten miles inland from the Pacific Ocean and lies just north of the Santa Ynez mountains in California.

The original Lompoc Ranchos contained 38,335 acres of land and was granted by the Mexican government April 15, 1837, to Jose Antonio Carrillo. The Mission Vieja de la Purissima, containing 4,440 acres, was also granted to Carrillo on November 20, 1845. Later Carrillo sold Lompoc to More brothers, who, in turn, sold to Hollister brothers, Dibblee brothers and Cooper for $1.50 an acre.

The name Lompoc is Indian for "Little Lake" or "Laguna" and was probably two words "Lum Poc." The Spanish called it Lompoco, accenting the second syllable in which the "o" is long. It is now pronounced as though the "poc" is "poke."

The valley was inhabited only by Indians of the Cosumnes tribe prior to 1787. The tribe was also known as the "Digger" Indians as they lived chiefly on roots and herbs.

Early history states that about forty different tribes were represented in Santa Barbara County at the time the missions were established.

Padre Junipero Serra, known as the father of the missions in California, established the first mission in San Diego, and as he was detained there for several months he finally permitted his boyhood friend and co-worker Crespi to accompany Gaspar Portola, the first Royal Governor appointed for California, on the trip north to Monterey. This was in the fall of 1787.

In due time this expedition crossed the mountains into the Santa Ynez river valley, so undoubtedly they were the first white men to tread the ground where Lompoc is now located. La Purissima Mission was founded by them on December 8, 1787, on the present site of Lompoc.

For twenty-five years this mission enjoyed great prosperity—several thousand of sheep, cattle and horses were acquired — large crops of grain harvested, and 1,500 converts worshipped at its shrines.

The Indians were friendly and willing to help. They made implements and vessels of stone and wood, ornaments of gold and silver, bows and arrows, various musical instruments such as drums, flutes and horns. They wove mats and baskets with great skill and artistic colorings and decorations. They made head ornaments of plumes, bracelets and girdles ornamented with bits of shell. They lived in comfortable dwellings of wood and stone and had storage granaries for maize and acorns. Then came the earthquake.

For several days there had been minor tremblings of the earth surface, but on the morning of the Feast of Immaculate Conception, December 21, 1812, at the ending of mass, there came one of the most violent and destructive shocks ever recorded in California, which scattered main buildings and split the hill at the base of which the mission was located from summit to foundation, and down its opposite side into the canyon beyond. No one was killed at La Purissima.

Rebuilding of the mission on the north side of the valley, six miles distant, was begun on April 23, 1813. However, during the years that followed there was a gradual decline of the mission due to many of the Indians resuming their original state and to epidemics, which reduced the population from fifteen hundred to four hundred.

Inventory of the mission estate in the 1830's was only $60,000, including a library of ancient works. In 1845 what remained of the property was sold to John Temple for $1,110, the remainder having been wasted, stolen or destroyed. The death of the majority of remaining Indians from smallpox completed the ruin of the mission.

The history of Lompoc proper begins in the fall of 1874. On the fifteenth day of October, 1874, a company of California farmers and business men organized under the auspices of the California Immigrant Union of San Francisco, as a joint stock company, bought from Hollister and Dibblee the Lompoc and Mission Vieja Ranchos for half a million dollars.

The Lompoc Land Company surveyed and laid out Lompoc with public auction sale on October 26, 1874, establishing a farming colony.

In 1880 the town contained two hundred inhabitants. The first school was erected in 1876. The five church organizations which are represented at this time were established in 1880.

There were evidences of prosperity on every hand in 1882 and the various crops at that time consisted of wheat, barley, corn, rye, beans, potatoes, English mustard, flax and various vegetables. Today 75 per cent of all the world's commercial mustard is grown in this vicinity.

The growing of flower seeds is now one of the leading industries—about 1,000 acres being devoted to this purpose. Most of this acreage is planted in sweet peas in which this valley excels and from which comes the name "Lompoc in the valley of sweet peas."

Year-around fresh vegetable growing is rapidly becoming a leading industry in addition to large quantities of baby lima beans, grain, sugar beets, English walnuts, and so forth.

The world's largest producer of diatomaceous earth (Celite) is the Lompoc Factory of Johns-Manville, located three miles south of the town. This also is the largest industry in Santa Barbara County.

Largest Superex order

Waukegan Factory has just received an order for twenty-two cars of Superex blocks of varying thickness, three cars of Magnesia blocks, one car of Fibrous adhesive, and one car of No. 302 cement, to be shipped to the Illinois Steel Company, South Chicago, Illinois. Shipments are to be made periodically during the summer. This is the largest Superex order ever received at Waukegan.

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Weaver-Henry host for special conference

Weaver-Henry Corporation was host to office and factory managers of California locations, called together on May 2 for a special conference by S. A. Williams, Vice President in charge of factories and mines.

Topics under consideration were the various factory operations and reports as required of the accounting departments by General Headquarters.

Those attending were Mr. Williams, George E. Halladay, manager Manville Factory, A. C. Cromwell, manager Lompoc Factory, R. B. McClellan, office manager, Lompoc Factory, G. M. Deam, office manager, Pittsburg Factory, E. L. Crosthwait, office manager, Redwood City Factory, and, from Weaver-Henry Factory, William Fletcher, superintendent, R. C. Florey, assistant superintendent, and C. E. Mangrum, cashier.

Australian addresses club

Maurice Lloyd, managing director, Eliza Tinsley Pty. Ltd., J-M representative in Australia, addressed the monthly meeting of the Celite Technical Club at Lompoc which was held in the dining room of the plant cafeteria on May 22. He gave an interesting talk on Australian business methods, living conditions, and so on.

Before the meeting adjourned, Mr. Lloyd was voted into the club as an honorary member.

Boston office has fire

A fire, caused by defective wiring, was discovered by a private watchman at the Boston office at about midnight, on May 29. The fire was confined to the basement and first floors, and caused considerable inconvenience for the first hour of the following day until telephone communication was resumed and electric wiring was replaced.

A "main street" store

Acting on the suggestion in the J-M 1930 Plan Book that building materials dealers establish "main street" stores to display products, the Gloucester Coal and Lumber Company of Gloucester, Massachusetts, opened a store during April. The results have been very satisfactory.

This company acts as distributors for J-M Rigid Asbestos Shingles, Asphalt Shingles, Insulating Board and Asbestos Wall Tile. The first display of these products in the new store was arranged by L. E. Cushman, Boston district.

Pittsburg Factory team enters first-aid meet

The Johns-Manville Pittsburg Factory team took second place in a first-aid meet held May 5 between the crack teams of Henry Cowell Lime and Cement Company of Cowell, California, U. S. Steel Products Company, Columbia Department, and Johns-Manville.

The Cowell team has for several years either won first place or has been a runner-up in the California State Annual First-Aid Contest. All teams were judged by state contest judges. Points deducted for errors are as follows: Henry Cowell 52, Johns-Manville 64, U. S. Steel 70.

Members of the J-M team were L. Bardsley (captain), paper mill; R. H. Perow, assistant chemist; Robert Melvin, pipe covering department; R. E. MacDonald, shingle mill; B. B. McKinney, shipping department; and W. Whiting, brake lining department.

In terms of carloads

Eastern Division is speaking of automotive business in carload terms. With the sale of an order in excess of $20,000 to the Auto Spring and Bearing Company, Roanoke, Virginia, the Division has shipped its third carload of automotive materials this year.

The first carload went to the Benjamin T. Crump Company of Richmond, Virginia. Both of these carloads have gone into a state that ranks twentieth in automobile registrations in the United States.



Second carload of automotive products shipped by Eastern Division, with the assurance "There's not a squeak in the carload."

The second carload was sold to the Economy Auto Supply Company of Newark, New Jersey. It included 85,000 feet of Woven, Heavy Duty and Moulded Brake Linings and more than 5,000 clutch facings. C. V. Smith was instrumental in closing this order. A very successful contest was held in connection with the footage contained in the car. The ten dealers whose estimates were nearest to the exact amount were each presented with a roll of brake lining by the Economy Company.

The two carloads shipped to Virginia have gone into the territory of J. L. Stott, automotive salesman. M. K. Cumming, recently appointed automotive manager for Eastern Division, with the assistance of George Sotos, closed the order for the third carload.

New Uses News

W. S. Stanton, of the metropolitan architectural service department, Eastern Division, has secured a specification for Transite Encased Insulating Board which opens up a new avenue of use for this material. A combination of ½-inch Insulating Board and ⅛-inch Transite cemented together will be used as a fireproof insulated lining for the thousands of radiator enclosures throughout a building soon to be constructed that will be one of the largest buildings in New York City.

The lining will have a double usefulness. It will stop heat loss from the radiators into the building walls and will direct this heat into the building rooms; and it will protect the dampproofing treatment which is applied in outer building walls against heat transmission from radiators. Such heat transmission would otherwise have a rotting effect on this treatment.

Lansing has builders show

The Hager and Cove Lumber Company, building material distributor in Lansing, Michigan, was sponsor for a builders show recently. A. B. Curtis, sales supervisor of Lansing territory, designed an attractive J-M exhibit.

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THE JM CIRCLE

Vol. 3 July-August No. 3

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Published for and about the employees of

JOHNS-MANVILLE

Editorial Office:
292 Madison Avenue, New York City

"Safety—not just a word but an *objective*"

Great strides in accident prevention have been made during the past ten or fifteen years. Safety organizations have brought before the attention of countless workmen the importance of avoiding unnecessary risks that court accident.

An important step in a safety program is to build up a spirit of individual responsibility. The man who slips and falls from stepping on a banana peel places the blame on the careless individual who threw it on the walk, rather than blaming himself for not watching where he is stepping. This same spirit of shifting responsibility is found in accidents of a serious nature. This does not mean that the banana peel thrower is not at fault. He is, of course. However, those who "watch their step" do not walk on the peels.

Throughout the J-M organization increasing attention is being given to accident prevention. Energetic safety measures have been taken to stimulate interest in safety records and to instil in each employee's mind a feeling of individual responsibility.

Nashua Factory's slogan, "Safety—not just a word but an objective," is typical of the earnest attention that is being given this work.

Check Yourself!

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

61. Don't cut in before the man talking has finished. By breaking his chain of thought you can easily shut off exactly the information you most wanted.

62. Don't overstay your call. When you have told your story, stop. It is very easy to talk yourself out of an order you had practically landed.

63. Be a good listener. You can never know what the other fellow is thinking about unless you let him talk. Besides he probably likes the sound of his own voice once in a while as much as you do yours.

64. The last time you pounded the table, did you notice the bored look on the face of the man you pounded to? Pounding is "old stuff."

65. Don't pester! If you must insist, be very careful that you do it without giving offense and so work yourself out of the picture. Don't just worry a busy man.

66. Learn to ask questions naturally! Often it is the only way you can find out what is in the other fellow's mind. Not seldom from his answers you get good material to use as you talk.

67. Don't bring in the big man to clinch the deal. The moment he comes into the picture, you have thrown the prospect on his last line of defense and developed in him his utmost antagonistic resistance.

68. Are you a "yepper"? If you are, you agree because you think the man you are talking to would like to have you agree with him. Each time you do this you are weakening your independent judgment; presently you will be little good.

69. Leave open the path to go back again—never mind how heated was the argument! Establish yourself in a plane, when knowing that you never call without contributing something, the customer will always be willing to see you.

70. Was your last expense sheet fair?

—Adapted from Printer's Ink.

What do you know about this business?

(*For the answers turn to page* 22)

81. What is the newest addition to the J-M Acoustical Line?

82. What is the composition of Asphalt Shingles?

83. What J-M product was used in the construction of the "President's School" in Virginia?

84. What does the term "roving" mean in connection with asbestos?

85. What is J-M Asbestos Wall Board?

86. Why should J-M Refractory Cements be used?

87. Where are the headquarters for the research and development department?

88. What are Blast Hair Blankets?

89. What 1930 motor vehicles are equipped with Johns-Manville Moulded Lining as standard equipment?

90. What is Tile Flooring Type "A"?

Deaths

Thomas T. Guilmette

The sympathy of Nashua Factory employees is extended to the family of Thomas T. Guilmette, who died May 4. Mr. Guilmette was one of the oldest employees in the factory in point of service, entering January 2, 1914.

Robert Thornton

Robert Thornton, roofing plant, Waukegan Factory, died May 16 after an illness of one week. The sympathy of his fellow employees is extended to his widow and children.

Joe Petkovsek

Joe Petkovsek, shingle plant employee at Waukegan, died on May 10 from injuries received in an automobile accident on May 5. The sympathy of his fellow employees is extended to the family.

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Associate editor appointed

Bruce K. Owen has been appointed associate editor on the Circle staff, representing the recently established Southern Division.

Mr. Owen is sales promotion manager of the division.

Death of C. H. McCauley

In the death of C. H. McCauley, who died June 8 after a comparatively short illness, the Western Division lost a most valuable member.

In 1913, Mr. McCauley entered the company's employ in the billing department. He was transferred in 1914 to the construction department where he remained until 1920 when he joined the building materials department. The following year he went out as a salesman, and from 1925 to 1927 he was stationed in Madison, Wisconsin, from which point he covered the adjacent territory. In 1928, he returned to Chicago and went into the building material distribution department, specializing on Built-up Roofing, a field for which he was exceptionally well fitted by virtue of his wide knowledge and experience.

Interment was at Memorial Park, Evanston. Ralph C. Harden, W. H. Fogarty, J. B. Stevens, D. S. Boyer, Warren F. Geist, and H. W. McKinley acted as pall bearers.

Booster Club organized

The employees of the New Orleans sales office held a meeting on April 14 to organize the first chapter of the J-M Boosters' Club. The club is a response to John M. Taylor's request for suggestions as to how the district might contribute towards making 1930 a better and more profitable year.

R. H. Slater, district representative, was named "Chief Booster" and D. O. Newhart, credit supervisor, is secretary.

The club is semi-social and plans are made to hold monthly get-togethers to report progress and prepare for further boosting. C. J. Flanagan, sales supervisor, has offered an attractive prize to the best booster. Mr. Taylor offered to duplicate the award, and the indications are that competition will be keen.

Waukegan has last session of classes for foremen

The foreman training class at Waukegan closed the season with a dinner at the company's cafeteria. J. P. Kottcamp acted as toastmaster. R. C. Harden, manager of the Western Division, and J. E. Begert, manager of Banner Rock Products Company, were guests.

Entertainment consisted of group singing with Ray Paulson, magnesia department, at the piano. James Magri, shingle plant, gave a number of accordion solos. L. Stewart and Claude McIntyre, of the textile department, played several duets on the harmonica and guitar.

Talks were given by Mr. Harden, Mr. Begert, J. A. Carey, S. Collier, and C. R. Wikel. The building superintendents were asked to express their views on the value of the past program of foreman training and they were unanimous in stating that they thought considerable benefit was derived from the course, and that it would be well worth while to continue the work next fall.

Mr. Kottcamp closed the meeting after complimenting the men on their loyalty and cooperation.

Former editor has daughter

A daughter, Margaret Judith, was born to Mr. and Mrs. Emerson Goble on May 27. Mrs. Goble was formerly editor of the Circle.

Watch for J-M advertising!

In July and August general magazines the following advertisements will appear:

Saturday Evening Post, July 5, acoustical; July 26, Built-up Roofing.

Collier's Weekly, July 12, Transite Corrugated; August 2, Asbestos Shingles (color).

American Magazine, July, Asphalt Shingles (color).

American Home, July, Home Insulation.

Your Home, July, Insulating Board.

Good Housekeeping, July, Asbestos Wall Tile (color).

Better Homes and Gardens, August, Insulating Board.

Small Home, August, Home Insulation.

Asbestos Shingle advertisements in color will appear in *Small Home* for July, *House and Garden* for August, and *Your Home* for August.



Protection given by roof

The protection afforded by a J-M roof is graphically illustrated in a residence at Bowlesville, Ohio, shown above, which was partly destroyed by fire.

The part of the house which was completely burned was covered with wood shingles. The main section of the house was roofed with No. 70 gray Asbestos Shingles, which undoubtedly saved that part of the house, according to a statement made by the fire chief of Bowlesville.

J-M contractor dies

Pearl S. Thorsen, the first man to hold a J-M approved insulation contractor's franchise, was killed June 5 when the plane in which he was a passenger crashed into Boston Harbor shortly after taking off from the Boston airport.

Funeral services were held June 8 at Hancock, Maine, where Mr. Thorsen was born January 2, 1888.

In 1908 Mr. Thorsen, who had been a marine engineer, joined the J-M organization as an insulation salesman to the marine trade in the New York district. Two years later he organized P. S. Thorsen and Company, Inc., with headquarters in Brooklyn, specializing in marine insulation, and later handling the J-M line exclusively. At that time he signed the J-M franchise.

In 1917 the company opened an office in Boston as J-M approved insulation contractors and the business grew rapidly. Some of the leading power plant and industrial installations in New England were done by the P. S. Thorsen Company of Massachusetts.

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Accepted Suggestions

L. V. Knight receives award for rack to display J-M shingles

A SHINGLE rack that permits a wide variety of effective displays of J-M shingles is the result of a suggestion submitted by L. V. Knight, Boston district salesman. An award of $100 was presented to Mr. Knight when the suggestion was accepted on April 30.

Through the use of the rack distributors can show how the various types of shingles look when laid. There is also an opportunity to show various color combinations. It is possible to change the display frequently as the shingles are merely attached to narrow boards that are held in place on the rack by wire clips.

A three-section catalog rack at the top provides a convenient place for booklets and other advertising literature.

The rack itself measures 44 inches wide by 41 inches high, with an 11-inch wide extension at the top which gives an additional display space that is particularly adapted for showing the hexagonal type of shingle.

Many suggestions accepted

A large number of suggestions have been accepted recently. A list of successful suggestors follows:

Pacific Division

E. R. PENDERVILLE, *purchasing department, Pacific Division.*
Marking packing slips with order numbers.
GEORGE FRITZ, *transportation and government department, San Francisco district.*
Suggestion on training of future salesmen.
WIX LICHTY, *sales supervisor, Los Angeles district.*
Partial mopping in application of Built-up Roofing to eliminate blisters.
MISS M. AMMON, *secretary to sales manager, Los Angeles district.*
Installation of window guards at bottom of windows.
H. H. HAMMILL, *sales supervisor, Salt Lake City district.*
Notification to salesmen three months in advance of roofing guarantee expirations so inspection can be made.
MRS. W. CANTWELL, *secretary to sales manager, San Francisco district.*
Printed form with names and addresses of distributors and contractors for customers.

Asbestos Factory and Mines

G. A. CHEESE, *tester, fibre research department.*
Wire screens inside windows on bagging floors mills.
N. LEFEBVRE, *coating man, department 2, factory.*
Improvement of built-up roofing.
J. E. BOURQUE, *shipping foreman, milling department.*
Platforms on both ends of tailing dump.
G. A. CHEESE, *tester, research department.*
Drop light over testing table, Mill 4-A.
T. HENSHALL, *inspector roofing department, factory.*
Concerning asphalt deposits—roofing department.
ALPHONSE LAGASSE, *jackman, mining department.*
Wooden frame for magnet valve.
WILLIAM BOURASSA, *operator electric shovel 92, mining.*
Two electric lights in front of power shovel.
J. F. SALLERY, *tester, research department.*
Guards over belts on Q.S. machine.
J. G. BROWN, *storekeeper, milling department.*
Improvement in telephone service at storehouse.
JOSEPH LALANCETTE, *working foreman, machine shop.*
Hoisting device for shop crane.
STANLEY HARRIS, *shipper, factory.*
Drainage of water from door No. 17.
J. E. PRECOURT, *helper, pipe covering department, factory.*
Tables for pipe covering wrappers.
C. E. BOISVERT, *coal trimmer, Mill 4-A.*
Guard around chain, dryer No. 1, Mill 4-A.
DAVID KYLE, *roofing storeman, factory.*
Wheels on hoods in shipping department.
EMILE MICHEL, *E. S. groundman, mining department.*
Regarding changing of trail cables on E. S. rollers.
J. G. BROWN, *storekeeper, milling department.*
Gauge for cutting twine.
A. R. WATTERSON, *chief timekeeper, main office.*
Regarding hotel re-sales tickets.
W. N. REAKES, *senior foreman, research department.*
Respirators for bagging boys.
J. E. BOISVERT, *sub-station operator, electrical department.*
Guard shaft on D. C. generator.
G. C. CLAPP, *canvasser department 3, factory.*
Change starters on dryer fans.
W. N. REAKES, *senior foreman, research department.*
Install angle iron on grader wire mesh.
WALTER BRYNE, *job costs clerk, main office.*
Enlarge entrance to Mill 3 fibre store shed.

(*Continued on page 22*)



The shingle display rack in use.

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The J-M Factory Circle

No. 10 Waukegan, Illinois, July, 1930 Waukegan Edition

SHIPPING FACILITIES ARE EXCELLENT AT WAUKEGAN PLANT

Waukegan plant is served by the Chicago and North Western and the Elgin, Joliet and Eastern Railways, both lines switching at the plant at different intervals. Shipments are also accessible to the Chicago North Shore and Milwaukee Electric Line. The plant is also served by several cartage companies, with headquarters at Waukegan.

The Waukegan Factory is located three miles from the Chicago and North Western and the Elgin, Joliet and Eastern freight stations. Merchandise loading to these railways is done by trap car; however, material traversing the Electric Line is trucked to their freight stations.

The plant operations are spread out over four and a half miles of track interwoven between six buildings.

There are in service two tow motors and trailers for the transferring of material within the plant. In addition to this there are two Mack trucks and one Chevrolet truck for local freight station hauling and light running. The express and parcel post trucks give the plant two deliveries and pick-ups each day.

The number of shipments forwarded from the plant including freight, express and Parcel post, totalled 71,347 in 1928 and 91,616 in 1929.

During 1929 the number of cars handled at the plant totalled 20,747. Shipments forwarded by cartage companies in 1929 totalled in weight 14,126,100 pounds.



H. Meisenheimer, A. H. Schley, E. Berndt, A. J. Ebert, A. Funk.

Members of the Quarter Century Club

Waukegan has five charter members of the Quarter Century Club.

Two members, Henry Meisenheimer and A. H. Schley, have been with the company 33 years. A. B. Funk has 32 years to his credit, and A. J. Ebert 31 years. A 29 year record is held by E. H. Berndt.

Waukegan in the movies

During 1928 Waukegan went "into the movies" and pictures of the different processes were taken throughout the factory.

These pictures appear in the film "Asbestos—the Magic Fibre" and have also been used in other J-M motion picture films.

PLANT IS LOCATED ON 250 ACRE SITE

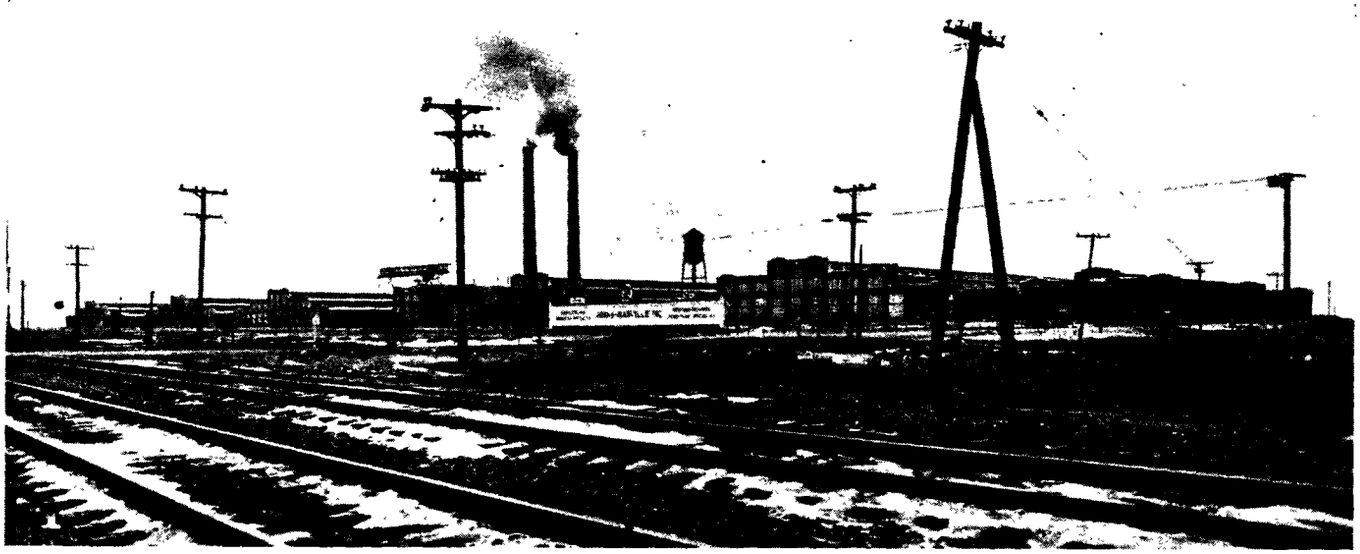
Construction of original buildings completed during 1923

The Waukegan Plant covers 250 acres, 28 of which are occupied by 9 buildings. The buildings have a total floor space of 1,266,745 square feet. Included in the factory buildings, beginning at the southern end of the group, are: garage and office, packing and textile, dry magnesia, power house, cement, wet magnesia, paper mill and pipe covering, roofing, tank car house, asbestos wood and shingles, pump house, and Transite pipe.

Construction was started in 1920 on a sand fill over a marsh. The fill, which was started on September 1, 1919, was accomplished by conveying sand from a channel made by pumping the sand out and transporting it through pipes to the area on which the buildings are located. The fact that the total amount of 786,886 yards was transferred during this period will convey the magnitude of this undertaking.

The original buildings were completed in the early part of

(*Continued on page* 13)



A general view of Waukegan Factory.

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PLANT ON SHORE OF LAKE MICHIGAN

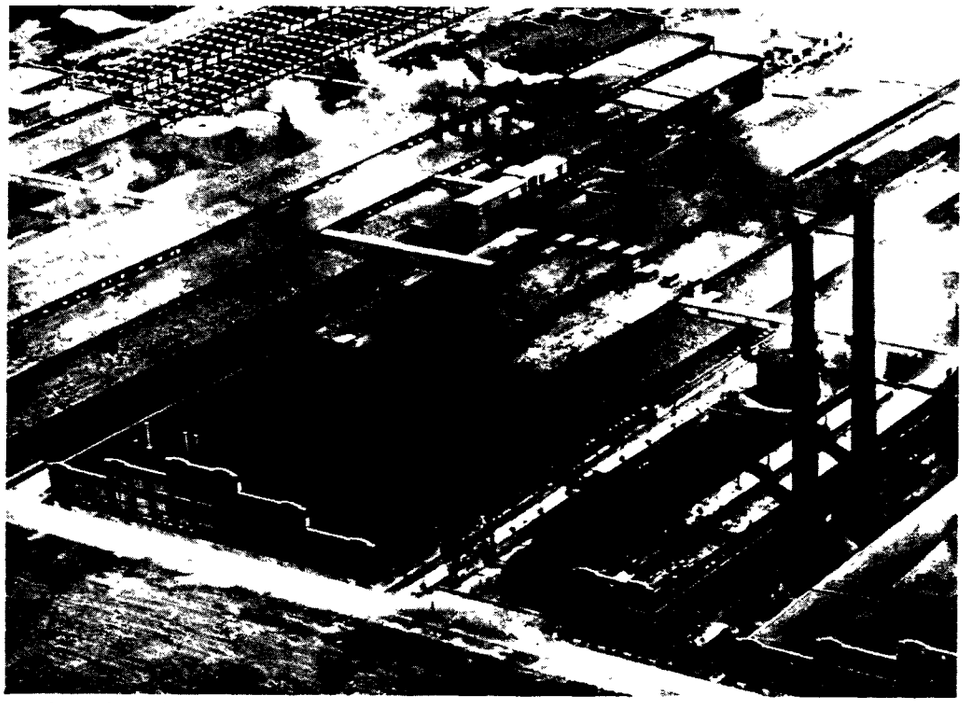
Waukegan Plant is located on the west shore of Lake Michigan, forty miles north of the northern limits of Chicago. It is two and one-half miles from the center of Waukegan, a city of approximately thirty thousand population.

There is street car service to within one mile of the plant and bus service to the plant. The Chicago and North Western has a local station at the entrance of the plant.

The buildings are about three-fourths of a mile from the lake. The land is flat and the soil is sandy. One mile from the lake, bluffs rise to the height of approximately forty feet. The bluffs extend for about six miles. They are covered with trees and present a pleasant view during the summer months.

Largest order shipped

The largest orders that have been shipped from Waukegan are: 1,000 squares No. 50 Colorblendes to Waukesha Asbestos Company at Waukesha, Wisconsin; 1,000 squares No. 190 Blueblack shingles to the Standard Oil Company at Cleveland, Ohio; 524 squares No. 5 Duplex to the Rock Island Arsenal at Rock Island, Illinois; 1,600,000 square feet of Corrugated Transite to the International Harvester Company at East Moline, Illinois.



Waukegan from the air. In the upper left-hand corner are shown sheets of Transite Corrugated piled on the steel work of the recently constructed Transite Pipe building. This was done by switching a locomotive crane onto the tracks alongside the steel-work, and 10 sheets of Transite Corrugated were raised in a sling at one operation to the purlins, where they were placed in piles conveniently located for the roofers who laid the roof deck.

Suggestions submitted

Up to June 1 there have been 545 suggestions submitted by Waukegan employees. Of this number 102 suggestions were accepted.

Suggestions are first handled by the building superintendents, who turn over to the development committee for final action those that are practical.

Safety activities at Waukegan

A great deal of attention is given to safety at Waukegan. All machinery has been properly guarded according to state law requirements. An inspector follows up maintenance of the guards.

A general safety committee checks up and investigates each lost time accident, fixes responsibility, and makes recommendations to prevent recurrence.

A monthly contest is conducted which includes all the foremen. A prize is given to each foreman in whose department neither lost time nor minor accidents of any kind occur.

This contest has been in operation for the past nine months and has proved to be the most effective procedure in promoting safety that has ever been tried at Waukegan. The proof of this is the fact that accidents of all kinds have been cut about seventy-five percent over previous years.

A central first-aid department has been established where all minor injuries are given immediate attention.

The company physician is at the plant one hour each day to examine and supervise treatment of all injured.

Sport organizations provide recreation

Among the sports participated in by employees at Waukegan are golf, bowling, basketball, indoor baseball and horseshoe pitching.

Organizations for the various sports include a bowling league of eight teams, two golf foursomes, representing the packing plant and office, and the office girls' basketball team.

Horseshoe pitching and indoor baseball are diversions during the noon hour.

Waukegan Factory employs, on an average, 1,250 persons. Of these approximately 80 percent are American born.





Informal views at Waukegan during the lunch hour. (Right) Interest runs high in baseball games.

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Factory manager and department heads: (front row) H. Meisenheimer, C. R. Wikel, R. Dennett, J. P. Kottcamp, manager, G. H. Ellinwood, E. J. Hampson (back row) William Gerity, A. F. Miller, N. O. Aeby, H. W. Deibler, J. A. Carey, H. J. Schuffler.

Long service records

Thirty-seven employees at Waukegan have service records of ten years or more.

The group includes J. P. Kottcamp, J. A. Carey, C. R. Wikel, E. J. Hampson, A. S. Mills, J. J. Van Male, C. L. Geske, L. J. Thomas, A. J. Szuchnicki, P. W. Hillger, V. D. Rehor, L. Kientz, M. Scholz, P. P. Slinskey, F. W. Scheske, H. W. Deibler, J. C. Paulson, H. Warnecke, H. J. Schuffler, A. W. Sherwood, E. G. Onsrud, F. F. Scheffing, William Gerity, A. F. Smoot, J. W. Blakemore, A. F. Miller, J. Blumberg, H. Bayles, A. Hennighausen, L. Ello, A. Kinner, A. Jenner, J. Yax, Harry Ryan, F. Holpfer, A. Spickerman, and E. J. Stittgen.

Former plant employees

Among the former Waukegan employees who now have different connections with the company are: S. A. Williams, vice president, General Headquarters; C. L. Bates, superintendent, Pittsburg Factory; A. R. Fisher, assistant factory manager, Manville Factory; G. M. Deam, assistant superintendent, Pittsburg Factory; H. E. Miller, plant engineer, Pittsburg Factory; H. E. Piquette, foreman, roofing department, Pittsburg Factory; J. E. Begert, factory manager, Banner Rock; A. J. Kroll, traffic manager, Banner Rock; L. J. Spangler, manager, Cincinnati and Dayton Factories; D. C. Renton, chief engineer, headquarters, Manville Factory; A. J. Erickson, draftsman, Manville Factory; H. E. Johnson, research and development department, Manville; H. J. O'Brien, Banner Rock; A. LaGattuta, works manager, Beton et Mollith, Belgium; P. A. Andrews, vice president, J-M Sales Corporation; T. C. Pond, assistant to vice president, General Headquarters.

Large hydraulic press is now being installed

The seven-year old 4,000-ton hydraulic press in the asbestos wood department is about to be presented with a big brother. The one being installed at Waukegan is an exact duplicate of the one now being made for the Manville, New Jersey, plant. The small press has been running practically night and day since its installation in 1923. Three table saws, two sanders, a jack department and an ebony department make up the finishing end.

When the new press is in operation it will increase the capacity to 68,000 square feet of Transite Corrugated every twenty-four hours.

Products are listed

The products manufactured at Waukegan are representative of the wide scope of the Johns-Manville line. This list of products includes:

Flat and Corrugated Transite
Transite Pipe
Rigid Asbestos Shingles
Asbestos roofings
Slatekote roofings and shingles
Rubber type roofings
Mastic flooring
Asphalt waterproofing material
Asphalt putties and paints
Tile Flooring Type "A"
Low pressure pipe coverings
Sanacoustic Tile
Fire felt pipe coverings and blocks
Wool felt roofing paper
Asbestos papers and millboard
Asbestos insulating cements
Refractory cements
85% magnesia pipe covering and blocks
Superex pipe coverings and blocks
Asbestos packings of all kinds
Woven brake band lining
Folded and pressed brake band lining
Moulded brake band lining
Moulded brake blocks
Asbestos yarns and cloth

Plant location

(*Continued from page* 11)

1923. Manufacturing in the various units began on the following dates: Packing, April, 1922; paper mill, September, 1922; roofing, September, 1922; cement, December, 1922; shingle, April, 1923; pipe covering, April, 1923; magnesia, October, 1923.

The Transite Pipe building is the only addition to the original buildings. This addition was built during 1929.

The plant has its own sewer and water systems.



Foremen whose departments went through the month of May without accidents: (front row) J. Magri, T. McNichol, V. Rehor, J. Blakemore, J. Zavasky (back row) R. Obenauf, Alex Willie, P. Slinsky, A Burt, H. Martin, R. Browne, K. Rol, A. Scheribel, D. Bertogliat.

Rock Wool produced

Rock Wool is one of the interesting materials produced at Waukegan. It is made from limestone, heated to a red-hot molten mass, and blown with steam into shreds resembling sheep's wool. It provides fireproof insulation of a permanent nature.

The Waukegan Rock Wool plant was built under the direction of T. C. Pond, who spent about one year working with different types of furnaces and raw materials. The present cupola was accepted as the best type and was built by the Waukegan engineering department. The Transite house, the blowing chamber and blanket forming machine were entirely experimental and were built at Waukegan.



General view of punch department.

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Here and *There* in the Field

Stages acoustically treated—

Word comes from Johns-Manville Continental Corporation, sales agents in Paris, of an interesting acoustical installation that has been completed at the Studio des Reservoirs at Joinville, near Paris. This group of stages has been installed by Robert T. Kane, European production manager for Paramount.

Four inches of Banroc treatment, covered with a light muslin and wire netting, was applied to the two large stages. One monitor room and one review room were treated with J-M Nashtile. One wall of each of the two rooms was also treated with four inches of Banroc.

A large insulation contract—

The Dallas Power and Light Company, of Dallas, Texas, recently opened a new $2,500,000 extension in which J-M insulation was used. The total contract amounted to approximately $20,000. T. L. Newman handled the account.

Indiana has new distributor—

A new sixty-car building material service distributor has signed in Gary, Indiana, due to efforts of W. G. McKillip, and D. S. Boyer, representatives of the Chicago District. The account is the Tollestan Lumber and Coal Company.

J-M roofs for mining towns—

J. H. Graham, Pittsburgh district salesman, continues to uphold his reputation as the man who roofs whole mining towns with J-M Asbestos Shingles.

He recently secured an order amounting to more than $32,000 for No. 70 mottled gray shingles to be used at ten of the mines of the H. C. Frick Coke Company, Pittsburgh.

The mines, all of which are located in western Pennsylvania, include: Mammoth Mine, Mammoth Station; Bridgeport Mine, South Brownsville; Bridgeport Mine, Scottdale; Leisenring No. 2 Mine, Bute; Lambert Mine, Lambert; Continental No. 1 Mine, Continental No. 1 Works; Marguerite Mine, Marguerite Station; Edenborn Mine, Edenborn Station; Continental No. 2 Mine, Continental No. 2 Works; Continental No. 3 Mine, Continental No. 3 Works.

Bank installs Floor Tile—

A tan and mahogany combination of J-M Tile Flooring Type "A" was used in the new Ohio Bank Building in Toledo on the first six floors, with the exception of the main banking room. Howard R. T. Radcliff Company, J-M approved flooring contractors, made the installation, which included 33,300 square feet.

Sanacoustic installed in hospital—

Pittsburgh office was successful in closing a large acoustical contract for the Ohio Valley General Hospital, at Wheeling, West Virginia. Sanacoustic Tile was specified for the corridors, including 3,065 square feet for the third floor, 3,809 square feet for the fourth floor, 4,593 square feet for the fifth floor and 2,323 square feet for the sixth floor, also operating rooms.

Another Sea Ring record—

M. M. Haws, Dallas sales office, recently secured an order for Sea Rings from the water department of the City of Waco, Texas, measuring 14½ inches by 16½ inches by 7 inches deep. Due to the fact that the previous rings were in service 103 months, or approximately eight-and-a-half years, Mr. Haws did not have much sales resistance to overcome.



A miniature brake tester was featured in an attractive window display of J-M Brake Linings arranged by Phil Hanak, for Seicrest Brothers Class A Station at Delta, Colorado.

St. Louis' acoustical campaign—

St. Louis district is carrying on an acoustical campaign and as a result of the installation of some 10,000 square feet of Sanacoustic Tile in the Mercantile Commerce Bank and Trust Company, interest of other St. Louis banks has been aroused.

The Mississippi Valley Merchants State Trust Company, realizing the need for some sound absorbing treatment in their bookkeeping and clearing house departments, recently signed a contract for the installation of Sanacoustic Tile.

The Franklin-American Trust Company has also signed a contract for the installation of Sanacoustic Tile in their bookeeping and clearing house departments.

A carload order—

As a result of extensive follow-up work, R. P. Buckingham, Jr., Houston salesman, secured an order from the Freeport Sulphur Company of Freeport, Texas, for a carload of Magnesia Pipe Covering.

Church uses Floor Tile—

The Amanda Presbyterian Church of Amanda, Ohio, has a basement below grade, which required a flooring that would provide foot warmth superior to concrete. It was decided to use J-M Tile Flooring Type "A" with a color combination of brown field and tan spots.

The installation was made by the E-Z Tread Floor Company of Columbus, Ohio.

Roof insulation for San Diego firm—

Weaver-Henry Corporation was successful in securing the 200-square inch-thick roof insulation contract on the new office and warehouse building recently completed for the San Diego Consolidated Gas Company. Application was made by the Benton Roof and Paint Company, Weaver-Henry Corporation roofing contractors.

As this was the first roof insulation to be done on a commercial structure in San Diego, it has created considerable interest on the part of the architects and engineers in that district. C. Quinn, specification engineer of Weaver-Henry, inspected and supervised the laying of the job.

A new Asphalt Plank distributor—

J. A. McCarthy of Kansas City sales office has secured the St. Joseph Structural Steel Company, of St. Joseph, Missouri, as distributor of Asphalt Plank. A carload order was received.

An order for Mexican plant—

Toronto district received a nice order recently from the Canadian and General Finance Company for Transite Corrugated to be used as roofing and siding on the new power plant of the Mexican Light and Power Company at Tepuxtepec, Mexico. The erection was done by Construccionnes y Equipos, J-M contractors.

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J-M Tile Flooring Type "A" installed in Southern California Automobile Club's newly opened branch at Glendale.

Floor Tile in Automobile Club—

The Automobile Club of Southern California, one of the largest organizations of its kind in the country, recently completed a new branch at Glendale, California. The building is of the Monterey type of architecture.

J-M Tile Flooring Type "A" was selected as floor covering for the entire building. Approximately 3,000 square feet were installed by Barker Brothers, approved roofing contractors.

Toronto store J-M insulated—

Toronto district was successful in closing a large insulation contract recently for the new building of the T. Eaton Company at Toronto. This will be the largest retail store in the British Empire.

The insulation work was received from four different contractors and consisted of insulating all steam lines with 85% Magnesia, cold water piping with Anti-Sweat, heating ducts with Improved Asbestocel, ice water lines with Ice Water Cork Covering, cold air ducts with Cork Sheets, and lining the steel stack with J-M Vitribestos Stack Lining and the breeching with 85% Magnesia Blocks.

A large building program—

The Mid-Continent Petroleum Corporation, with headquarters in Tulsa, will build 1,000 filling stations and 400 grease houses during 1930. Most of this construction will be confined to Oklahoma, Texas, Arkansas, Kansas and Missouri. Two types of stations are planned: Class B and Class C.

Through the efforts of E. T. White, Tulsa salesman who handles this account, J-M materials have been specified. The Class B stations will be roofed with No. 70 solid red shingles and Class C stations with giant hexagonal shingles. All grease houses will be covered with No. 70 red shingles.

The contracts on the first group of 200 stations have been let and will be rushed to completion. It is estimated that 10,500 squares of asbestos shingles and 3,000 squares of giant hexagonal shingles will be used in this work. Fifteen-pound asbestos felt is specified over all decks.

St. Louis distributor signed—

The Power Equipment Company, of St. Louis, has signed as distributors for J-M plastic firebrick material. This account was secured by C. O. Roome and E. J. Liggett of the St. Louis office. The potential market for this material is approximately two million pounds a year in this territory and St. Louis office is expecting a large percentage of this business with the signing up of this new distributor.

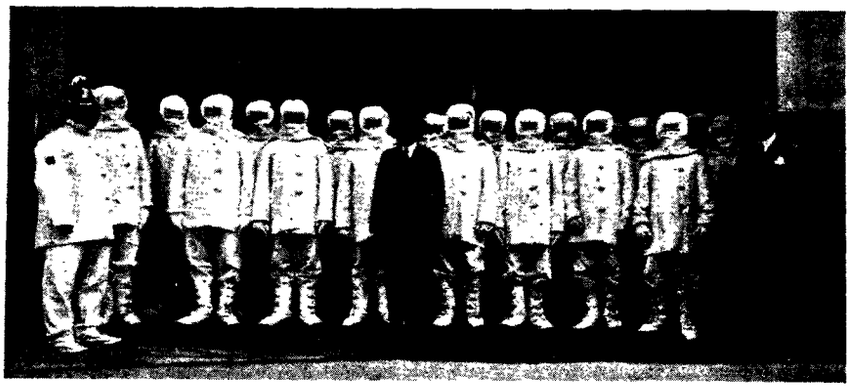
Hangar has J-M roof—

Weaver-Henry Corporation was successful in securing the contract for 175 squares of Built-up Roofing on the new hangar constructed at Mines Field, municipal airport for the city of Los Angeles. The Standard Roof Company, application contractors, laid the job.

Insulation for lehrs—

S. M. Kier, power products representative, Wheeling territory, Pittsburgh district, has sold an order covering Superex, Banroc Blankets and Grade "B" Transite to be used on unit type lehrs being erected at the Washington, Pennsylvania, plant of the Haxel Atlas Glass Company.

This order was placed by the Glass and Metal Engineering Company of Wheeling, West Virginia, and is the sixtieth order J-M has received from this company for insulation on their unit type lehrs, every one of which is J-M insulated.



Portion of the Mexico City fire department members completely outfitted with J-M Asbestos Suits. K. Von Nathusius, J-M distributor, appears at the right.



Steeple jacks applying J-M Rigid Asbestos Shingles to one of the spires of St. Mary's Church, Ford City, Pennsylvania.

A standard specification—

L. A. Foster, salesman handling special accounts in St. Louis, after persistent effort has succeeded in having Union Electric Light and Power Company, of St. Louis, establish as standard specifications J-M special B Niagrite 3-inch tape and Asbestoment on all of their underground ducts.

Selling two jobs—

V. W. McCoy, merchandising salesman, Charleston territory, was successful in selling 44 squares of No. 5 red rough Asbestos Shingles for the Methodist Episcopal Church, South Grayson, Kentucky, after tile had been specified.

At the time Mr. McCoy closed this order he called at the new hospital at Grayson

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A J-M roof covers the building at entrance of Cave of the Winds near Colorado Springs.

and sold 46 squares of No. 70 green veneer Asbestos Shingles for roofing and siding of the dormers.

At the Cave of the Winds—

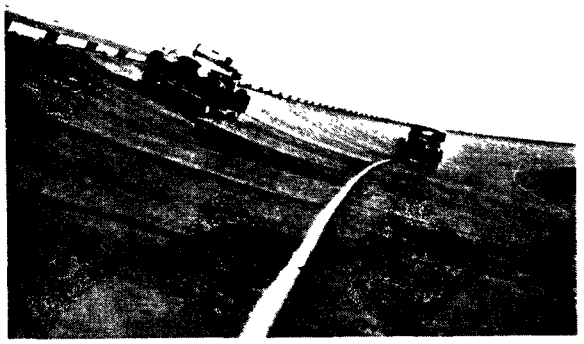
J-M vacationists who visit the Cave of the Winds near Colorado Springs will be interested to know that the building at the entrance of the cave is covered with rough texture No. 70 shingles.

From the platform in front of the building one can look down seven hundred feet into the Williams Canyon at the top of which the building is located.

A. O. Rippe, Denver district salesman, was instrumental in having a J-M roof specified for this building. The shingles were sold through the Crissey-Fowler Lumber Company, J-M distributors at Colorado Springs.

Railroad company buys hair felt—

H. R. Poulson, salesman in the transportation and government department of the Chicago district, has secured more than $100,000 worth of hair felt business since the first of the year from the Illinois Central Railroad Company for use in rebuilding refrigerator cars.



Test track at Packard Motor Car Company proving grounds at Utica, Michigan, for which Celite-for-Concrete was used.

Two Fox stages roofed—

Covering the two new stages of the Fox Film Corporation at Fox Hills, California, are 615 squares of 10-year Specification Roofing sold by Weaver-Henry Corporation. The architect was W. Asa Hudson, the contractors were Miller-Saunders Company, and the roofing contractors were the Angeles Roof Company.

Insulation for furnaces—

Walter C. Lee, salesman in the Chicago district, and E. H. Younglove, general manager of the steel industry department, Chicago, are to be congratulated on having secured orders aggregating $170,000 for Superex, Sil-O-Cel, and other J-M materials, for insulating seven new open hearth furnaces at the Gary Works, Gary, Indiana, and fourteen at the South Chicago Works, South Chicago, Illinois, of the Illinois Steel Company.

Huge reclamation project underway--

In Dallas, Texas, one of the greatest reclamation projects ever undertaken by any inland city in the world is underway. Twenty millions of dollars are being spent.

Eighteen million cubic yards of dirt are being moved. Twenty-five miles of embankment, 154 feet at the base and 30 feet in height, are being thrown up. The river itself is being moved bodily over two-and-one-half miles. New channels totalling 15 miles are being constructed.

This work is being done by the Trinity Farm Construction Company of Dallas, which account belongs to T. L. Newman, who has been successful in securing all of their friction and brake block, as well as Moulded and Woven Lining business for their big dredge machines.

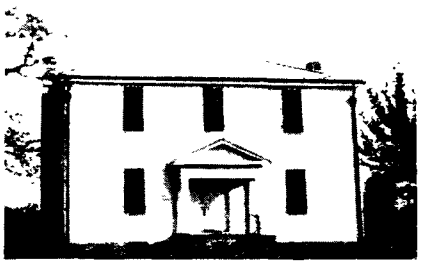
Sanacoustic for Seattle hospital—

Johns-Manville will install Sanacoustic Tile in the new Harborview Hospital at Seattle that King County is now building. Stiff competition was met on this job, but V. J. Greene, acoustical engineer, Seattle district, had convinced the consulting expert for the hospital of the superiority of Sanacoustic Tile.

Speaking of carloads—

M. F. Johnson, salesman in the St. Louis district, recently obtained, among a number of other desirable orders, one from the Big Jo Lumber Company, Hooker, Oklahoma, for a carload of roofing which included a large number of No. 5 Asbestos Shingles.

This order was the direct result of specifications which Walter D. Bizot, salesman in Wichita, had obtained from the architects at Hutchinson, Kansas, for the Hooker, Oklahoma, Baptist Church. And furthermore, as the direct result of these specifications, ten shingle jobs were sold in a little more than a month, which in turn resulted in three more carload orders from the Big Jo Lumber Company. Much business from little specifications grows.



When the old State House at Washington, Arkansas, was restored a J-M roof was applied.

Restoring old State House—

When plans were made to restore the old State House at Washington, Arkansas, a roof of J-M hexagonal shingles, number 70 mottled gray was selected. The original roof was of copper, which for some reason was taken off shortly after the Civil War, and the committee on restoration desired to have a roof that would be as lasting as copper.

The building is of particular interest as it was used as the seat of government during the Civil War after the Federal troops had captured Little Rock.

The old Mexican Trail, the route used in olden days, runs in front of the building.

Carrying J-M linings exclusively—

Herbert Morton, automotive salesman, Los Angeles district, has been successful in getting the Brake Lining and Equipment Corporation at Los Angeles to replace their previous stock of linings with J-M linings.

This account is now 100 per cent Johns-Manville. Mr. Morton secured an initial order amounting to approximately $1,500.

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Order results from trial job—

Cooperation on the part of Carl Buratti, special interests representative in Los Angeles district, with Frank Kitson, acoustical department, resulted in a nice volume of business from the Southern California Telephone Company at Los Angeles.

When Mr. Buratti and Mr. Kitson stepped into the picture, a competitive product had been specified by the architect for a new building which the company was constructing. Through their efforts a trial order was secured for a Sanacoustic Tile installation in one of the company's other buildings. They were so well pleased with this job that it resulted in Sanacoustic Tile being used in the new building in place of the material which had been specified.

Test sells job—

An effective demonstration resulted in a Home Insulation job for Riverview Manor, one of the most exclusive apartment houses at Harrisburg, Pennsylvania.

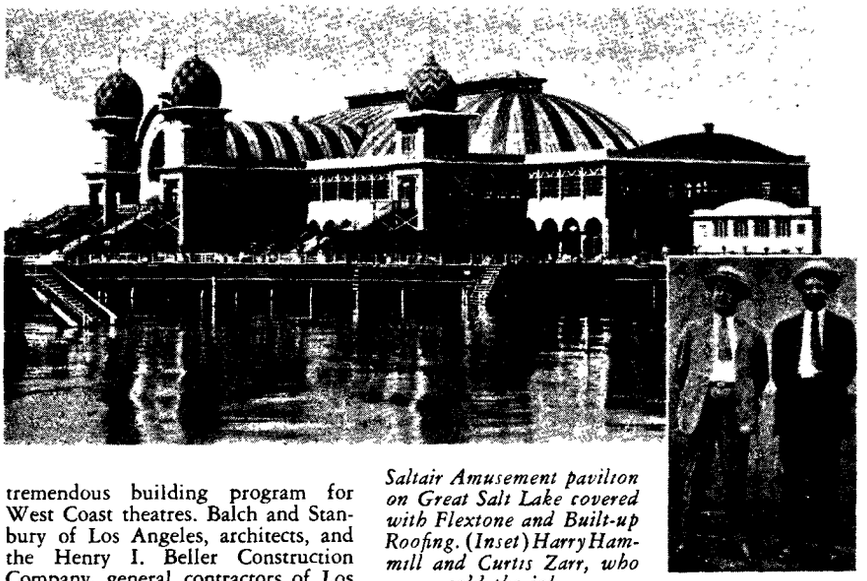
The test was made from two in the afternoon to 8:30 in the evening, using thermometers in a J-M insulated apartment and one that was not insulated. The highest temperature in both cases was reached at 4:30 in the afternoon, when a thermometer clamped to the ceiling of the insulated apartment showed 87 degrees and one in the non-insulated apartment read 102 degrees. The test sold the job.

Theatre roof insulated—

The new Fox West Coast Theatre at Stockton, California, has been insulated with 22,400 square feet of Roof Insulation Board. This is the first job obtained on the tremendous building program for West Coast theatres. Balch and Stanbury of Los Angeles, architects, and the Henry I. Beller Construction Company, general contractors of Los Angeles, were the successful bidders and C. Quinn, of Weaver-Henry Corporation, supervised the laying of the board.



W. D. Dohoney and F. R. Ebersole on roof of Riverside Manor apartments at Harrisburg where Home Insulation was applied after a successful test was made. Mr. Ebersole was leader and Mr. Dohoney a member of the team winning J-M's "Early Bird" Sales Contest.



Saltair Amusement pavilion on Great Salt Lake covered with Flextone and Built-up Roofing. (Inset) Harry Hammill and Curtis Zarr, who sold the job.

Nine jobs sold at once—

W. E. Dennis, building material salesman, Pittsburgh district, and Mr. Hinkle, warehouse manager of Frank Limbach Company, Pittsburgh, service distributor in the Pittsburgh district, sold nine No. 40 Dutch Lap jobs in the Squirrel Hill residential district recently.

When they learned that nine houses were being planned they piled Mr. Dennis' car with Asbestos Shingles and drove to the site where the houses were being erected. They met the owner and showed him various styles. He was so impressed with a display of No. 40 Dutch Lap that they built on a board in a contractor's shanty that he immediately let the contract for approximately 98 squares to be applied on all of the nine houses. In the group are two roofs of mottled green, two mottled red, and one mottled blue-black, two mulberry, one mottled gray and one Colorblende.

Unusual rock cork insulation—

An unusual installation was made in the freezer room of the Grand Trunk Terminal Warehouse in South Bend, Indiana, when Rock Cork was applied to a curved ceiling. The installation was made by the General Asbestos and Supply Company, J-M contractors in South Bend. W. W. Jones sold the order.

Watching newspaper notices—

A three-line notice in a local newspaper was a tip that led to an order for 32,400 square feet of 1½-inch thick J-M Asphalt Planking. The notice stated that Wyandotte County, Kansas, officials were planning to re-floor the Kansas Avenue bridge.

Fay Jarvis, Kansas City salesman, arranged for an interview with the county engineers. Accompanied by G. A. Russell, Mr. Jarvis called on the engineers and was told that concrete had been specified because the cost of asphalt plank was too high.

When the engineers learned that a J-M Asphalt Bridge Plank installation would cost considerably less than concrete the specification was made. The next problem was to sell the successful contractor. This was done by Mr. Jarvis, who used a great deal of diplomacy in securing the order against stiff competition.

More carload orders—

The New York Metropolitan district has received a large order from the Blue-Seal Asbestos Company of Brooklyn including one carload of Transite, one carload of Asbestos Wall Board, a new J-M product, and 1,000 sheets of Asbestos Wall Tile and accessories.

Persistent salesmanship—

Jack Dean, after working for seven months with the Shell Chemical Company, was fortunate in securing a large order for Transite Corrugated to be applied on the compressor building of the nitrogen fixation plant, located near Pittsburg, California. This is the first unit of a group of five units, all five of which will be completed before November 1, 1931.

The Transite Corrugated will be applied by the W. L. Henry Company of San Francisco to the side walls, roof and monitors—the monitors to be Transite louvres. The ridge roll is a special 21-inch girth material.

Large f. o. b. order—

One of the largest f.o.b. orders for immediate shipment that J-M has ever received has been sent to the Bethlehem Steel Company.

The order included 355,200 board feet of Superex, 1,002,000 pounds of C-3, and 346,000 C-22 brick.

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Within the Circle

General Headquarters

ILONA L. NYMAN, *Reporter*

Mr. and Mrs. H. L. Rusch are the parents of a son, Hugo Ronald, born on May 25. MR. RUSCH is the supervisor of the performance report section, sales promotion department.

R. L. STORY, R. C. CAMPBELL and C. L. JOHNSON have returned to General Headquarters after having made a comparative roofing cost survey in major cities east of Denver.

A daughter, Joan, was born to Mr. and Mrs. H. F. Siemer on May 5. MRS. SIEMER was formerly in the Circle office.

Eastern Division

R. B. ADAMS, *Associate Editor*

MISS E. J. JAMES has been appointed reporter for the Circle in Philadelphia district.

R. B. ADAMS, recently appointed sales promotion manager for the Eastern Division, is the new associate editor for the Eastern Division.

LEWIS S. AYARS, JR., acoustical representative of the New York Metropolitan district, was married to Miss Elizabeth B. Biddle of Mount Vernon, New York, at an afternoon wedding at the bride's home on May 31. Mr. and Mrs. Ayars spent their honeymoon at Lake Mohonk. KENNETH E. MOORE, Eastern Division, acted as best man, and E. B. DENNIS, of the General Headquarters acoustical section, was an usher.

R. H. HERBERT, automotive salesman, Metropolitan district, is the father of a son born June 20.

Central Division

M. C. MALHAM, *Associate Editor*

Ward Dudley, 12-year-old son of P. I. DUDLEY, Bluefield, West Virginia, salesman, died April 25 as a result of injuries sustained in an automobile accident. Central Division extends sympathy to Mr. Dudley and his family.

JOHN PENNINGTON of Cleveland district has purchased a new Oldsmobile Coach.

Sympathy is extended to C. E. TREGANZA, office manager, Detroit district, who was called to his home at Benton, Wisconsin, because of the death of his mother, Mrs. Thomas Treganza, on May 26.

MISS ALMA HUDEPOHL, Cincinnati office, has announced her engagement to Walter Heidecker, of Cincinnati, Ohio.

F. L. ADAMS, Expansion Joint representative, Cincinnati district, announces the arrival of a baby boy.

The Cincinnati office was glad to have HELEN CUMMINS, telephone operator, back after a two weeks' absence following a throat operation.

E. F. ADELBERGER, Dayton office, closed an order for 500 squares of Transite Corrugated with the General Motors Radio Corporation, Dayton, Ohio.

JOHN DU BRUL, Cincinnati, Ohio, has been signed as a Home Insulation contractor in the Cincinnati district.

MISS A. ELLEBRECHT has been employed as a Dictaphone operator in the Cincinnati office.

W. C. SHUTES, stenographer, architectural service department, is also handling sales promotion work in Detroit district.

L. B. BARBER of the Cleveland city sales department was married on May 29. Mr. and Mrs. Barber took a motor trip through the Blue Ridge Mountains.

MISS MARGARET EGYHAZI, typist, was recently married to J. G. Gorlich.

Western Division

E. NELSON, *Associate Editor*

LEWIS H. BROWN, President, attended a luncheon given in his honor by RALPH C. HARDEN, Division manager, at the Blackstone Hotel in Chicago on June 7. Ten division staff men were present.

THOMAS J. O'LEARY, JR., transportation and government department, Chicago, was vice-chairman of the registration committee for the 37th annual convention of the Air Brake Association held at Chicago May 13 to 16. He was also on the entertainment committee for the 22nd annual convention of the International Railway Fuel Association held in Chicago early in May. H. R. POULSON, of the same department, was on the entertainment committee for the Air Brake Association convention.

GEORGE S. NIELSEN of the city sales department, Chicago district, was married on May 24 to Miss Dorothy L. Langston.

GEORGE THINNES of the Chicago district insulation department is the father of a son who arrived on April 28.

S. C. REYNOLDS, supervisor literature advertising section, sales promotion department, General headquarters, visited the Western Division on June 20 and 21 for the first time and left for New Orleans on June 22 on a similar mission.

H. R. POULSON, salesman in the transportation and government department of the Chicago district, was married on May 4 to Miss Josephine A. Hollingsworth at the Tuxedo Park Baptist Church, Indianapolis.

A. C. LAPERRIERE, sales manager of the automotive equipment department of the Western Division, attended the meeting of the Southwestern Jobbers' Association in Sedalia, Missouri, during the week of June 16, accompanied by R. V. REDLINGSHAFER, special automotive equipment salesman of the St. Louis district who services that part of the country.

In June LEWIS H. BROWN, President, visited a number of cities in the Western Division including Des Moines, Minneapolis, St. Paul, Milwaukee, and Chicago. In each city Mr. Brown called on a number of principal customers and met and talked with salesmen.

Pacific Division

HAL HALLSTROM, *Associate Editor*

WIX LICHTY, industrial supervisor, and W. R. DEMPWOLF, salesman, Los Angeles district, were guests at a luncheon held at the Pacific Coast Club, commemorating the opening of the new Ford Motor Plant at Long Beach, California. These two men were greatly responsible for the large roofing order which was secured on this plant.

ALICE FISH, an employee of the Pacific Division office service department, and Earl Crum were married on May 12.

A surprise luncheon was given in San Francisco to MISS SYLVIA BERGER, Pacific Division office service department, in honor of her engagement to Jack Siegle. Miss Berger was presented with an attractive silver tray by the 18 girls present at the luncheon, which was arranged by MISS WANDA SHERMAN. Miss Berger was married on June 1 at the Sir Francis Drake Hotel in San Francisco.

Seattle district enjoyed visits during April and May from the following Pacific Division men—HAL HALLSTROM, manager sales promotion department, R. E. HACKETT, manager credits and collection department, and GEORGE R. TIERNEY, manager automotive equipment department.

Southern Division

BRUCE K. OWEN, *Associate Editor*

W. R. WILKINSON and J. V. PALMER have been employed as sales representatives in the city of New Orleans.

E. N. BIEGLER of Chicago office was in New Orleans on April 8 to 10, attending the National Tile and Mantle Contractors convention.

A. H. STOCKMAR, formerly connected with the architectural firm of Warren, Knight and Davis at Birmingham, Alabama, has been employed as architectural representative in the New Orleans and Birmingham sales offices.

J. H. LEVINGSTON has been employed as a salesman at Houston, Texas.

Canadian Division

G. H. MEREDITH, *Associate Editor*

H. D. SWABODA has joined the sales staff of the Winnipeg branch as general salesman in the northern Alberta territory.

F. A. SPENCER has recently joined the sales staff of the Winnipeg branch as special automotive representative in Winnipeg and Manitoba.

J-M International

E. A. MCLAUGHLIN, *Associate Editor*

J-M International extends sympathy to P. PORTA in the recent loss of his mother. Mr. Porta is sales representative in Colombia, Venezuela and other South American countries.

H. H. PROSEUS, special sales representative, arrived in New York June 8 after having spent a year in the Far East where he carried on a sales survey.

J. A. CSUPAK, who since 1927 has been a San Francisco office salesman, has been at General Headquarters getting acquainted with foreign sales work in preparation for selling in Europe in his new connection with J-M International. Mr. Csupak has been with J-M since 1921 when he was employed as draftsman at Riverdale, Illinois. Later he assisted with construction plans at Waukegan, Asbestos and Pittsburg.

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Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

A picnic arranged by the women of the Asbestos office staff was held after working hours on May 22. The rendezvous was between the slate quarries and the Pinnacle (the highest mount in the Eastern townships). The picnic was very much enjoyed by all those participating.

Elaborate plans were made for the "Dominion Day" celebration, which is the main event of the year in Asbestos. This was run by the Amateur Athletic Association of which H. K. SHERRY, mine and railway superintendent, is president, J. MCLEAN, assistant office manager, is secretary, and C. H. SHOEMAKER, vice president, is treasurer.

A. H. HILLIKER, assistant machine shop superintendent, had the good fortune to win an automobile in a recent raffle.

Among the new employees in the machine shop are J. TURNBULL, A. KINNEAR, D. TELFER, helper machinists.

Mr. and Mrs. E. Lizotte are the parents of a baby girl. MR. LIZOTTE is an employee of the machine shop.

Lompoc Factory

J. H. MERRIAM, *Associate Editor*

S. A. WILLIAMS, Vice President, was a visitor at the plant the latter part of April.

Twenty salesmen from the Los Angeles district motored to Lompoc on May 2 and spent the next day going over the plant to acquaint themselves with the methods of producing the various Celite products.

The Celite Ladies' Club entertained their husbands at a dinner given at La Purissima Inn on April 29.

Visitors at the plant on May 7 were W. D. VAN ARNAM, of General Headquarters, A. W. KNIGHT, sales supervisor, concrete products, Pacific Division, and E. A. TRAEFZER, concrete engineer, Los Angeles district.

Among the new employees are J. B. CURTISS, general shop foreman, plant department; J. C. SCHOFIELD, mechanical engineer-draftsman, plant department; GLENN PEABODY, foreman, Super-Cel plant, production department; and M. G. MUSTAIN, chemist, control department.

W. C. THIES, supervisor, foreign division of the Pacific Division at San Francisco, was a visitor at Lompoc during the month of May. He was accompanied by Maurice Lloyd, manager of the Eliza Tinsley Pty., Ltd., J-M representative in Australia.

Research and Development Department, Manville

T. J. O'NEIL, *Reporter*

R. E. HORSEY, formerly with Dupont Viscoloid Company of Arlington, New Jersey, has become a member of the chemical service laboratory.

H. B. AXTELL, formerly chemical engineer with the Filtration Engineers, Inc., and with the Spray Dryer Process Company, has been employed as filtration engineer, Celite division.

L. E. WEYMOUTH, formerly with the old Celite research department and more recently with the General Petroleum Company of California, has come to Manville to work in the filtration and filter aid section, Celite division.

L. H. GEISENBERGER, formerly with the New Jersey Zinc Company, Palmerton, Pennsylvania, has been engaged as analytical chemist, Celite division.

DR. LEWIS B. MILLER, a graduate of Columbia University, has joined the Celite division as research physical chemist. He will conduct physical and chemical investigations on concrete admixtures. Dr. Miller was formerly engaged with Master Builders Company of Cleveland, Ohio, and with the Universal Cement Company.

W. A. MAYS has been employed as research chemist investigating polishes and cleaners. Mr. Mays was formerly with the Foster Dee Snell Laboratories at Brooklyn, New York.

DR. C. A. HARRIS, a physical chemist from the University of Virginia, has come to work on petroleum investigations.

A Nash car was added last month to the test car fleet.

Nashua Factory

J. J. FARRELL, *Associate Editor*

OSCAR O'BLEMIS of the tile department is the father of a baby girl born on March 24.

WILLIAM T. WILLS, assistant foreman in the press department, finished second high man in the Industrial Bowling League. "Bill" is considered as one of the best at candle pins in this vicinity.

EDMUND C. SWEENEY, time clerk, was one of the end men in a St. Patrick's Parish Minstrel Show for the benefit of the new carrillon recently installed.

CECILE ST. ONGE, billing department, has recently purchased a new Ford.



The feminine section of the office staff at Alexandria Factory, (left to right) Mrs. H. Skehan, Miss T. Hines, Miss F. Wilson, Miss V. Crawley, Miss A. Cripe, Mrs. J. Whitenack, Miss G. Bodmer, Miss D. Franks and Mrs. M. Ammon.

WILLIS C. HOLLIS has returned to his duties in the machine department after an absence of four weeks due to illness.

Employees of Nashua Factory subscribed $2,500 to the fire relief fund for rehabilitation of fire victims in one of the worst fires ever recorded in the state of New Hampshire.

Pittsburg Factory

E. L. ADAMS, *Associate Editor*

VIRGIL T. KELLY, an employee of the pipe covering department, and Miss Thais Hughes of Berkeley, California, were married in Concord, California, on May 3. The couple will make their home at Walnut Creek, a few miles from Pittsburg.

MISS DOROTHY HAAG, for several months an employee in the pipe covering department, left the company on April 12 to become the bride of Harry Johnson of Oakland, California.

S. A. WILLIAMS, Vice President, and WILLIAM FLETCHER, superintendent of Weaver-Henry Factory, were visitors at Pittsburg on April 23.

E. J. MILBRAD, order clerk of Los Angeles district office, spent three days in April at Pittsburg, familiarizing himself with factory order routine and procedure. This was in an exchange of order clerks between the factory and the district.

Mr. and Mrs. H. T. Brodersen are the parents of a daughter, born March 30. MR. BRODERSEN is chief chemist.

A son was born to Mr. and Mrs. Elmer Pollock on May 3. MR. POLLOCK is an employee of the pipe covering department.

Waukegan Factory

E. J. HAMPSON, *Associate Editor*

CECIL MOATS, shipping clerk in the packing building, is the father of twin girls, Jean and Joan, born on April 28.

IRVING HAYMAN, night superintendent, is the father of a son born May 11.

MISS EMILY KERNAGIS and DELL DICKINSON, magnesia plant employees, were married on May 24.

Sons have been born to four magnesia plant employees. Raymond Francis was born to MR. and MRS. WILLIAM BASTEN on May 17. MR. and MRS. FRED BASTEN are the parents of Norman Joseph, born on May 18. On May 20 a son, Irving John, was born to MR. and MRS. IRVING THEABOLD. MR. and MRS. PHILIP MISKOWSKI'S son, Walter Joseph, was born May 9.

RAY PAULSON, timekeeper, magnesia plant, underwent an operation on June 5 at St. Theresa's hospital, Waukegan.

PETER MILLER, employed in the packing building machine shop at Waukegan, is the father of a baby girl, Margaret Ellen, born on May 22.

Weaver-Henry Corporation

C. E. MANGRUM, *Associate Editor*

SYLVESTER L. WEAVER, President of Weaver-Henry Corporation, returned May 6 after attending the annual conference at Washington, D. C., of the United States Chamber of Commerce, of which

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he is a national councilor. En route, he visited a few days in New York where he was the guest of honor at a dinner given by LEWIS H. BROWN, President.

GEORGE E. HALLADAY, manager of Manville Factory, accompanied by Mrs. Halladay, left May 6 for their home in Manville, New Jersey, after spending four months in Los Angeles.

ROSS M. MACK, special representative of Weaver-Henry district, returned the middle of April from a trip to the Northwest territory, looking after sales promotion in Seattle, Spokane and Portland.

MISS LILLIAN ESTHER COLVILLE has been appointed reporter for Circle news to assist C. E. MANGRUM, associate editor.

C. C. DELAVERGN, whose left leg was amputated March 11, is convalescing at his home in Long Beach. Mr. Delavergn was assistant superintendent of Weaver-Henry Factory.

T. W. FLETCHER, plant superintendent, represented Weaver-Henry Factory at the Factory Managers' Conference held in San Francisco, April 21, at the San Francisco district office.

ALLAN WALLACE, general traffic manager, paid a visit to the Weaver-Henry plant June 5 and was shown about by H. Z. GABRIELSON, Weaver-Henry traffic manager.

Promotions *and* Transfers

R. B. ADAMS: transferred from general field sales promotion manager to Eastern Division sales promotion manager.

H. T. CARLTON: promoted from assistant civil engineer to civil engineer, Lompoc.

M. K. CUMMING: promoted to sales manager, automotive distribution department, Eastern Division.

C. T. DEARBORN: promoted from sales supervisor, Metropolitan Boston sales territory, to sales manager, power products department, Boston district.

E. DOWLING: promoted from sales manager industrial department, Central Division, to sales manager Cleveland district, Central Division.

R. S. ELLIOTT: transferred from Syracuse district to industrial building materials salesman, Boston district.

R. C. FLOREY: transferred from accounting section to assistant superintendent, Weaver-Henry Factory.

H. G. FOX: transferred from acoustical department, Central Division, to acoustical representative, Detroit district.

A. R. GAGGS: promoted from crusherman, production department, to tunnel kiln controlman, brick plant, Lompoc.

H. E. JOHNSON, ceramic engineer: transferred from Waukegan Factory to the ceramic division, research and development department, Manville.

W. A. JOHNSTON: transferred from staff supervisor, general building materials distribution department, General Hadequarters, to manager, building materials department, St. Louis district.

MYLES S. KELLY: promoted from transportation and government department to office manager of the Chicago district, Western Division.

MRS. W. E. MARTIN, stenographer: transferred from civil engineering department to traffic and order section, Lompoc.

WILLIAM A. MEYERS: promoted from foreman, excavation department, to tunnel kiln controlman, brick plant, Lompoc.

R. MILLER: transferred from Worcester sales territory to industrial building materials salesman, Metropolitan Boston sales territory.

B. P. MOORE: transferred from Eastern Division headquarters to automotive representative, Boston district.

C. W. NECHMAN: transferred from sales promotion department to order department, Detroit district.

BRUCE K. OWEN: promoted from assistant sales promotion manager, Western Division, to sales promotion manager, Southern Division.

E. W. ROSS: promoted from city sales clerk to chief sales clerk, Detroit district.

H. C. STRINGFIELD: transferred from the general auditor's department to the treasury department, General Headquarters.

N. G. TOBBE: promoted from chief sales clerk, Detroit district, to assistant to G. R. Lewis, sales manager, Central Division.

H. D. TORR: promoted from special merchandising building materials representative to sales manager, building materials department, Boston district.

At J-M Meetings

A meeting of one hundred salesmen of the Chicago District of the Western Division was held in the Congress Hotel, Chicago, on June 10. W. H. Fogarty, district sales manager, presided. P. A. Andrews, vice president, Johns-Manville Sales Corporation, and Ralph C. Harden, Division manager, were present and addressed the meeting.

The meeting paid a tribute to the late C. H. McCauley, and adjourned at 12:30 to attend the funeral services.

T. W. Edwards and Hal Hallstrom recently conducted five meetings in Idaho in the interests of Gem State Lumber Company and E. W. Little Roofing Company. These meetings were purely educational. Nine films were shown.

Jack Lane and Hal Hallstrom have conducted five carpenter-contractor meetings for the independent lumber dealers in southern Utah. At each one of these meetings an average of 50 carpenters, contractors, and branch yard managers attended.

P. A. Andrews, vice president, Johns-Manville Sales Corporation, and Ralph C. Harden, Division manager, held a number of sales meetings in the Western Division in June in such cities as Milwaukee, Minneapolis, St. Louis and Kansas City, at which problems pertaining to the company's program were discussed, and the ground work laid for intensified sales activities.

A sales meeting was conducted by R. V. Redlingshafer, Kansas City automotive salesman, on April 12 with the Link Motor Sales Company, of Springfield, Missouri, which he recently signed as jobbers of the J-M automotive line.

A meeting of the New Orleans office personnel and a number of district representatives was recently held for the purpose of viewing motion pictures depicting the manufacture and application of various J-M products.

T. C. Greenwood, division staff manager of the industrial department, who was a visitor in New Orleans at the time, gave a talk.

W. C. Craig, of Cleveland, talked on J-M Asbestos Wall Tile at a carpenter-contractor meeting held April 29 at the A. M. Lewin Lumber Company plant, Covington, Kentucky.

A talk on Asbestos Shingles was given by F. C. Kenyon and the films, "Asbestos—the Magic Fibre," "New Roofs for Old," and "Dutch Lap Shingles" were shown and explained by O. W. Andrews, field sales promotion representative for Cincinnati district.

H. L. Fuqua, special automotive equipment salesman in the Northwest district of the Western Division, is an enthusiastic believer in sales meetings with distributors' salesmen.

A particularly successful meeting was the one which he held in Wausau recently with the sales executives and salesmen of the Wisconsin Auto Supply Company, Wausau, Wisconsin. Mr. Fuqua laid particular stress on the various J-M sales promotion helps.

At a meeting of the Kiwanis Club of Conneaut, Ohio, on May 7, the film "Asbestos—the Magic Fibre" was presented by F. E. Dreger, supervisor of Erie territory, assisted by W. H. K. Herron, merchandising salesman. The showing of the films was preceded by a discussion by Mr. Dreger of the formation, characteristics and uses of asbestos.

T. E. Bronaugh, salesman in the St. Louis district, recently assisted in arranging carpenter-contractor meetings with the Dascomb-Daniels Lumber Company, at Boonville, Missouri, and with the Louis L. Ott Lumber Company of Jefferson City, Missouri.

Harry Hammill and Hal Hallstrom conducted four carpenter-contractor meetings recently for the Boonville Lumber Company, a new account recently signed up by Mr. Hammill in Utah.

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An exciting moment in a noonday ball game at the Lompoc Plant in an indoor-outdoor baseball series.

J-M SPORTS

A tennis club has been organized by several of the Manville research and development staff. G. C. G. Kerr, concrete section, is president, and G. B. Brown, development engineer, is treasurer.

B. Townshend, A. H. French, R. Lipman, D. Spicer, E. C. Lindstrom, H. Riker, H. Thompson and Mr. Blaisdell are charter members of the club.

Golf appears to be more popular than ever at Asbestos. The officers elected to run the Danville Country Club for the coming season are as follows: president, J. Brooks, former purchasing agent; treasurer, C. H. Shoemaker, vice president; secretary, J. A. Wilson, purchasing department; club captain, A. G. Barrett, chief engineer; chairman social committee, H. K. Sherry, mine and railway superintendent; chairman membership committee, E. E. Lockwood, purchasing agent; and chairman greens committee, Dr. R. H. Stevenson, company surgeon.

The opening day, May 17, turned out to be very wet, but that did not keep the enthusiasts from turning out in large numbers. The Hon. Mr. Perrault, minister of mines and highways for the Province of Quebec, who is an old member of the Club, was in attendance. A delightful tea was served by the women members.

The two losing teams entertained the two winning teams of the Cleveland J-M women's bowling league at a dinner held at Fenway Hall on April 24. Presentations were made to Miss Ethel Ritter for the high individual average for the season, and the consolation to Miss Juanita Reisinger.

The New Orleans sales office team defeated the Taylor-Seidenbach, Inc., golfers by one point in the first game of a golf tournament between the two teams. The Johns-Manville team is composed of J. M. Taylor, John F. Geis, D. O. Newhart, and R. H. Slater.

The Waukegan factory bowling league closed a successful season with a banquet at the factory cafeteria on May 1.

The teams finished in the following order: First, shingle; Second, magnesia; Third, packing; Fourth, office; Fifth, paper mill; Sixth, pipe covering; Seventh, roofing; and Eighth, erection and repair.

The watch presented by S. A. Williams was won by R. O. Nelson of the office team with a score of 265, single game.

The previous winners of the watch are as follows:

		Single Game Score
1925	J. A. Carey	246
1926	L. Yodan	255
1927	H. Deibler	258
1928	A. S. Mills	263
1929	R. Wendt	264

Officers for the bowling league for the coming season are E. J. Hampson, president; O. R. Nelson, vice president; and J. E. Landers, secretary and treasurer.

J. A. O'Brien of the New York office won the Boylan trophy in a golf tournament at the Wildwood, New Jersey, Country Club, May 3 and 4, arranged by Foster Goslin of the T. S. Goslin Lumber Company. Participants in the tournament were members of the Goslin Company, Nicely and Company and the Philadelphia district of Johns-Manville.

The committee cup was awarded to G. F. Brown, Camden shingle salesman.

Nashua Factory was represented with a baseball team in the City League series at Nashua. Frank A. "Dick" Barry, general foreman, ebony department, an "ex-leaguer", acted as coach and manager.

The packing department golf team at Waukegan defeated the office team by 28 strokes in an 18-hole match played on May 10. The team totals were 388 for the packing and 416 for the office.

Mr. Nelson makes trip

E. Nelson, Western Division sales promotion manager, was in Wichita, Kansas, during the week of June 15, helping the Home Insulation Company of Wichita make the initial showing of the traveling home insulation display and otherwise acquainting them with the many sales promotion helps which Johns-Manville has prepared for home insulation contractors.

In company with Walter D. Bizot, Mr. Nelson then contacted with the many outlets in Wichita and vicinity, outlining to each the advantages and benefits of Johns-Manville sales cooperation.

Mr. Nelson negotiated the trip both ways by air, covering the approximately 660 miles in about six hours.

Fast trip made by air

Guy Hammett Davis, formerly supervisor of sales in the industrial department of the Western Division but recently promoted to the position of sales engineer in the Southern Division, received a message while in Birmingham, Alabama, that his wife was critically ill in Evanston, Illinois, following an operation.

He arranged with A. H. Greer, a pilot he had known during the World War and who has 2,500 hours experience, to fly to Chicago. Mr. Davis was a war ace in 1917 with 600 hours flying to his credit. The two men left late on a Wednesday night in an open two-seater. Twice they had to land to get their bearings in the storm that followed them to Chicago. A safe landing was made outside of Chicago Thursday afternoon.

The doctors credit Mr. Davis with having saved his wife's life by his timely arrival.

Here and There

(*Continued from page* 17)

The materials will be used in the construction of new open hearth furnaces in the Lackawanna and Sparrow Point Plants.

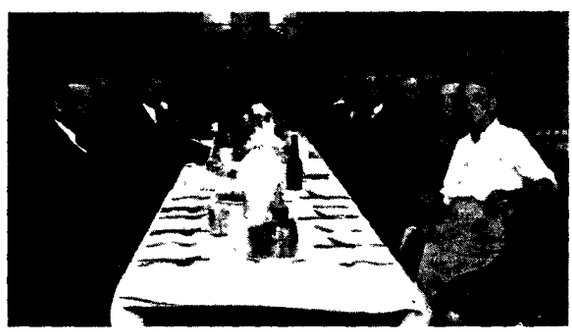
J. A. O'Brien, assistant to T. K. Mial, Eastern Division manager, with the cooperation of J. S. Charles, Philadelphia salesman, and W. T. Kennedy and D. W. Very, Central Division salesmen, was instrumental in securing this business.

School acoustically treated—

K. B. Komp, Detroit city salesman, aided by E. E. Clapsadel, supervisor architectural service department, recently secured a $6,000 order for Sanacoustic tile and Nashkote for the new Gabriel Richard School, Grosse Pointe Farms, Michigan.

"It's an ill wind"—

By closely following a hail and wind storm at Burkeburnett, Texas, B. W. Coulter was successful in securing four cap sheet jobs, and an order for a car of roofing. The old saying "It's an ill wind that blows nobody good" still holds true.



As baseball series winners at Lompoc the excavation team was served a chicken dinner.

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Accepted Suggestions

(*Continued from page* 10)

W. N. REAKES, *senior foreman, research department.*
Cotter pin through bolt on grader shaft collar.
ETIENNE DEMERS. *weaver, department* 5, *factory.*
Pressing B. B. lining.
H. D. PEEBLES. *assistant foreman, department* 3, *factory.*
Spray system for fire felt.

Lompoc Factory

ALDEN LEWIS. *controlman, C-22 plant, production department.*
Car haul cable, tunnel kiln exit.
CARL DENNIS, *foreman No.* 10 *quarry, production department.*
Tool car for saw tracks.
T. B. CHAMBERS, *electrician, plant department.*
Alteration of Ruxtel shift lever on Ford trucks.
P. A. HEMMICK. *controlman. Supercel plant, production department.*
Damper in No. 3 blower line.
J. M. WILSON, *foreman, Supercel plant, production department.*
Method of removing flint from powders.
WILLIAM MOODY, *telephone operator. office department.*
Switchboard emergency light.
G. TARANGO.
Screen at C-22 press house.
A. DEALMANZO.
Caution signs on gasoline truck.
C. R. DENNIS.
Rack for grease and oil on brick saws.

Manville Factory

E. H. WELLS, JR. (*now at General Headquarters*).
Manufacture of corrugated pipe covering by continuous process.
MERLE VAN PELT. *foreman. B Building.*
Cut seamless gaskets mechanically.

Pittsburg Factory

H. WALQUIST, *machine tender, roofing department.*
Pipe showers with hot water in No. 4 building.
J. H. CAMERON, *electrician, erection and repair department.*
Install single phase transformer to reduce voltage on lights.
J. E. WHITE, *mechanic, erection and repair department.*
Arrange metal strips on scale to permit easy removal for cleaning and adjusting.
J. CALDWELL and PAUL ROSSINI. *gasket makers.*
To manufacture 3-ply Kearsarge hand-hole gaskets same as 4-ply.
W. E. GELLING. *shop foreman, erection and repair department.*
Install ladder at ends of upper walkway behind 60-ton stills.
F. WEST. *oiler, paper mill.*
Install scraper on crane in rag cutting department to clean track.
R. T. GAPEN. *cement maker, insulation department.*
Install chute from dust house to cement cyclone and bag filler.
J. D. ALEXANDER, *mechanic, erection and repair department.*
Install walkway and ladder at No. 2 roofing machine elevator.
J. D. ALEXANDER. *mechanic, erection and repair department.*
Install walkway at Nos. 1 and 2 30-foot loopers at front end.
J. E. WHITE, *mechanic. erection and repair department.*
Small portable hoist for use in machine shop in handling heavy work.
CLAYTON MOE. *winderman. paper mill.*
Additional plank along the dryers of paper machine.
J. R. NISONGER. *crane operator. roofing department.*
Anchor steel strip in floor in front of piles of paper rolls in felt storage room.
D. C. SANTO, *sub-foreman, wet end shingle machines.*
Adjustable plate stopper on take-off table of shingle machines.

Waukegan Factory

A. C. JACOBSON. *machinist, erection and repair department.*
Bearing for Roots blowers.
FRANK MCCANN, *machinist. roofing plant.*
Automatic switch on looping frame.
WILLIAM F. LEMKE, *foreman, machine shop.*
Additional saw filing equipment.

Weaver-Henry Corporation

E C. SKAGGS.
Slots and skids on paper hoist.



Among the successful suggestors in the mill group at Asbestos are (front row) R. Laprise. L. Boudreau, D. Côté, J. F. Sallery. J. Foisy, E. Bourque; (back row) D. Boisvert, L. Lebel, G. A. Cheese. D. A. Buchanan. J. G. Brown.

Procedure meeting at Manville

Sales engineering was the subject for the procedure meeting for all department heads and assistants held at Manville Factory on May 23.

The meeting was called to order by A. M. Hughes, chairman, and was turned over to L. A. Baldwin, manager of the sales engineering department. Talks were made by J. M. Berdan, A. S. Elsenbast, R. C. Parlett, N. J. Kent, R. V. Parsons, E. C. Rack. R. F. Koster and S. C. Dillon, all of General Headquarters and by A. R. Fisher, assistant manager of Manville Factory. and A. M. Hamblet, manager, research and development department.

Answers to Questions on page 8

81. J-M System of Sound Isolation.

82. Felt (manufactured in J-M plants from rags) first saturated with approximately double its weight of high-grade asphalt and then coated on the top surface with a layer of asphalt in which slate surfacing is embedded. The under side is sealed with a thin coating which prevents evaporation of the saturant.

83. Asbestos Shingles for the roof.

84. The first twist given carded asbestos fibres in making asbestos yarn.

85. A material composed of approximately 15% asbestos fibre and 85% portland cement formed on a wet process machine into a rigid, laminated board.

86. They will materially increase the life of industrial furnace linings and minimize refractory maintenance.

87. At Manville, New Jersey.

88. Hair felt quilted to provide a flexible sound-absorbent of high efficiency, for temporary acoustical correction (such as in sound film studio sets).

89. Nash, all 480 and 490 models; Chrysler, all models including Dodge; Reo; Franklin; Graham-Paige; Jordan; Checker Cab; Citroen Truck; Sterling Truck; Kenworth Motor Truck.

90. Flat, individual floor tiles of asbestos fibre, asphalt compounds and mineral pigments.

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The Kellogg Company has invested in QUIET



Here the noise of many office machines and the activities of a busy staff are subdued to an undisturbing level because the ceiling has been covered with Johns-Manville Sound-absorbing Material.

Costly, nerve-destroying Noise has been banished from the general offices of this famous cereal plant by the use of Johns-Manville Sound-absorbing materials

AS a manufacturer of food it is essential that the Kellogg Company operate a model plant. But there is more than this necessity behind the progressive methods which provide the best possible working conditions for the more than 2,000 employees in the Battle Creek plant of this famous producer of cereals.

The Kellogg management has wisely recognized that office noise is, in many ways, too costly to tolerate. Office workers must have alert minds. They must work with accuracy, and with reasonable speed. They are entitled to good health. Under the strain caused by ordinary office noise, errors are made, work is done slowly, in nearly all large offices absences due to illness are higher than need be.

A Quiet Office is a Profitable Investment

By installing Johns-Manville Sound-absorbing Treatment in its offices, the Kellogg Company has contributed directly to the comfort and health of office workers, and in doing so has made an investment which shows an ample return in improved office work.

Practical experience and laboratory tests, alike, prove the harm and the costliness* of ordinary office noise. And the J-M method of noise control is scientifically correct — it does reduce costly noise. It is based on years of experience in the field of acoustics. With J-M Methods your office can be quieted without disturbing your regular routine. The materials are ordinarily applied to the ceilings, and not only do not interfere with decorative effects, but many times can be installed so as to actually improve office appearance.

You Need Protection from Noise

It will pay you to take stock of the noise situation in your office. Can you afford to exert needless energy in your daily work? Can you expect your associates to be at their best when they, too, are under constant and unnecessary nerve strain? From the viewpoint of health alone you need Johns-Manville Office-quieting Treatment in your office. When you consider the immediate improvement in work done, which office-quieting brings about, you will see still further advantages in this modern office necessity.

May we discuss your office with you in relation to noise control? We will gladly arrange to have a J-M Engineer call, without obligation on your part, to discuss the control of sound in any type of interior.



Packing machinery on the floor above, together with the noise made by hundreds of employees checking in and out, formerly created an almost unendurable disturbance in this corner of the Kellogg plant. Johns-Manville Sound-absorbing Material applied to the ceiling has reduced this noise so that the telephone operators can now work in comfort, while it is pleasanter for everyone passing through.

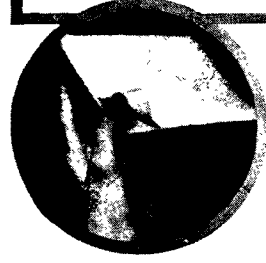
**An eminent psychologist, in a scientific analysis of conditions in one office, found that J-M Office-quieting resulted in a 12% increase in the output of office machine operators. In another office the result was to cut errors 42% in a telephone operating room. An investment in quiet will pay you real dividends.*

"Now—a model plant throughout"

I have long felt that executives, while providing ideal working conditions in their factories, have often overlooked the comfort of office workers. The noise in the average office is sufficient to cause undue fatigue on the part of those whose duties require mental effort. Johns-Manville Sound-absorbing Treatment has enabled us to reduce noise in our office to an undisturbing level, and we now feel that we have a model plant throughout.



W. K. Kellogg



J-M Nashkote—the light, quickly applied, sound-absorbing material used in the offices of the Kellogg Co. There is a J-M Material EXACTLY suited to every sound-absorbing and every acoustical problem.

Johns-Manville

SOUND-ABSORBING AND OFFICE-QUIETING TREATMENT

This trade-mark is the stamp of quality on Built-up Roofings; Industrial Insulations; Packings; Asbestos and Asphalt Shingles; Insulating Board; air-packed Home Insulation.

Address Johns-Manville, 292 Madison Ave., New York
If West of Rocky Mountains *address* San Francisco, Cal.
Canadian address: Johns-Manville, Toronto, Canada

Please send me free of charge the booklets checked:
☐ J-M Sound-absorbing Treatment in Banks and Offices. ☐ In Hospitals and Sanitariums. ☐ In Churches. ☐ In Restaurants and Cafeterias.

Name.....
AC-720-7

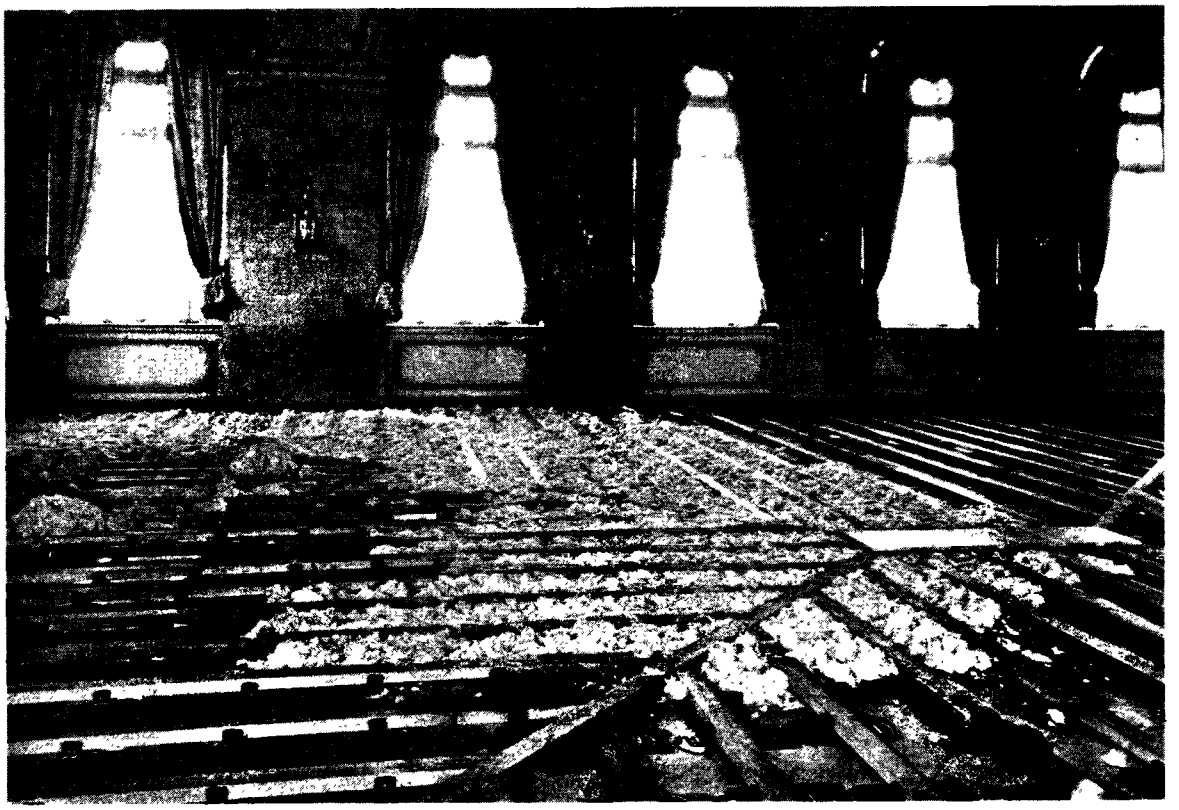
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This advertisement appears in the Saturday Evening Post on July 5 and in Time on July 14.

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AND NOW ▲ ▲ ▲

THE J-M SYSTEM OF SOUND ISOLATION



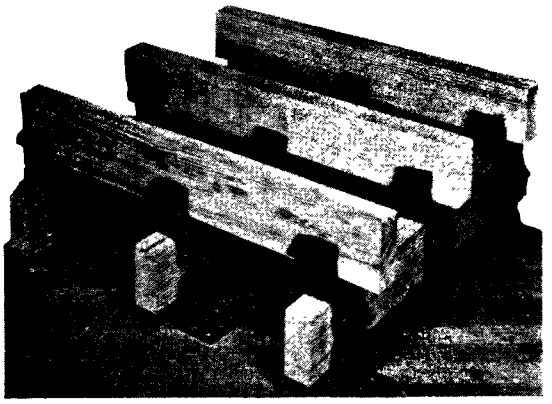
Installing the sound isolation system in the ballroom of the Congress Hotel, St. Louis, after the building was completed

THE latest addition to the Johns-Manville acoustical line — the J-M System of Sound Isolation — is designed to prevent sounds originating in one place from being transmitted through interposing partitions or floors of the structure. The system is based on the principle of breaking down vibrations by passing them in rapid succession through solid materials and soft, porous materials.

The J-M System of Sound Isolation breaks the solid contact between finished surfaces and sub-surfaces through the use of specially designed "chairs" and "isolators" lined with thick felt pads in which the supports or structural members rest. In floor and platform construction, space between the "chairs" is filled with J-M Sound Isolation Fill to modify air-borne transmission, and on ceiling and wall construction J-M Sound Isolation Felt is used.

Besides reducing sound transmission through walls, floors and ceilings, the system is widely adopted in construction of anti-vibration platforms for such machinery as blowers, motors, ice machines, motor generator sets and elevator machines. This largely prevents machinery vibrations from being transmitted through structural members to other parts of the building.

Through the use of this system, sound may be controlled effectively in such buildings as apartment houses, hotels, broadcasting studios, office and industrial buildings.



Detail of bowling alley and anti-vibration platform.

JOHNS-MANVILLE JM PRODUCTS

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Manager



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M. DAVIER
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A. H. FRENCH
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Phys. Chem. Section (Celite)



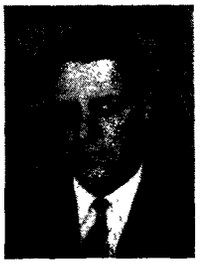
DR. E. W. REMBERT
Petroleum Sect. (Celite)



G. A. SMITH
Concrete Section (Celite)

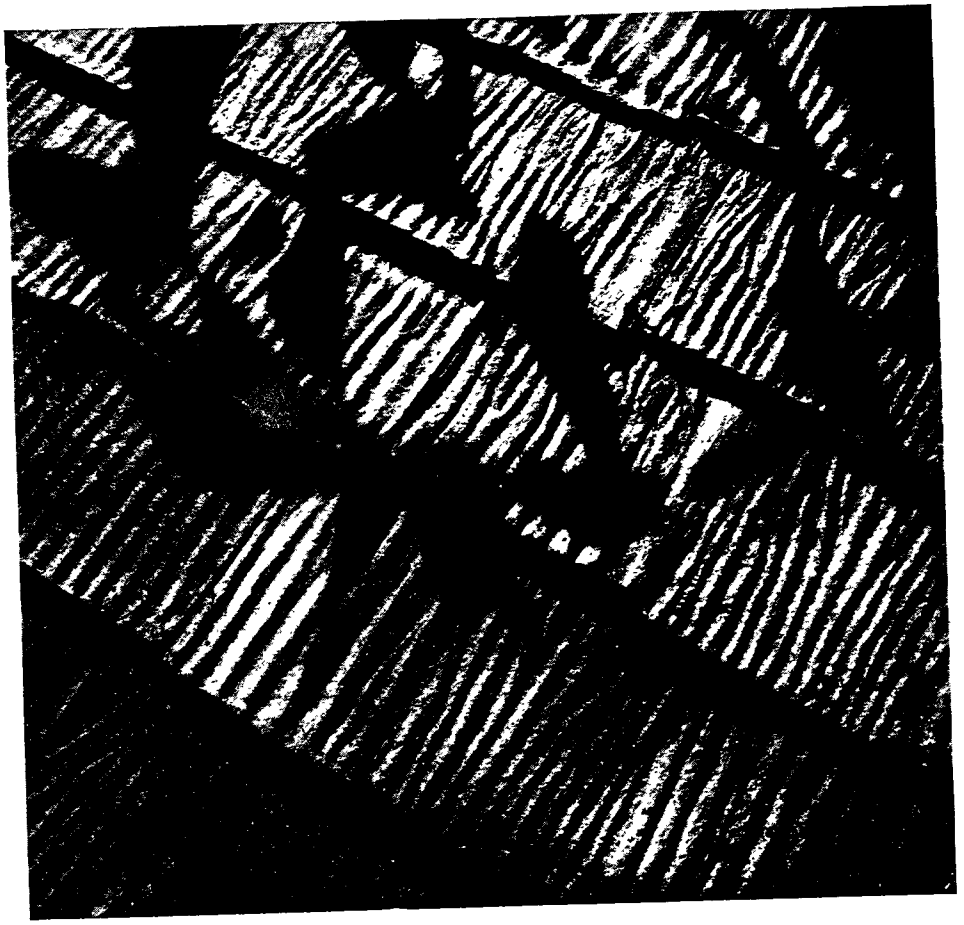


L. E. WEYMOUTH
Filter-Aid Section (Celite)



E. R. WILLIAMS
Insulation Laboratory

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REFLECTING THE BEAUTY OF OLD, WEATHERED SHINGLES . . .

ALL the mellow beauty of line, texture and color of early America's weather-beaten roofs of wood is found in the new Salem Gray Asbestos Shingles.

These shingles have been developed to fulfill a desire for a roofing material that gives the appearance of a natural, weather-worn surface and in addition one that is permanent and fireproof.

Salem Gray Asbestos Shingles are particularly adaptable for the colonial type of architecture. They duplicate, in an attractive manner, the thick-butt, hand-rived wood shingle of colonial days.

Not only are these shingles applied in new construction, but they are widely used in restoring and preserving buildings of historic interest. Likewise their use is not confined to roofing, for when applied to the sides of houses and painted white, they provide permanent and fire-proof walls of handsome appearance.

Salem Gray Shingles have an unusual appeal to architects and sales have quickly mounted where they have been promoted.

JOHNS-MANVILLE JM PRODUCTS

SALEM GRAY SHINGLES ~A QUALITY PRODUCT

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